

PROTECTIVE LIFE CORP  
Form 10-Q  
November 09, 2018  
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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D. C. 20549

FORM 10-Q

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

For the quarterly period ended September 30, 2018

or

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

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

Commission File Number 001-11339

PROTECTIVE LIFE CORPORATION  
(Exact name of registrant as specified in its charter)  
DELAWARE 95-2492236  
(State or other jurisdiction of incorporation or organization) (IRS Employer Identification Number)

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

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

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

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

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

Large accelerated filer  Accelerated Filer

Non-accelerated filer  Smaller Reporting Company

Emerging Growth Company

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

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

Number of shares of Common Stock, \$0.01 Par Value, outstanding as of October 23, 2018: 1,000

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PROTECTIVE LIFE CORPORATION  
 QUARTERLY REPORT ON FORM 10-Q  
 FOR QUARTERLY PERIOD ENDED SEPTEMBER 30, 2018

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PROTECTIVE LIFE CORPORATION  
CONSOLIDATED CONDENSED STATEMENTS OF INCOME  
(Unaudited)

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
Revenues				
Premiums and policy fees		\$878,182	\$855,088	\$2,709,216
Reinsurance ceded		(269,335 )	(325,120 )	(1,005,699 )
Net of reinsurance ceded		608,847	529,968	1,703,517
Net investment income		672,139	507,914	1,809,464
Realized investment gains (losses):				
Derivative financial instruments		(27,465 )	(82,341 )	62,859
All other investments		(19,869 )	18,150	(157,070 )
Other-than-temporary impairment losses		(14 )	(366 )	(715 )
Portion recognized in other comprehensive income (before taxes)		—	93	(2,949 )
Net impairment losses recognized in earnings		(14 )	(273 )	(3,664 )
Other income		113,530	110,970	341,802
Total revenues		1,347,168	1,084,388	3,756,908
Benefits and expenses				
Benefits and settlement expenses, net of reinsurance ceded: (three and nine months 2018 - \$215,848 and \$861,501; three and nine months 2017 - \$256,703 and \$806,314)		952,353	743,934	2,600,703
Amortization of deferred policy acquisition costs and value of business acquired		33,511	3,991	144,009
Other operating expenses, net of reinsurance ceded: (three and nine months 2018 - \$54,439 and \$149,115; three and nine months 2017 - \$57,293 and \$161,615)		224,585	225,613	684,907
Total benefits and expenses		1,210,449	973,538	3,429,619
Income before income tax		136,719	110,850	327,289
Income tax expense		26,619	28,308	61,582
Net income		\$110,100	\$82,542	\$265,707

See Notes to the Consolidated Condensed Financial Statements

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

	For The Three Months Ended September 30,		For The Nine Months Ended September 30,	
	2018	2017	2018	2017
Net income	\$110,100	\$82,542	\$265,707	\$242,224
Other comprehensive income (loss):				
Change in net unrealized gains (losses) on investments, net of income tax: (three months: 2018 - \$(53,488); 2017 - \$54,464; nine months: 2018 - \$(320,520); 2017 - \$295,743)	(201,216 )	101,148	(1,206,478)	549,234
Reclassification adjustment for investment amounts included in net income, net of income tax: (three months: 2018 - \$427; 2017 - \$(146); nine months: 2018 - \$(554); 2017 - \$631)	1,605	(271 )	(2,086 )	1,174
Change in net unrealized gains (losses) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings, net of income tax: (three months: 2018 - \$0; 2017 - \$452; nine months: 2018 - \$6; 2017 - \$3,837)	—	839	22	7,125
Change in accumulated (loss) gain - derivatives, net of income tax: (three months: 2018 - \$61; 2017 - \$445; nine months: 2018 - \$813; 2017 - \$19)	229	828	3,060	36
Reclassification adjustment for derivative amounts included in net income, net of income tax: (three months: 2018 - \$101; 2017 - \$14; nine months: 2018 - \$168; 2017 - \$139)	380	24	631	257
Total other comprehensive income (loss)	(199,002 )	102,568	(1,204,851)	557,826
Total comprehensive income (loss)	\$(88,902 )	\$185,110	\$(939,144)	\$800,050

See Notes to the Consolidated Condensed Financial Statements

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PROTECTIVE LIFE CORPORATION  
 CONSOLIDATED CONDENSED BALANCE SHEETS  
 (Unaudited)

	As of	
	September 30,	December 31,
	2018	2017
	(Dollars In Thousands)	
Assets		
Fixed maturities, at fair value (amortized cost: 2018 - \$54,555,431; 2017 - \$41,153,551)	\$52,381,464	\$41,176,052
Fixed maturities, at amortized cost (fair value: 2018 - \$2,577,841; 2017 - \$2,776,327)	2,653,605	2,718,904
Equity securities, at fair value (cost: 2018 - \$663,338; 2017 - \$740,813)	662,880	754,360
Mortgage loans (related to securitizations: 2018 - \$505; 2017 - \$226,409)	7,572,349	6,817,723
Investment real estate, net of accumulated depreciation (2018 - \$219; 2017 - \$132)	7,147	8,355
Policy loans	1,703,462	1,615,615
Other long-term investments	1,051,719	915,595
Short-term investments	532,053	615,210
Total investments	66,564,679	54,621,814
Cash	194,460	252,310
Accrued investment income	652,462	491,802
Accounts and premiums receivable	167,635	124,934
Reinsurance receivables	4,816,606	5,075,698
Deferred policy acquisition costs and value of business acquired	2,974,293	2,199,577
Goodwill	793,470	793,470
Other intangibles, net of accumulated amortization (2018 - \$183,268; 2017 - \$140,368)	626,424	663,572
Property and equipment, net of accumulated depreciation (2018 - \$30,569; 2017 - \$22,926)	106,638	111,417
Other assets	238,068	227,357
Income tax receivable	—	76,543
Assets related to separate accounts		
Variable annuity	13,555,469	13,956,071
Variable universal life	1,077,842	1,035,202
Total assets	\$91,768,046	\$79,629,767

See Notes to the Consolidated Condensed Financial Statements

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CONSOLIDATED CONDENSED BALANCE SHEETS

(Unaudited)

(continued)

	As of	
	September 30, 2018	December 31, 2017
	(Dollars In Thousands)	
<b>Liabilities</b>		
Future policy benefits and claims	\$42,013,542	\$30,957,592
Unearned premiums	875,095	875,405
Total policy liabilities and accruals	42,888,637	31,832,997
Stable value product account balances	5,211,668	4,698,371
Annuity account balances	13,590,482	10,921,190
Other policyholders' funds	1,142,522	1,267,198
Other liabilities	2,575,056	2,353,565
Income tax payable	1,259	—
Deferred income taxes	890,421	1,232,407
Non-recourse funding obligations	2,651,967	2,747,477
Secured financing liabilities	514,413	1,017,749
Debt	1,107,388	945,052
Subordinated debt	605,392	495,289
Liabilities related to separate accounts		
Variable annuity	13,555,469	13,956,071
Variable universal life	1,077,842	1,035,202
Total liabilities	85,812,516	72,502,568
Commitments and contingencies - Note 12		
Shareowner's equity		
Common Stock: 2018 and 2017 - \$0.01 par value; shares authorized: 5,000; shares issued: 1,000	—	—
Additional paid-in-capital	5,554,059	5,554,059
Retained earnings	1,604,178	1,560,444
Accumulated other comprehensive income (loss):		
Net unrealized (losses) gains on investments, net of income tax: (2018 - \$317,185; 2017 - \$6,883)	(1,193,220 )	25,896
Net unrealized losses relating to other-than-temporary impaired investments for which a portion has been recognized in earnings, net of income tax: (2018 - \$0; 2017 - \$(6))	—	(22 )
Accumulated gain (loss) - derivatives, net of income tax: (2018 - \$1,180; 2017 - \$198)	4,438	747
Postretirement benefits liability adjustment, net of income tax: (2018 - \$(3,469); 2017 - \$(3,469))	(13,925 )	(13,925 )
Total shareowner's equity	5,955,530	7,127,199
Total liabilities and shareowner's equity	\$91,768,046	\$79,629,767

See Notes to the Consolidated Condensed Financial Statements

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

	Additional Common Paid-In- Stock Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Shareowner's Equity
	(Dollars In Thousands)			
Balance, December 31, 2017	\$-5,554,059	\$1,560,444	\$12,696	\$7,127,199
Net income for the nine months ended September 30, 2018		265,707		265,707
Other comprehensive loss			(1,204,851)	(1,204,851)
Comprehensive loss for the nine months ended September 30, 2018				(939,144)
Cumulative effect adjustments		(81,973)	(10,552)	(92,525)
Dividends to parent		(140,000)		(140,000)
Balance, September 30, 2018	\$-5,554,059	\$1,604,178	\$(1,202,707)	\$5,955,530

See Notes to the Consolidated Condensed Financial Statements

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

	For The Nine Months Ended September 30,	
	2018	2017
	(Dollars In Thousands)	
Cash flows from operating activities		
Net income	\$265,707	\$242,224
Adjustments to reconcile net income to net cash provided by operating activities:		
Realized investment (gains) losses	97,875	176,588
Amortization of DAC and VOBA	144,009	47,612
Capitalization of DAC	(331,277 )	(249,640 )
Depreciation and amortization expense	50,826	49,227
Deferred income tax	10,340	86,463
Accrued income tax	77,802	17,453
Interest credited to universal life and investment products	630,770	507,229
Policy fees assessed on universal life and investment products	(1,146,980)	(1,004,829)
Change in reinsurance receivables	259,429	132,617
Change in accrued investment income and other receivables	(11,823 )	(17,550 )
Change in policy liabilities and other policyholders' funds of traditional life and health products	(512,879 )	(273,640 )
Trading securities:		
Maturities and principal reductions of investments	140,851	131,563
Sale of investments	307,632	195,733
Cost of investments acquired	(403,355 )	(277,423 )
Other net change in trading securities	10,641	17,741
Amortization of premiums and accretion of discounts on investments and mortgage loans	232,401	232,939
Change in other liabilities	21,569	36,239
Other, net	(44,952 )	(58,308 )
Net cash used in operating activities	\$(201,414)	\$(7,762 )

See Notes to the Consolidated Condensed Financial Statements

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

	For The Nine Months Ended September 30,	
	2018	2017
	(Dollars In Thousands)	
Cash flows from investing activities		
Maturities and principal reductions of investments, available-for-sale	\$1,249,048	\$541,155
Sale of investments, available-for-sale	1,935,178	1,302,576
Cost of investments acquired, available-for-sale	(4,304,036 )	(3,248,911 )
Change in investments, held-to-maturity	62,000	36,000
Mortgage loans:		
New lendings	(1,185,316 )	(1,081,226 )
Repayments	797,450	644,189
Change in investment real estate, net	647	3,679
Change in policy loans, net	43,642	24,280
Change in other long-term investments, net	(292,893 )	(282,506 )
Change in short-term investments, net	82,748	(203,169 )
Net unsettled security transactions	84,036	349,544
Purchase of property, equipment, and intangibles	(9,888 )	(34,229 )
Cash received from reinsurance transaction	20,669	—
Net cash used in investing activities	\$(1,516,715)	\$(1,948,618)
Cash flows from financing activities		
Borrowings under line of credit arrangement, debt, and subordinated debt	\$1,075,000	\$975,000
Principal payments on line of credit arrangement, debt, and subordinated debt	(757,884 )	(934,123 )
Issuance (repayment) of non-recourse funding obligations	(100,000 )	(36,000 )
Secured financing liabilities	(503,336 )	(198,165 )
Dividends to shareowner	(140,000 )	(143,848 )
Investment product deposits and change in universal life deposits	4,397,886	3,901,051
Investment product withdrawals	(2,311,096 )	(1,698,062 )
Other financing activities, net	(291 )	(93 )
Net cash provided by financing activities	\$1,660,279	\$1,865,760
Change in cash	(57,850 )	(90,620 )
Cash at beginning of period	252,310	348,182
Cash at end of period	\$194,460	\$257,562

See Notes to the Consolidated Condensed Financial Statements

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

1. BASIS OF PRESENTATION

Basis of Presentation

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

These financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) for the interim periods presented herein. In the opinion of management, the accompanying financial statements reflect all adjustments (consisting only of normal recurring items) necessary for a fair statement of the results for the interim periods presented. Operating results for the three and nine months ended September 30, 2018, are not necessarily indicative of the results of operations that may be expected for the year ending December 31, 2018. The year-end consolidated condensed financial data included herein was derived from audited financial statements but does not include all disclosures required by GAAP within this report. For further information, refer to the consolidated financial statements and notes thereto included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2017.

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

Entities Included

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

Intercompany balances and transactions have been eliminated.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant Accounting Policies

For a full description of significant accounting policies, see Note 2 to Consolidated Financial Statements included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2017. There were no significant changes to the Company’s accounting policies during the nine months ended September 30, 2018 other than those discussed below.

Property and Casualty Insurance Products

Property and casualty insurance products include service contract business, surety bonds, and guaranteed asset protection (“GAP”). Premiums and fees associated with service contracts and GAP products are recognized based on expected claim patterns. For all other products, premiums are generally recognized over the terms of the contract on a pro-rata basis. Commissions and fee income associated with other products are recognized as earned when the related services are provided to the customer. Unearned premium reserves are maintained for the portion of the premiums that is related to the unexpired period of the policy. Benefit reserves are recorded when insured events occur. Benefit reserves include case basis reserves for known but unpaid claims as of the balance sheet date as well as incurred but not reported (“IBNR”) reserves for claims where the insured event has occurred but has not been reported to the Company as of the balance sheet date. The case basis reserves and IBNR are calculated based on historical experience and on assumptions relating to claim severity and frequency, the level of used vehicle prices, and other factors. These

assumptions are modified as necessary to reflect anticipated trends.

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Effective January 1, 2018, the Company adopted Accounting Standards Update ("ASU") No. 2014-09, Revenue from Contracts with Customers. In consideration of the amendments in this Update, the Company revised its recognition pattern for administrative fees associated with certain vehicle service and GAP products. Previously, these fees were recognized based on the work effort involved in satisfying the Company's contract obligations. The Company will recognize these fees on a claims occurrence basis in future periods. To reflect this change in accounting principle, the Company recorded a cumulative effect adjustment as of January 1, 2018 that resulted in a decrease in retained earnings of \$92.5 million. The pre-tax impact to each affected line item on the Company's financial statements is reflected in the table below:

Financial Statement Line Item:	As of September 30, 2018			
	As Reported	Previous Accounting Method		
	(Dollars In Millions)			
Balance Sheet				
Deferred policy acquisition costs and value of business acquired	\$2,974.3	\$ 2,832.4		
Other liabilities	\$2,575.1	\$ 2,308.7		
			For The Three Months Ended September 30, 2018	For The Nine Months Ended September 30, 2018
	As Reported	Previous Accounting Method	As Reported	Previous Accounting Method
	(Dollars In Millions)		(Dollars In Millions)	
Financial Statement Line Item:				
Statements of Income				
Other income	\$113.5	\$ 115.1	\$341.8	\$ 345.3
Amortization of deferred policy acquisition costs and value of business acquired	\$33.5	\$ 21.7	\$144.0	\$ 107.3
Other operating expenses, net of reinsurance ceded	\$224.6	\$ 237.7	\$684.9	\$ 725.1

Accounting Pronouncements Recently Adopted

ASU No. 2014-09 - Revenue from Contracts with Customers (Topic 606). This Update provides for significant revisions to the recognition of revenue from contracts with customers across various industries. Under the new guidance, entities are required to apply a prescribed 5-step process to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The accounting for revenues associated with insurance products is not within the scope of this Update. The Update was originally effective for annual and interim periods beginning after December 15, 2016. However, in August 2015, the FASB issued ASU No. 2015-14 - Revenues from Contracts with Customers: Deferral of the Effective Date, to defer the effective date of ASU No. 2014-09 by one year to annual and interim periods beginning after December 15, 2017. The Company adopted this Update using the modified retrospective approach via a cumulative effect adjustment to retained earnings as of January 1, 2018. The amendments in the Update, along with clarifying updates issued subsequent to ASU 2014-09, impacted some of the Company's smaller lines of business, specifically revenues at the Company's affiliated broker dealers and insurance agency, and certain revenues associated with the Company's Asset Protection products. The lines of business to which the revised guidance applies are not

material to the Company's financial statements. In consideration of the amendments in this Update, the Company revised its recognition pattern for administrative fees associated with certain vehicle service and GAP products. Previously, these fees were recognized based on the work effort involved in satisfying the Company's contract obligations. The Company will recognize these fees on a claims occurrence basis in future periods. To reflect this change in accounting principle, the Company recorded a cumulative effect adjustment as of January 1, 2018 that resulted in a decrease in retained earnings of \$92.5 million. The Company also implemented minor changes to its accounting and disclosures with respect to the lines of business referenced above to ensure compliance with the revised guidance. See above for additional discussion.

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

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effect adjustment at the date of adoption, January 1, 2018, transferring unrealized gains and losses on available-for-sale equity securities to retained earnings from accumulated other comprehensive income. The impact of this adjustment, net of income tax, resulted in a \$10.6 million increase to retained earnings and a corresponding decrease to accumulated other comprehensive income, resulting in no net impact to consolidated shareowner's equity. The Company has updated its disclosures in Note 5, Investment Operations and Note 6, Fair Value of Financial Instruments in accordance with the ASU.

ASU No. 2016-15 - Statement of Cash Flows: Classification of Certain Cash Receipts and Cash Payments. The amendments in this Update are intended to reduce diversity in practice in how certain transactions are classified in the statement of cash flows. Specific transactions addressed in the new guidance include: Debt prepayment/extinguishment costs, contingent consideration payments, proceeds from the settlement of corporate-owned life insurance policies, and distributions received from equity method investments. The Update does not introduce any new accounting or financial reporting requirements, and is effective for annual and interim periods beginning after December 15, 2017 using the retrospective method. There was no financial impact.

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

ASU No. 2017-01 - Business Combinations (Topic 805): Clarifying the Definition of a Business. The purpose of this update is to clarify the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions (or disposals) of assets or businesses. The amendments in the Update provide a specific test by which an entity may determine whether an acquisition involves a set of assets or a business. The amendments in the Update are to be applied prospectively for periods beginning after December 15, 2017. The Company has reviewed the revised requirements, and does not anticipate that the changes will impact its policies or recent conclusions related to its acquisition activities.

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

Accounting Pronouncements Not Yet Adopted

ASU No. 2016-02 - Leases. The amendments in this Update address certain aspects of recognition, measurement, presentation, and disclosure of leases. The most significant change will relate to the accounting model used by lessees. The Update will require all leases with terms greater than 12 months to be recorded on the balance sheet in the form of a lease asset and liability. The lease asset and liability will be measured at the present value of the minimum lease payments less any upfront payments or fees. The amendments in the Update are effective for annual and interim

periods beginning after December 15, 2018 on a modified retrospective basis. The Company has completed an inventory of all leases in the organization. Based on our lease portfolio as of September 30, 2018, the Company expects to record a right of use asset and lease liability of approximately \$21 million on its consolidated condensed balance sheet in the period of adoption. However, the ultimate impact of adopting the ASU will depend on the Company's lease portfolio as of the adoption date.

ASU No. 2016-13 - Financial Instruments-Credit Losses: Measurement of Credit Losses on Financial Instruments. The amendments in this Update introduce a new current expected credit loss ("CECL") model for certain financial assets, including mortgage loans and reinsurance receivables. The new model will not apply to debt securities classified as available-for-sale. For assets within the scope of the new model, an entity will recognize as an allowance against earnings its estimate of the contractual cash flows not expected to be collected on day one of the asset's acquisition. The allowance may be reversed through earnings if a security recovers in value. This differs from the current impairment model, which requires recognition of credit losses when they have been incurred and recognizes a security's subsequent recovery in value in other comprehensive income. The Update also makes targeted changes to the current impairment model for available-for-sale debt securities, which comprise the majority of the Company's invested assets. Similar to the CECL model, credit loss impairments will be recorded in an allowance against earnings that may be reversed for subsequent recoveries in value. The amendments in this Update are effective for annual and interim periods beginning after December 15, 2019 on a modified retrospective basis. The Company is reviewing its policies and processes to ensure compliance with the requirements in this Update, upon adoption, and assessing the impact this standard will have on its operations and financial results.

ASU No. 2017-08 - Receivables - Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities. The amendments in this Update require that premiums on callable debt securities be amortized to the first call date. This is a change from current guidance, under which premiums are amortized to the maturity date of the security. The amendments are effective for annual and interim periods beginning after December 15, 2018, and early adoption



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is permitted. Transition will be through a modified retrospective approach in which the cumulative effect of application is recorded to retained earnings at the beginning of the annual period in which an entity adopts the revised guidance. Based on our population of callable debt securities held as of September 30, 2018, the Company estimates it would record a reduction to retained earnings of approximately \$56.1 million as a result of adopting the ASU. However, the adoption impact will ultimately depend on the population of callable debt securities held as of the adoption date.

ASU No. 2017-12 - Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities. The amendments in this Update are designed to permit hedge accounting to be applied to a broader range of hedging strategies as well as to more closely align hedge accounting and risk management objectives. Specific provisions include requiring changes in the fair value of a hedging instrument be recorded in the same income statement line as the hedged item when it affects earnings. In addition, after a hedge has initially qualified as an effective hedge the Update permits the use of a qualitative hedge effectiveness test in subsequent periods. The amendments in this Update are effective for annual and interim periods beginning after December 15, 2018 and early adoption is permitted. The Company does not expect the adoption of this standard to have a material impact on its operations or financial results.

ASU No. 2018-12 - Financial Services - Insurance (Topic 944): Targeted Improvements to Accounting for Long-Duration Contracts. The amendments in this Update are designed to make improvements to the existing recognition, measurement, presentation, and disclosure requirements for certain long-duration contracts issued by an insurance company. The new amendments require insurance entities to provide a more current measure of the liability for future policy benefits for traditional and limited-payment contracts by regularly refining the liability for actual past experience and updated future assumptions. This differs from current requirements where assumptions are locked-in at contract issuance for these contract types. In addition, the updated liability will be discounted using an upper-medium grade (low-credit-risk) fixed income instrument yield that reflects the characteristics of the liability which differs from currently used rates based on the invested assets supporting the liability. In addition, the amendments introduce new requirements to assess market-based insurance contract options and guarantees for Market Risk Benefits and measure them at fair value. This Update also requires insurance entities to amortize deferred acquisition costs on a constant-level basis over the expected life of the contract. Finally this Update requires new disclosures including liability rollforwards and information about significant inputs, judgements, assumptions, and methods used in the measurement. The amendments in this Update are effective for annual and interim periods beginning after December 15, 2020 with early adoption permitted. The Company is currently reviewing its policies, processes, and applicable systems to determine the impact this standard will have on its operations and financial results.

