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Unum Group
Form 10-Q
April 28, 2016

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549
FORM 10-Q
(Mark One)

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the quarterly period ended March 31, 2016

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the transition period from _____ to _____

Commission file number 1-11294

Unum Group
(Exact name of registrant as specified in its charter)

Delaware 62-1598430
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

1 FOUNTAIN SQUARE
CHATTANOOGA, TENNESSEE 37402
(Address of principal executive offices) (Zip Code)

423.294.1011
(Registrant's telephone number, including area code)

Not Applicable
(Former name, former address and former fiscal year, if changed since last report)

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

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

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

(Check one): Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

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

237,758,775 shares of the registrant's common stock were outstanding as of April 26, 2016.

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Cautionary Statement Regarding Forward-Looking Statements

The Private Securities Litigation Reform Act of 1995 (the Act) provides a "safe harbor" to encourage companies to provide prospective information, as long as those statements are identified as forward-looking and are accompanied by meaningful cautionary statements identifying important factors that could cause actual results to differ materially from those included in the forward-looking statements. Certain information contained in this Quarterly Report on Form 10-Q (including certain statements in the consolidated financial statements and related notes and Management's Discussion and Analysis), or in any other written or oral statements made by us in communications with the financial community or contained in documents filed with the Securities and Exchange Commission (SEC), may be considered forward-looking statements within the meaning of the Act. Forward-looking statements are those not based on historical information, but rather relate to our outlook, future operations, strategies, financial results, or other developments. Forward-looking statements speak only as of the date made. We undertake no obligation to update these statements, even if made available on our website or otherwise. These statements may be made directly in this document or may be made part of this document by reference to other documents filed by us with the SEC, a practice which is known as "incorporation by reference." You can find many of these statements by looking for words such as "will," "may," "should," "could," "believes," "expects," "anticipates," "estimates," "plans," "assumes," "intends," "projects," "goals," "objectives," or similar expressions in this document or in documents incorporated herein.

These forward-looking statements are subject to numerous assumptions, risks, and uncertainties, many of which are beyond our control. We caution readers that the following factors, in addition to other factors mentioned from time to time, may cause actual results to differ materially from those contemplated by the forward-looking statements:

• Sustained periods of low interest rates.

• Fluctuation in insurance reserve liabilities and claim payments due to changes in claim incidence, recovery rates, mortality and morbidity rates, and policy benefit offsets due to, among other factors, the rate of unemployment and consumer confidence, the emergence of new diseases, epidemics, or pandemics, new trends and developments in medical treatments, the effectiveness of our claims operational processes, and changes in government programs.

• Unfavorable economic or business conditions, both domestic and foreign.

• Legislative, regulatory, or tax changes, both domestic and foreign, including the effect of potential legislation and increased regulation in the current political environment.

• Investment results, including, but not limited to, changes in interest rates, defaults, changes in credit spreads, impairments, and the lack of appropriate investments in the market which can be acquired to match our liabilities.

• A cyber attack or other security breach could result in the unauthorized disclosure of confidential data.

• The failure of our business recovery and incident management processes to resume our business operations in the event of a natural catastrophe, cyber attack, or other event.

• Increased competition from other insurers and financial services companies due to industry consolidation, new entrants to our markets, or other factors.

• Execution risk related to our technology needs.

• Changes in our financial strength and credit ratings.

• Damage to our reputation due to, among other factors, regulatory investigations, legal proceedings, external events, and/or inadequate or failed internal controls and procedures.

• Actual experience that deviates from our assumptions used in pricing, underwriting, and reserving.

• Actual persistency and/or sales growth that is higher or lower than projected.

• Changes in demand for our products due to, among other factors, changes in societal attitudes, the rate of unemployment, consumer confidence, and/or legislative and regulatory changes, including healthcare reform.

• Effectiveness of our risk management program.

• Contingencies and the level and results of litigation.

• Availability of reinsurance in the market and the ability of our reinsurers to meet their obligations to us.

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Ineffectiveness of our derivatives hedging programs due to changes in the economic environment, counterparty risk, ratings downgrades, capital market volatility, changes in interest rates, and/or regulation.

• Changes in accounting standards, practices, or policies.

• Fluctuation in foreign currency exchange rates.

• Ability to generate sufficient internal liquidity and/or obtain external financing.

• Recoverability and/or realization of the carrying value of our intangible assets, long-lived assets, and deferred tax assets.

• Terrorism, both within the U.S. and abroad, ongoing military actions, and heightened security measures in response to these types of threats.

For further discussion of risks and uncertainties which could cause actual results to differ from those contained in the forward-looking statements, see Part 1, Item 1A of our annual report on Form 10-K for the year ended December 31, 2015.

All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained or referred to in this section.

PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

CONSOLIDATED BALANCE SHEETS (UNAUDITED)

Unum Group and Subsidiaries

	March 31 2016	December 31 2015
	(in millions of dollars)	
	As Adjusted	
Assets		
Investments		
Fixed Maturity Securities - at fair value (amortized cost: \$39,804.7; \$39,658.7)	\$44,699.2	\$43,354.4
Mortgage Loans	1,881.3	1,883.6
Policy Loans	3,343.9	3,395.4
Other Long-term Investments	572.2	583.0
Short-term Investments	743.3	807.3
Total Investments	51,239.9	50,023.7
Other Assets		
Cash and Bank Deposits	120.7	112.9
Accounts and Premiums Receivable	1,661.0	1,598.4
Reinsurance Recoverable	4,798.5	4,725.1
Accrued Investment Income	754.5	702.8
Deferred Acquisition Costs	2,015.4	2,008.5
Goodwill	229.8	230.9
Property and Equipment	515.2	523.9
Other Assets	632.9	637.4
Total Assets	\$61,967.9	\$60,563.6

See notes to consolidated financial statements.

CONSOLIDATED BALANCE SHEETS (UNAUDITED) - Continued

Unum Group and Subsidiaries

	March 31 2016 (in millions)	December 31 2015 (of dollars) As Adjusted
Liabilities and Stockholders' Equity		
Liabilities		
Policy and Contract Benefits	\$1,462.2	\$1,484.6
Reserves for Future Policy and Contract Benefits	44,446.6	43,540.6
Unearned Premiums	433.8	384.2
Other Policyholders' Funds	1,672.9	1,674.6
Income Tax Payable	54.1	6.0
Deferred Income Tax	233.3	91.8
Short-term Debt	351.4	352.0
Long-term Debt	2,442.5	2,449.4
Payables for Collateral on Investments	425.9	415.4
Other Liabilities	1,524.9	1,501.1
Total Liabilities	53,047.6	51,899.7
Commitments and Contingent Liabilities - Note 10		
Stockholders' Equity		
Common Stock, \$0.10 par		
Authorized: 725,000,000 shares		
Issued: 303,176,096 and 302,702,811 shares	30.3	30.3
Additional Paid-in Capital	2,253.6	2,247.2
Accumulated Other Comprehensive Income	200.7	16.1
Retained Earnings	8,160.6	7,995.2
Treasury Stock - at cost: 65,442,566 and 61,785,466 shares	(1,724.9)	(1,624.9)
Total Stockholders' Equity	8,920.3	8,663.9
Total Liabilities and Stockholders' Equity	\$61,967.9	\$60,563.6

See notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

Unum Group and Subsidiaries

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars, except share data)	
Revenue		
Premium Income	\$2,087.5	\$2,006.3
Net Investment Income	606.4	602.0
Realized Investment Gain (Loss)		
Other-Than-Temporary Impairment Loss on Fixed Maturity Securities	(21.1)	(4.5)
Net Realized Investment Gain (Loss), Excluding Other-Than-Temporary Impairment Loss on Fixed Maturity Securities	0.6	(10.8)
Net Realized Investment Loss	(20.5)	(15.3)
Other Income	52.0	54.4
Total Revenue	2,725.4	2,647.4
Benefits and Expenses		
Benefits and Change in Reserves for Future Benefits	1,729.8	1,653.9
Commissions	259.9	256.9
Interest and Debt Expense	38.6	37.8
Deferral of Acquisition Costs	(152.5)	(145.0)
Amortization of Deferred Acquisition Costs	132.2	134.3
Compensation Expense	207.6	213.1
Other Expenses	205.6	193.4
Total Benefits and Expenses	2,421.2	2,344.4
Income Before Income Tax	304.2	303.0
Income Tax		
Current	51.0	40.6
Deferred	42.6	49.5
Total Income Tax	93.6	90.1
Net Income	\$210.6	\$212.9
Net Income Per Common Share		
Basic	\$0.88	\$0.85
Assuming Dilution	\$0.88	\$0.84

See notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED)

Unum Group and Subsidiaries

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Net Income	\$210.6	\$212.9
Other Comprehensive Income (Loss)		
Change in Net Unrealized Gain on Securities Before Adjustment (net of tax expense of \$414.3; \$182.8)	800.1	350.2
Change in Adjustment to Deferred Acquisition Costs and Reserves for Future Policy and Contract Benefits, Net of Reinsurance (net of tax benefit of \$287.7; \$120.3)	(566.0)	(226.2)
Change in Net Gain on Cash Flow Hedges (net of tax expense (benefit) of \$(13.6); \$9.0)	(26.2)	20.9
Change in Foreign Currency Translation Adjustment (net of tax benefit of \$0.0; \$0.1)	(26.4)	(54.0)
Change in Unrecognized Pension and Postretirement Benefit Costs (net of tax expense of \$1.6; \$1.5)	3.1	3.1
Total Other Comprehensive Income	184.6	94.0
Comprehensive Income	\$395.2	\$306.9

See notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY (UNAUDITED)

Unum Group and Subsidiaries

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Common Stock		
Balance at Beginning of Year and End of Period	\$30.3	\$30.2
Additional Paid-in Capital		
Balance at Beginning of Year	2,247.2	2,221.2
Common Stock Activity	6.4	9.5
Balance at End of Period	2,253.6	2,230.7
Accumulated Other Comprehensive Income		
Balance at Beginning of Year	16.1	166.4
Other Comprehensive Income	184.6	94.0
Balance at End of Period	200.7	260.4
Retained Earnings		
Balance at Beginning of Year	7,995.2	7,302.3
Net Income	210.6	212.9
Dividends to Stockholders (per common share: \$0.185; \$0.165)	(45.2)	(42.3)
Balance at End of Period	8,160.6	7,472.9
Treasury Stock		
Balance at Beginning of Year	(1,624.9)	(1,198.2)
Purchases of Treasury Stock	(100.0)	(108.1)
Balance at End of Period	(1,724.9)	(1,306.3)
Total Stockholders' Equity at End of Period	\$8,920.3	\$8,687.9

See notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

Unum Group and Subsidiaries

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Cash Flows from Operating Activities		
Net Income	\$210.6	\$212.9
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities		
Change in Receivables	(27.3)	49.2
Change in Deferred Acquisition Costs	(20.3)	(10.7)
Change in Insurance Reserves and Liabilities	113.0	98.4
Change in Income Taxes	83.0	161.4
Change in Other Accrued Liabilities	(30.8)	(69.0)
Non-cash Components of Net Investment Income	(86.9)	(90.5)
Net Realized Investment Loss	20.5	15.3
Depreciation	25.4	23.5
Other, Net	6.1	9.6
Net Cash Provided by Operating Activities	293.3	400.1
Cash Flows from Investing Activities		
Proceeds from Sales of Fixed Maturity Securities	364.8	108.5
Proceeds from Maturities of Fixed Maturity Securities	348.7	468.0
Proceeds from Sales and Maturities of Other Investments	78.5	42.5
Purchases of Fixed Maturity Securities	(882.7)	(959.5)
Purchases of Other Investments	(84.0)	(127.6)
Net Sales of Short-term Investments	70.9	259.8
Net Increase in Payables for Collateral on Investments	10.5	6.1
Net Purchases of Property and Equipment	(17.2)	(31.4)
Net Cash Used by Investing Activities	(110.5)	(233.6)
Cash Flows from Financing Activities		
Long-term Debt Repayments	(13.2)	(29.1)
Issuance of Common Stock	1.7	0.8
Repurchase of Common Stock	(108.8)	(108.1)
Dividends Paid to Stockholders	(45.2)	(42.3)
Other, Net	(9.5)	(6.2)
Net Cash Used by Financing Activities	(175.0)	(184.9)
Net Increase (Decrease) in Cash and Bank Deposits	7.8	(18.4)
Cash and Bank Deposits at Beginning of Year	112.9	102.5
Cash and Bank Deposits at End of Period	\$120.7	\$84.1

See notes to consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

Unum Group and Subsidiaries

March 31, 2016

Note 1 - Basis of Presentation

The accompanying consolidated financial statements of Unum Group and its subsidiaries (the Company) have been prepared in accordance with U.S. generally accepted accounting principles (GAAP) for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. For further information, refer to the consolidated financial statements and footnotes included in our annual report on Form 10-K for the year ended December 31, 2015.

In our opinion, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Interim results are not necessarily indicative of full year performance.

Note 2 - Accounting Developments

Accounting Updates Adopted in 2016:

Accounting Standards Codification (ASC)	Description	Date of Adoption	Effect on Financial Statements
ASC 820 "Fair Value Measurement"	This update eliminated the requirement to categorize within the fair value hierarchy table investments whose fair value is measured at net asset value using the practical expedient. Instead, entities are required to disclose the fair value of these investments so that financial statement users can reconcile amounts reported in the fair value hierarchy table to the amounts reported on the consolidated balance sheets. The guidance is to be applied retrospectively.	January 1, 2016	The adoption of this update had no effect on our financial position or results of operations but will modify certain of our annual reporting period disclosures for invested assets held in our employee benefit plans.
ASC 835 "Interest - Imputation of Interest"	This update simplified the presentation of deferred debt issuance costs by requiring these costs to be presented in the balance sheet as a reduction of the carrying amount of the debt liability to which the deferred costs relate, rather than classifying the deferred costs as an asset. This classification is consistent with the treatment of debt discounts. We applied the amendments in the update retrospectively, adjusting all prior periods in our consolidated financial statements and accompanying notes.	January 1, 2016	The adoption of this update resulted in the following reclassification adjustments to our consolidated balance sheets but had no effect on our financial position or results of operations.