### 3. SIGNIFICANT TRANSACTIONS

On May 1, 2018, The Lincoln National Life Insurance Company (“Lincoln Life”) completed its previously announced acquisition (the “Closing”) of Liberty Mutual Group Inc.’s (“Liberty Mutual”) Group Benefits Business and Individual Life and Annuity Business (the “Life Business”) through the acquisition of all of the issued and outstanding capital stock of Liberty Life Assurance Company of Boston (“Liberty”). In connection with the Closing and pursuant to the Master Transaction Agreement, dated January 18, 2018 (the “Master Transaction Agreement”), previously reported in our Current Report on Form 8-K filed on January 23, 2018, PLICO and Protective Life and Annuity Insurance Company (“PLAIC”), a wholly owned subsidiary of PLICO, entered into reinsurance agreements (the “Reinsurance Agreements”) and related ancillary documents (including administrative services agreements and transition services agreements) providing for the reinsurance and administration of the Life Business.

Pursuant to the Reinsurance Agreements, Liberty ceded to PLICO and PLAIC the insurance policies related to the Life Business on a 100% coinsurance basis. The aggregate ceding commission for the reinsurance of the Life Business was \$422.4 million, which is the purchase price. Other than cash received as part of the acquired Liberty investment portfolio as reflected in “amounts received from reinsurance transaction” in the Consolidated Condensed Statement of

Cash Flows and as reflected in the table below, this was a non-cash transaction.

All policies issued in states other than New York were ceded to PLICO under a reinsurance agreement between Liberty and PLICO, and all policies issued in New York were ceded to PLAIC under a reinsurance agreement between Liberty and PLAIC. The aggregate statutory reserves of Liberty ceded to PLICO and PLAIC as of the closing of the Transaction were approximately \$13.3 billion, which amount was based on initial estimates and is subject to adjustment following the Closing. Pursuant to the terms of the Reinsurance Agreements, each of PLICO and PLAIC are required to maintain assets in trust for the benefit of Liberty to secure their respective obligations to Liberty under the Reinsurance Agreements. The trust accounts were initially funded by each of PLICO and PLAIC principally with the investment assets that were received from Liberty. Additionally, PLICO and PLAIC have each agreed to provide, on behalf of Liberty, administration and policyholder servicing of the Life Business reinsured by it pursuant to administrative services agreements between Liberty and each of PLICO and PLAIC.

The terms of the Reinsurance Agreements resulted in an acquisition of the Life Business by the Company in accordance with Accounting Standards Codification (“ASC”) Topic 805, Business Combinations.

The following table details the purchase consideration and preliminary allocation of assets acquired and liabilities assumed from the Life Business reinsurance transaction as of the transaction date. These estimates remain preliminary and are subject to adjustment. While they are not expected to be materially different than those shown, any material adjustments to the estimates will be reflected, retroactively, as of the date of the acquisition.

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	Fair Value as of May 1, 2018 (Dollars In Thousands)
<b>ASSETS</b>	
Fixed maturities	\$ 12,588,512
Mortgage loans	435,405
Policy loans	131,489
Total investments	13,155,406
Cash	20,669
Accrued investment income	151,610
Reinsurance receivables	337
Value of business acquired	336,437
Other assets	2,542
Total assets	13,667,001
<b>LIABILITIES</b>	
Future policy benefits and claims	\$ 11,744,496
Unearned premiums	—
Total policy liabilities and accruals	11,744,496
Annuity account balances	1,823,444
Other policyholders' funds	41,954
Other liabilities	57,107
Total liabilities	13,667,001
NET ASSETS ACQUIRED	\$—

The following unaudited pro forma condensed consolidated results of operations assumes that the aforementioned transactions of the Life Business were completed as of January 1, 2017. The unaudited pro forma condensed results of operations are presented solely for information purposes and are not necessarily indicative of the consolidated condensed results of operations that might have been achieved had the transaction been completed as of the date indicated.

	Unaudited For The Three Months Ended September 30, 2018		Unaudited For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
Revenue	\$ 1,344,806	\$ 1,397,739	\$ 4,078,285	\$ 4,231,177
Net income	\$ 110,100	\$ 118,547	\$ 311,851	\$ 347,113

The amount of revenue and income before income tax of the Life Business since the transaction date, May 1, 2018, included in the consolidated condensed statements of income for the three and nine months ended September 30, 2018 amounted to \$218.1 million and \$360.9 million and \$26.1 million and \$33.7 million, respectively. Also, included in the income before income tax for the nine months ended September 30, 2018, is approximately \$5.5 million of non-recurring transaction costs.

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Based on the balance recorded as of May 1, 2018, the expected amortization of VOBA for the next five years is as follows:

Years	Expected Amortization (Dollars In Thousands)
Remainder of 2018	\$ 5,265
2019	21,063
2020	19,950
2021	18,329
2022	16,611

#### 4. MONY CLOSED BLOCK OF BUSINESS

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

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

The excess of Closed Block liabilities over Closed Block assets (adjusted to exclude the impact of related amounts in AOCI) at the acquisition date of October 1, 2013, represented the estimated maximum future post-tax earnings from the Closed Block that would be recognized in income from continuing operations over the period the policies and contracts in the Closed Block remain in force. In connection with the acquisition of MONY, the Company developed an actuarial calculation of the expected timing of MONY’s Closed Block’s earnings as of October 1, 2013. Pursuant to the acquisition of the Company by Dai-ichi Life, this actuarial calculation of the expected timing of MONY’s Closed Block earnings was recalculated and reset as February 1, 2015, along with the establishment of a policyholder dividend obligation as of such date.

If the actual cumulative earnings from the Closed Block are greater than the expected cumulative earnings, only the expected earnings will be recognized in the Company’s net income. Actual cumulative earnings in excess of expected cumulative earnings at any point in time are recorded as a policyholder dividend obligation because they will ultimately be paid to Closed Block policyholders as an additional policyholder dividend unless offset by future performance that is less favorable than originally expected. If a policyholder dividend obligation has been previously established and the actual Closed Block earnings in a subsequent period are less than the expected earnings for that period, the policyholder dividend obligation would be reduced (but not below zero). If, over the period the policies and contracts in the Closed Block remain in force, the actual cumulative earnings of the Closed Block are less than the expected cumulative earnings, only actual earnings would be recognized in income from continuing operations. If the Closed Block has insufficient funds to make guaranteed policy benefit payments, such payments will be made from assets outside the Closed Block.

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



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Summarized financial information for the Closed Block as of September 30, 2018, and December 31, 2017, is as follows:

	As of	
	September 30, 2018	December 31, 2017
	(Dollars In Thousands)	
Closed block liabilities		
Future policy benefits, policyholders' account balances and other policyholder liabilities	\$5,699,118	\$ 5,791,867
Policyholder dividend obligation	—	160,712
Other liabilities	42,640	30,764
Total closed block liabilities	5,741,758	5,983,343
Closed block assets		
Fixed maturities, available-for-sale, at fair value	\$4,339,342	\$ 4,669,856
Mortgage loans on real estate	76,608	108,934
Policy loans	679,760	700,769
Cash	72,868	31,182
Other assets	144,077	122,637
Total closed block assets	5,312,655	5,633,378
Excess of reported closed block liabilities over closed block assets	429,103	349,965
Portion of above representing accumulated other comprehensive income:		
Net unrealized investment gains (losses) net of policyholder dividend obligation: \$(149,219) and \$(13,429); and net of income tax: \$57,054 and \$2,820	(96,749 )	—
Future earnings to be recognized from closed block assets and closed block liabilities	\$332,354	\$ 349,965
Reconciliation of the policyholder dividend obligation is as follows:		
	For The	
	Nine Months Ended	
	September 30,	
	2018	2017
	(Dollars In Thousands)	
Policyholder dividend obligation, beginning of period	\$ 160,712	\$ 31,932
Applicable to net revenue (losses)	(24,922 )	(38,147 )
Change in net unrealized investment gains (losses) allocated to the policyholder dividend obligation	(135,790 )	142,219
Policyholder dividend obligation, end of period	\$—	\$ 136,004

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Closed Block revenues and expenses were as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
<b>Revenues</b>				
Premiums and other income	\$39,691	\$40,962	\$121,768	\$128,697
Net investment income	50,833	50,780	152,248	153,481
Net investment gains	40	341	66	448
Total revenues	90,564	92,083	274,082	282,626
<b>Benefits and other deductions</b>				
Benefits and settlement expenses	83,588	81,721	251,480	249,319
Other operating expenses	291	621	310	1,216
Total benefits and other deductions	83,879	82,342	251,790	250,535
Net revenues before income taxes	6,685	9,741	22,292	32,091
Income tax expense	1,404	3,409	4,681	11,232
Net revenues	\$5,281	\$6,332	\$17,611	\$20,859

**5. INVESTMENT OPERATIONS**

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
Fixed maturities	\$(2,018 )	\$1,042	\$6,304	\$10,482
Equity gains and losses <sup>(1)</sup>	(6,638 )	(352 )	(16,466 )	(1,398 )
Impairments	(14 )	(273 )	(3,664 )	(10,889 )
Modco trading portfolio	(10,901 )	19,399	(148,427 )	93,181
Other investments	(312 )	(1,939 )	1,519	(7,557 )
Total realized gains (losses) - investments	\$(19,883)	\$17,877	\$(160,734)	\$83,819

(1) Beginning January 1, 2018, all changes in the fair market value of equity securities are recorded as a realized gains (loss) as a result of the adoption of ASU No. 2016-01.

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
Gross realized gains	\$3,410	\$1,933	\$21,596	\$14,968
Gross realized losses:				
Impairment losses	\$(14 )	\$(273 )	\$(3,664 )	\$(10,889)
Other realized losses	\$(5,428)	\$(1,243)	\$(15,292)	\$(5,884 )

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
Securities in an unrealized gain position:				
Fair value (proceeds)	\$306,600	\$121,459	\$914,885	\$566,064
Gains realized	\$3,410	\$1,933	\$21,596	\$14,968
Securities in an unrealized loss position <sup>(1)</sup> :				
Fair value (proceeds)	\$122,317	\$37,186	\$380,493	\$121,450
Losses realized	\$(5,428 )	\$(1,243 )	\$(15,292 )	\$(5,884 )

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

The chart below summarizes the realized gains (losses) on equity securities sold during the period and equity securities still held at the reporting date.

	For The Three Months Ended September 30, 2018	For The Nine Months Ended September 30, 2018
	(Dollars In Thousands)	
Net gains (losses) recognized during the period on equity securities	\$(6,638 )	\$(16,466 )
Less: net gains (losses) recognized on equity securities sold during the period	\$(1,476 )	\$(3,856 )
Gains (losses) recognized during the period on equity securities still held	\$(5,162 )	\$(12,610 )



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

As of September 30, 2018	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Total OTTI Recognized in OCI <sup>(1)</sup>
	(Dollars In Thousands)				
Fixed maturities:					
Residential mortgage-backed securities	\$3,515,247	\$ 5,808	\$(105,950)	\$3,415,105	\$ —
Commercial mortgage-backed securities	2,344,653	181	(82,063)	2,262,771	—
Other asset-backed securities	1,456,768	13,749	(16,382)	1,454,135	—
U.S. government-related securities	1,653,626	160	(72,807)	1,580,979	—
Other government-related securities	548,343	2,926	(21,688)	529,581	—
States, municipals, and political subdivisions	3,691,930	6,070	(139,927)	3,558,073	—
Corporate securities	38,778,746	167,850	(1,924,671)	37,021,925	—
Redeemable preferred stock	94,362	—	(7,223)	87,139	—
	52,083,675	196,744	(2,370,711)	49,909,708	—
Short-term investments	476,188	—	—	476,188	—
	\$52,559,863	\$ 196,744	\$(2,370,711)	\$50,385,896	\$ —
As of December 31, 2017	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Total OTTI Recognized in OCI <sup>(1)</sup>
	(Dollars In Thousands)				
Fixed maturities:					
Residential mortgage-backed securities	\$2,330,832	\$ 19,413	\$(23,033)	\$2,327,212	\$ 10
Commercial mortgage-backed securities	1,914,998	5,010	(30,186)	1,889,822	—
Other asset-backed securities	1,234,376	20,936	(5,763)	1,249,549	—
U.S. government-related securities	1,255,244	185	(32,177)	1,223,252	—
Other government-related securities	282,767	9,463	(4,948)	287,282	—
States, municipals, and political subdivisions	1,770,299	16,959	(45,613)	1,741,645	(37)
Corporate securities	29,606,484	623,713	(528,187)	29,702,010	(1)
Redeemable preferred stock	94,362	232	(3,503)	91,091	—
	38,489,362	695,911	(673,410)	38,511,863	(28)
Equity securities	735,569	22,318	(8,771)	749,116	—
Short-term investments	558,949	—	—	558,949	—
	\$39,783,880	\$ 718,229	\$(682,181)	\$39,819,928	\$ (28)

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

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The fair values of the Company's investments classified as trading are as follows:

	As of September 30, 2018	As of December 31, 2017
(Dollars In Thousands)		
Fixed maturities:		
Residential mortgage-backed securities	\$254,037	\$259,694
Commercial mortgage-backed securities	135,403	146,804
Other asset-backed securities	111,770	138,097
U.S. government-related securities	58,081	27,234
Other government-related securities	43,030	63,925
States, municipals, and political subdivisions	296,618	326,925
Corporate securities	1,569,652	1,698,183
Redeemable preferred stock	3,165	3,327
	2,471,756	2,664,189
Equity securities	3,801	5,244
Short-term investments	55,865	56,261
	\$2,531,422	\$2,725,694

The amortized cost and fair value of available-for-sale and held-to-maturity fixed maturities as of September 30, 2018, by expected maturity, are shown below. Expected maturities of securities without a single maturity date are allocated based on estimated rates of prepayment that may differ from actual rates of prepayment.

	Available-for-Sale		Held-to-Maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
(Dollars In Thousands)				
Due in one year or less	\$957,984	\$955,779	\$—	\$—
Due after one year through five years	9,269,777	9,096,671	—	—
Due after five years through ten years	9,259,344	9,001,644	—	—
Due after ten years	32,596,570	30,855,614	2,653,605	2,577,841
	\$52,083,675	\$49,909,708	\$2,653,605	\$2,577,841

The charts below summarize the Company's other-than-temporary impairments of investments. All of the impairments were related to fixed maturities.

	For The Three Months Ended September 30, 2018	For The Nine Months Ended September 30, 2018
	Fixed Maturities	Fixed Maturities
(Dollars In Thousands)		
Other-than-temporary impairments	\$ (14 )	\$ (715 )
Non-credit impairment losses recorded in other comprehensive income	—	(2,949 )
Net impairment losses recognized in earnings	\$ (14 )	\$ (3,664 )

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	For The Three Months Ended September 30, 2017			For The Nine Months Ended September 30, 2017		
	Fixed Maturities	Equity Securities	Total Securities	Fixed Maturities	Equity Securities	Total Securities
	(Dollars In Thousands)					
Other-than-temporary impairments	\$ (366)	\$ —	\$ (366)	\$ (494)	\$ (2,630)	\$ (3,124)
Non-credit impairment losses recorded in other comprehensive income	93	—	93	(7,765)	—	(7,765)
Net impairment losses recognized in earnings	\$ (273)	\$ —	\$ (273)	\$ (8,259)	\$ (2,630)	\$ (10,889)

There were no other-than-temporary impairments related to fixed maturities or equity securities that the Company intended to sell or expected to be required to sell for the three and nine months ended September 30, 2018 and 2017.

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
Beginning balance	\$2	\$2,783	\$3,268	\$12,685
Additions for newly impaired securities	—	266	—	266
Additions for previously impaired securities	—	6	2	2,791
Reductions for previously impaired securities due to a change in expected cash flows	—	(37)	—	(12,724)
Reductions for previously impaired securities that were sold in the current period	(2)	(600)	(3,270)	(600)
Ending balance	\$—	\$2,418	\$—	\$2,418

The following table includes the gross unrealized losses and fair value of the Company's investments that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position as of September 30, 2018:

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
	(Dollars In Thousands)					
Residential mortgage-backed securities	\$2,831,969	\$ (80,873)	\$407,345	\$ (25,077)	\$3,239,314	\$ (105,950)
Commercial mortgage-backed securities	1,442,862	(40,080)	757,095	(41,983)	2,199,957	(82,063)
Other asset-backed securities	645,956	(9,131)	125,847	(7,251)	771,803	(16,382)
U.S. government-related securities	551,939	(14,066)	1,012,450	(58,741)	1,564,389	(72,807)
Other government-related securities	256,902	(7,459)	111,089	(14,229)	367,991	(21,688)
States, municipalities, and political subdivisions	2,268,935	(51,019)	998,399	(88,908)	3,267,334	(139,927)
Corporate securities	21,828,788	(787,017)	9,771,234	(1,137,654)	31,600,022	(1,924,671)
Redeemable preferred stock	43,712	(1,902)	43,427	(5,321)	87,139	(7,223)
	\$29,871,063	\$ (991,547)	\$13,226,886	\$ (1,379,164)	\$43,097,949	\$ (2,370,711)

RMBS and CMBS had gross unrealized losses greater than twelve months of \$25.1 million and \$42.0 million, respectively, as of September 30, 2018. Factors such as the credit enhancement within the deal structure, the average life of the securities, and the performance of the underlying collateral support the recoverability of these investments.

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The other asset-backed securities had a gross unrealized loss greater than twelve months of \$7.3 million as of September 30, 2018. This category predominately includes student loan backed auction rate securities whose underlying collateral is at least 97% guaranteed by the Federal Family Education Loan Program (“FFELP”). At this time, the Company has no reason to believe that the U.S. Department of Education would not honor the FFELP guarantee, if it were necessary.

The U.S. government-related securities and the other government-related securities had gross unrealized losses greater than twelve months of \$58.7 million and \$14.2 million as of September 30, 2018, respectively. These declines were related to changes in interest rates.

The states, municipalities, and political subdivisions category had gross unrealized losses greater than twelve months of \$88.9 million as of September 30, 2018. The aggregate decline in market value of these securities was deemed temporary due to positive factors supporting the recoverability of the respective investments. Positive factors considered include credit ratings, the financial health of the issuer, the continued access of the issuer to capital markets, and other pertinent information.

The corporate securities category had gross unrealized losses greater than twelve months of \$1.1 billion as of September 30, 2018. The aggregate decline in market value of these securities was deemed temporary due to positive factors supporting the recoverability of the respective investments. Positive factors considered include credit ratings, the financial health of the issuer, the continued access of the issuer to capital markets, and other pertinent information.

As of September 30, 2018, the Company had a total of 4,367 positions that were in an unrealized loss position, but the Company does not consider these unrealized loss positions to be other-than-temporary. This is based on the aggregate factors discussed previously and because the Company has the ability and intent to hold these investments until the fair values recover, and the Company does not intend to sell or expect to be required to sell the securities before recovering the Company’s amortized cost of the securities.

The following table includes the gross unrealized losses and fair value of the Company’s investments that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position as of December 31, 2017:

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
	(Dollars In Thousands)					
Residential mortgage-backed securities	\$766,599	\$(9,671)	\$416,221	\$(13,362)	\$1,182,820	\$(23,033)
Commercial mortgage-backed securities	757,471	(8,592)	796,456	(21,594)	1,553,927	(30,186)
Other asset-backed securities	86,506	(322)	134,316	(5,441)	220,822	(5,763)
U.S. government-related securities	94,110	(688)	1,072,232	(31,489)	1,166,342	(32,177)
Other government-related securities	24,830	(169)	115,294	(4,778)	140,124	(4,947)
States, municipalities, and political subdivisions	170,268	(1,738)	1,027,747	(43,874)	1,198,015	(45,612)
Corporate securities	5,054,316	(55,795)	10,962,689	(472,394)	16,017,005	(528,189)
Redeemable preferred stock	22,048	(1,120)	23,197	(2,383)	45,245	(3,503)
Equities	86,586	(1,401)	91,195	(7,370)	177,781	(8,771)
	\$7,062,734	\$(79,496)	\$14,639,347	\$(602,685)	\$21,702,081	\$(682,181)

RMBS and CMBS had gross unrealized losses greater than twelve months of \$13.4 million and \$21.6 million, respectively, as of December 31, 2017. Factors such as the credit enhancement within the deal structure, the average life of the securities, and the performance of the underlying collateral support the recoverability of these investments.

The other asset-backed securities had a gross unrealized loss greater than twelve months of \$5.4 million as of December 31, 2017. This category predominately includes student loan backed auction rate securities whose underlying collateral is at least 97% guaranteed by the FFELP. At this time, the Company has no reason to believe that the U.S. Department of Education would not honor the FFELP guarantee, if it were necessary.

The U.S. government-related securities and other government-related securities had gross unrealized losses greater than twelve months of \$31.5 million and \$4.8 million as of December 31, 2017, respectively. These declines were

related to changes in interest rates.

The states, municipalities, and political subdivisions category had gross unrealized losses greater than twelve months of \$43.9 million as of December 31, 2017. These declines were related to changes in interest rates.

The corporate securities category had gross unrealized losses greater than twelve months of \$472.4 million as of December 31, 2017. The aggregate decline in market value of these securities was deemed temporary due to positive factors supporting the recoverability of the respective investments. Positive factors considered include credit ratings, the financial health of the issuer, the continued access of the issuer to capital markets, and other pertinent information.

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As of September 30, 2018, the Company had securities in its available-for-sale portfolio which were rated below investment grade of \$1.7 billion and had an amortized cost of \$1.7 billion. In addition, included in the Company's trading portfolio, the Company held \$175.6 million of securities which were rated below investment grade. Approximately \$263.1 million of the available-for-sale and trading securities that were below investment grade were not publicly traded.

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

	For The Three Months Ended September 30, 2018	2017	For The Nine Months Ended September 30, 2018	2017
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(Dollars In Thousands)

Fixed maturities \$(229,912) \$168,062 \$(1,735,210) \$868,767

The amortized cost and fair value of the Company's investments classified as held-to-maturity as of September 30, 2018 and December 31, 2017, are as follows:

As of September 30, 2018	Amortized Cost	Gross Unrecognized Holding Gains	Gross Unrecognized Holding Losses	Fair Value	Total OTTI Recognized in OCI
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(Dollars In Thousands)

Fixed maturities:  
Securities issued by affiliates:

Red Mountain, LLC	\$736,605	\$ —	\$ (77,492 )	\$659,113	\$ —
Steel City, LLC	1,917,000	1,728	—	1,918,728	—
	\$2,653,605	\$ 1,728	\$ (77,492 )	\$2,577,841	\$ —

As of December 31, 2017	Amortized Cost	Gross Unrecognized Holding Gains	Gross Unrecognized Holding Losses	Fair Value	Total OTTI Recognized in OCI
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(Dollars In Thousands)

Fixed maturities:  
Securities issued by affiliates:

Red Mountain, LLC	\$704,904	\$ —	\$ (19,163 )	\$685,741	\$ —
Steel City, LLC	2,014,000	76,586	—	2,090,586	—
	\$2,718,904	\$ 76,586	\$ (19,163 )	\$2,776,327	\$ —

During the three and nine months ended September 30, 2018 and 2017, the Company recorded no other-than-temporary impairments on held-to-maturity securities.