December 31, 2015
Historical Accounting Method
As Adjusted
Effect of Change
(in millions of dollars)

Consolidated Balance Sheets

Short-term Debt	\$352.4	\$ 352.0	\$ (0.4)
Long-term Debt	2,475.1	2,449.4	(25.7)
Other Assets	663.5	637.4	(26.1)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 2 - Accounting Developments - Continued

Accounting Updates Outstanding:

ASC	Description	Date of Adoption	Effect on Financial Statements
ASC 944 "Financial Services - Insurance"	This update changes the disclosure requirements for certain insurance contracts. These changes include a requirement to disclose the rollforward of the liability for unpaid claims and claim adjustment expenses in both interim and annual reporting periods for long-duration and short-duration insurance contracts. Additional claims disclosures will also be required for short-duration contracts. The guidance is to be applied retrospectively.	January 1, 2016 for annual reporting period disclosures and January 1, 2017 for interim reporting period disclosures.	The disclosure requirements for annual reporting period 2016 are not applicable to our insurance contracts. We will adopt the interim reporting period disclosures effective January 1, 2017. The adoption of this update will have no effect on our financial position or results of operations.
ASC 718 "Compensation - Stock Compensation"	This update changes the accounting and disclosure requirements for certain aspects of share-based payments to employees. The update requires all income tax effects of stock-based compensation awards to be recognized in the income statement when the awards vest or are settled. The update also allows an employer to repurchase more of an employee's shares than it can today for tax withholding purposes without triggering liability accounting and to make a policy election to account for forfeitures as they occur. Transition guidance for the amendments varies between the retrospective, modified retrospective, and prospective methods depending on the specific requirement of the update. Early adoption is also permitted.	January 1, 2017	We have not yet determined the expected impact on our financial position or results of operations.
ASC 606 "Revenue from Contracts with Customers"	This update supersedes virtually all existing guidance regarding the recognition of revenue from customers. Specifically excluded from the scope of this update are insurance contracts, although our fee-based service products are included within the scope. The core principle of this guidance is that revenue recognition should depict the transfer of goods or services to customers in an amount that reflects the consideration to which an entity expects to be entitled in exchange for those goods or services. The guidance is to be applied retrospectively.	January 1, 2018	The adoption of this update will not have a material effect on our financial position or results of operations.

ASC 825
"Financial
Instruments -
Overall"

This update changes the accounting and disclosure requirements for certain financial instruments. These changes include a requirement to measure equity investments, other than those that result in consolidation or are accounted for under the equity method, at fair value through net income unless the investment qualifies for certain practicability exceptions. In addition, the update clarifies guidance related to the valuation allowance assessment when recognizing deferred tax assets resulting from unrealized losses on available-for-sale fixed maturity securities. Changes also include the modification of certain disclosures around the fair value of financial instruments, including the requirement for separate presentation of financial assets and liabilities by measurement category, as well as the elimination of certain disclosures around methods and significant assumptions used to estimate fair value. The guidance is to be applied retrospectively.

January 1, 2018

We have not yet determined the expected impact on our financial position or results of operations.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 2 - Accounting Developments - Continued

ASC	Description	Date of Adoption	Effect on Financial Statements
ASC 842 "Leases"	This update changes the accounting for leases, requiring lessees to report most leases on their balance sheets, regardless of whether the lease is classified as a finance lease or an operating lease. For lessees, the initial lease liability is equal to the present value of lease payments, and a corresponding asset, adjusted for certain items, is also recorded. Expense recognition for lessees will remain similar to current accounting requirements for capital and operating leases. For lessors, the guidance modifies the classification criteria and the accounting for sales-type and direct financing leases. The guidance is to be applied using a modified retrospective approach at the beginning of the earliest comparative period presented.	January 1, 2019	We have not yet determined the expected impact on our financial position or results of operations.

Note 3 - Fair Values of Financial Instruments

Presented as follows are the carrying amounts and fair values of financial instruments. The carrying values of financial instruments such as short-term investments, cash and bank deposits, accounts and premiums receivable, accrued investment income, and securities lending agreements approximate fair value due to the short-term nature of the instruments. As such, these financial instruments are not included in the following chart.

	March 31, 2016		December 31, 2015	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
(in millions of dollars)				
Assets				
Fixed Maturity Securities	\$44,699.2	\$44,699.2	\$43,354.4	\$43,354.4
Mortgage Loans	1,881.3	2,042.6	1,883.6	2,013.9
Policy Loans	3,343.9	3,458.0	3,395.4	3,498.0
Other Long-term Investments				
Derivatives	40.1	40.1	49.8	49.8
Equity Securities	1.5	1.5	1.4	1.4
Miscellaneous Long-term Investments	473.5	473.5	474.4	474.4
Liabilities				
Policyholders' Funds				
Deferred Annuity Products	\$607.0	\$607.0	\$608.8	\$608.8
Supplementary Contracts without Life Contingencies	632.6	632.6	641.1	641.1
Short-term Debt	351.4	361.7	352.0	366.2
Long-term Debt	2,442.5	2,634.4	2,449.4	2,645.9
Payables for Collateral on Investments				
Federal Home Loan Bank (FHLB) Funding Agreements	350.0	350.0	350.0	350.0
Other Liabilities				
Derivatives	58.0	58.0	50.2	50.2

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Embedded Derivative in Modified Coinsurance Arrangement	93.2	93.2	87.6	87.6
Unfunded Commitments to Investment Partnerships	4.8	4.8	5.0	5.0

The methods and assumptions used to estimate fair values of financial instruments are discussed as follows.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Fair Value Measurements for Financial Instruments Not Carried at Fair Value

Mortgage Loans: Fair values are estimated using discounted cash flow analyses and interest rates currently being offered for similar loans to borrowers with similar credit ratings and maturities. Loans with similar characteristics are aggregated for purposes of the calculations. These financial instruments are assigned a Level 2 within the fair value hierarchy.

Policy Loans: Fair values for policy loans, net of reinsurance ceded, are estimated using discounted cash flow analyses and interest rates currently being offered to policyholders with similar policies. Carrying amounts for ceded policy loans, which equal \$3,094.5 million and \$3,150.1 million as of March 31, 2016 and December 31, 2015, respectively, approximate fair value and are reported on a gross basis in our consolidated balance sheets. A change in interest rates for ceded policy loans will not impact our financial position because the benefits and risks are fully ceded to reinsuring counterparties. These financial instruments are assigned a Level 3 within the fair value hierarchy.