The Company's held-to-maturity securities had \$1.7 million of gross unrecognized holding gains and \$77.5 million of gross unrecognized holding losses by maturity as of September 30, 2018. The Company does not consider these unrecognized holding losses to be other-than-temporary based on certain positive factors associated with the securities which include credit ratings of the guarantor, financial health of the issuer and guarantor, continued access of the issuer to capital markets and other pertinent information. These held-to-maturity securities are issued by affiliates of the Company which are considered variable interest entities ("VIEs"). The Company is not the primary beneficiary of these entities and thus the securities are not eliminated in consolidation. These securities are collateralized by non-recourse funding obligations issued by captive insurance companies that are affiliates of the Company.

The Company's held-to-maturity securities had \$76.6 million of gross unrecognized holding gains and \$19.2 million of gross unrecognized holding losses by maturity as of December 31, 2017. The Company does not consider these unrecognized holding losses to be other-than-temporary based on certain positive factors associated with the securities

which include credit ratings of the guarantor, financial health of the issuer and guarantor, continued access of the issuer to capital markets and other pertinent information.



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## Variable Interest Entities

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

Based on this analysis, the Company had an interest in two subsidiaries as of September 30, 2018 and December 31, 2017, Red Mountain, LLC (“Red Mountain”) and Steel City, LLC (“Steel City”), that were determined to be VIEs. The activity most significant to Red Mountain is the issuance of a note in connection with a financing transaction involving Golden Gate V Vermont Captive Insurance Company (“Golden Gate V”) in which Golden Gate V issued non-recourse funding obligations to Red Mountain and Red Mountain issued a note (the “Red Mountain Note”) to Golden Gate V. For details of this transaction, see Note 11, Debt and Other Obligations. The Company had the power, via its 100% ownership through an affiliate, to direct the activities of the VIE, but did not have the obligation to absorb losses related to the primary risks or sources of variability to the VIE. The variability of loss would be borne primarily by the third party in its function as provider of credit enhancement on the Red Mountain Note. Accordingly, it was determined that the Company is not the primary beneficiary of the VIE. The Company’s risk of loss related to the VIE is limited to its investment, through an affiliate, of \$10,000. Additionally, the Company has guaranteed Red Mountain’s payment obligation for the credit enhancement fee to the unrelated third party provider. As of September 30, 2018, no payments have been made or required related to this guarantee.

Steel City, a wholly owned subsidiary of the Company, entered into a financing agreement on January 15, 2016 involving Golden Gate Captive Insurance Company (“Golden Gate”), in which Golden Gate issued non-recourse funding obligations to Steel City and Steel City issued three notes (the “Steel City Notes”) to Golden Gate. Credit enhancement on the Steel City Notes is provided by unrelated third parties. For details of the financing transaction, see Note 11, Debt and Other Obligations. The activity most significant to Steel City is the issuance of the Steel City Notes. The Company had the power, via its 100% ownership, to direct the activities of the VIE, but did not have the obligation to absorb losses related to the primary risks or sources of variability to the VIE. The variability of loss would be borne primarily by the third parties in their function as providers of credit enhancement on the Steel City Notes. Accordingly, it was determined that the Company is not the primary beneficiary of the VIE. The Company’s risk of loss related to the VIE is limited to its investment of \$10,000. Additionally, the Company has guaranteed Steel City’s payment obligation for the credit enhancement fee to the unrelated third party providers. As of September 30, 2018, no payments have been made or required related to this guarantee.

## 6. FAIR VALUE OF FINANCIAL INSTRUMENTS

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

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

input that is significant to the fair value measurement of the instrument.

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

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

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

a. Quoted prices for similar assets or liabilities in active markets;

b. Quoted prices for identical or similar assets or liabilities in non-active markets;

c. Inputs other than quoted market prices that are observable; and

d. Inputs that are derived principally from or corroborated by observable market data through correlation or other means.

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

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The following table presents the Company's hierarchy for its assets and liabilities measured at fair value on a recurring basis as of September 30, 2018:

	Measurement Category	Level 1	Level 2	Level 3	Total
(Dollars In Thousands)					
<b>Assets:</b>					
<b>Fixed maturity securities - available-for-sale</b>					
Residential mortgage-backed securities	4	\$—	\$3,415,105	\$—	\$3,415,105
Commercial mortgage-backed securities	4	—	2,243,304	19,467	2,262,771
Other asset-backed securities	4	—	951,874	502,261	1,454,135
U.S. government-related securities	4	946,679	634,300	—	1,580,979
State, municipalities, and political subdivisions	4	—	3,558,073	—	3,558,073
Other government-related securities	4	—	529,581	—	529,581
Corporate securities	4	—	36,393,641	628,284	37,021,925
Redeemable preferred stock	4	69,550	17,589	—	87,139
<b>Total fixed maturity securities - available-for-sale</b>		<b>1,016,229</b>	<b>47,743,467</b>	<b>1,150,012</b>	<b>49,909,708</b>
<b>Fixed maturity securities - trading</b>					
Residential mortgage-backed securities	3	—	254,037	—	254,037
Commercial mortgage-backed securities	3	—	135,403	—	135,403
Other asset-backed securities	3	—	83,758	28,012	111,770
U.S. government-related securities	3	26,859	31,222	—	58,081
State, municipalities, and political subdivisions	3	—	296,618	—	296,618
Other government-related securities	3	—	43,030	—	43,030
Corporate securities	3	—	1,564,429	5,223	1,569,652
Redeemable preferred stock	3	3,165	—	—	3,165
<b>Total fixed maturity securities - trading</b>		<b>30,024</b>	<b>2,408,497</b>	<b>33,235</b>	<b>2,471,756</b>
<b>Total fixed maturity securities</b>		<b>1,046,253</b>	<b>50,151,964</b>	<b>1,183,247</b>	<b>52,381,464</b>
Equity securities	3	598,576	36	64,268	662,880
Other long-term investments <sup>(1)</sup>	3 & 4	52,728	402,312	181,546	636,586
Short-term investments	3	434,734	97,319	—	532,053
<b>Total investments</b>		<b>2,132,291</b>	<b>50,651,631</b>	<b>1,429,061</b>	<b>54,212,983</b>
Cash	3	194,460	—	—	194,460
Other assets	3	31,743	—	—	31,743
<b>Assets related to separate accounts</b>					
Variable annuity	3	13,555,469	—	—	13,555,469
Variable universal life	3	1,077,842	—	—	1,077,842
<b>Total assets measured at fair value on a recurring basis</b>		<b>\$16,991,805</b>	<b>\$50,651,631</b>	<b>\$1,429,061</b>	<b>\$69,072,497</b>
<b>Liabilities:</b>					
Annuity account balances <sup>(2)</sup>	3	\$—	\$—	\$78,463	\$78,463
Other liabilities <sup>(1)</sup>	3 & 4	8,243	272,724	554,480	835,447
<b>Total liabilities measured at fair value on a recurring basis</b>		<b>\$8,243</b>	<b>\$272,724</b>	<b>\$632,943</b>	<b>\$913,910</b>

(1) Includes certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

(3) Fair Value through Net Income

(4) Fair Value through Other Comprehensive Income



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The following table presents the Company's hierarchy for its assets and liabilities measured at fair value on a recurring basis as of December 31, 2017:

	Level 1	Level 2	Level 3	Total
	(Dollars In Thousands)			
Assets:				
Fixed maturity securities - available-for-sale				
Residential mortgage-backed securities	\$—	\$2,327,212	\$—	\$2,327,212
Commercial mortgage-backed securities	—	1,889,822	—	1,889,822
Other asset-backed securities	—	745,184	504,365	1,249,549
U.S. government-related securities	958,775	264,477	—	1,223,252
State, municipalities, and political subdivisions	—	1,741,645	—	1,741,645
Other government-related securities	—	287,282	—	287,282
Corporate securities	—	29,075,109	626,901	29,702,010
Redeemable preferred stock	72,471	18,620	—	91,091
Total fixed maturity securities - available-for-sale	1,031,246	36,349,351	1,131,266	38,511,863
Fixed maturity securities - trading				
Residential mortgage-backed securities	—	259,694	—	259,694
Commercial mortgage-backed securities	—	146,804	—	146,804
Other asset-backed securities	—	102,875	35,222	138,097
U.S. government-related securities	21,183	6,051	—	27,234
State, municipalities, and political subdivisions	—	326,925	—	326,925
Other government-related securities	—	63,925	—	63,925
Corporate securities	—	1,692,741	5,442	1,698,183
Redeemable preferred stock	3,327	—	—	3,327
Total fixed maturity securities - trading	24,510	2,599,015	40,664	2,664,189
Total fixed maturity securities	1,055,756	38,948,366	1,171,930	41,176,052
Equity securities	688,214	36	66,110	754,360
Other long-term investments <sup>(1)</sup>	51,102	417,969	136,004	605,075
Short-term investments	482,461	132,749	—	615,210
Total investments	2,277,533	39,499,120	1,374,044	43,150,697
Cash	252,310	—	—	252,310
Other assets	28,771	—	—	28,771
Assets related to separate accounts				
Variable annuity	13,956,071	—	—	13,956,071
Variable universal life	1,035,202	—	—	1,035,202
Total assets measured at fair value on a recurring basis	\$17,549,887	\$39,499,120	\$1,374,044	\$58,423,051
Liabilities:				
Annuity account balances <sup>(2)</sup>	\$—	\$—	\$83,472	\$83,472
Other liabilities <sup>(1)</sup>	5,755	240,927	760,890	1,007,572
Total liabilities measured at fair value on a recurring basis	\$5,755	\$240,927	\$844,362	\$1,091,044

(1) Includes certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

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## Determination of fair values

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

The fair value of fixed maturity, short-term, and equity securities is determined by management after considering one of three primary sources of information: third party pricing services, non-binding independent broker quotations, or pricing matrices. Security pricing is applied using a "waterfall" approach whereby publicly available prices are first sought from third party pricing services, the remaining unpriced securities are submitted to independent brokers for non-binding prices, or lastly, securities are priced using a pricing matrix. Typical inputs used by these three pricing methods include, but are not limited to: benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers, and reference data including market research publications. Third party pricing services price approximately 93.3% of the Company's available-for-sale and trading fixed maturity securities. Based on the typical trading volumes and the lack of quoted market prices for available-for-sale and trading fixed maturities, third party pricing services derive the majority of security prices from observable market inputs such as recent reported trades for identical or similar securities making adjustments through the reporting date based upon available market observable information outlined above. If there are no recent reported trades, the third party pricing services and brokers may use matrix or model processes to develop a security price where future cash flow expectations are developed based upon collateral performance and discounted at an estimated market rate. Certain securities are priced via independent non-binding broker quotations, which are considered to have no significant unobservable inputs. When using non-binding independent broker quotations, the Company obtains one quote per security, typically from the broker from which we purchased the security. A pricing matrix is used to price securities for which the Company is unable to obtain or effectively rely on either a price from a third party pricing service or an independent broker quotation.

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

For securities that are priced via non-binding independent broker quotations, the Company assesses whether prices received from independent brokers represent a reasonable estimate of fair value through an analysis using internal and external cash flow models developed based on spreads and, when available, market indices. The Company uses a market-based cash flow analysis to validate the reasonableness of prices received from independent brokers. These analytics, which are updated daily, incorporate various metrics (yield curves, credit spreads, prepayment rates, etc.) to determine the valuation of such holdings. As a result of this analysis, if the Company determines there is a more appropriate fair value based upon the analytics, the price received from the independent broker is adjusted accordingly. The Company did not adjust any quotes or prices received from brokers during the nine months ended September 30, 2018.

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

#### Asset-Backed Securities

This category mainly consists of residential mortgage-backed securities, commercial mortgage-backed securities, and other asset-backed securities (collectively referred to as asset-backed securities or “ABS”). As of September 30, 2018, the Company held \$7.1 billion of ABS classified as Level 2. These securities are priced from information provided by a third party pricing service and independent broker quotes. The third party pricing services and brokers mainly value securities using both a market and income approach to valuation. As part of this valuation process they consider the following characteristics of the item being measured to be relevant inputs: 1) weighted-average coupon rate, 2) weighted-average years to maturity, 3) types of underlying assets, 4) weighted-average coupon rate of the underlying assets, 5) weighted-average years to maturity of the underlying assets, 6) seniority level of the tranches owned, and 7) credit ratings of the securities.

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

As of September 30, 2018, the Company held \$549.7 million of Level 3 ABS, which included \$521.7 million of other asset-backed securities classified as available-for-sale and \$28.0 million of other asset-backed securities classified as trading. These securities are predominantly ARS whose underlying collateral is at least 97% guaranteed by the FFELP. The Company prices its ARS using an income approach valuation model. As part of the valuation process the Company reviews the following characteristics

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

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

As of September 30, 2018, the Company classified approximately \$43.1 billion of corporate securities, U.S. government-related securities, states, municipals, and political subdivisions, and other government-related securities as Level 2. The fair value of the Level 2 securities is predominantly priced by broker quotes and a third party pricing service. The Company has reviewed the valuation techniques of the brokers and third party pricing service and has determined that such techniques used Level 2 market observable inputs. The following characteristics of the securities are considered to be the primary relevant inputs to the valuation: 1) weighted average coupon rate, 2) weighted-average years to maturity, 3) seniority, and 4) credit ratings. The Company reviews the methodologies and valuation techniques (including the ability to observe inputs) in assessing the information received from external pricing services and in consideration of the fair value presentation.

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

As of September 30, 2018, the Company classified approximately \$633.5 million of securities as Level 3 valuations. Level 3 securities primarily represent investments in illiquid bonds for which no price is readily available. To determine a price, the Company uses a discounted cash flow model with both observable and unobservable inputs. These inputs are entered into an industry standard pricing model to determine the final price of the security. These inputs include: 1) principal and interest payments, 2) coupon rate, 3) sector and issuer level spread over treasury, 4) underlying collateral, 5) credit ratings, 6) maturity, 7) embedded options, 8) recent new issuance, 9) comparative bond analysis, and 10) an illiquidity premium.

Equities

As of September 30, 2018, the Company held approximately \$64.3 million of equity securities classified as Level 2 and Level 3. Of this total, \$63.4 million represents Federal Home Loan Bank (“FHLB”) stock. The Company believes that the cost of the FHLB stock approximates fair value.

Other Long-term Investments and Other Liabilities

Other long-term investments and other liabilities consist entirely of free-standing and embedded derivative financial instruments. Refer to Note 7, Derivative Financial Instruments for additional information related to derivatives. Derivative financial instruments are valued using exchange prices, independent broker quotations, or pricing valuation models, which utilize market data inputs. Excluding embedded derivatives, as of September 30, 2018, 100% of derivatives based upon notional values were priced using exchange prices or independent broker quotations. Inputs used to value derivatives include, but are not limited to, interest swap rates, credit spreads, interest rate and equity market volatility indices, equity index levels, and treasury rates. The Company performs monthly analysis on derivative valuations that includes both quantitative and qualitative analyses.

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

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



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

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

The embedded derivatives are carried at fair value in "other long-term investments" and "other liabilities" on the Company's consolidated condensed balance sheet. The changes in fair value are recorded in earnings as "Realized investment gains (losses) - Derivative financial instruments". Refer to Note 7, Derivative Financial Instruments for more information related to each embedded derivatives gains and losses.

The fair value of the guaranteed living withdrawal benefits ("GLWB") embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using multiple risk neutral stochastic equity scenarios and policyholder behavior assumptions. The risk neutral scenarios are generated using the current swap curve and projected equity

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

The balance of the FIA embedded derivative is impacted by policyholder cash flows associated with the FIA product that are allocated to the embedded derivative in addition to changes in the fair value of the embedded derivative during the reporting period. The fair value of the FIA embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using current index values and volatility, the hedge budget used to price the product, and policyholder assumptions (both elective and non-elective). For policyholder behavior assumptions, expected lapse and withdrawal assumptions are used and updated for actual experience, as necessary. The Company assumes age-based mortality from the 2015 Ruark ALB mortality table modified with company experience, with attained age factors varying from 87% - 100%. The present value of the cash flows is determined using the discount rate curve, which is based upon LIBOR up to one year and constant maturity treasury rates plus a credit spread (to represent the Company's non-performance risk) thereafter. Policyholder assumptions are reviewed on an annual basis. As a result of using significant unobservable inputs, the FIA embedded derivative is categorized as Level 3.

The balance of the indexed universal life ("IUL") embedded derivative is impacted by policyholder cash flows associated with the IUL product that are allocated to the embedded derivative in addition to changes in the fair value of the embedded derivative during the reporting period. The fair value of the IUL embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using current index values and volatility, the hedge budget used to price the product, and policyholder assumptions (both elective and non-elective). For policyholder behavior assumptions, expected lapse and withdrawal assumptions are used and updated for actual experience, as necessary. The Company assumes age-based mortality from the SOA 2015 VBT Primary Tables modified with company experience, with attained age factors varying from 37% - 577%. The present value of the cash flows is determined using the discount rate curve, which is based upon LIBOR up to one year and constant maturity treasury rates plus a credit spread (to represent the Company's non-performance risk) thereafter. Policyholder assumptions are reviewed on an annual basis. As a result of using significant unobservable inputs, the IUL embedded derivative is categorized as Level 3.

The Company has assumed and ceded certain blocks of policies under modified coinsurance agreements in which the investment results of the underlying portfolios inure directly to the reinsurers. As a result, these agreements contain embedded derivatives that are reported at fair value. Changes in their fair value are reported in earnings. The investments supporting these agreements are designated as "trading securities"; therefore changes in their fair value are also reported in earnings. As of September 30, 2018, the fair value of the embedded derivative is based upon the relationship between the statutory policy liabilities (net of policy loans) of \$2.3 billion and the statutory unrealized gain (loss) of the securities of \$60.0 million. As a result, changes in the fair value of the embedded derivatives are largely offset by the changes in fair value of the related investments and each are reported in earnings. The fair value of the embedded derivative is considered a Level 3 valuation due to the unobservable nature of the policy liabilities.

**Annuity Account Balances**

The Company records a certain legacy block of FIA reserves at fair value. Based on the characteristics of these reserves, the Company believes that the fund value approximates fair value. The fair value measurement of these reserves is considered a Level 3 valuation due to the unobservable nature of the fund values. The Level 3 fair value as of September 30, 2018 is \$78.5 million.

**Separate Accounts**

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



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## Valuation of Level 3 Financial Instruments

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

	Fair Value As of September 30, 2018 (Dollars In Thousands)	Valuation Technique	Unobservable Input	Range (Weighted Average)
Assets:				
Other asset-backed securities	\$ 502,020	Liquidation	Liquidation value	\$90 - \$97 (\$94.92)
		Discounted cash flow	Liquidity premium	0.0% - 1.40% (0.62%)
			Paydown rate	11.09% - 13.15% (12.38%)
Corporate securities	621,392	Discounted cash flow	Spread over treasury	0.90% - 4.23% (1.51%)
Liabilities: <sup>(1)</sup>				
Embedded derivatives - GLWB <sup>(2)</sup>	\$ 37,794	Actuarial cash flow model	Mortality	87% to 100% of Ruark 2015 ALB table
			Lapse	Ruark Predictive Model 99%. 10% of policies have a one-time over-utilization of 400%
			Utilization	
			Nonperformance risk	0.13% - 0.88%
Embedded derivative - FIA	256,912	Actuarial cash flow model	Expenses	\$145 per policy
			Withdrawal rate	1.5% prior to age 70, 100% of the RMD for ages 70+
			Mortality	1994 MGDB table with company experience
			Lapse	1.0% - 30.0%, depending on duration/surrender charge period
			Nonperformance risk	0.13% - 0.88%
Embedded derivative - IUL	95,739	Actuarial cash flow model	Mortality	37% - 577% of 2015 VBT Primary Tables
			Lapse	0.5% - 10.0%, depending on duration/distribution channel and smoking class
			Nonperformance risk	0.13% - 0.88%

(1) Excludes modified coinsurance arrangements.

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

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

The Company has considered all reasonably available quantitative inputs as of September 30, 2018, but the valuation techniques and inputs used by some brokers in pricing certain financial instruments are not shared with the Company. This resulted in \$60.5 million of financial instruments being classified as Level 3 as of September 30, 2018. Of the \$60.5 million, \$47.7 million are other asset-backed securities, \$12.1 million are corporate securities, and \$0.7 million are equity securities.

In certain cases, the Company has determined that book value materially approximates fair value. As of September 30, 2018, the Company held \$63.6 million of financial instruments where book value approximates fair value which was predominantly FHLB stock.

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

	Fair Value As of December 31, 2017 (Dollars In Thousands)	Valuation Technique	Unobservable Input	Range (Weighted Average)
<b>Assets:</b>				
Other asset-backed securities	\$ 504,228	Liquidation	Liquidation value	\$90 - \$97 (\$94.91)
		Discounted Cash Flow	Liquidity premium	0.06% - 1.17% (0.75%)
Corporate securities	617,770	Discounted cash flow	Paydown rate Spread over treasury	11.31% - 11.97% (11.54%) 0.81% - 3.95% (1.06%)
<b>Liabilities:<sup>(1)</sup></b>				
Embedded derivatives - GLWB <sup>(2)</sup>	\$ 111,760	Actuarial cash flow model	Mortality	91.1% to 106.6% of Ruark 2015 ALB table
			Lapse	1.0% - 30.0%, depending on product/duration/funded status of guarantee
			Utilization	99%. 10% of policies have a one-time over-utilization of 400%
			Nonperformance risk	0.11% - 0.79%
Embedded derivative - FIA	218,676	Actuarial cash flow model	Expenses	\$146 per policy
			Withdrawal rate	1.5% prior to age 70, 100% of the RMD for ages 70+
			Mortality	1994 MGDB table with company experience
			Lapse	1.0% - 30.0%, depending on duration/surrender charge period
			Nonperformance risk	0.11% - 0.79%
Embedded derivative - IUL	80,212	Actuarial cash flow model	Mortality	34% - 152% of 2015 VBT Primary Tables
			Lapse	0.5% - 10.0%, depending on duration/distribution channel and smoking class
			Nonperformance risk	0.11% - 0.79%

(1) Excludes modified coinsurance arrangements.

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

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

The Company had considered all reasonably available quantitative inputs as of December 31, 2017, but the valuation techniques and inputs used by some brokers in pricing certain financial instruments are not shared with the Company. This resulted in \$50.4 million of financial instruments being classified as Level 3 as of December 31, 2017. Of the \$50.4 million, \$35.4 million are other asset-backed securities, \$14.6 million are corporate securities, and \$0.4 million are equity securities.

In certain cases the Company has determined that book value materially approximates fair value. As of December 31, 2017, the Company held \$65.7 million of financial instruments where book value approximates fair value which was predominantly FHLB stock.

The asset-backed securities classified as Level 3 are predominantly ARS. A change in the paydown rate (the projected annual rate of principal reduction) of the ARS can significantly impact the fair value of these securities. A decrease in the paydown rate would increase the projected weighted average life of the ARS and increase the sensitivity of the ARS' fair value to changes in interest rates. An increase in the liquidity premium would result in a decrease in the fair value of the securities, while a decrease in the liquidity premium would increase the fair value of these securities. The liquidation values for these securities are sensitive to the issuer's available cash flows and ability to redeem the securities, as well as the current holders' willingness to liquidate at the specified price.