Miscellaneous Long-term Investments: Carrying amounts for tax credit partnerships equal the unamortized balance of our contractual commitments and approximate fair value. Fair values for private equity partnerships are primarily derived from net asset values provided by the general partner in the partnerships' financial statements. Our private equity partnerships represent funds that are primarily invested in railcar leasing, the financial services industry, mezzanine debt, and bank loans. Distributions received from the funds arise from income generated by the underlying investments as well as the liquidation of the underlying investments. As of March 31, 2016, we estimate that the underlying assets of the funds will be liquidated over the next one to eleven years. These financial instruments are assigned a Level 3 within the fair value hierarchy. Our shares of FHLB common stock are carried at cost, which approximates fair value. These financial instruments are considered restricted investments and are assigned a Level 2 within the fair value hierarchy.

Policyholders' Funds: Policyholders' funds are comprised primarily of deferred annuity products and supplementary contracts without life contingencies and represent customer deposits plus interest credited at contract rates. Carrying amounts approximate fair value. These financial instruments are assigned a Level 3 within the fair value hierarchy.

Fair values for insurance contracts other than investment contracts are not required to be disclosed. However, the fair values of liabilities under all insurance contracts are taken into consideration in our overall management of interest rate risk, which seeks to minimize exposure to changing interest rates through the matching of investment maturities with amounts due under insurance contracts.

Short-term Debt: Fair values for short-term debt are determined based on prices from independent pricing services that generally use observable inputs for securities or comparable securities in active markets in their valuation techniques. These financial instruments are assigned a Level 1.

Long-term Debt: Fair values for long-term debt are obtained from independent pricing services or discounted cash flow analyses based on current incremental borrowing rates for similar types of borrowing arrangements. Debt instruments which are valued by pricing services using active trades for which there was current market activity in that specific debt instrument have fair values of \$1,806.4 million and \$956.4 million as of March 31, 2016 and December 31, 2015, respectively, and are assigned a Level 1 within the fair value hierarchy. Debt instruments which are valued by pricing services that generally use observable inputs for securities or comparable securities in active

markets in their valuation techniques have fair values of \$828.0 million and \$1,689.5 million as of March 31, 2016 and December 31, 2015, respectively, and are assigned a Level 2.

FHLB Funding Agreements: Funding agreements with the FHLB represent cash advances used for the purpose of investing in fixed maturity securities. Carrying amounts approximate fair value and are assigned a Level 2 within the fair value hierarchy.

Unfunded Commitments to Investment Partnerships: Unfunded equity commitments represent amounts that we have committed to fund certain investment partnerships. These commitments are legally binding, subject to the partnerships meeting specified conditions. Carrying amounts approximate fair value and are assigned a Level 2 within the fair value hierarchy.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Fair Value Measurements for Financial Instruments Carried at Fair Value

We report fixed maturity securities, derivative financial instruments, and unrestricted equity securities at fair value in our consolidated balance sheets. The degree of judgment utilized in measuring the fair value of financial instruments generally correlates to the level of pricing observability. Financial instruments with readily available active quoted prices or for which fair value can be measured from actively quoted prices in active markets generally have more pricing observability and less judgment utilized in measuring fair value. An active market for a financial instrument is a market in which transactions for an asset or a similar asset occur with sufficient frequency and volume to provide pricing information on an ongoing basis. A quoted price in an active market provides the most reliable evidence of fair value and should be used to measure fair value whenever available. Conversely, financial instruments rarely traded or not quoted have less observability and are measured at fair value using valuation techniques that require more judgment. Pricing observability is generally impacted by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established, the characteristics specific to the transaction, and overall market conditions.

Valuation techniques used for assets and liabilities accounted for at fair value are generally categorized into three types. The market approach uses prices and other relevant information from market transactions involving identical or comparable assets or liabilities. The income approach converts future amounts, such as cash flows or earnings, to a single present amount, or a discounted amount. The cost approach is based upon the amount that currently would be required to replace the service capacity of an asset, or the current replacement cost.

We use valuation techniques that are appropriate in the circumstances and for which sufficient data are available that can be obtained without undue cost and effort. In some cases, a single valuation technique will be appropriate (for example, when valuing an asset or liability using quoted prices in an active market for identical assets or liabilities). In other cases, multiple valuation techniques will be appropriate. If we use multiple valuation techniques to measure fair value, we evaluate and weigh the results, as appropriate, considering the reasonableness of the range indicated by those results. A fair value measurement is the point within that range that is most representative of fair value in the circumstances.

The selection of the valuation method(s) to apply considers the definition of an exit price and depends on the nature of the asset or liability being valued. For assets and liabilities accounted for at fair value, we generally use valuation techniques consistent with the market approach, and to a lesser extent, the income approach. We believe the market approach valuation technique provides more observable data than the income approach, considering the type of investments we hold. Our fair value measurements could differ significantly based on the valuation technique and available inputs. When using a pricing service, we obtain the vendor's pricing documentation to ensure we understand their methodologies. We periodically review and approve the selection of our pricing vendors to ensure we are in agreement with their current methodologies. When markets are less active, brokers may rely more on models with inputs based on the information available only to the broker. Our internal investment management professionals, which include portfolio managers and analysts, monitor securities priced by brokers and evaluate their prices for reasonableness based on benchmarking to available primary and secondary market information. In weighing a broker quote as an input to fair value, we place less reliance on quotes that do not reflect the result of market transactions. We also consider the nature of the quote, particularly whether the quote is a binding offer. If prices in an inactive market do not reflect current prices for the same or similar assets, adjustments may be necessary to arrive at fair value. When relevant market data is unavailable, which may be the case during periods of market uncertainty, the income approach

can, in suitable circumstances, provide a more appropriate fair value. During 2016, we have applied valuation techniques on a consistent basis to similar assets and liabilities and consistent with those techniques used at year end 2015.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

We use observable and unobservable inputs in measuring the fair value of our fixed maturity and equity securities. For securities categorized as Level 1, fair values equal active Trade Reporting and Compliance Engine (TRACE) pricing or unadjusted broker market maker prices. For securities categorized as Level 2 or Level 3, inputs that may be used in valuing each class of securities at any given time period are presented as follows. Actual inputs used to determine fair values will vary for each reporting period depending on the availability of inputs which may, at times, be affected by the lack of market liquidity.

	Level 2 Observable Inputs	Level 3 Unobservable Inputs
United States Government and Government Agencies and Authorities		
Valuation Techniques	Principally the market approach	Not applicable
Key Inputs	Prices obtained from external pricing services	
States, Municipalities, and Political Subdivisions		
Valuation Techniques	Principally the market approach	Principally the market approach
Key Inputs	Prices obtained from external pricing services Relevant reports issued by analysts and rating agencies Audited financial statements	Analysis of similar bonds, adjusted for comparability Non-binding broker quotes Security and issuer level spreads
Foreign Governments		
Valuation Techniques	Principally the market approach	Principally the market approach
Key Inputs	Prices obtained from external pricing services Non-binding broker quotes Call provisions	Analysis of similar bonds, adjusted for comparability Non-binding broker quotes Security and issuer level spreads
Public Utilities		
Valuation Techniques	Principally the market and income approaches	Principally the market and income approaches
Key Inputs	TRACE pricing Prices obtained from external pricing services Non-binding broker quotes Benchmark yields Transactional data for new issuances and secondary trades	Change in benchmark reference Analysis of similar bonds, adjusted for comparability Discount for size - illiquidity Non-binding broker quotes Lack of marketability

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Security cash flows and structures	Security and issuer level spreads
Recent issuance / supply	Volatility of credit
Security and issuer level spreads	
Security creditor ratings/maturity/capital structure/optionality	
Public covenants	
Comparative bond analysis	
Relevant reports issued by analysts and rating agencies	
Audited financial statements	

Mortgage/Asset-Backed Securities

Valuation Techniques	Principally the market and income approaches	Principally the market approach
Key Inputs	Prices obtained from external pricing services	Analysis of similar bonds, adjusted for comparability

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Instrument	Level 2 Observable Inputs Non-binding broker quotes Security cash flows and structures Underlying collateral Prepayment speeds/loan performance/delinquencies Relevant reports issued by analysts and rating agencies Audited financial statements	Level 3 Unobservable Inputs Non-binding broker quotes Security and issuer level spreads
All Other Corporate Bonds		
Valuation Techniques	Principally the market and income approaches	Principally the market and income approaches
Key Inputs	TRACE pricing Prices obtained from external pricing services Non-binding broker quotes Benchmark yields Transactional data for new issuances and secondary trades Security cash flows and structures Recent issuance / supply Security and issuer level spreads Security creditor ratings/maturity/capital structure/optionality Public covenants Comparative bond analysis Relevant reports issued by analysts and rating agencies Audited financial statements	Change in benchmark reference Analysis of similar bonds, adjusted for comparability Discount for size - illiquidity Non-binding broker quotes Lack of marketability Security and issuer level spreads Volatility of credit
Redeemable Preferred Stocks		
Valuation Techniques:	Principally the market approach	Principally the market approach
Key Inputs:	Non-binding broker quotes Benchmark yields Comparative bond analysis Call provisions Relevant reports issued by analysts and rating agencies Audited financial statements	Non-binding broker quotes

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Equity Securities

Valuation

Techniques:

Principally the market approach

Principally the market and income approaches

Key Inputs:

Prices obtained from external pricing services
Non-binding broker quotes

Financial statement analysis
Non-binding broker quotes

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

The management of our investment portfolio includes establishing pricing policy and reviewing the reasonableness of sources and inputs used in developing pricing. We review all prices obtained to ensure they are consistent with a variety of observable market inputs and to verify the validity of a security's price. In the event we receive a vendor's market price that does not appear reasonable based on our market analysis, we may challenge the price and request further information about the assumptions and methodologies used by the vendor to price the security. We may change the vendor price based on a better data source such as an actual trade. We also review all price changes from the prior month which fall outside a predetermined corridor. The overall valuation process for determining fair values may include adjustments to valuations obtained from our pricing sources when they do not represent a valid exit price. These adjustments may be made when, in our judgment and considering our knowledge of the financial conditions and industry in which the issuer operates, certain features of the financial instrument require that an adjustment be made to the value originally obtained from our pricing sources. These features may include the complexity of the financial instrument, the market in which the financial instrument is traded, counterparty credit risk, credit structure, concentration, or liquidity. Additionally, an adjustment to the price derived from a model typically reflects our judgment of the inputs that other participants in the market for the financial instrument being measured at fair value would consider in pricing that same financial instrument. In the event an asset is sold, we test the validity of the fair value determined by our valuation techniques by comparing the selling price to the fair value determined for the asset in the immediately preceding month end reporting period.

The parameters and inputs used to validate a price on a security may be adjusted for assumptions about risk and current market conditions on a quarter to quarter basis, as certain features may be more significant drivers of valuation at the time of pricing. Changes to inputs in valuations are not changes to valuation methodologies; rather, the inputs are modified to reflect direct or indirect impacts on asset classes from changes in market conditions.

Fair values for derivatives other than embedded derivatives in modified coinsurance arrangements are based on market quotes or pricing models and represent the net amount of cash we would have paid or received if the contracts had been settled or closed as of the last day of the period. We analyze credit default swap spreads relative to the average credit spread embedded within the LIBOR-setting syndicate in determining the effect of credit risk on our derivatives' fair values. If net counterparty credit risk for a derivative asset is determined to be material and is not adequately reflected in the LIBOR-based fair value obtained from our pricing sources, we adjust the valuations obtained from our pricing sources. For purposes of valuing net counterparty risk, we measure the fair value of a group of financial assets and financial liabilities on the basis of the price that would be received to sell a net long position or transfer a net short position for a particular risk exposure in an orderly transaction between market participants at the measurement date under current market conditions. In regard to our own credit risk component, we adjust the valuation of derivative liabilities wherein the counterparty is exposed to our credit risk when the LIBOR-based valuation of our derivatives obtained from pricing sources does not effectively include an adequate credit component for our own credit risk.

Fair values for our embedded derivative in a modified coinsurance arrangement are estimated using internal pricing models and represent the hypothetical value of the duration mismatch of assets and liabilities, interest rate risk, and third party credit risk embedded in the modified coinsurance arrangement.

Certain of our investments do not have readily determinable market prices and/or observable inputs or may at times be affected by the lack of market liquidity. For these securities, we use internally prepared valuations combining matrix pricing with vendor purchased software programs, including valuations based on estimates of future profitability, to estimate the fair value. Additionally, we may obtain prices from independent third-party brokers to aid in establishing valuations for certain of these securities. Key assumptions used by us to determine fair value for these securities

include risk free interest rates, risk premiums, performance of underlying collateral (if any), and other factors involving significant assumptions which may or may not reflect those of an active market.

At March 31, 2016, approximately 20.9 percent of our fixed maturity securities were valued using active trades from TRACE pricing or broker market maker prices for which there was current market activity in that specific security (comparable to receiving one binding quote). The prices obtained were not adjusted, and the assets were classified as Level 1, the highest category of the three-level fair value hierarchy classification wherein inputs are unadjusted and represent quoted prices in active markets for identical assets or liabilities.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

The remaining 79.1 percent of our fixed maturity securities were valued based on non-binding quotes or other observable and unobservable inputs, as discussed below.

Approximately 65.3 percent of our fixed maturity securities were valued based on prices from pricing services that generally use observable inputs such as prices for securities or comparable securities in active markets in their valuation techniques. These assets were classified as Level 2. Level 2 assets or liabilities are those valued using inputs (other than prices included in Level 1) that are either directly or indirectly observable for the asset or liability through correlation with market data at the measurement date and for the duration of the instrument's anticipated life.

Approximately 2.8 percent of our fixed maturity securities were valued based on one or more non-binding broker quotes, if validated by observable market data, or on TRACE prices for identical or similar assets absent current market activity. When only one price is available, it is used if observable inputs and analysis confirms that it is appropriate. These assets, for which we were able to validate the price using other observable market data, were classified as Level 2.