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

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

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

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



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The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the three months ended September 30, 2018, for which the Company has used significant unobservable inputs (Level 3):

	Beginning Balance	Total Realized and Unrealized Gains	Total Realized and Unrealized Losses	Included in Other Comprehensive Income	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into/out of Level 3	Other	Ending Balance
(Dollars In Thousands)												
Assets:												
Fixed maturity securities available-for-sale												
Residential mortgage-backed securities	\$21,780	\$—	\$—	\$—	\$(538 )	\$—	\$—	\$—	\$—	\$(21,281 )	\$39	\$—
Commercial mortgage-backed securities	47,227	—	—	—	(1,212 )	—	(151 )	—	—	(26,372 )	(25 )	19,000
Other asset-backed securities	515,701	—	17	(62 )	(14,802 )	—	(24 )	—	—	—	1,431	502
Corporate securities	644,811	—	1,422	—	(4,044 )	15,000	(47,935 )	—	—	19,903	(873 )	628
Total fixed maturity securities - available-for-sale	1,229,519	—	1,439	(62 )	(20,596 )	15,000	(48,110 )	—	—	(27,750 )	572	1,180
Fixed maturity securities - trading												
Other asset-backed securities	24,852	84	—	(76 )	—	4,128	(926 )	—	—	—	(50 )	28,000
Corporate securities	5,254	—	—	(6 )	—	—	—	—	—	—	(25 )	5,203
Total fixed maturity securities - trading	30,106	84	—	(82 )	—	4,128	(926 )	—	—	—	(75 )	33,000
Total fixed maturity securities	1,259,625	84	1,439	(144 )	(20,596 )	19,128	(49,036 )	—	—	(27,750 )	497	1,213

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Equity securities	66,083	287	—	—	—	—	(2,102 )	—	—	—	—	64,
Other long-term investments <sup>(1)</sup>	156,674	24,872	—	—	—	—	—	—	—	—	—	181
Total investments	1,482,382	25,243	1,439	(144 )	(20,596 )	19,128	(51,138 )	—	—	(27,750 )	497	1,4
Total assets measured at fair value on a recurring basis	\$1,482,382	\$25,243	\$1,439	\$(144 )	\$(20,596)	\$19,128	\$(51,138)	\$—	\$—	\$(27,750)	\$497	\$1,
Liabilities:												
Annuity account balances <sup>(2)</sup>	\$80,098	\$—	\$—	\$(896 )	\$—	\$—	\$—	\$40	\$2,571	\$—	\$—	\$70
Other liabilities <sup>(1)</sup>	572,916	70,887	—	(52,451 )	—	—	—	—	—	—	—	554
Total liabilities measured at fair value on a recurring basis	\$653,014	\$70,887	\$—	\$(53,347)	\$—	\$—	\$—	\$40	\$2,571	\$—	\$—	\$63

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the three months ended September 30, 2018, there were \$19.9 million securities transferred into Level 3.

For the three months ended September 30, 2018, there were \$47.7 million securities transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of September 30, 2018.

For the three months ended September 30, 2018, there were no transfers from Level 2 to Level 1.

For the three months ended September 30, 2018, there were no transfers from Level 1 into Level 2.

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The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the nine months ended September 30, 2018, for which the Company has used significant unobservable inputs (Level 3):

	Beginning Balance	Total Realized and Unrealized Gains	Total Realized and Unrealized Losses	Included in Other Comprehensive Income	Included in Earnings	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into Level 3	Transfers out of Level 3	Other
(Dollars In Thousands)													
Assets:													
Fixed maturity securities available-for-sale													
Residential mortgage-backed securities	\$—	\$—	\$—	\$—	\$—	\$(995)	\$22,225	\$—	\$—	\$—	\$(21,281)	\$5	
Commercial mortgage-backed securities	—	—	—	—	—	(2,496)	48,621	(245)	—	—	(26,372)	(41)	
Other asset-backed securities	504,365	—	11,884	(62)	(16,449)	—	(47)	—	—	—	222	2,3	
Corporate securities	626,901	—	8,483	—	(22,973)	93,491	(86,388)	—	—	—	12,009	(3,	
Total fixed maturity securities - available-for-sale	1,131,266	—	20,367	(62)	(42,913)	164,337	(86,680)	—	—	—	(35,422)	(88)	
Fixed maturity securities - trading													
Other asset-backed securities	35,222	278	—	(3,674)	—	8,728	(12,595)	—	—	—	164	(11	
Corporate securities	5,442	—	—	(145)	—	—	—	—	—	—	—	(74	
Total fixed maturity securities - trading	40,664	278	—	(3,819)	—	8,728	(12,595)	—	—	—	164	(18	
Total fixed maturity securities	1,171,930	278	20,367	(3,881)	(42,913)	173,065	(99,275)	—	—	—	(35,258)	(1,	

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Equity securities	66,110	288	—	(64 )	—	36	(2,102 )	—	—	—	—
Other long-term investments <sup>(1)</sup>	136,004	46,557	—	(1,015 )	—	—	—	—	—	—	—
Short-term investments	—	—	—	—	—	—	—	—	—	—	—
Total investments	1,374,044	47,123	20,367	(4,960 )	(42,913 )	173,101	(101,377 )	—	—	(35,258 )	(1,000 )
Total assets measured at fair value on a recurring basis	\$1,374,044	\$47,123	\$20,367	\$(4,960 )	\$(42,913)	\$173,101	\$(101,377)	\$—	\$—	\$(35,258)	\$(1,000)
Liabilities:											
Annuity account balances <sup>(2)</sup>	\$83,472	\$—	\$—	\$(2,749 )	\$—	\$—	\$—	\$570	\$8,328	\$—	\$—
Other liabilities <sup>(1)</sup>	760,890	328,343	—	(121,933 )	—	—	—	—	—	—	—
Total liabilities measured at fair value on a recurring basis	\$844,362	\$328,343	\$—	\$(124,682)	\$—	\$—	\$—	\$570	\$8,328	\$—	\$—

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the nine months ended September 30, 2018, there were \$30.9 million securities transferred into Level 3.

For the nine months ended September 30, 2018, there were \$66.2 million securities transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of September 30, 2018.

For the nine months ended September 30, 2018, there were no transfers from Level 2 to Level 1.

For the nine months ended September 30, 2018, there were no transfers from Level 1 into Level 2.

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

	Beginning Balance	Total Realized and Unrealized Gains	Total Realized and Unrealized Losses	Included in Other Comprehensive Income	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers out of Level 3	Other	Ending Balance
(Dollars In Thousands)												
Assets:												
Fixed maturity securities available-for-sale												
Residential mortgage-backed securities	\$ 11,862	\$—	\$83	\$—	\$—	\$—	\$—	\$—	\$—	\$(11,944)	\$(1 )	\$—
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	552,963	—	1,682	—	(2,285 )	100	(109 )	—	—	—	798	553,161
Corporate securities	662,654	—	8,301	—	(2,222 )	5,071	(42,242 )	—	—	(5,486 )	(1,523)	624,503
Total fixed maturity securities - available-for-sale	1,227,479	—	10,066	—	(4,507 )	5,171	(42,351 )	—	—	(17,430 )	(726 )	1,175,087
Fixed maturity securities - trading												
Other asset-backed securities	54,923	—	—	(353 )	—	—	(19,188 )	—	—	—	108	35,480
Corporate securities	5,520	27	—	—	—	—	—	—	—	—	(23 )	5,524
Total fixed maturity securities - trading	60,443	27	—	(353 )	—	—	(19,188 )	—	—	—	85	41,004
Total fixed maturity securities	1,287,922	27	10,066	(353 )	(4,507 )	5,171	(61,539 )	—	—	(17,430 )	(641 )	1,216,081

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Equity securities	66,300	—	31	—	—	—	(169 )	—	—	—	—	66,161
Other long-term investments <sup>(1)</sup>	120,023	10,331	—	(2 )	—	—	—	—	—	—	—	130,354
Total investments	1,474,245	10,358	10,097	(355 )	(4,507 )	5,171	(61,708 )	—	—	(17,430 )	(641 )	1,415,512
Total assets measured at fair value on a recurring basis	\$1,474,245	\$10,358	\$10,097	\$(355 )	\$(4,507)	\$5,171	\$(61,708)	\$—	\$—	\$(17,430)	\$(641)	\$1,415,512
Liabilities:												
Annuity account balances <sup>(2)</sup>	\$86,094	\$—	\$—	\$(977 )	\$—	\$—	\$—	\$9	\$2,052	\$—	\$—	\$85,117
Other liabilities <sup>(1)</sup>	702,218	12,201	—	(46,396 )	—	—	—	—	—	—	—	736,423
Total liabilities measured at fair value on a recurring basis	\$788,312	\$12,201	\$—	\$(47,373)	\$—	\$—	\$—	\$9	\$2,052	\$—	\$—	\$821,540

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

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

For the three months ended September 30, 2017, \$17.4 million of securities were transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of September 30, 2017.

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

For the three months ended September 30, 2017, there were no securities transferred into Level 2.

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

		Total Realized and Unrealized Gains	Total Realized and Unrealized Losses								
	Beginning Balance	Included in Earnings	Included in Other Comprehensive Income	Included in Earnings	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into/out of Level 3	Other
(Dollars In Thousands)											
Assets:											
Fixed maturity securities available-for-sale Residential mortgage-backed securities	\$3	\$—	\$83	\$—	\$—	\$11,862	\$(3)	\$—	\$—	\$(11,944)	\$(1)
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	562,604	—	5,212	—	(7,373)	100	(2,136)	—	—	(6,643)	1,385
Corporate securities	664,046	—	26,099	—	(2,764)	85,822	(135,192)	—	—	(10,353)	(3,103)
Total fixed maturity securities - available-for-sale	1,226,653	—	31,394	—	(10,137)	97,784	(137,331)	—	—	(28,940)	(1,722)
Fixed maturity securities - trading											
Other asset-backed securities	84,563	3,679	—	(1,154)	—	—	(52,516)	—	—	—	918
Corporate securities	5,492	101	—	—	—	—	—	—	—	—	(69)
Total fixed maturity securities - trading	90,055	3,780	—	(1,154)	—	—	(52,516)	—	—	—	849
Total fixed maturity securities	1,316,708	3,780	31,394	(1,154)	(10,137)	97,784	(189,847)	—	—	(28,940)	(872)
Equity securities	69,010	—	52	(2,630)	—	—	(273)	—	—	3	—

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Other long-term investments <sup>(1)</sup>	124,325	21,452	—	(15,425 )	—	—	—	—	—	—	—
Total investments	1,510,043	25,232	31,446	(19,209 )	(10,137 )	97,784	(190,120 )	—	—	(28,937 )	(872 )
Total assets measured at fair value on a recurring basis	\$ 1,510,043	\$ 25,232	\$ 31,446	\$ (19,209 )	\$ (10,137 )	\$ 97,784	\$ (190,120 )	\$ —	\$ —	\$ (28,937 )	\$ (872 )
Liabilities:											
Annuity account balances <sup>(2)</sup>	\$ 87,616	\$ —	\$ —	\$ (2,973 )	\$ —	\$ —	\$ —	\$ 402	\$ 5,963	\$ —	\$ —
Other liabilities <sup>(1)</sup>	571,843	56,464	—	(221,034 )	—	—	—	—	—	—	—
Total liabilities measured at fair value on a recurring basis	\$ 659,459	\$ 56,464	\$ —	\$ (224,007 )	\$ —	\$ —	\$ —	\$ 402	\$ 5,963	\$ —	\$ —

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the nine months ended September 30, 2017, there were an immaterial amount of transfers of securities into Level 3.

For the nine months ended September 30, 2017, \$28.9 million of securities were transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of September 30, 2017.

For the nine months ended September 30, 2017, there were no securities transferred into Level 1.

For the nine months ended September 30, 2017, there were no securities transferred into Level 2.

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

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

The Company reviews the fair value hierarchy classifications each reporting period. Changes in the observability of the valuation attributes may result in a reclassification of certain financial assets or liabilities. Such reclassifications are reported as transfers in and out of Level 3 at the beginning fair value for the reporting period in which the changes occur. The asset transfers



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in the table(s) above primarily related to positions moved from Level 3 to Level 2 as the Company determined that certain inputs were observable.

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

**Estimated Fair Value of Financial Instruments**

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

	Fair Value Level	As of			
		September 30, 2018 Carrying Amounts (Dollars In Thousands)	Fair Values	December 31, 2017 Carrying Amounts	Fair Values
<b>Assets:</b>					
Mortgage loans on real estate	3	\$7,572,349	\$7,335,547	\$6,817,723	\$6,740,177
Policy loans	3	1,703,462	1,703,462	1,615,615	1,615,615
Fixed maturities, held-to-maturity <sup>(1)</sup>	3	2,653,605	2,577,841	2,718,904	2,776,327
<b>Liabilities:</b>					
Stable value product account balances	3	\$5,211,668	\$5,147,084	\$4,698,371	\$4,698,868
Future policy benefits and claims <sup>(2)</sup>	3	223,091	223,091	220,498	220,498
Other policyholders' funds <sup>(3)</sup>	3	131,338	130,672	133,508	134,253
<b>Debt:<sup>(4)</sup></b>					
Bank borrowings	3	\$—	\$—	\$—	\$—
Senior Notes	2	1,105,978	1,074,695	943,370	933,926
Subordinated debentures	2	495,392	497,760	495,289	501,215
Subordinated funding obligations	3	110,000	97,451	—	—
Non-recourse funding obligations <sup>(5)</sup>	3	2,651,967	2,580,278	2,747,477	2,804,983

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

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

(2) Single premium immediate annuity without life contingencies.

(3) Supplementary contracts without life contingencies.

(4) Excludes capital lease obligations of \$1.4 million and \$1.7 million as of September 30, 2018 and December 31, 2017, respectively.

(5) As of September 30, 2018, carrying amount of \$2.6 billion and a fair value of \$2.6 billion related to non-recourse funding obligations issued by Golden Gate and Golden Gate V. As of December 31, 2017, carrying amount of \$2.7 billion and a fair value of \$2.8 billion related to non-recourse funding obligations issued by Golden Gate and Golden Gate V.

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

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

**Policy loans**

The Company believes the fair value of policy loans approximates book value. Policy loans are funds provided to policyholders in return for a claim on the policy. The funds provided are limited to the cash surrender value of the underlying policy. The nature of policy loans is to have a negligible default risk as the loans are fully collateralized by the value of the policy. Policy loans do not have a stated maturity and the balances and accrued interest are repaid

either by the policyholder or with proceeds from the policy. Due to the collateralized nature of policy loans and unpredictable timing of repayments, the Company believes the fair value of policy loans approximates carrying value. Fixed maturities, held-to-maturity

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

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### Stable value product and other investment contract balances

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

### Debt

#### Bank borrowings

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

#### Funding obligations

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

## 7. DERIVATIVE FINANCIAL INSTRUMENTS

### Types of Derivative Instruments and Derivative Strategies

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

Derivative instruments expose the Company to credit and market risk and could result in material changes from period to period. The Company attempts to minimize its credit in connection with its overall asset/liability management programs and risk management strategies. In addition, all derivative programs are monitored by our risk management department.

### Derivatives Related to Interest Rate Risk Management

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

### Derivatives Related to Foreign Currency Exchange Risk Management

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

### Derivatives Related to Risk Mitigation of Certain Annuity Contracts

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

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

### Accounting for Derivative Instruments

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

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

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

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

Derivative Instruments Designated and Qualifying as Hedging Instruments

Cash-Flow Hedges

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

To hedge a floating rate note, the Company entered into an interest rate swap to exchange the floating rate on the note for a fixed rate in order to hedge the interest rate risk associated with the note. The cash flows received on the swap are identical to the cash flow variability paid on the note.

Derivative Instruments Not Designated and Not Qualifying as Hedging Instruments

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

Derivatives Related to Variable Annuity Contracts

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

The Company markets certain VA products with a GLWB rider. The GLWB component is considered an embedded derivative, not considered to be clearly and closely related to the host contract.

Derivatives Related to Fixed Annuity Contracts

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

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

Derivatives Related to Indexed Universal Life Contracts

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

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

Other Derivatives

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

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

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

Realized investment gains (losses) - derivative financial instruments

	For The		For The	
	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2018	2017	2018	2017
	(Dollars In Thousands)			
Derivatives related to VA contracts:				
Interest rate futures	\$2,111	\$549	\$(13,229)	\$16,746
Equity futures	(5,733 )	(25,959 )	(23,025 )	(75,389 )
Currency futures	3,410	(6,092 )	7,890	(22,366 )
Equity options	(21,206 )	(23,307 )	(47,406 )	(76,376 )
Interest rate swaptions	—	(292 )	(14 )	(2,423 )
Interest rate swaps	(41,288 )	5,342	(131,147 )	31,331
Total return swaps	(32,343 )	(8,057 )	(35,908 )	(9,675 )
Embedded derivative - GLWB	57,706	740	149,552	(15,904 )
Total derivatives related to VA contracts	(37,343 )	(57,076 )	(93,287 )	(154,056 )
Derivatives related to FIA contracts:				
Embedded derivative	(14,360 )	(18,606 )	(7,957 )	(40,351 )
Equity futures	(388 )	66	(716 )	161
Equity options	18,474	11,242	21,203	29,511
Total derivatives related to FIA contracts	3,726	(7,298 )	12,530	(10,679 )
Derivatives related to IUL contracts:				
Embedded derivative	(9,535 )	(297 )	(877 )	(10,958 )
Equity futures	(1 )	58	135	(878 )
Equity options	4,928	1,975	5,764	6,437
Total derivatives related to IUL contracts	(4,608 )	1,736	5,022	(5,399 )
Embedded derivative - Modco reinsurance treaties	10,811	(19,746 )	138,652	(90,314 )
Other derivatives	(51 )	43	(58 )	41
Total realized gains (losses) - derivatives	\$(27,465)	\$(82,341)	\$62,859	\$(260,407)

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The following table presents the components of the gain or loss on derivatives that qualify as a cash flow hedging relationship.

## Gain (Loss) on Derivatives in Cash Flow Hedging Relationship

	Amount of Gains (Losses) Deferred in Accumulated Other Comprehensive Income (Loss) on Derivatives (Effective Portion)	Amount and Location of Gains (Losses) Reclassified from Accumulated Other Comprehensive Income (Loss) into Income (Loss) (Effective Portion) Benefits and settlement expenses	Amount and Location of (Losses) Recognized in Income (Loss) on Derivatives (Ineffective Portion) Realized investment gains (losses)
For The Three Months Ended September 30, 2018			
Foreign currency swaps	\$ 190	\$ (155 )	\$ —
Interest rate swaps	101	(326 )	—
Total	\$ 291	\$ (481 )	\$ —
For The Nine Months Ended September 30, 2018			
Foreign currency swaps	\$ 3,772	\$ (473 )	\$ —
Interest rate swaps	101	(326 )	—
Total	\$ 3,873	\$ (799 )	\$ —
For The Three Months Ended September 30, 2017			
Foreign currency swaps	\$ 1,273	\$ (38 )	\$ —
Total	\$ 1,273	\$ (38 )	\$ —
For The Nine Months Ended September 30, 2017			
Foreign currency swaps	\$ 55	\$ (396 )	\$ —
Total	\$ 55	\$ (396 )	\$ —

Based on expected cash flows of the underlying hedged items, the Company expects to reclassify \$0.3 million out of accumulated other comprehensive income into earnings during the next twelve months.

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

	As of		December 31, 2017	
	September 30, 2018	September 30, 2018	December 31, 2017	December 31, 2017
	Notional	Fair	Notional	Fair
	Amount	Value	Amount	Value
	(Dollars In Thousands)			
Other long-term investments				
Cash flow hedges:				
Interest rate swaps	\$ 350,000	\$—	\$—	\$—
Foreign currency swaps	117,178	10,902	117,178	6,016
Derivatives not designated as hedging instruments:				
Interest rate swaps	565,000	8,402	1,265,000	55,411
Total return swaps	482,523	3,676	190,938	135
Embedded derivative - Modco reinsurance treaties	322,308	2,650	64,472	1,009
Embedded derivative - GLWB	6,200,196	178,896	4,897,069	134,995
Interest rate futures	875,566	8,329	1,071,870	3,178
Equity futures	205,872	2,387	62,266	154
Currency futures	135,112	1,096	1,117	2
Equity options	6,026,348	420,107	4,436,467	403,961
Interest rate swaptions	—	—	225,000	14
Other	157	141	157	200
	\$ 15,280,260	\$ 636,586	\$ 12,331,534	\$ 605,075
Other liabilities				
Derivatives not designated as hedging instruments:				
Interest rate swaps	\$ 1,547,500	\$ 26,321	\$ 597,500	\$ 2,960
Total return swaps	—	—	243,388	318
Embedded derivative - Modco reinsurance treaties	2,082,638	60,683	2,390,539	215,247
Embedded derivative - GLWB	3,587,620	141,102	4,718,311	246,755
Embedded derivative - FIA	2,459,246	256,912	1,951,650	218,676
Embedded derivative - IUL	219,226	95,739	168,349	80,212
Interest rate futures	348,749	7,122	230,404	917
Equity futures	77,916	1,043	318,795	2,593
Currency futures	79,861	15	255,248	2,087
Equity options	4,174,072	246,466	3,112,812	237,807
Other	341	44	—	—
	\$ 14,577,169	\$ 835,447	\$ 13,986,996	\$ 1,007,572

## 8. OFFSETTING OF ASSETS AND LIABILITIES

Certain of the Company's derivative instruments are subject to enforceable master netting arrangements that provide for the net settlement of all derivative contracts between the Company and a counterparty in the event of default or upon the occurrence of certain termination events. Collateral support agreements associated with each master netting arrangement provide that the Company will receive or pledge financial collateral in the event either minimum thresholds, or in certain cases ratings levels, have been reached. Additionally, certain of the Company's repurchase agreements provide for net settlement on termination of the agreement. Refer to Note 11, Debt and Other Obligations for details of the Company's repurchase agreement programs.

Collateral received includes both cash and non-cash collateral. Cash collateral received by the Company is recorded on the consolidated condensed balance sheet as "cash", with a corresponding amount recorded in "other liabilities" to



represent the Company's obligation to return the collateral. Non-cash collateral received by the Company is not recognized on the consolidated condensed balance sheet unless the Company exercises its right to sell or re-pledge the underlying asset. As of September 30, 2018, the fair value of non-cash collateral received was \$8.2 million. As of December 31, 2017, the Company had not received any non-cash collateral.

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The tables below present the derivative instruments by assets and liabilities for the Company as of September 30, 2018:

	Gross Amounts Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Assets Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Position	Amounts Not Offset Collateral Received	Net Amount
(Dollars In Thousands)						
Offsetting of Assets						
Derivatives:						
Free-Standing derivatives	\$454,899	\$ —	—\$ 454,899	\$ 270,878	\$ 68,809	\$ 115,212
Total derivatives, subject to a master netting arrangement or similar arrangement	454,899	—	454,899	270,878	68,809	115,212
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	2,650	—	2,650	—	—	2,650
Embedded derivative - GLWB	178,896	—	178,896	—	—	178,896
Other	141	—	141	—	—	141
Total derivatives, not subject to a master netting arrangement or similar arrangement	181,687	—	181,687	—	—	181,687
Total derivatives	636,586	—	636,586	270,878	68,809	296,899
Total Assets	\$636,586	\$ —	—\$ 636,586	\$ 270,878	\$ 68,809	\$ 296,899
	Gross Amounts Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Liabilities Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Position	Amounts Not Offset Collateral Posted	Net Amount
(Dollars In Thousands)						
Offsetting of Liabilities						
Derivatives:						
Free-Standing derivatives	\$280,967	\$ —	—\$ 280,967	\$ 270,878	\$ 10,089	\$ —
Total derivatives, subject to a master netting arrangement or similar arrangement	280,967	—	280,967	270,878	10,089	—
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	60,683	—	60,683	—	—	60,683
Embedded derivative - GLWB	141,102	—	141,102	—	—	141,102
Embedded derivative - FIA	256,912	—	256,912	—	—	256,912
Embedded derivative - IUL	95,739	—	95,739	—	—	95,739
Other	44	—	44	—	—	44
Total derivatives, not subject to a master netting arrangement or similar arrangement	554,480	—	554,480	—	—	554,480
Total derivatives	835,447	—	835,447	270,878	10,089	554,480

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Repurchase agreements <sup>(1)</sup>	417,094	—	417,094	—	—	417,094
Total Liabilities	\$ 1,252,541	\$	—\$ 1,252,541	\$ 270,878	\$ 10,089	\$ 971,574

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

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The tables below present the derivative instruments by assets and liabilities for the Company as of December 31, 2017:

	Gross Amounts of Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Assets Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Instruments	Amounts Not Offset Collateral Received	Offset Net Amount
(Dollars In Thousands)						
Offsetting of Assets						
Derivatives:						
Free-Standing derivatives	\$468,871	\$ —	—\$ 468,871	\$ 242,105	\$ 108,830	\$ 117,936
Total derivatives, subject to a master netting arrangement or similar arrangement	468,871	—	468,871	242,105	108,830	117,936
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	1,009	—	1,009	—	—	1,009
Embedded derivative - GLWB	134,995	—	134,995	—	—	134,995
Other	200	—	200	—	—	200
Total derivatives, not subject to a master netting arrangement or similar arrangement	136,204	—	136,204	—	—	136,204
Total derivatives	605,075	—	605,075	242,105	108,830	254,140
Total Assets	\$605,075	\$ —	—\$ 605,075	\$ 242,105	\$ 108,830	\$ 254,140
	Gross Amounts of Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Liabilities Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Instruments	Amounts Not Offset Collateral Posted	Offset Net Amount
(Dollars In Thousands)						
Offsetting of Liabilities						
Derivatives:						
Free-Standing derivatives	\$246,682	\$ —	—\$ 246,682	\$ 242,105	\$ 4,577	\$ —
Total derivatives, subject to a master netting arrangement or similar arrangement	246,682	—	246,682	242,105	4,577	—
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	215,247	—	215,247	—	—	215,247
Embedded derivative - GLWB	246,755	—	246,755	—	—	246,755
Embedded derivative - FIA	218,676	—	218,676	—	—	218,676
Embedded derivative - IUL	80,212	—	80,212	—	—	80,212
Total derivatives, not subject to a master netting arrangement or similar arrangement	760,890	—	760,890	—	—	760,890
Total derivatives	1,007,572	—	1,007,572	242,105	4,577	760,890

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Repurchase agreements <sup>(1)</sup>	885,000	—	885,000	—	—	885,000
Total Liabilities	\$1,892,572	\$	—\$1,892,572	\$ 242,105	\$ 4,577	\$1,645,890

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

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## 9. MORTGAGE LOANS

## Mortgage Loans

The Company invests a portion of its investment portfolio in commercial mortgage loans. As of September 30, 2018, the Company's mortgage loan holdings were approximately \$7.6 billion. The Company has specialized in making loans on credit-oriented commercial properties, credit-anchored strip shopping centers, senior living facilities, and apartments. The Company's underwriting procedures relative to its commercial loan portfolio are based, in the Company's view, on a conservative and disciplined approach. The Company concentrates on a small number of commercial real estate asset types associated with the necessities of life (retail, multi-family, senior living, professional office buildings, and warehouses). The Company believes that these asset types tend to weather economic downturns better than other commercial asset classes in which it has chosen not to participate. The Company believes this disciplined approach has helped to maintain a relatively low delinquency and foreclosure rate throughout its history. The majority of the Company's mortgage loans portfolio was underwritten by the Company. From time to time, the Company may acquire loans in conjunction with an acquisition.

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

Certain of the mortgage loans have call options that occur within the next 11 years. However, if interest rates were to significantly increase, the Company may be unable to exercise the call options on its existing mortgage loans commensurate with the significantly increased market rates. As of September 30, 2018, assuming the loans are called at their next call dates, approximately \$80.7 million of principal would become due for the remainder of 2018, \$933.4 million in 2019 through 2023, \$91.8 million in 2024 through 2028, and \$1.9 million thereafter.

The Company offers a type of commercial mortgage loan under which the Company will permit a loan-to-value ratio of up to 85% in exchange for a participating interest in the cash flows from the underlying real estate. As of September 30, 2018 and December 31, 2017, approximately \$757.0 million and \$669.3 million, respectively, of the Company's total mortgage loans principal balance have this participation feature. Cash flows received as a result of this participation feature are recorded as interest income. During the three and nine months ended September 30, 2018 and 2017, the Company recognized \$9.5 million, \$22.0 million, \$14.2 million, and \$25.7 million, respectively, of participating mortgage loan income.

As of September 30, 2018, \$3.0 million of the Company's invested assets consisted of nonperforming mortgage loans, restructured mortgage loans, or mortgage loans that were foreclosed and were converted to real estate properties. For all mortgage loans, the impact of troubled debt restructurings is generally reflected in our investment balance and in the allowance for mortgage loan credit losses. During the nine months ended September 30, 2018, the Company recognized one troubled debt restructuring as a result of the Company granting a concession to a borrower which included loan terms unavailable from other lenders. This concession was the result of an agreement between the creditor and the debtor, and the Company did not identify any loans whose principal was permanently impaired. The Company's mortgage loan portfolio consists of two categories of loans: 1) those not subject to a pooling and servicing agreement and 2) those subject to a contractual pooling and servicing agreement. As of September 30, 2018, the Company held \$3.0 million of mortgage loans not subject to a pooling and servicing agreement that were nonperforming mortgage loans, restructured, or mortgage loans that were foreclosed and were converted to real estate properties. The Company did not foreclose on any nonperforming loans not subject to a pooling and servicing agreement during the nine months ended September 30, 2018.

As of September 30, 2018, none of the loans subject to a pooling and servicing agreement were nonperforming or restructured. The Company did not foreclose on any nonperforming loans subject to a pooling and servicing agreement during the nine months ended September 30, 2018.

As of September 30, 2018, the Company had an allowance for mortgage loan credit losses of \$1.5 million and as of December 31, 2017, there was no allowance for mortgage loan credit losses. Due to the Company's loss experience and nature of the loan portfolio, the Company believes that a collectively evaluated allowance would be inappropriate.

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

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

	For The Nine Months Ended September 30, 2018 (Dollars In Thousands)
Beginning balance, December 31, 2017	\$ —
Charge offs	—
Recoveries	(24 )
Provision	1,505
Ending balance, September 30, 2018	\$ 1,481

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

	30-59 Days Delinquent	60-89 Days Delinquent	Greater than 90 Days Delinquent	Total Delinquent
As of September 30, 2018	(Dollars In Thousands)			
Commercial mortgage loans	\$1,180	\$ —	\$ 1,243	\$ 2,423
Number of delinquent commercial mortgage loans	1	—	1	2
As of December 31, 2017	(Dollars In Thousands)			
Commercial mortgage loans	\$1,817	\$ —	\$ —	\$ 1,817
Number of delinquent commercial mortgage loans	2	—	—	2



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

	Unpaid Recorded Principal Investment Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized	Cash Basis Interest Income
(Dollars In Thousands)					
As of September 30, 2018					
Commercial mortgage loans:					
With no related allowance recorded	\$ —	\$ —	\$ —	\$ —	\$ —
With an allowance recorded	5,715,327	1,481	1,905	197	225
December 31, 2017					
Commercial mortgage loans:					
With no related allowance recorded	\$ —	\$ —	\$ —	\$ —	\$ —
With an allowance recorded	—	—	—	—	—

Mortgage loans that were modified in a troubled debt restructuring as of September 30, 2018 and December 31, 2017 were as follows:

	Pre-Modification Number of Contracts	Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment
(Dollars In Thousands)			
As of September 30, 2018			
Troubled debt restructuring:			
Commercial mortgage loans 1		\$ 2,694	\$ 1,748
As of December 31, 2017			
Troubled debt restructuring:			
Commercial mortgage loans 1		\$ 418	\$ 418

**10. GOODWILL**

The balance of goodwill for the Company as of September 30, 2018 was \$793.5 million. There has been no change to goodwill during the nine months ended September 30, 2018.

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

of the Company's reporting units are dependent on a number of significant assumptions. The Company's estimates, which consider a market participant view of fair value, are subject to change given the inherent uncertainty in predicting future results and cash flows, which are impacted by such things as policyholder behavior, competitor pricing, capital limitations, new product introductions, and specific industry and market conditions.

The balance recognized as goodwill is not amortized, but is reviewed for impairment on an annual basis, or more frequently as events or circumstances may warrant, including those circumstances which would more likely than not reduce the fair value of the Company's reporting units below its carrying amount. During the fourth quarter of 2017, the Company performed its annual

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evaluation of goodwill based on information as of October 1, 2017, and determined that no adjustment to impair goodwill was necessary. During the nine months ended September 30, 2018, the Company did not identify any events or circumstances which would indicate that the fair value of its operating segments would have declined below their book value, either individually or in the aggregate.

**11. DEBT AND OTHER OBLIGATIONS****Debt and Subordinated Debt**

Debt and subordinated debt are summarized as follows:

	As of		As of	
	September 30, 2018	December 31, 2017	September 30, 2018	December 31, 2017
	Outstanding	Carrying	Outstanding	Carrying
	Principal	Amounts	Principal	Amounts
	(Dollars In Thousands)			
Debt (year of issue):				
Credit Facility	\$—	\$—	\$—	\$—
Capital lease obligation	1,411	1,411	1,682	1,682
6.40% Senior Notes (2007), due 2018	—	—	150,000	150,518
7.375% Senior Notes (2009), due 2019	400,000	421,346	400,000	435,806
8.45% Senior Notes (2009), due 2039	190,044	289,250	232,928	357,046
4.30% Senior Notes (2018), due 2028	400,000	395,381	—	—
	\$991,455	\$1,107,388	\$784,610	\$945,052
Subordinated debt (year of issue):				
5.35% Subordinated Debentures (2017), due 2052	\$500,000	\$495,392	\$500,000	\$495,289
3.55% Subordinated Funding Obligations (2018), due 2038	55,000	55,000	—	—
3.55% Subordinated Funding Obligations (2018), due 2038	55,000	55,000	—	—
	\$610,000	\$605,392	\$500,000	\$495,289

During the nine months ended September 30, 2018, the Company repurchased and subsequently extinguished \$65.6 million (par value - \$42.9 million) of the Company's 8.45% Senior Notes due 2039. These repurchases resulted in a \$1.8 million pre-tax gain for the Company. The gain is recorded in other income in the consolidated condensed statements of income.

During 2018, PLICO issued \$110.0 million of Subordinated Funding Obligations at a rate of 3.55% due 2038. These obligations are non-recourse to the Company.

During 2018, the Company issued \$400.0 million of its Senior Notes at a rate of 4.30%, due 2028. These notes were issued net of a discount of \$1.0 million. These notes are carried on the Company's balance sheet net of the discount and the associated deferred issuance expenses of \$3.7 million. The Company used the net proceeds from the offering for general corporate purposes, including the repayment of amounts outstanding under our Credit Facility.

During 2017, the Company issued \$500.0 million of its Subordinated Debentures due 2052. These Subordinated Debentures are carried on the Company's balance sheet net of the associated deferred issuance expenses of \$4.8 million. The Company used the net proceeds from the offering to call and redeem, at par, the entire \$150.0 million of 6.00% Subordinated Debentures due 2042 and \$287.5 million of 6.25% Subordinated Debentures due 2042.

Under a revolving line of credit arrangement that was in effect until May 3, 2018 (the "2015 Credit Facility"), the Company had the ability to borrow on an unsecured basis up to an aggregate principal amount of \$1.0 billion. The Company had the right in certain circumstances to request that the commitment under the 2015 Credit Facility be increased up to a maximum principal amount of \$1.25 billion. Balances outstanding under the 2015 Credit Facility accrued interest at a rate equal to, at the option of the Borrowers, (i) LIBOR plus a spread based on the ratings of the Company's Senior Debt, or (ii) the sum of (A) a rate equal to the highest of (x) the Administrative Agent's Prime rate, (y) 0.50% above the Funds rate, or (z) the one-month LIBOR plus 1.00% and (B) a spread based on the ratings of the Company's Senior Debt. The 2015 Credit Facility also provided for a facility fee at a rate that varies with the ratings of the Company's Senior Debt and that is calculated on the aggregate amount of commitments under the 2015 Credit Facility, whether used or unused. The annual facility fee rate is 0.125% of the aggregate principal amount. The 2015

Credit Facility provides that the Company is liable for the full amount of any obligations for borrowings or letters of credit, including those of PLICO, under the 2015 Credit Facility. The maturity date of the 2015 Credit Facility was February 2, 2020.

On May 3, 2018, the Company amended the 2015 Credit Facility (as amended, the "Credit Facility"). Under the Credit Facility, the Company has the ability to borrow on an unsecured basis up to an aggregate principal amount of \$1.0 billion. The

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Company has the right in certain circumstances to request that the commitment under the Credit Facility be increased up to a maximum principal amount of \$1.5 billion. Balances outstanding under the Credit Facility accrue interest at a rate equal to, at the option of the Borrowers, (i) LIBOR plus a spread based on the ratings of the Company's Senior Debt, or (ii) the sum of (A) a rate equal to the highest of (x) the Administrative Agent's Prime rate, (y) 0.50% above the Funds rate, or (z) the one-month LIBOR plus 1.00% and (B) a spread based on the ratings of the Company's Senior Debt. The Credit Facility also provided for a facility fee at a rate that varies with the ratings of the Company's Senior Debt and that is calculated on the aggregate amount of commitments under the Credit Facility, whether used or unused. The annual facility fee rate is 0.125% of the aggregate principal amount. The Credit Facility provides that the Company is liable for the full amount of any obligations for borrowings or letters of credit, including those of PLICO, under the Credit Facility. The maturity date of the Credit Facility is May 3, 2023. The Company is not aware of any non-compliance with the financial debt covenants of the Credit Facility as of September 30, 2018. There was no outstanding balance as of September 30, 2018.

## Non-Recourse Funding Obligations

Non-recourse funding obligations outstanding as of September 30, 2018, on a consolidated basis, are shown in the following table:

Issuer	Outstanding Principal	Carrying Value <sup>(1)</sup>	Maturity Year	Year-to-Date Weighted-Avg Interest Rate
	(Dollars In Thousands)			
Golden Gate Captive Insurance Company <sup>(2)(3)</sup>	\$1,917,000	\$ 1,917,000	2039	4.75 %
Golden Gate II Captive Insurance Company	20,600	17,689	2052	4.87 %
Golden Gate V Vermont Captive Insurance Company <sup>(2)(3)</sup>	655,000	714,921	2037	5.12 %
MONY Life Insurance Company <sup>(3)</sup>	1,091	2,357	2024	6.19 %
Total	\$2,593,691	\$ 2,651,967		

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

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

(3) Fixed rate obligations

During the nine months ended September 30, 2018, the Company and its affiliates repurchased \$38.0 million of its outstanding non-recourse funding obligations, at a discount. These repurchases did not result in a material gain or loss for the Company.

Non-recourse funding obligations outstanding as of December 31, 2017, on a consolidated basis, are shown in the following table:

Issuer	Outstanding Principal	Carrying Value <sup>(1)</sup>	Maturity Year	Year-to-Date Weighted-Avg Interest Rate
	(Dollars In Thousands)			
Golden Gate Captive Insurance Company <sup>(2)(3)</sup>	\$2,014,000	\$ 2,014,000	2039	4.75 %
Golden Gate II Captive Insurance Company	58,600	49,787	2052	3.88 %
Golden Gate V Vermont Captive Insurance Company <sup>(2)(3)</sup>	620,000	681,285	2037	5.12 %
MONY Life Insurance Company <sup>(3)</sup>	1,091	2,405	2024	6.19 %
Total	\$2,693,691	\$ 2,747,477		

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

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

(3) Fixed rate obligations

Secured Financing Transactions

Repurchase Program Borrowings

While the Company anticipates that the cash flows of its operating subsidiaries will be sufficient to meet its investment commitments and operating cash needs in a normal credit market environment, the Company recognizes that investment

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commitments scheduled to be funded may, from time to time, exceed the funds then available. Therefore, the Company has established repurchase agreement programs for certain of its insurance subsidiaries to provide liquidity when needed. The Company expects that the rate received on its investments will equal or exceed its borrowing rate. Under this program, the Company may, from time to time, sell an investment security at a specific price and agree to repurchase that security at another specified price at a later date. These borrowings are typically for a term less than 90 days. The market value of securities to be repurchased is monitored and collateral levels are adjusted where appropriate to protect the counterparty against credit exposure. Cash received is invested in fixed maturity securities, and the agreements provided for net settlement in the event of default or on termination of the agreements. As of September 30, 2018, the fair value of securities pledged under the repurchase program was \$457.5 million, and the repurchase obligation of \$417.1 million was included in the Company's consolidated condensed balance sheets (at an average borrowing rate of 223 basis points). During the nine months ended September 30, 2018, the maximum balance outstanding at any one point in time related to these programs was \$427.5 million. The average daily balance was \$225.9 million (at an average borrowing rate of 208 basis points) during the nine months ended September 30, 2018. As of December 31, 2017, the fair value of securities pledged under the repurchase program was \$1,006.6 million, and the repurchase obligation of \$885.0 million was included in the Company's consolidated condensed balance sheets (at an average borrowing rate of 142 basis points). During 2017, the maximum balance outstanding at any one point in time related to these programs was \$988.5 million. The average daily balance was \$624.7 million (at an average borrowing rate of 101 basis points) during the year ended December 31, 2017.

**Securities Lending**

The Company participates in securities lending, primarily as an investment yield enhancement, whereby securities that are held as investments are loaned out to third parties for short periods of time. The Company requires initial collateral of 102% of the market value of the loaned securities to be separately maintained. The loaned securities' market value is monitored on a daily basis. As of September 30, 2018, securities with a market value of \$92.0 million were loaned under this program. As collateral for the loaned securities, the Company receives short-term investments, which are recorded in "short-term investments" with a corresponding liability recorded in "secured financing liabilities" to account for its obligation to return the collateral. As of September 30, 2018, the fair value of the collateral related to this program was \$97.3 million and the Company has an obligation to return \$97.3 million of collateral to the securities borrowers.

The following table provides the amount by asset class of securities of collateral pledged for repurchase agreements and securities that have been loaned as part of securities lending transactions as of September 30, 2018 and December 31, 2017:

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

	Remaining Contractual Maturity of the Agreements As of September 30, 2018 (Dollars In Thousands)				Total
	Overnight and Continuous	Up to 30 days	30-90 days	Greater Than 90 days	
Repurchase agreements and repurchase-to-maturity transactions					
U.S. Treasury and agency securities	\$ 401,011	\$ 56,513	\$ —	\$ —	\$ 457,524
Other asset-backed securities	—	—	—	—	—
Mortgage loans	—	—	—	—	—
Total repurchase agreements and repurchase-to-maturity transactions	401,011	56,513	—	—	457,524
Securities lending transactions					
Fixed maturities	91,040	—	—	—	91,040

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Equity securities	982	—	—	—	982
Redeemable preferred stock	—	—	—	—	—
Other government related securities	—	—	—	—	—
Total securities lending transactions	92,022	—	—	—	92,022
Total securities	\$ 493,033	\$ 56,513	\$	—\$	—\$ 549,546

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

	Remaining Contractual Maturity of the Agreements As of December 31, 2017 (Dollars In Thousands)				Total
	Overnight and Continuous	Up to 30 days	30-90 days	Greater Than 90 days	
Repurchase agreements and repurchase-to-maturity transactions					
U.S. Treasury and agency securities	\$ 307,633	\$ —	\$ —	\$ —	\$ 307,633
Corporate securities	—	—	—	—	—
Mortgage loans	698,974	—	—	—	698,974
Total securities	\$ 1,006,607	\$ —	\$ —	\$ —	\$ 1,006,607
Securities lending transactions					
Corporate securities	\$ 118,817	\$ —	\$ —	\$ —	\$ 118,817
Equity securities	5,699	—	—	—	5,699
Redeemable preferred stock	755	—	—	—	755
Total securities lending transactions	125,271	—	—	—	125,271
Total securities	\$ 1,131,878	\$ —	\$ —	\$ —	\$ 1,131,878

**12. COMMITMENTS AND CONTINGENCIES**

The Company has entered into indemnity agreements with each of its current directors other than those that are employees of Dai-ichi Life that provide, among other things and subject to certain limitations, a contractual right to indemnification to the fullest extent permissible under the law. The Company has agreements with certain of its officers providing up to \$10 million in indemnification. These obligations are in addition to the customary obligation to indemnify officers and directors contained in the Company's governance documents.

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

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

The Company establishes liabilities for litigation and regulatory actions when it is probable that a loss has been incurred and the amount of the loss can be reasonably estimated. For matters where a loss is believed to be reasonably possible, but not probable, no liability is established. For such matters, the Company may provide an estimate of the possible loss or range of loss or a statement that such an estimate cannot be made. The Company reviews relevant information with respect to litigation and regulatory matters on a quarterly and annual basis and updates its established liabilities, disclosures and estimates of reasonably possible losses or range of loss based on such reviews. Certain of the Company's insurance subsidiaries, as well as certain other insurance companies for which the Company has coinsured blocks of life insurance and annuity policies, are under audit for compliance with the unclaimed property laws of a number of states. The audits are being conducted on behalf of the treasury departments or unclaimed property administrators in such states. The focus of the audits is on whether there have been unreported deaths, maturities, or policies that have exceeded

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limiting age with respect to which death benefits or other payments under life insurance or annuity policies should be treated as unclaimed property that should be escheated to the state. The Company is presently unable to estimate the reasonably possible loss or range of loss that may result from the audits due to a number of factors, including uncertainty as to the legal theory or theories that may give rise to liability, the early stages of the audits being conducted, and uncertainty as to whether the Company or other companies are responsible for the liabilities, if any, arising in connection with certain co-insured policies. The Company will continue to monitor the matter for any developments that would make the loss contingency associated with the audits reasonably estimable.