Approximately 11.0 percent of our fixed maturity securities were valued based on prices of comparable securities, matrix pricing, market models, and/or internal models or were valued based on non-binding quotes with no other observable market data. These assets were classified as either Level 2 or Level 3, with the categorization dependent on whether there was other observable market data. Level 3 is the lowest category of the fair value hierarchy and reflects the judgment of management regarding what market participants would use in pricing assets or liabilities at the measurement date. Financial assets and liabilities categorized as Level 3 are generally those that are valued using unobservable inputs to extrapolate an estimated fair value.

We consider transactions in inactive or disorderly markets to be less representative of fair value. We use all available observable inputs when measuring fair value, but when significant other unobservable inputs and adjustments are necessary, we classify these assets or liabilities as Level 3.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Fair value measurements by input level for financial instruments carried at fair value are as follows:

	March 31, 2016			
	Quoted Prices in Active Markets for Identical Assets or Liabilities (Level 1)	Significant Observable Inputs (Level 2)	Other Significant Unobservable Inputs (Level 3)	Total
	(in millions of dollars)			
Assets				
Fixed Maturity Securities				
United States Government and Government Agencies and Authorities	\$689.4	\$ 896.9	\$	—\$1,586.3
States, Municipalities, and Political Subdivisions	—	2,087.9	88.7	2,176.6
Foreign Governments	—	1,024.0	53.9	1,077.9
Public Utilities	569.1	7,403.9	270.2	8,243.2
Mortgage/Asset-Backed Securities	—	2,480.4	—	2,480.4
All Other Corporate Bonds	8,074.0	19,938.8	1,074.7	29,087.5
Redeemable Preferred Stocks	—	23.9	23.4	47.3
Total Fixed Maturity Securities	9,332.5	33,855.8	1,510.9	44,699.2
Other Long-term Investments				
Derivatives				
Interest Rate Swaps	—	5.3	—	5.3
Foreign Exchange Contracts	—	34.8	—	34.8
Total Derivatives	—	40.1	—	40.1
Equity Securities	—	0.3	1.2	1.5
Liabilities				
Other Liabilities				
Derivatives				
Interest Rate Swaps	\$—	\$ 7.8	\$	—\$7.8
Foreign Exchange Contracts	—	50.1	—	50.1
Credit Default Swaps	—	0.1	—	0.1
Embedded Derivative in Modified Coinsurance Arrangement	—	—	93.2	93.2
Total Derivatives	—	58.0	93.2	151.2

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

	December 31, 2015			
	Quoted Prices in Active Markets for Identical Assets or Liabilities (Level 1)	Significant Observable Inputs (Level 2)	Other Significant Unobservable Inputs (Level 3)	Total
	(in millions of dollars)			
Assets				
Fixed Maturity Securities				
United States Government and Government Agencies and Authorities	\$97.3	\$ 1,367.9	\$	—\$1,465.2
States, Municipalities, and Political Subdivisions	—	1,994.9	122.2	2,117.1
Foreign Governments	—	998.7	52.9	1,051.6
Public Utilities	59.1	7,687.2	274.1	8,020.4
Mortgage/Asset-Backed Securities	—	2,481.5	—	2,481.5
All Other Corporate Bonds	2,770.4	23,992.8	1,408.2	28,171.4
Redeemable Preferred Stocks	—	23.4	23.8	47.2
Total Fixed Maturity Securities	2,926.8	38,546.4	1,881.2	43,354.4
Other Long-term Investments				
Derivatives				
Interest Rate Swaps	—	2.4	—	2.4
Foreign Exchange Contracts	—	47.4	—	47.4
Total Derivatives	—	49.8	—	49.8
Equity Securities	—	—	1.4	1.4
Liabilities				
Other Liabilities				
Derivatives				
Interest Rate Swaps	\$—	\$ 12.3	\$	—\$12.3
Foreign Exchange Contracts	—	37.6	—	37.6
Credit Default Swaps	—	0.3	—	0.3
Embedded Derivative in Modified Coinsurance Arrangement	—	—	87.6	87.6
Total Derivatives	—	50.2	87.6	137.8

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Transfers of assets between Level 1 and Level 2 are as follows:

	Three Months Ended March 31			
	2016		2015	
	Transfers into			
	Level 1 from Level 2	Level 2 from Level 1	Level 1 from Level 2	Level 2 from Level 1
	(in millions of dollars)			
Fixed Maturity Securities				
United States Government and Government Agencies and Authorities	\$423.8	\$ —	\$219.6	\$ —
Public Utilities	511.6	43.0	606.7	48.9
All Other Corporate Bonds	5,352.0	786.4	4,463.8	1,189.4
Total Fixed Maturity Securities	\$6,287.4	\$ 829.4	\$5,290.1	\$ 1,238.3

Transfers between Level 1 and Level 2 occurred due to the change in availability of either a TRACE or broker market maker price. Depending on current market conditions, the availability of these Level 1 prices can vary from period to period. For fair value measurements of financial instruments that were transferred either into or out of Level 1 or 2, we reflect the transfers using the fair value at the beginning of the period.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Changes in assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) are as follows:

	Three Months Ended March 31, 2016						
	Total Realized and Unrealized Investment Gains (Losses) Included in						
	Beginning of Period	Earnings	Other Comprehensive Income or Loss	Purchases	Sales	Level 3 Transfers In/Out of	End of Period
	(in millions of dollars)						
Fixed Maturity Securities							
States, Municipalities, and Political Subdivisions	\$ 122.2	\$ —	\$ 0.6	\$ —	\$ —	\$ (34.1)	\$ 88.7
Foreign Governments	52.9	—	1.0	—	—	—	53.9
Public Utilities	274.1	—	4.2	—	—	94.1	270.2
All Other Corporate Bonds	1,408.2	(1.6)	15.6	—	(28.0)	282.1	1,074.7
Redeemable Preferred Stocks	23.8	—	(0.4)	—	—	—	23.4
Total Fixed Maturity Securities	1,881.2	(1.6)	21.0	—	(28.0)	377.8	1,510.9
Equity Securities	1.4	—	—	—	—	(0.2)	1.2
Embedded Derivative in Modified Coinsurance Arrangement	(87.6)	(5.6)	—	—	—	—	(93.2)
	Three Months Ended March 31, 2015						
	Total Realized and Unrealized Investment Gains (Losses) Included in						
	Beginning of Period	Earnings	Other Comprehensive Income or Loss	Purchases	Sales	Level 3 Transfers In/Out of	End of Period
	(in millions of dollars)						
Fixed Maturity Securities							
States, Municipalities, and Political Subdivisions	\$ 140.1	\$ —	\$ 4.1	\$ —	\$ —	\$ —	\$ 144.2
Foreign Governments	69.3	—	(0.2)	—	—	—	69.1
Public Utilities	315.0	—	3.1	—	(0.1)	306.0	549.8
All Other Corporate Bonds	1,425.3	(0.3)	12.5	—	(15.9)	498.3	1,635.8
Redeemable Preferred Stocks	24.9	—	—	—	—	—	24.9
Total Fixed Maturity Securities	1,974.6	(0.3)	19.5	—	(16.0)	790.3	2,423.8
Equity Securities	1.4	—	—	—	—	—	1.4
Embedded Derivative in Modified Coinsurance Arrangement	(49.9)	(3.9)	—	—	—	—	(53.8)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