Certain of the Company's subsidiaries are under a targeted multi-state examination with respect to their claims paying practices and their use of the U.S. Social Security Administration's Death Master File or similar databases (a "Death Database") to identify unreported deaths in their life insurance policies, annuity contracts and retained asset accounts. There is no clear basis in previously existing law for requiring a life insurer to search for unreported deaths in order to determine whether a benefit is owed, and substantial legal authority exists to support the position that the prevailing industry practice was lawful. A number of life insurers, however, have entered into settlement or consent agreements with state insurance regulators under which the life insurers agreed to implement procedures for periodically comparing their life insurance and annuity contracts and retained asset accounts against a Death Database, treating confirmed deaths as giving rise to a death benefit under their policies, locating beneficiaries and paying them the benefits and interest, escheating the benefits and interest to the state if the beneficiary could not be found, and paying penalties to the state, if required. It has been publicly reported that the life insurers have paid administrative and/or examination fees to the insurance regulators in connection with the settlement or consent agreements. The Company believes that insurance regulators could demand from the Company administrative and/or examination fees relating to the targeted multi-state examination. Based on publicly reported payments by other life insurers, the Company does not believe such fees, if assessed, would have a material effect on its financial statements.

Advance Trust & Life Escrow Services, LTA, as Securities Intermediary of Life Partners Position Holder Trust v. Protective Life Insurance Company, Case No. 2:18-CV-01290, is a putative class action that was filed on August 13, 2018 in the United States District Court for the Northern District of Alabama. Plaintiff alleges that PLICO required policyholders to pay unlawful and excessive cost of insurance charges. Plaintiff seeks to represent all owners of universal life and variable universal life policies issued or administered by PLICO or its predecessors that provide that cost of insurance rates are to be determined based on expectations of future mortality experience. The plaintiff seeks class certification, compensatory damages, pre-judgment and post-judgment interest, costs, and other unspecified relief. The Company is vigorously defending this matter and cannot predict the outcome of or reasonably estimate the possible loss or range of loss that might result from this litigation.

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## 13. EMPLOYEE BENEFIT PLANS

Components of the net periodic benefit cost for the three and nine months ended September 30, 2018 and 2017, are as follows:

	For The Three Months Ended September 30,				For The Nine Months Ended September 30,			
	2018		2017		2018		2017	
	Qualified Pension Plan	Nonqualified Excess Pension Plan	Qualified Pension Plan	Nonqualified Excess Pension Plan	Qualified Pension Plan	Nonqualified Excess Pension Plan	Qualified Pension Plan	Nonqualified Excess Pension Plan
	(Dollars In Thousands)							
Service cost — benefits earned during the period	\$3,006	\$ 288	\$3,348	\$ 334	\$9,888	\$ 1,062	\$10,044	\$ 1,002
Interest cost on projected benefit obligation	2,577	359	2,191	297	7,371	1,077	6,573	891
Expected return on plan assets	(4,743 )	—	(3,352 )	—	(12,795)	—	(10,056 )	—
Amortization of prior service cost	—	—	—	—	—	—	—	—
Amortization of actuarial loss/(gain)	—	196	—	118	—	726	—	354
Preliminary net periodic benefit cost	840	843	2,187	749	4,464	2,865	6,561	2,247
Settlement/curtailment expense <sup>(1)</sup>	—	986	—	—	—	986	—	—
Total net periodic benefit costs	\$840	\$ 1,829	\$2,187	\$ 749	\$4,464	\$ 3,851	\$6,561	\$ 2,247

<sup>(1)</sup> The unfunded excess benefit plan triggered settlement accounting for the nine months ended September 30, 2018 since total lump sum payments exceeded the settlement threshold of service cost plus interest cost.

During the nine months ended September 30, 2018, the Company contributed \$18.8 million to its defined benefit pension plan for the 2017 plan year. The Company will make contributions in future periods as necessary to at least satisfy minimum funding requirements, to maintain an adjusted funding target attainment percentage (“AFTAP”) of at least 80% and to avoid certain Pension Benefit Guaranty Corporation (“PBGC”) reporting triggers. The Company may also make additional discretionary contributions in excess of the contribution amounts established by the current funding policy.

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## 14. ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

The following tables summarize the changes in the accumulated balances for each component of accumulated other comprehensive income (loss) ("AOCI") as of September 30, 2018 and December 31, 2017.

## Changes in Accumulated Other Comprehensive Income (Loss) by Component

	Unrealized Gains and Losses on Investments	Accumulated Gain and Loss Derivatives	Minimum Pension Liability Adjustment	Total Accumulated Other Comprehensive Income (Loss)
(Dollars In Thousands, Net of Tax)				
Beginning Balance, December 31, 2017	\$25,874	\$ 747	\$(13,925 )	\$ 12,696
Other comprehensive income (loss) before reclassifications	(1,206,478 )	3,060	—	(1,203,418 )
Other comprehensive income (loss) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings	22	—	—	22
Amounts reclassified from accumulated other comprehensive income (loss) <sup>(1)</sup>	(2,086 )	631	—	(1,455 )
Net current-period other comprehensive income (loss)	(1,208,542 )	3,691	—	(1,204,851 )
Cumulative effect adjustments	(10,552 )	—	—	(10,552 )
Ending Balance, September 30, 2018	\$(1,193,220)	\$ 4,438	\$(13,925 )	\$(1,202,707 )

(1) See Reclassification table below for details.

(2) As of September 30, 2018, net unrealized losses reported in AOCI were offset by \$524.1 million due to the impact those net unrealized losses would have had on certain of the Company's insurance assets and liabilities if the net unrealized losses had been recognized in net income.

## Changes in Accumulated Other Comprehensive Income (Loss) by Component

	Unrealized Gains and Losses on Investments	Accumulated Gain and Loss Derivatives	Minimum Pension Liability Adjustment	Total Accumulated Other Comprehensive Income (Loss)
(Dollars In Thousands, Net of Tax)				
Beginning Balance, December 31, 2016	\$(656,322)	\$ 727	\$ 1,072	\$(654,523 )
Other comprehensive income (loss) before reclassifications	700,536	(563 )	(15,726 )	684,247
Other comprehensive income (loss) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings	7,153	—	—	7,153
Amounts reclassified from accumulated other comprehensive income (loss) <sup>(1)</sup>	642	451	501	1,594
Net current-period other comprehensive income (loss)	708,331	(112 )	(15,225 )	692,994
Cumulative effect adjustments	(26,135 )	132	228	(25,775 )
Ending Balance, December 31, 2017	\$25,874	\$ 747	\$(13,925 )	\$ 12,696

(1) See Reclassification table below for details.

(2) As of December 31, 2016 and December 31, 2017, net unrealized losses reported in AOCI were offset by \$424.1 million and \$(6.3) million, respectively, due to the impact those net unrealized losses would have had on certain of the Company's insurance assets and liabilities if the net unrealized losses had been recognized in net income.



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The following tables summarize the reclassifications amounts out of AOCI for the three and nine months ended September 30, 2018 and 2017.

## Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income
For The Three Months Ended September 30, 2018		
(Dollars In Thousands)		
Gains and losses on derivative instruments		
Net settlement (expense)/benefit <sup>(1)</sup>	\$ (481)	) Benefits and settlement expenses, net of reinsurance ceded
	(481)	) Total before tax
	101	) Tax (expense) or benefit
	\$ (380)	) Net of tax
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ (2,018)	) Realized investment gains (losses): All other investments
Impairments recognized in earnings	(14)	) Net impairment losses recognized in earnings
	(2,032)	) Total before tax
	427	) Tax (expense) or benefit
	\$ (1,605)	) Net of tax

(1) See Note 7, Derivative Financial Instruments for additional information.

## Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income
For The Nine Months Ended September 30, 2018		
(Dollars In Thousands)		
Gains and losses on derivative instruments		
Net settlement (expense)/benefit <sup>(1)</sup>	\$ (799)	) Benefits and settlement expenses, net of reinsurance ceded
	(799)	) Total before tax
	168	) Tax (expense) or benefit
	\$ (631)	) Net of tax
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 6,304	) Realized investment gains (losses): All other investments
Impairments recognized in earnings	(3,664)	) Net impairment losses recognized in earnings
	2,640	) Total before tax
	(554)	) Tax (expense) or benefit
	\$ 2,086	) Net of tax

(1) See Note 7, Derivative Financial Instruments for additional information.

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## Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income
For The Three Months Ended September 30, 2017		
	(Dollars In Thousands)	
Gains and losses on derivative instruments		
Net settlement (expense)/benefit <sup>(1)</sup>	\$ (38 )	Benefits and settlement expenses, net of reinsurance ceded
	(38 )	Total before tax
	14	Tax (expense) or benefit
	\$ (24 )	Net of tax
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 690	Realized investment gains (losses): All other investments
Impairments recognized in earnings	(273 )	Net impairment losses recognized in earnings
	417	Total before tax
	(146 )	Tax (expense) or benefit
	\$ 271	Net of tax

(1) See Note 7, Derivative Financial Instruments for additional information.

## Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income
For The Nine Months Ended September 30, 2017		
	(Dollars In Thousands)	
Gains and losses on derivative instruments		
Net settlement (expense)/benefit <sup>(1)</sup>	\$ (396 )	Benefits and settlement expenses, net of reinsurance ceded
	(396 )	Total before tax
	139	Tax (expense) or benefit
	\$ (257 )	Net of tax
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 9,084	Realized investment gains (losses): All other investments
Impairments recognized in earnings	(10,889 )	Net impairment losses recognized in earnings
	(1,805 )	Total before tax
	631	Tax (expense) or benefit
	\$ (1,174 )	Net of tax

(1) See Note 7, Derivative Financial Instruments for additional information.



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## 15. INCOME TAXES

The Company used its respective estimates for its annual 2018 and 2017 incomes in computing its effective income tax rates for the three and nine months ended September 30, 2018 and 2017. The estimate of the annual 2018 income excluded unrealized gains and losses on equity securities due to an inability to forecast future gains and losses. The Company's effective tax rate related to continuing operations varied from the maximum federal income tax rates as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
Statutory federal income tax rate applied to pre-tax income	21.0 %	35.0 %	21.0 %	35.0 %
State income taxes	1.2	0.5	1.2	0.6
Investment income not subject to tax	(1.8)	(5.4)	(2.6)	(3.8)
Uncertain tax positions	—	(2.0)	—	(0.3)
Change in State Tax Rate	—	—	(0.5)	—
Prior period adjustments	—	(2.6)	—	(0.8)
Other	(0.9)	—	(0.3)	(0.1)
	19.5 %	25.5 %	18.8 %	30.6 %

In April 2017, a routine review by Congress' Joint Committee on Taxation related to IRS examinations for 2003 through 2011 was finalized and the Company received an approximate \$6.2 million net refund in the fourth quarter of 2017. The resulting net adjustment to the Company's current income taxes and the collection of this refund for the years 2003 through 2011 did not materially affect the Company or its effective tax rate.

There have been no material changes to the balance of unrecognized tax benefits, where the changes impact earnings, during the quarter ending September 30, 2018. The Company believes that in the next twelve months, none of the unrecognized tax benefits will be reduced.

In general, the Company is no longer subject to income tax examinations by taxing authorities for tax years that began before 2014. Furthermore, due to the aforementioned IRS adjustments to the Company's pre-2014 taxable income, the Company has amended certain of its 2003 through 2013 state income tax returns. Such amendments will cause such years to remain open, pending the states' acceptances of the returns.

During the year ended December 31, 2016, the Company entered into a reinsurance transaction. This transaction generated an operating loss on the Company's consolidated 2016 U.S. income tax return. The Company partially carried back this loss and received refunds for substantially all of the U.S. income taxes it paid in 2014 and 2015 and expects to fully utilize the remaining operating loss carryforward during the carryforward period. Based on the Company's current assessment of future taxable income, including available tax planning opportunities, the Company anticipates that it is more likely than not that it will generate sufficient taxable income to realize all of its material deferred tax assets. The Company did not record a valuation allowance against its material deferred tax assets as of September 30, 2018 and December 31, 2017.

In the tax year ended December 31, 2017, the Company recognized provisional impacts related to the revaluation of certain deferred tax assets under the Tax Reform Act under Staff Accounting Bulletin No. 118. The ultimate impact may differ from these provisional amounts, possibly materially, due to, among other things, additional regulatory guidance that may be issued, additional analysis, and resulting changes in interpretations and assumptions the Company has made. Any adjustments to these provisional amounts will be reported as a component of income tax expense (benefit) in the reporting period in which any such adjustments are determined. There are no material adjustments for the nine months ended September 30, 2018. The accounting is expected to be complete by December 22, 2018.

## 16. OPERATING SEGMENTS

The Company has several operating segments, each having a strategic focus. An operating segment is distinguished by products, channels of distribution, and/or other strategic distinctions. The Company periodically evaluates its

operating segments and makes adjustments to its segment reporting as needed. A brief description of each segment follows.

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

The Acquisitions segment focuses on acquiring, converting, and servicing policies and contracts acquired from other companies. The segment’s primary focus is on life insurance policies and annuity products that were sold to individuals. The level of the segment’s acquisition activity is predicated upon many factors, including available capital, operating capacity, potential return on capital, and market dynamics. Policies acquired through the Acquisitions segment are typically blocks of business where no new policies are being marketed. Therefore

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earnings and account values are expected to decline as the result of lapses, deaths, and other terminations of coverage unless new acquisitions are made.

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

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

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

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

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

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

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

After-tax adjusted operating income (loss) is derived from pre-tax adjusted operating income (loss) with the inclusion of income tax expense or benefits associated with pre-tax adjusted operating income. Income tax expense or benefits is allocated to the items excluded from pre-tax adjusted operating income (loss) at the statutory federal income tax rate for the associated period. For periods ending on and prior to December 31, 2017, a rate of 35% was used. Beginning in 2018, a statutory federal income tax rate of 21% will be used to allocate income tax expense or benefits to items excluded from pre-tax adjusted operating income (loss). Income tax expense or benefits allocated to after-tax adjusted operating income (loss) can vary period to period based on changes in the Company's effective income tax rate.

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

There were no significant intersegment transactions during the three and nine months ended September 30, 2018 and 2017.

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017		2017	
	(Dollars In Thousands)			
Revenues				
Life Marketing	\$438,585	\$424,165	\$1,288,455	\$1,252,603
Acquisitions	581,054	375,819	1,469,787	1,164,650
Annuities	129,280	97,488	413,170	318,452
Stable Value Products	59,328	49,933	158,944	132,863
Asset Protection	79,158	83,597	233,347	246,142
Corporate and Other	59,763	53,386	193,205	162,042
Total revenues	\$1,347,168	\$1,084,388	\$3,756,908	\$3,276,752
Pre-tax Adjusted Operating Income (Loss)				
Life Marketing	\$2,521	\$8,969	\$(23,065)	\$51,157
Acquisitions	93,648	62,880	208,206	184,825
Annuities	45,587	62,000	142,052	161,585
Stable Value Products	27,126	27,992	76,198	74,258
Asset Protection	8,029	6,963	21,413	19,098
Corporate and Other	(19,937)	(26,870)	(58,413)	(67,466)
Pre-tax adjusted operating income	156,974	141,934	366,391	423,457
Realized (losses) gains on investments and derivatives	(20,255)	(31,084)	(39,102)	(74,490)
Income before income tax	136,719	110,850	327,289	348,967
Income tax expense	(26,619)	(28,308)	(61,582)	(106,743)
Net income	\$110,100	\$82,542	\$265,707	\$242,224
Pre-tax adjusted operating income	\$156,974	\$141,934	\$366,391	\$423,457
Adjusted operating income tax (expense) benefit	(30,873)	(39,187)	(69,793)	(132,815)
After-tax adjusted operating income	126,101	102,747	296,598	290,642
Realized (losses) gains on investments and derivatives	(20,255)	(31,084)	(39,102)	(74,490)
Income tax benefit (expense) on adjustments	4,254	10,879	8,211	26,072
Net income	\$110,100	\$82,542	\$265,707	\$242,224
Realized investment (losses) gains:				
Derivative financial instruments	\$(27,465)	\$(82,341)	\$62,859	\$(260,407)
All other investments	(19,869)	18,150	(157,070)	94,708
Net impairment losses recognized in earnings	(14)	(273)	(3,664)	(10,889)
Less: related amortization <sup>(1)</sup>	(5,859)	(12,123)	5,060	(38,570)
Less: VA GLWB economic cost	(21,234)	(21,257)	(63,833)	(63,528)
Realized (losses) gains on investments and derivatives	\$(20,255)	\$(31,084)	\$(39,102)	\$(74,490)

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

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## Operating Segment Assets

As of September 30, 2018

(Dollars In Thousands)

	Life Marketing	Acquisitions	Annuities	Stable Value Products
Investments and other assets	\$14,687,943	\$32,234,422	\$21,118,911	\$5,083,328
DAC and VOBA	1,468,989	455,343	876,390	7,001
Other intangibles	267,684	32,622	160,118	7,556
Goodwill	200,274	14,524	336,677	113,813
Total assets	\$16,624,890	\$32,736,911	\$22,492,096	\$5,211,698

	Asset Protection	Corporate and Other	Total Consolidated
Investments and other assets	\$1,026,634	\$13,222,621	\$87,373,859
DAC and VOBA	166,570	—	2,974,293
Other intangibles	125,251	33,193	626,424
Goodwill	128,182	—	793,470
Total assets	\$1,446,637	\$13,255,814	\$91,768,046

## Operating Segment Assets

As of December 31, 2017

(Dollars In Thousands)

	Life Marketing	Acquisitions	Annuities	Stable Value Products
Investments and other assets	\$14,914,418	\$19,588,133	\$20,938,409	\$4,569,639
DAC and VOBA	1,320,776	74,862	772,634	6,864
Other intangibles	282,361	34,548	170,117	8,056
Goodwill	200,274	14,524	336,677	113,813
Total assets	\$16,717,829	\$19,712,067	\$22,217,837	\$4,698,372

	Asset Protection	Corporate and Other	Total Consolidated
Investments and other assets	\$918,952	\$15,043,597	\$75,973,148
DAC and VOBA	24,441	—	2,199,577
Other intangibles	133,234	35,256	663,572
Goodwill	128,182	—	793,470
Total assets	\$1,204,809	\$15,078,853	\$79,629,767

## 17. SUBSEQUENT EVENTS

The Company has evaluated the effects of events subsequent to September 30, 2018, and through the date we filed our consolidated condensed financial statements with the United States Securities and Exchange Commission. All accounting and disclosure requirements related to subsequent events are included in our consolidated condensed financial statements.



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

The following Management’s Discussion and Analysis of Financial Condition and Results of Operations (“MD&A”) should be read in conjunction with our consolidated condensed financial statements included under Part I, Item 1, Financial Statements (Unaudited), of this Quarterly Report on Form 10-Q and our audited consolidated financial statements for the year ended December 31, 2017, included in our Annual Report on Form 10-K.

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

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

#### FORWARD-LOOKING STATEMENTS — CAUTIONARY LANGUAGE

This report reviews our financial condition and results of operations, including our liquidity and capital resources. Historical information is presented and discussed, and where appropriate, factors that may affect future financial performance are also identified and discussed. Certain statements made in this report include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include any statement that may predict, forecast, indicate, or imply future results, performance, or achievements instead of historical facts and may contain words like “believe,” “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “plan,” “will,” “shall,” “may,” and other words, phrases, or expressions with similar meaning. Forward-looking statements involve risks and uncertainties, which may cause actual results to differ materially from the results contained in the forward-looking statements, and we cannot give assurances that such statements will prove to be correct. Given these risks and uncertainties, investors should not place undue reliance on forward-looking statements as a prediction of actual results. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future developments or otherwise. For more information about the risks, uncertainties, and other factors that could affect our future results, please refer to Part I, Item 2, Management’s Discussion and Analysis of Financial Condition and Results of Operations, and Part II, Item 1A, Risk Factors, of this report, as well as Part I, Item 1A, Risk Factors, of our Annual Report on Form 10-K for the fiscal year ended December 31, 2017.

#### IMPORTANT INVESTOR INFORMATION

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

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

#### OVERVIEW

##### Our Business

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

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

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

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

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

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

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

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

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

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

**RECENT DEVELOPMENTS**

On May 1, 2018, The Lincoln National Life Insurance Company (“Lincoln Life”) completed its previously announced acquisition (the “Closing”) of Liberty Mutual Group Inc.’s (“Liberty Mutual”) Group Benefits Business and Individual Life and Annuity Business (the “Life Business”) through the acquisition of all of the issued and outstanding capital stock of Liberty Life Assurance Company of Boston (“Liberty”). In connection with the Closing and pursuant to the Master Transaction Agreement, dated January 18, 2018 (the “Master Transaction Agreement”), previously reported in our Current Report on Form 8-K filed on January 23, 2018, PLICO and Protective Life and Annuity Insurance Company (“PLAIC”), a wholly owned subsidiary of PLICO, entered into reinsurance agreements (the “Reinsurance Agreements”) and related ancillary documents (including administrative services agreements and transition services agreements) providing for the reinsurance and administration of the Life Business.

Pursuant to the Reinsurance Agreements, Liberty ceded to PLICO and PLAIC the insurance policies related to the Life Business on a 100% coinsurance basis. The aggregate ceding commission for the reinsurance of the Life Business was \$422.4 million. All policies issued in states other than New York were ceded to PLICO under a reinsurance agreement between Liberty and PLICO, and all policies issued in New York were ceded to PLAIC under a reinsurance agreement between Liberty and PLAIC. The aggregate statutory reserves of Liberty ceded to PLICO and PLAIC as of the closing of the Transaction were approximately \$13.3 billion, which amount was based on initial estimates and is subject to adjustment following the Closing. Pursuant to the terms of the Reinsurance Agreements, each of PLICO and PLAIC are required to maintain assets in trust for the benefit of Liberty to secure their respective obligations to Liberty under the Reinsurance Agreements. The trust accounts were initially funded by each of PLICO and PLAIC principally with the investment assets that were received from Liberty. Additionally, PLICO and PLAIC have each agreed to provide, on behalf of Liberty, administration and policyholder servicing of the Life Business reinsured by it pursuant to administrative services agreements between Liberty and each of PLICO and PLAIC.