Realized and unrealized investment gains and losses presented in the preceding tables represent gains and losses only for the time during which the applicable financial instruments were classified as Level 3. The transfers between levels resulted primarily from a change in observability of three inputs used to determine fair values of the securities transferred: (1) transactional data for new issuance and secondary trades, (2) broker/dealer quotes and pricing, primarily related to changes in the level of activity in the market and whether the market was considered orderly, and (3) comparable bond metrics from which to perform an analysis. For fair value measurements of financial instruments that were transferred either into or out of Level 3, we reflect the transfers using the fair value at the beginning of the period. We believe this allows for greater transparency, as all changes in fair value that arise during the reporting period of the transfer are disclosed as a component of our Level 3 reconciliation. Losses which are included in earnings and are attributable to the change in fair value of assets or liabilities valued using significant unobservable inputs and still held at period end were \$5.6 million and \$3.9 million for the three months ended March 31, 2016 and 2015, respectively. These amounts relate entirely to the change in fair value of an embedded derivative in a modified coinsurance arrangement and are reported as a component of realized investment gains and losses.

The table below provides quantitative information regarding the significant unobservable inputs used in Level 3 fair value measurements derived from internal models. Certain securities classified as Level 3 are excluded from the table below due to limitations in our ability to obtain the underlying inputs used by external pricing sources.

	March 31, 2016		
	Fair Value	Unobservable Input	Range/Weighted Average
	(in millions of dollars)		
Fixed Maturity Securities			
		Comparability Adjustment	(b) 0.50% - 0.50% / 0.50%
		Discount for Size	(c) 0.50% - 0.50% / 0.50%
All Other Corporate Bonds - Private	\$ 111.8	Lack of Marketability	(d) 1.00% - 2.00% / 1.75%
		Volatility of Credit	(e) 0.25% - 6.10% / 0.95%
		Market Convention	(f) Priced at Par
All Other Corporate Bonds - Public	9.5	Lack of Marketability	(d) 2.50% - 2.50% / 2.50%
Equity Securities - Private	1.1	Market Convention	(f) Priced at Cost or Owner's Equity
Embedded Derivative in Modified Coinsurance Arrangement	(93.2)	Projected Liability Cash Flows	(g) Actuarial Assumptions

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 3 - Fair Values of Financial Instruments - Continued

	December 31, 2015		
	Fair Value	Unobservable Input	Range/Weighted Average
	(in millions of dollars)		
Fixed Maturity Securities			
States, Municipalities, and Political Subdivisions - Private	\$73.3	Change in Benchmark Reference	(a) 0.50% - 1.00% / 0.70%
States, Municipalities, and Political Subdivisions - Public	12.0	Market Convention	(f) Priced at Par
		Comparability Adjustment	(b) 0.50% - 0.50% / 0.50%
		Discount for Size	(c) 0.50% - 0.50% / 0.50%
All Other Corporate Bonds - Private	151.0	Lack of Marketability	(d) 1.00% - 2.00% / 1.75%
		Volatility of Credit	(e) 0.25% - 5.56% / 0.94%
		Market Convention	(f) Priced at Par
All Other Corporate Bonds - Public	36.2	Lack of Marketability	(d) 1.00% - 1.00% / 1.00%
Equity Securities - Private	1.1	Market Convention	(f) Priced at Cost or Owner's Equity
Embedded Derivative in Modified Coinsurance Arrangement	(87.6)	Projected Liability Cash Flows	(g) Actuarial Assumptions

(a) Represents basis point adjustments for changes in benchmark spreads associated with various ratings categories

(b) Represents basis point adjustments for changes in benchmark spreads associated with various industry sectors

(c) Represents basis point adjustments based on issue/issuer size relative to the benchmark

(d) Represents basis point adjustments to apply a discount due to the illiquidity of an investment

(e) Represents basis point adjustments for credit-specific factors

(f) Represents a decision to price based on par value, cost, or owner's equity when limited data is available

(g) Represents various actuarial assumptions required to derive the liability cash flows including incidence, termination, and lapse rates

Isolated increases in unobservable inputs other than market convention will result in a lower fair value measurement, whereas isolated decreases will result in a higher fair value measurement. The unobservable input for market convention is not sensitive to input movements. The projected liability cash flows used in the fair value measurement of our Level 3 embedded derivative are based on expected claim payments. If claim payments increase, the projected liability cash flows will increase, resulting in a decrease in the fair value of the embedded derivative. Decreases in projected liability cash flows will result in an increase in the fair value of the embedded derivative.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments

Fixed Maturity Securities

At March 31, 2016 and December 31, 2015, all fixed maturity securities were classified as available-for-sale. The amortized cost and fair values of securities by security type are shown as follows:

	March 31, 2016			
	Amortized Cost	Gross Unrealized Gain	Gross Unrealized Loss	Fair Value
	(in millions of dollars)			
United States Government and Government Agencies and Authorities	\$1,338.7	\$ 247.7	\$ 0.1	\$1,586.3
States, Municipalities, and Political Subdivisions	1,814.0	364.0	1.4	2,176.6
Foreign Governments	895.7	182.2	—	1,077.9
Public Utilities	6,974.0	1,273.0	3.8	8,243.2
Mortgage/Asset-Backed Securities	2,279.8	201.0	0.4	2,480.4
All Other Corporate Bonds	26,458.5	3,047.5	418.5	29,087.5
Redeemable Preferred Stocks	44.0	3.6	0.3	47.3
Total Fixed Maturity Securities	\$39,804.7	\$ 5,319.0	\$ 424.5	\$44,699.2
	December 31, 2015			
	Amortized Cost	Gross Unrealized Gain	Gross Unrealized Loss	Fair Value
	(in millions of dollars)			
United States Government and Government Agencies and Authorities	\$1,265.8	\$ 207.3	\$ 7.9	\$1,465.2
States, Municipalities, and Political Subdivisions	1,828.3	293.4	4.6	2,117.1
Foreign Governments	897.2	154.4	—	1,051.6
Public Utilities	6,979.3	1,057.4	16.3	8,020.4
Mortgage/Asset-Backed Securities	2,318.6	167.6	4.7	2,481.5
All Other Corporate Bonds	26,325.5	2,454.1	608.2	28,171.4
Redeemable Preferred Stocks	44.0	3.8	0.6	47.2
Total Fixed Maturity Securities	\$39,658.7	\$ 4,338.0	\$ 642.3	\$43,354.4

The following charts indicate the length of time our fixed maturity securities have been in a gross unrealized loss position.