## RISKS AND UNCERTAINTIES

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

### General

- we are controlled by Dai-ichi Life, which has the ability to make important decisions affecting our business;
- exposure to risks related to natural and man-made disasters, catastrophes, diseases, epidemics, pandemics, malicious acts, cyber-attacks, terrorist acts and climate change could adversely affect our operations and results;
- a disruption affecting the electronic systems of the Company or those on whom the Company relies could adversely affect our business, financial condition and results of operations;

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confidential information maintained in the systems of the Company or other parties upon which the Company relies could be compromised or misappropriated, damaging our business and reputation and adversely affecting our financial condition and results of operations;

our results and financial condition may be negatively affected should actual experience differ from management's assumptions and estimates;

we may not realize our anticipated financial results from our acquisitions strategy;

assets allocated to the MONY Closed Block benefit only the holders of certain policies; adverse performance of Closed Block assets or adverse experience of Closed Block liabilities may negatively affect us;

we are dependent on the performance of others;

our risk management policies, practices, and procedures could leave us exposed to unidentified or unanticipated risks, which could negatively affect our business or result in losses;

our strategies for mitigating risks arising from our day-to-day operations may prove ineffective resulting in a material adverse effect on our results of operations and financial condition;

events that damage our reputation could adversely impact our business, results of operations, or financial condition;

Financial Environment

interest rate fluctuations or sustained periods of high or low interest rates could negatively affect our interest earnings and spread income, or otherwise impact our business;

our investments are subject to market and credit risks, which could be heightened during periods of extreme volatility or disruption in financial and credit markets;

equity market volatility could negatively impact our business;

our use of derivative financial instruments within our risk management strategy may not be effective or sufficient;

credit market volatility or disruption could adversely impact our financial condition or results from operations;

our ability to grow depends in large part upon the continued availability of capital;

we could be adversely affected by a ratings downgrade or other negative action by a rating organization;

we could be forced to sell investments at a loss to cover policyholder withdrawals;

disruption of the capital and credit markets could negatively affect our ability to meet our liquidity and financing needs;

difficult general economic conditions could materially adversely affect our business and results of operations;

we may be required to establish a valuation allowance against our deferred tax assets, which could have a material adverse effect on our results of operations, financial condition, and capital position;

we could be adversely affected by an inability to access our credit facility;

we could be adversely affected by an inability to access FHLB lending;

our securities lending program may subject us to liquidity and other risks;

our financial condition or results of operations could be adversely impacted if our assumptions regarding the fair value and future performance of our investments differ from actual experience;

adverse actions of certain funds or their advisers could have a detrimental impact on our ability to sell our variable life and annuity products, or maintain current levels of assets in those products;

the amount of statutory capital or risk-based capital that we have and the amount of statutory capital or risk-based capital that we must hold to maintain our financial strength and credit ratings and meet other requirements can vary significantly from time to time and such amounts are sensitive to a number of factors outside of our control;

we operate as a holding company and depend on the ability of our subsidiaries to transfer funds to us to meet our obligations;

Industry and Regulation

the business of our company is highly regulated and is subject to routine audits, examinations and actions by regulators, law enforcement agencies, and self-regulatory organizations;

we may be subject to regulations of, or regulations influenced by, international regulatory authorities or initiatives;

NAIC actions, pronouncements and initiatives may affect our product profitability, reserve and capital requirements, financial condition or results of operations;

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our use of captive reinsurance companies to finance statutory reserves related to our term and universal life products and to reduce volatility affecting our variable annuity products may be limited or adversely affected by regulatory action, pronouncements and interpretations;

laws, regulations and initiatives related to unreported deaths and unclaimed property and death benefits may result in operational burdens, fines, unexpected payments or escheatments;

we are subject to insurance guaranty fund laws, rules and regulations which could adversely affect our financial condition or results of operations;

we are subject to insurable interest laws, rules and regulations which could adversely affect our financial condition or results of operations;

the Healthcare Act and related regulations could adversely affect our results of operations or financial condition;

laws, rules and regulations promulgated in connection with the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act may adversely affect our results of operations or financial condition;

new and amended regulations regarding the standard of care or standard of conduct applicable to investment professionals, insurance agencies, and financial institutions that recommend or sell annuities or life insurance products may have a material adverse impact on our ability to sell annuities and other products, to retain in-force business and on our financial condition or results of operations;

we may be subject to regulation, investigations, enforcement actions, fines and penalties imposed by the SEC, FINRA and other federal and international regulators in connection with our business operations;

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changes to tax law, such as the effect of the Tax Cuts and Jobs Act which was enacted on December 22, 2017, or interpretations of existing tax law could adversely affect our ability to compete with non-insurance products or reduce the demand for certain insurance products;

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

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

### CRITICAL ACCOUNTING POLICIES

Our accounting policies require the use of judgments relating to a variety of assumptions and estimates, including, but not limited to expectations of current and future mortality, morbidity, persistency, expenses, and interest rates, as well as expectations around the valuations of securities. Because of the inherent uncertainty when using the assumptions and estimates, the effect of certain accounting policies under different conditions or assumptions could be materially different from those reported in the consolidated condensed financial statements. For a complete listing of our critical accounting policies, refer to our Annual Report on Form 10-K for the year ended December 31, 2017.

### RESULTS OF OPERATIONS

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

- realized gains and losses on investments and derivatives,
- changes in the guaranteed living withdrawal benefits ("GLWB") embedded derivatives exclusive of the portion attributable to the economic cost of the GLWB,
- actual GLWB incurred claims, and
- the amortization of deferred policy acquisition costs ("DAC"), value of business acquired ("VOBA"), and certain policy liabilities that is impacted by the exclusion of these items.

After-tax adjusted operating income (loss) is derived from pre-tax adjusted operating income (loss) with the inclusion of income tax expense or benefits associated with pre-tax adjusted operating income. Income tax expense or benefits is allocated to the items excluded from pre-tax adjusted operating income (loss) at the statutory federal income tax rate for the associated period. For periods ending on and prior to December 31, 2017 a rate of 35% was used. Beginning in 2018, a statutory federal income tax rate of 21% will be used to allocate income tax expense or benefits to items excluded from pre-tax adjusted operating income (loss). Income tax expense or benefits allocated to after-tax adjusted

operating income (loss) can vary period to period based on changes in our effective income tax rate.

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

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

We periodically review and update as appropriate our key assumptions used to measure certain balances related to insurance products, including future mortality, expenses, lapses, premium persistency, benefit utilization, investment yields, interest



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rates, and separate account fund returns. Changes to these assumptions result in adjustments which increase or decrease DAC and VOBA amortization and/or benefits and expenses. The periodic review and updating of assumptions is referred to as “unlocking.” When referring to unlocking the reference is to changes in all balance sheet components associated with these assumption changes.

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
Pre-tax Adjusted Operating Income (Loss)				
Life Marketing	\$2,521	\$8,969	\$(23,065)	\$51,157
Acquisitions	93,648	62,880	208,206	184,825
Annuities	45,587	62,000	142,052	161,585
Stable Value Products	27,126	27,992	76,198	74,258
Asset Protection	8,029	6,963	21,413	19,098
Corporate and Other	(19,937)	(26,870)	(58,413)	(67,466)
Pre-tax adjusted operating income	156,974	141,934	366,391	423,457
Realized (losses) gains on investments and derivatives	(20,255)	(31,084)	(39,102)	(74,490)
Income before income tax	136,719	110,850	327,289	348,967
Income tax expense	(26,619)	(28,308)	(61,582)	(106,743)
Net income	\$110,100	\$82,542	\$265,707	\$242,224
Pre-tax adjusted operating income	\$156,974	\$141,934	\$366,391	\$423,457
Adjusted operating income tax (expense) benefit	(30,873)	(39,187)	(69,793)	(132,815)
After-tax adjusted operating income	126,101	102,747	296,598	290,642
Realized (losses) gains on investments and derivatives	(20,255)	(31,084)	(39,102)	(74,490)
Income tax benefit (expense) on adjustments	4,254	10,879	8,211	26,072
Net income	\$110,100	\$82,542	\$265,707	\$242,224
Realized investment (losses) gains:				
Derivative financial instruments	\$(27,465)	\$(82,341)	\$62,859	\$(260,407)
All other investments	(19,869)	18,150	(157,070)	94,708
Net impairment losses recognized in earnings	(14)	(273)	(3,664)	(10,889)
Less: related amortization <sup>(1)</sup>	(5,859)	(12,123)	5,060	(38,570)
Less: VA GLWB economic cost	(21,234)	(21,257)	(63,833)	(63,528)
Realized (losses) gains on investments and derivatives	\$(20,255)	\$(31,084)	\$(39,102)	\$(74,490)

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

For The Three Months Ended September 30, 2018, as compared to The Three Months Ended September 30, 2017 Net income for the three months ended September 30, 2018 included a \$15.0 million, or 10.6%, increase in pre-tax adjusted operating income. The increase consisted of a \$30.8 million increase in the Acquisitions segment, a \$1.1 million increase in the Asset Protection segment, and a \$6.9 million increase in the Corporate and Other segment. These increases were partially offset by a decrease of \$6.4 million in the Life Marketing segment, a \$16.4 million decrease in the Annuities segment, and a \$0.9 million decrease in the Stable Value Products segment.

Net realized losses on investments and derivatives for the three months ended September 30, 2018 was \$20.3 million as compared to \$31.1 million for the three months ended September 30, 2017.

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Life Marketing segment pre-tax adjusted operating income was \$2.5 million for the three months ended September 30, 2018, representing a decrease of \$6.4 million from the three months ended September 30, 2017. The decrease was primarily due to the impact of unlocking during the current quarter compared to the prior year. The segment recorded an unfavorable \$6.9 million of unlocking for the three months ended September 30, 2018, as compared to a favorable \$1.8 million of unlocking for the three months ended September 30, 2017.

Acquisitions segment pre-tax adjusted operating income was \$93.6 million for the three months ended September 30, 2018, an increase of \$30.8 million as compared to the three months ended September 30, 2017, due to the favorable impact of \$26.1 million from the Liberty reinsurance transaction completed on May 1, 2018 and a decrease in benefit and settlement expenses on the other in-force blocks of business. For the three months ended September 30, 2018, the segment recorded favorable prospective unlocking of \$0.7 million as compared to unfavorable \$3.7 million of prospective unlocking for the three months ended September 30, 2017.

Annuities segment pre-tax adjusted operating income was \$45.6 million for the three months ended September 30, 2018, as compared to \$62.0 million for the three months ended September 30, 2017, a decrease of \$16.4 million, or 26.5%. This variance was primarily the result of unfavorable unlocking and a decline in variable annuity ("VA") fee income, partially offset by increased interest spreads and a favorable change in single premium immediate annuities ("SPIA") mortality. Segment results were negatively impacted by \$4.8 million of unfavorable unlocking for the three months ended September 30, 2018, as compared to \$13.0 million of favorable unlocking for the three months ended September 30, 2017.

Stable Value segment pre-tax adjusted operating income was \$27.1 million and decreased \$0.9 million, or 3.1%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. The decrease in adjusted operating earnings primarily resulted from higher interest expenses. Participating mortgage income for the three months ended September 30, 2018, was \$9.0 million as compared to \$12.4 million for the three months ended September 30, 2017. The adjusted operating spread, which excludes participating income, decreased by 10 basis points for the three months ended September 30, 2018, from the prior year, due primarily to an increase in credited interest.

Asset Protection segment pre-tax adjusted operating income was \$8.0 million, representing an increase of \$1.1 million, or 15.3%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. Service contract earnings increased \$1.3 million primarily due to favorable loss ratios and higher investment income. Earnings from the GAP and credit insurance product lines both decreased \$0.1 million primarily due to lower volume and higher losses.

The Corporate and Other segment pre-tax adjusted operating loss was \$19.9 million for the three months ended September 30, 2018, as compared to a pre-tax adjusted operating loss of \$26.9 million for the three months ended September 30, 2017. The decreased operating loss was primarily due to an increase in investment income due to higher invested asset balances and decreased interest and corporate overhead expenses.

For The Nine Months Ended September 30, 2018, as compared to The Nine Months Ended September 30, 2017 Net income for the nine months ended September 30, 2018 included a \$57.1 million, or 13.5%, decrease in pre-tax adjusted operating income. The decrease consisted of a \$74.2 million decrease in the Life Marketing segment, a \$19.5 million decrease in the Annuities segment. These decreases were partially offset by a \$23.4 million increase in the Acquisitions segment, a \$1.9 million increase in the Stable Value Products segment, a \$2.3 million increase in the Asset Protection segment, and an increase of \$9.1 million in the Corporate and Other segment.

Net realized losses on investments and derivatives for the nine months ended September 30, 2018 was \$39.1 million as compared to \$74.5 million for the nine months ended September 30, 2017.

Life Marketing segment pre-tax adjusted operating loss was \$23.1 million for the nine months ended September 30, 2018, representing a decrease of \$74.2 million from the nine months ended September 30, 2017. The decrease was primarily due to the impact of unlocking and higher life claims compared to the prior year. The segment recorded an unfavorable \$19.8 million of unlocking for the nine months ended September 30, 2018, as compared to a favorable \$3.0 million of unlocking for the nine months ended September 30, 2017. Life claims were approximately \$57.3 million higher for the nine months ended September 30, 2018 when compared to the nine months ended September 30, 2017.

Acquisitions segment pre-tax adjusted operating income was \$208.2 million for the nine months ended September 30, 2018, an increase of \$23.4 million as compared to the nine months ended September 30, 2017, primarily due to the favorable impact of \$33.1 million from the Liberty reinsurance transaction completed on May 1, 2018 partly offset by the expected runoff of the in-force blocks of business. For the nine months ended September 30, 2018, the segment recorded favorable prospective unlocking of \$0.7 million as compared to unfavorable \$3.7 million of prospective unlocking for the nine months ended September 30, 2017.

Annuities segment pre-tax adjusted operating income was \$142.1 million for the nine months ended September 30, 2018, as compared to \$161.6 million for the nine months ended September 30, 2017, a decrease of \$19.5 million, or 12.1%. This variance was primarily the result of unfavorable unlocking, a decline in VA fee income, and higher non-deferred expenses, partially offset by a favorable change in SPIA mortality and increased interest spreads.

Segment results were negatively impacted by \$11.7 million of unfavorable unlocking for the nine months ended September 30, 2018, as compared to \$14.9 million of favorable unlocking for the nine months ended September 30, 2017.

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Stable Value segment pre-tax adjusted operating income was \$76.2 million and increased \$1.9 million, or 2.6%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. The increase in adjusted operating earnings primarily resulted from higher average account values. Participating mortgage income for the nine months ended September 30, 2018, was \$20.9 million as compared to \$23.6 million for the nine months ended September 30, 2017. The adjusted operating spread, which excludes participating income, decreased by 21 basis points for the nine months ended September 30, 2018, from the prior year, due primarily to an increase in credited interest.

Asset Protection segment pre-tax adjusted operating income was \$21.4 million, representing an increase of \$2.3 million, or 12.1%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. Service contract earnings increased \$2.5 million primarily due to favorable loss ratios and higher investment income. Earnings from the GAP product line increased \$0.3 million primarily due to lower expenses. Credit insurance earnings decreased \$0.4 million primarily due to lower volume and higher losses.

The Corporate and Other segment pre-tax adjusted operating loss was \$58.4 million for the nine months ended September 30, 2018, as compared to a pre-tax adjusted operating loss of \$67.5 million for the nine months ended September 30, 2017. The decreased operating loss was primarily due to an increase in investment income due to higher invested asset balances, partly offset by an increase in overhead expenses.

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## Life Marketing

## Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
<b>REVENUES</b>				
Gross premiums and policy fees	\$422,430	\$458,468	\$1,416,241	\$1,372,864
Reinsurance ceded	(144,607 )	(200,616 )	(630,736 )	(601,839 )
Net premiums and policy fees	277,823	257,852	785,505	771,025
Net investment income	138,017	137,001	413,276	412,652
Other income	30,630	27,241	94,536	80,997
Total operating revenues	446,470	422,094	1,293,317	1,264,674
Realized gains (losses) - investments	(3,277 )	334	(9,884 )	(6,671 )
Realized gains (losses) - derivatives	(4,608 )	1,737	5,022	(5,400 )
Total revenues	438,585	424,165	1,288,455	1,252,603
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	383,653	345,501	1,081,769	993,424
Amortization of DAC/VOBA	16,776	26,984	82,222	86,934
Other operating expenses	43,520	40,640	152,391	133,159
Operating benefits and settlement expenses	443,949	413,125	1,316,382	1,213,517
Amortization related to benefits and settlement expenses	(5,721 )	(396 )	(2,335 )	(10,250 )
Amortization of DAC/VOBA related to realized gains (losses) - investments	819	427	1,205	938
Total benefits and expenses	439,047	413,156	1,315,252	1,204,205
<b>INCOME (LOSS) BEFORE INCOME TAX</b>	(462 )	11,009	(26,797 )	48,398
Less: realized gains (losses)	(7,885 )	2,071	(4,862 )	(12,071 )
Less: amortization related to benefits and settlement expenses	5,721	396	2,335	10,250
Less: related amortization of DAC/VOBA	(819 )	(427 )	(1,205 )	(938 )
<b>PRE-TAX ADJUSTED OPERATING INCOME (LOSS)</b>	<b>\$2,521</b>	<b>\$8,969</b>	<b>\$(23,065 )</b>	<b>\$51,157</b>

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
<b>Sales By Product<sup>(1)</sup></b>				
Traditional life	\$ 13,034	\$ 721	\$ 39,184	\$ 1,325
Universal life	30,712	41,244	92,348	127,743
	\$ 43,746	\$ 41,965	\$ 131,532	\$ 129,068
<b>Sales By Distribution Channel</b>				
Traditional brokerage	\$ 38,282	\$ 35,320	\$ 113,962	\$ 110,066
Institutional	3,412	4,459	11,027	12,262
Direct	2,052	2,186	6,543	6,740
	\$ 43,746	\$ 41,965	\$ 131,532	\$ 129,068
<b>Average Life Insurance In-force<sup>(2)</sup></b>				
Traditional	\$ 352,442,802	\$ 342,522,847	\$ 348,875,590	\$ 347,481,484
Universal life	280,352,234	260,101,843	276,612,519	248,933,690
	\$ 632,795,036	\$ 602,624,690	\$ 625,488,109	\$ 596,415,174
<b>Average Account Values</b>				
Universal life	\$ 7,765,543	\$ 7,644,822	\$ 7,741,229	\$ 7,607,208
Variable universal life	786,953	729,171	777,037	705,045
	\$ 8,552,496	\$ 8,373,993	\$ 8,518,266	\$ 8,312,253

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

(2) Amounts are not adjusted for reinsurance ceded.

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## Operating expenses detail

Other operating expenses for the segment were as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
Insurance companies:				
First year commissions	\$48,673	\$48,643	\$148,275	\$147,618
Renewal commissions	9,455	9,503	29,971	28,932
First year ceding allowances	(273 )	(729 )	(499 )	(1,766 )
Renewal ceding allowances	(47,509 )	(48,218 )	(126,167 )	(134,492 )
General & administrative	54,178	55,534	166,628	170,928
Taxes, licenses, and fees	9,173	9,592	29,023	26,268
Other operating expenses incurred	73,697	74,325	247,231	237,488
Less: commissions, allowances & expenses capitalized	(62,180 )	(62,593 )	(192,961 )	(189,574 )
Other insurance company operating expenses	11,517	11,732	54,270	47,914
Distribution companies:				
Commissions	22,922	20,462	69,198	59,996
Other operating expenses	9,081	8,446	28,923	25,249
Other distribution company operating expenses	32,003	28,908	98,121	85,245
Other operating expenses	\$43,520	\$40,640	\$152,391	\$133,159

For The Three Months Ended September 30, 2018, as compared to The Three Months Ended September 30, 2017

## Pre-tax adjusted operating income (loss)

Pre-tax adjusted operating income was \$2.5 million for the three months ended September 30, 2018, representing a decrease of \$6.4 million from the three months ended September 30, 2017. The decrease was primarily due to the impact of unlocking during the current quarter compared to the prior year. The segment recorded an unfavorable \$6.9 million of unlocking for the three months ended September 30, 2018, as compared to a favorable \$1.8 million of unlocking for the three months ended September 30, 2017.

## Operating revenues

Total operating revenues for the three months ended September 30, 2018, increased \$24.4 million, or 5.8%, as compared to the three months ended September 30, 2017. This increase was driven by higher traditional life premiums during the current quarter compared to the prior year.

## Net premiums and policy fees

Net premiums and policy fees increased by \$20.0 million, or 7.7%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, due to an increase in traditional life premiums.

## Net investment income

Net investment income in the segment increased \$1.0 million, or 0.7%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, driven by higher universal life investment income of \$1.9 million, offset by lower traditional life investment income of \$0.8 million.

## Other income

Other income increased \$3.4 million for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017 due to higher revenue in the segment's non-insurance operations.

## Benefits and settlement expenses

Benefits and settlement expenses increased by \$38.2 million, or 11.0%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, due to unlocking and an increase in traditional life reserves. For the three months ended September 30, 2018, universal life unlocking increased policy benefits and settlement expenses \$12.2 million, as compared to an increase of \$1.8 million for the three months ended September



30, 2017.

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Amortization of DAC/VOBA

DAC/VOBA amortization decreased \$10.2 million, or 37.8%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to lower VOBA amortization in the traditional life block. For the three months ended September 30, 2018, universal life unlocking decreased amortization \$5.3 million, as compared to a decrease of \$3.6 million for the three months ended September 30, 2017.

Other operating expenses

Other operating expenses increased \$2.9 million for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. This increase was driven by higher commissions and lower ceding allowances, partly offset by a decrease in general and administrative expenses.

Sales

Sales for the segment increased \$1.8 million for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to higher traditional life sales, offset by lower sales in the universal life block. The change between products was due to a shift in sales focus from a product within the universal life block to a new term life product.

For The Nine Months Ended September 30, 2018, as compared to The Nine Months Ended September 30, 2017

Pre-tax adjusted operating income (loss)

Pre-tax adjusted operating loss was \$23.1 million for the nine months ended September 30, 2018, representing a decrease of \$74.2 million from the nine months ended September 30, 2017. The decrease was primarily due to the impact of unlocking and higher life claims compared to the prior year. The segment recorded an unfavorable \$19.8 million of unlocking for the nine months ended September 30, 2018, as compared to a favorable \$3.0 million of unlocking for the nine months ended September 30, 2017. Life claims were approximately \$57.3 million higher for the nine months ended September 30, 2018 when compared to the nine months ended September 30, 2017.

Operating revenues

Total operating revenues for the nine months ended September 30, 2018, increased \$28.6 million, or 2.3%, as compared to the nine months ended September 30, 2017. This increase was driven by higher premiums and policy fees and distribution company revenue.

Net premiums and policy fees

Net premiums and policy fees increased by \$14.5 million, or 1.9%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to an increase in premiums and policy fees associated with continued growth in universal life and traditional life business.

Net investment income

Net investment income in the segment increased \$0.6 million, or 0.2%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to higher universal life investment income of \$6.1 million, offset by lower traditional life and distribution company investment income of \$4.4 million and \$0.7 million, respectively.

Other income

Other income increased \$13.5 million for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to higher revenue in the segment's non-insurance operations.

Benefits and settlement expenses

Benefits and settlement expenses increased by \$88.3 million, or 8.9%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, driven by unlocking and an increase in claims. For the nine months ended September 30, 2018, universal life unlocking increased policy benefits and settlement expenses \$20.1 million, as compared to an increase of \$1.3 million for the nine months ended September 30, 2017.

Amortization of DAC/VOBA

DAC/VOBA amortization decreased \$4.7 million, or 5.4%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to lower VOBA amortization in the traditional life

blocks, offset by higher VOBA amortization in the universal life block. For the nine months ended September 30, 2018, universal life unlocking decreased amortization \$0.3 million, as compared to a decrease of \$4.4 million for the nine months ended September 30, 2017.

Other operating expenses

Other operating expenses increased \$19.2 million for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. This increase was driven by higher commissions and lower ceding allowances.

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## Sales

Sales for the segment increased \$2.5 million for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to higher traditional life sales, offset by lower sales in the universal life block. The change between products was due to a shift in sales focus from a product within the universal life block to a new term life product.

## Reinsurance

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

Reinsurance allowances do not affect the methodology used to amortize DAC or the period over which such DAC is amortized. However, they do affect the amounts recognized as DAC amortization. DAC on universal life-type, limited-payment long duration, and investment contracts business is amortized based on the estimated gross profits of the policies in-force. Reinsurance allowances are considered in the determination of estimated gross profits, and therefore, impact DAC amortization on these lines of business. Deferred reinsurance allowances on level term business are recorded as ceded DAC, which is amortized over estimated ceded premiums of the policies in-force. Thus, deferred reinsurance allowances may impact DAC amortization. A more detailed discussion of the components of reinsurance can be found in the Reinsurance section of Note 2, Summary of Significant Accounting Policies to our consolidated financial statements included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2017.

## Impact of reinsurance

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

## Life Marketing Segment

## Line Item Impact of Reinsurance

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
<b>REVENUES</b>				
Reinsurance ceded		\$ (144,607)	\$ (200,616)	\$ (630,736)
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	(131,528 )	(170,468 )	(579,246 )	(504,652 )
Amortization of DAC/VOBA	(1,409 )	(1,418 )	(4,120 )	(4,270 )
Other operating expenses <sup>(1)</sup>	(45,570 )	(46,756 )	(121,420 )	(130,426 )
Total benefits and expenses	(178,507 )	(218,642 )	(704,786 )	(639,348 )
<b>NET IMPACT OF REINSURANCE</b>		\$ 33,900	\$ 18,026	\$ 74,050
Allowances received		\$ (47,782 )	\$ (48,948 )	\$ (126,666)
Less: Amount deferred		2,212	2,192	5,246
Allowances recognized (ceded other operating expenses) <sup>(1)</sup>		\$ (45,570 )	\$ (46,756 )	\$ (121,420)

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

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

receive investment income on the reserves assumed, which will increase the assuming companies' profitability on the business that we cede. The net investment income impact to us and the assuming companies has not been quantified. The impact of including foregone investment income would be to substantially reduce the favorable net impact of reinsurance reflected above. We estimate that the impact of foregone investment income would be to reduce the net impact of reinsurance presented in the table above by 275% to 480%. The Life Marketing segment's reinsurance programs do not materially impact the "other income" line of our income statement.

As shown above, reinsurance generally has a favorable impact on the Life Marketing segment's operating income results. The impact of reinsurance is largely due to our quota share coinsurance program in place prior to mid-2005. Under that program,

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generally 90% of the segment's traditional new business was ceded to reinsurers. Since mid-2005, a much smaller percentage of overall term business has been ceded due to a change in reinsurance strategy on traditional business. In addition, since 2012, a much smaller percentage of the segment's new universal life business has been ceded. As a result of that change, the relative impact of reinsurance on the Life Marketing segment's overall results is expected to decrease over time. While the significance of reinsurance is expected to decline over time, the overall impact of reinsurance for a given period may fluctuate due to variations in mortality and the unlocking of balances.

For The Three Months Ended September 30, 2018, as compared to The Three Months Ended September 30, 2017 The lower ceded premium and policy fees for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, was caused primarily by lower ceded traditional life premiums of \$76.9 million, partially offset by higher universal life policy fees of \$20.9 million.

Ceded benefits and settlement expenses were lower for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, due to lower ceded traditional life reserves and claims, partly offset by higher ceded universal life reserves and claims. Traditional life ceded reserves decreased \$82.3 million and universal life ceded reserves increased \$48.2 million as compared to the three months ended September 30, 2017. Ceded traditional life claims were \$13.7 million lower and ceded universal life claims were \$8.2 million higher for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017.

Ceded amortization of DAC and VOBA decreased slightly for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017.

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

For The Nine Months Ended September 30, 2018, as compared to The Nine Months Ended September 30, 2017 The higher ceded premium and policy fees for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, was caused primarily by higher universal life policy fees of \$51.5 million, offset by lower ceded traditional life premiums of \$23.2 million.

Ceded benefits and settlement expenses were higher for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to higher ceded claims, partly offset by lower ceded traditional life reserves. Universal life and traditional life ceded claims were \$82.3 million and \$20.3 million higher, respectively, as compared to the nine months ended September 30, 2017. Traditional life ceded reserves decreased \$31.0 million as compared to the nine months ended September 30, 2017.

Ceded amortization of DAC and VOBA decreased slightly for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017.

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

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Acquisitions

Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2018	
	2017	2018	2017	2018
	(Dollars In Thousands)			
<b>REVENUES</b>				
Gross premiums and policy fees	\$332,863	\$270,303	\$922,260	\$828,252
Reinsurance ceded	(75,743 )	(78,647 )	(231,988 )	(239,785 )
Net premiums and policy fees	257,120	191,656	690,272	588,467
Net investment income	323,117	181,714	785,579	561,632
Other income	3,225	2,515	10,143	8,350
Total operating revenues	583,462	375,885	1,485,994	1,158,449
Realized gains (losses) - investments	(13,200 )	19,675	(156,191 )	95,135
Realized gains (losses) - derivatives	10,792	(19,741 )	139,984	(88,934 )
Total revenues	581,054	375,819	1,469,787	1,164,650
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	452,324	286,035	1,174,632	894,509
Amortization of VOBA	(2,627 )	(453 )	(1,309 )	(3,362 )
Other operating expenses	40,117	27,423	104,465	82,477
Operating benefits and expenses	489,814	313,005	1,277,788	973,624
Amortization related to benefits and settlement expenses	2,015	2,603	7,545	7,109
Amortization of VOBA related to realized gains (losses) - investments	(93 )	(27 )	312	(183 )
Total benefits and expenses	491,736	315,581	1,285,645	980,550
<b>INCOME BEFORE INCOME TAX</b>	89,318	60,238	184,142	184,100
Less: realized gains (losses)	(2,408 )	(66 )	(16,207 )	6,201
Less: amortization related to benefits and settlement expenses	(2,015 )	(2,603 )	(7,545 )	(7,109 )
Less: related amortization of VOBA	93	27	(312 )	183
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	\$93,648	\$62,880	\$208,206	\$184,825

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The following table summarizes key data for the Acquisitions segment:

	For The Three Months Ended September 30, 2018		For The Three Months Ended September 30, 2017		For The Nine Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
(Dollars In Thousands)								
Average Life Insurance In-Force <sup>(1)</sup>								
Traditional	\$233,481,851	\$225,506,328	\$225,828,144	\$229,375,136				
Universal life	32,702,123	27,216,155	29,450,423	27,725,925				
	\$266,183,974	\$252,722,483	\$255,278,567	\$257,101,061				
Average Account Values								
Universal life	\$8,173,378	\$4,194,821	\$6,164,475	\$4,203,635				
Fixed annuity <sup>(2)</sup>	11,884,932	3,545,906	7,716,996	3,523,691				
Variable annuity	1,197,979	1,194,958	1,197,039	1,181,037				
	\$21,256,289	\$8,935,685	\$15,078,510	\$8,908,363				
Interest Spread - Fixed Annuities								
Net investment income yield	4.23	% 3.97	% 4.15	% 3.99	%			
Interest credited to policyholders	3.53	% 3.29	% 3.47	% 3.27	%			
Interest spread <sup>(3)</sup>	0.70	% 0.68	% 0.68	% 0.72	%			

(1) Amounts are not adjusted for reinsurance ceded.

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

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

For The Three Months Ended September 30, 2018, as compared to The Three Months Ended September 30, 2017  
Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$93.6 million for the three months ended September 30, 2018, an increase of \$30.8 million as compared to the three months ended September 30, 2017, due to the favorable impact of \$26.1 million from the Liberty reinsurance transaction completed on May 1, 2018 and a decrease in benefit and settlement expenses on the other in-force blocks of business. For the three months ended September 30, 2018, the segment recorded favorable prospective unlocking of \$0.7 million as compared to unfavorable \$3.7 million of prospective unlocking for the three months ended September 30, 2017.

Operating revenues

Net premiums and policy fees increased \$65.5 million, or 34.2%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to the premiums associated with the Liberty reinsurance transaction more than offsetting the expected runoff of the in-force blocks of business. Net investment income increased \$141.4 million, or 77.8%, for the three months ended September 30, 2018, primarily due to the \$140.0 million impact of the Liberty reinsurance transaction.

Total benefits and expenses

Total benefits and expenses increased \$176.2 million, or 55.8%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. The increase was primarily due to the Liberty reinsurance transaction, which increased benefits and expenses \$192.0 million. This was partly offset by the expected runoff of the in-force blocks of business.

For The Nine Months Ended September 30, 2018, as compared to The Nine Months Ended September 30, 2017  
Pre-tax adjusted operating income



Pre-tax adjusted operating income was \$208.2 million for the nine months ended September 30, 2018, an increase of \$23.4 million as compared to the nine months ended September 30, 2017, primarily due to the favorable impact of \$33.1 million from the Liberty reinsurance transaction completed on May 1, 2018, partly offset by the expected runoff of the in-force blocks of business. For the nine months ended September 30, 2018, the segment recorded favorable prospective unlocking of \$0.7 million as compared to unfavorable \$3.7 million of prospective unlocking for the nine months ended September 30, 2017.

Operating revenues

Net premiums and policy fees increased \$101.8 million, or 17.3%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to the premiums associated with the Liberty reinsurance

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transaction more than offsetting the expected runoff of the in-force blocks of business. Net investment income increased \$223.9 million, or 39.9%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, due to the \$232.9 million impact of the Liberty reinsurance transaction, partly offset by the expected runoff of the in-force blocks of business.

## Total benefits and expenses

Total benefits and expenses increased \$305.1 million, or 31.1%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. The increase was primarily due to the Liberty reinsurance transaction, which increased benefits and expenses \$327.2 million.

## Reinsurance

The Acquisitions segment currently reinsures portions of both its life and annuity in-force. The cost of reinsurance to the segment is reflected in the chart shown below. A more detailed discussion of the components of reinsurance can be found in the Reinsurance section of Note 2, Summary of Significant Accounting Policies of our Annual Report on Form 10-K for the fiscal year ended December 31, 2017.

## Impact of reinsurance

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

## Acquisitions Segment

## Line Item Impact of Reinsurance

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
<b>REVENUES</b>				
Reinsurance ceded	\$(75,743)	\$(78,647)	\$(231,988)	\$(239,785)
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	(52,497 )	(53,233 )	(192,117 )	(207,339 )
Amortization of VOBA	(138 )	(183 )	(513 )	(440 )
Other operating expenses	(8,994 )	(9,710 )	(26,488 )	(29,272 )
Total benefits and expenses	(61,629 )	(63,126 )	(219,118 )	(237,051 )
<b>NET IMPACT OF REINSURANCE<sup>(1)</sup></b>	<b>\$(14,114)</b>	<b>\$(15,521)</b>	<b>\$(12,870 )</b>	<b>\$(2,734 )</b>

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

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

The net impact of reinsurance was more favorable by \$1.4 million for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to lower ceded revenue partly offset by lower ceded benefits and expenses. For the three months ended September 30, 2018, ceded revenues decreased by \$2.9 million, while ceded benefits and expenses decreased by \$1.5 million.

The net impact of reinsurance was less favorable by \$10.1 million for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to lower ceded benefits and expenses, partly offset by lower ceded revenue. For the nine months ended September 30, 2018, ceded revenues decreased by \$7.8 million, while ceded benefits and expenses decreased by \$17.9 million.

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## Annuities

## Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended September 30,		For The Nine Months Ended September 30,	
	2018	2017	2018	2017
	(Dollars In Thousands)			
<b>REVENUES</b>				
Gross premiums and policy fees	\$35,462	\$38,259	\$112,210	\$114,294
Reinsurance ceded	—	—	—	—
Net premiums and policy fees	35,462	38,259	112,210	114,294
Net investment income	85,957	80,206	252,039	239,416
Realized gains (losses) - derivatives	(21,234 )	(21,257 )	(63,833 )	(63,528 )
Other income	43,087	43,262	129,298	129,733
Total operating revenues	143,272	140,470	429,714	419,915
Realized gains (losses) - investments	(1,610 )	135	379	(256 )
Realized gains (losses) - derivatives, net of economic cost	(12,382 )	(43,117 )	(16,923 )	(101,207 )
Total revenues	129,280	97,488	413,170	318,452
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	55,061	53,105	159,192	159,537
Amortization of DAC/VOBA	6,004	(11,741 )	14,936	(11,647 )
Other operating expenses	36,620	37,106	113,534	110,440
Operating benefits and expenses	97,685	78,470	287,662	258,330
Amortization related to benefits and settlement expenses	778	1,157	1,306	3,569
Amortization of DAC/VOBA related to realized gains (losses) - investments	(3,657 )	(15,887 )	(2,973 )	(39,753 )
Total benefits and expenses	94,806	63,740	285,995	222,146
<b>INCOME BEFORE INCOME TAX</b>	34,474	33,748	127,175	96,306
Less: realized gains (losses) - investments	(1,610 )	135	379	(256 )
Less: realized gains (losses) - derivatives, net of economic cost	(12,382 )	(43,117 )	(16,923 )	(101,207 )
Less: amortization related to benefits and settlement expenses	(778 )	(1,157 )	(1,306 )	(3,569 )
Less: related amortization of DAC/VOBA	3,657	15,887	2,973	39,753
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	<b>\$45,587</b>	<b>\$62,000</b>	<b>\$142,052</b>	<b>\$161,585</b>

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The following tables summarize key data for the Annuities segment:

	For The Three Months Ended September 30, 2018		For The Three Months Ended September 30, 2017		For The Nine Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	(Dollars In Thousands)							
<b>Sales<sup>(1)</sup></b>								
Fixed annuity	\$513,990	\$246,914	\$1,597,767	\$806,432				
Variable annuity	69,125	87,045	230,144	323,650				
	\$583,115	\$333,959	\$1,827,911	\$1,130,082				
<b>Average Account Values</b>								
Fixed annuity <sup>(2)</sup>	\$9,198,082	\$8,297,792	\$8,882,096	\$8,188,092				
Variable annuity	12,891,627	13,082,417	12,977,629	12,977,656				
	\$22,089,709	\$21,380,209	\$21,859,725	\$21,165,748				
<b>Interest Spread - Fixed Annuities<sup>(3)</sup></b>								
Net investment income yield	3.59	% 3.73	% 3.63	% 3.68	%			
Interest credited to policyholders	2.44	2.53	2.49	2.52				
Interest spread	1.15	% 1.20	% 1.14	% 1.16	%			

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

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

(3) Interest spread on average general account values.

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	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
	(Dollars In Thousands)			
Derivatives related to VA contracts:				
Interest rate futures	\$2,111	\$549	\$(13,229)	\$16,746
Equity futures	(5,733 )	(25,959 )	(23,025 )	(75,389 )
Currency futures	3,410	(6,092 )	7,890	(22,366 )
Equity options	(21,206 )	(23,307 )	(47,406 )	(76,376 )
Interest rate swaptions	—	(292 )	(14 )	(2,423 )
Interest rate swaps	(41,288 )	5,342	(131,147)	31,331
Total return swaps	(32,343 )	(8,057 )	(35,908 )	(9,675 )
Embedded derivative - GLWB <sup>(1)</sup>	57,706	740	149,552	(15,904 )
Total derivatives related to VA contracts	(37,343 )	(57,076 )	(93,287 )	(154,056 )
Derivatives related to FIA contracts:				
Embedded derivative	(14,360 )	(18,606 )	(7,957 )	(40,351 )
Equity futures	(388 )	66	(716 )	161
Equity options	18,474	11,242	21,203	29,511
Total derivatives related to FIA contracts	3,726	(7,298 )	12,530	(10,679 )
Other	1	—	1	—
VA GLWB economic cost <sup>(2)</sup>	21,234	21,257	63,833	63,528
Realized gains (losses) - derivatives, net of economic cost	\$(12,382)	\$(43,117)	\$(16,923)	\$(101,207)

(1) Includes impact of nonperformance risk of \$(8.6) million and \$10.5 million for the three and nine months ended September 30, 2018 and \$0.7 million and \$(31.6) million for the three and nine months ended September 30, 2017.

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

	As of	
	September 30, 2018	December 31, 2017
	(Dollars In Thousands)	
GMDB - Net amount at risk <sup>(1)</sup>	\$ 76,371	\$ 72,825
GMDB Reserves	33,827	30,944
GLWB and GMAB Reserves	(37,794 )	111,760
Account value subject to GLWB rider	9,232,492	9,718,263
GLWB Benefit Base	10,371,802	10,560,893
GMAB Benefit Base	1,924	3,298
S&P 500® Index	2,914	2,674

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

For The Three Months Ended September 30, 2018, as compared to The Three Months Ended September 30, 2017  
Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$45.6 million for the three months ended September 30, 2018, as compared to \$62.0 million for the three months ended September 30, 2017, a decrease of \$16.4 million, or 26.5%. This variance

was primarily the result of unfavorable unlocking and a decline in VA fee income, partially offset by increased interest spreads and a favorable change in SPIA mortality. Segment results were negatively impacted by \$4.8 million of unfavorable unlocking for the three months ended September 30, 2018, as compared to \$13.0 million of favorable unlocking for the three months ended September 30, 2017.

Operating revenues

Segment operating revenues increased \$2.8 million, or 2.0%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to higher investment income, partially offset by lower VA fee income.

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The higher investment income related to growth in fixed account value. Average fixed account balances increased 10.8% and average variable account balances decreased 1.5% for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017.

## Benefits and settlement expenses

Benefits and settlement expenses increased \$2.0 million, or 3.7%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. This increase was primarily the result of higher credited interest and unfavorable unlocking, partially offset by a favorable change in SPIA mortality. Included in benefits and settlement expenses was \$2.4 million of unfavorable unlocking for the three months ended September 30, 2018, as compared to \$0.1 million of favorable unlocking for the three months ended September 30, 2017.

## Amortization of DAC and VOBA

DAC and VOBA amortization unfavorably changed by \$17.7 million for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. The unfavorable change was primarily due to unfavorable unlocking. DAC and VOBA unlocking for the three months ended September 30, 2018, was \$2.4 million unfavorable as compared to \$12.9 million favorable for the three months ended September 30, 2017.

## Other operating expenses

Other operating expenses decreased \$0.5 million, or 1.3%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. Lower non-deferred maintenance and overhead expense and commission expenses were partially offset by higher non-deferred acquisition expense.

## Sales

Total sales increased \$249.2 million, or 74.6%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017. Sales of variable annuities decreased \$17.9 million, or 20.6% for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to the relative competitiveness of our product within the market. Sales of fixed annuities increased by \$267.1 million, or 108.2%, for the three months ended September 30, 2018, as compared to the three months ended September 30, 2017, primarily due to an increase in single premium deferred annuities (“SPDA”) sales.

For The Nine Months Ended September 30, 2018, as compared to The Nine Months Ended September 30, 2017

## Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$142.1 million for the nine months ended September 30, 2018, as compared to \$161.6 million for the nine months ended September 30, 2017, a decrease of \$19.5 million, or 12.1%. This variance was primarily the result of unfavorable unlocking, a decline in VA fee income, and higher non-deferred expenses, partially offset by a favorable change in SPIA mortality and increased interest spreads. Segment results were negatively impacted by \$11.7 million of unfavorable unlocking for the nine months ended September 30, 2018, as compared to \$14.9 million of favorable unlocking for the nine months ended September 30, 2017.

## Operating revenues

Segment operating revenues increased \$9.8 million, or 2.3%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to higher investment income. The higher investment income related to growth in fixed account value. Average fixed account balances increased 8.5% and average variable account balances were relatively unchanged for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017.

## Benefits and settlement expenses

Benefits and settlement expenses decreased \$0.3 million, or 0.2%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. This decrease was primarily the result of a favorable change in SPIA mortality, partially offset by higher credited interest and unfavorable unlocking. Included in benefits and settlement expenses was \$3.5 million of unfavorable unlocking for the nine months ended September 30, 2018, as compared to \$0.2 million of favorable unlocking for the nine months ended September 30, 2017.

## Amortization of DAC and VOBA



DAC and VOBA amortization unfavorably changed by \$26.6 million for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. The unfavorable change was primarily due to unfavorable unlocking. DAC and VOBA unlocking for the nine months ended September 30, 2018, was \$8.2 million unfavorable as compared to \$14.7 million favorable for the nine months ended September 30, 2017.

Other operating expenses

Other operating expenses increased \$3.1 million, or 2.8%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. Increases in non-deferred acquisition expense and maintenance and overhead expense were partially offset by lower non-deferred commission expense.

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Sales

Total sales increased \$697.8 million, or 61.8%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017. Sales of variable annuities decreased \$93.5 million, or 28.9% for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to the relative competitiveness of our product within the market. Sales of fixed annuities increased by \$791.3 million, or 98.1%, for the nine months ended September 30, 2018, as compared to the nine months ended September 30, 2017, primarily due to an increase in SPDA sales.

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## Stable Value Products

## Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017	
	2018	2017	2018	2017
(Dollars In Thousands)				
<b>REVENUES</b>				
Net investment income	\$59,420	\$49,962	\$159,391	\$130,816
Other income	37	—	215	—
Total operating revenues	59,457	49,962	159,606	130,816
Realized gains (losses)	(129 )	(29 )	(662 )	2,047
Total revenues	59,328	49,933	158,944	132,863
<b>BENEFITS AND EXPENSES</b>				
Benefits and settlement expenses	30,698	19,121	78,917	51,074
Amortization of DAC	869	607	2,321	1,613
Other operating expenses	764	2,242	2,170	3,871
Total benefits and expenses	32,331	21,970	83,408	56,558
<b>INCOME BEFORE INCOME TAX</b>	<b>26,997</b>	<b>27,963</b>	<b>75,536</b>	<b>76,305</b>
Less: realized gains (losses)	(129 )	(29 )	(662 )	2,047
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	<b>\$27,126</b>	<b>\$27,992</b>	<b>\$76,198</b>	<b>\$74,258</b>

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

	For The Three Months Ended September 30, 2018		For The Nine Months Ended September 30, 2017		
	2018	2017	2018	2017	
(Dollars In Thousands)					
<b>Sales<sup>(1)</sup></b>					
GIC	\$27,000	\$50,000	\$37,000	\$107,000	
GFA	350,000	900,000	1,150,000	1,650,000	
	\$377,000	\$950,000	\$1,187,000	\$1,757,000	
Average Account Values	\$5,219,360	\$4,184,418	\$4,873,790	\$3,947,056	
Ending Account Values	\$5,211,668	\$4,793,890	\$5,211,668	\$4,793,890	
<b>Operating Spread</b>					
Net investment income yield	4.57	% 4.79	% 4.37	% 4.43	%
Other income yield	—	—	0.01	—	
Interest credited	2.36	1.83	2.16	1.73	
Operating expenses	0.13	0.28	0.13	0.18	
Operating spread	2.08	% 2.68	% 2.09	% 2.52	%
Adjusted operating spread <sup>(2)</sup>	1.39	% 1.49	% 1.52	% 1.73	%

(1) Sales are measured at the time the purchase payments are received.