	March 31, 2016			
	Less Than 12 Months		12 Months or Greater	
	Fair Value	Gross Unrealized Loss	Fair Value	Gross Unrealized Loss
	(in millions of dollars)			
United States Government and Government Agencies and Authorities	\$33.0	\$ 0.1	\$—	\$ —
States, Municipalities, and Political Subdivisions	58.2	1.1	3.3	0.3
Public Utilities	192.4	2.7	18.8	1.1
Mortgage/Asset-Backed Securities	53.7	0.3	8.9	0.1

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All Other Corporate Bonds	3,469.7	289.8	761.9	128.7
Redeemable Preferred Stocks	10.7	0.3	—	—
Total Fixed Maturity Securities	\$3,817.7	\$ 294.3	\$792.9	\$ 130.2

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

	December 31, 2015			
	Less Than 12 Months		12 Months or Greater	
	Fair Value	Gross Unrealized Loss	Fair Value	Gross Unrealized Loss
	(in millions of dollars)			
United States Government and Government Agencies and Authorities	\$213.5	\$ 7.9	\$—	\$ —
States, Municipalities, and Political Subdivisions	112.3	4.3	3.3	0.3
Public Utilities	408.4	14.4	10.3	1.9
Mortgage/Asset-Backed Securities	504.3	4.6	9.0	0.1
All Other Corporate Bonds	6,155.0	464.2	554.7	144.0
Redeemable Preferred Stocks	10.4	0.6	—	—
Total Fixed Maturity Securities	\$7,403.9	\$ 496.0	\$577.3	\$ 146.3

The following is a distribution of the maturity dates for fixed maturity securities. The maturity dates have not been adjusted for possible calls or prepayments.

	March 31, 2016				
	Total Amortized Cost	Unrealized Gain Position Gross Gain	Unrealized Gain Position Fair Value	Unrealized Loss Position Gross Loss	Unrealized Loss Position Fair Value
	(in millions of dollars)				
1 year or less	\$1,157.6	\$ 21.0	\$ 1,104.5	\$ 0.4	\$ 73.7
Over 1 year through 5 years	6,657.1	633.0	6,880.2	63.1	346.8
Over 5 years through 10 years	10,669.6	950.1	9,201.5	200.9	2,217.3
Over 10 years	19,040.6	3,513.9	20,484.6	159.7	1,910.2
	37,524.9	5,118.0	37,670.8	424.1	4,548.0
Mortgage/Asset-Backed Securities	2,279.8	201.0	2,417.8	0.4	62.6
Total Fixed Maturity Securities	\$39,804.7	\$ 5,319.0	\$ 40,088.6	\$ 424.5	\$ 4,610.6
	December 31, 2015				
	Total Amortized Cost	Unrealized Gain Position Gross Gain	Unrealized Gain Position Fair Value	Unrealized Loss Position Gross Loss	Unrealized Loss Position Fair Value
	(in millions of dollars)				
1 year or less	\$1,112.2	\$ 20.6	\$ 1,098.8	\$ 0.2	\$ 33.8
Over 1 year through 5 years	6,514.0	554.4	6,649.5	49.8	369.1
Over 5 years through 10 years	10,519.3	746.3	7,124.4	320.5	3,820.7
Over 10 years	19,194.6	2,849.1	18,532.3	267.1	3,244.3
	37,340.1	4,170.4	33,405.0	637.6	7,467.9
Mortgage/Asset-Backed Securities	2,318.6	167.6	1,968.2	4.7	513.3
Total Fixed Maturity Securities	\$39,658.7	\$ 4,338.0	\$ 35,373.2	\$ 642.3	\$ 7,981.2

At March 31, 2016, the fair value of investment-grade fixed maturity securities was \$41,305.8 million, with a gross unrealized gain of \$5,220.3 million and a gross unrealized loss of \$174.9 million. The gross unrealized loss on

investment-grade fixed maturity securities was 41.2 percent of the total gross unrealized loss on fixed maturity securities. Unrealized losses on investment-grade fixed maturity securities principally relate to changes in interest rates or changes in market or sector credit spreads which occurred subsequent to the acquisition of the securities.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

At March 31, 2016, the fair value of below-investment-grade fixed maturity securities was \$3,393.4 million, with a gross unrealized gain of \$98.7 million and a gross unrealized loss of \$249.6 million. The gross unrealized loss on below-investment-grade fixed maturity securities was 58.8 percent of the total gross unrealized loss on fixed maturity securities. Generally, below-investment-grade fixed maturity securities are more likely to develop credit concerns than investment-grade securities. At March 31, 2016, the unrealized losses in our below-investment-grade fixed maturity securities were generally due to credit spreads in certain industries or sectors and, to a lesser extent, credit concerns related to specific securities. For each specific security in an unrealized loss position, we believe that there are positive factors which mitigate credit concerns and that the securities for which we have not recorded an other-than-temporary impairment will recover in value.

As of March 31, 2016, we held 145 individual investment-grade fixed maturity securities and 84 individual below-investment-grade fixed maturity securities that were in an unrealized loss position, of which 27 investment-grade fixed maturity securities and 34 below-investment-grade fixed maturity securities had been in an unrealized loss position continuously for over one year.

In determining when a decline in fair value below amortized cost of a fixed maturity security is other than temporary, we evaluate the following factors:

- Whether we expect to recover the entire amortized cost basis of the security
- Whether we intend to sell the security or will be required to sell the security before the recovery of its amortized cost basis
- Whether the security is current as to principal and interest payments
- The significance of the decline in value
 - The time period during which there has been a significant decline in value
- Current and future business prospects and trends of earnings
- The valuation of the security's underlying collateral
- Relevant industry conditions and trends relative to their historical cycles
- Market conditions
- Rating agency and governmental actions
- Bid and offering prices and the level of trading activity
- Adverse changes in estimated cash flows for securitized investments
- Changes in fair value subsequent to the balance sheet date
- Any other key measures for the related security

While determining other-than-temporary impairments is a judgmental area, we utilize a formal, well-defined, and disciplined process to monitor and evaluate our fixed income investment portfolio, supported by issuer specific research and documentation as of the end of each period. The process results in a thorough evaluation of problem investments and the recording of losses on a timely basis for investments determined to have an other-than-temporary impairment.

We held no fixed maturity securities as of March 31, 2016 or December 31, 2015 for which a portion of an other-than-temporary impairment was recognized in accumulated other comprehensive income.

At March 31, 2016, we had commitments of \$107.9 million to fund private placement fixed maturity securities, the amount of which may or may not be funded.

Variable Interest Entities

We invest in variable interests issued by variable interest entities. These investments include tax credit partnerships, private equity partnerships, and special purpose entities. For those variable interests that are not consolidated in our financial statements, we are not the primary beneficiary because we have neither the power to direct the activities that are most significant to economic performance nor the responsibility to absorb a majority of the expected losses. The determination of whether we are the primary beneficiary is performed at the time of our initial investment and at the date of each subsequent reporting period.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

As of March 31, 2016, the carrying amount of our variable interest entity investments that are not consolidated in our financial statements was \$441.6 million, comprised of \$192.9 million of tax credit partnerships and \$248.7 million of private equity partnerships. These variable interest entity investments are reported as other long-term investments in our consolidated balance sheets.

The Company invests in tax credit partnerships primarily for the receipt of income tax credits and tax benefits derived from passive losses on the investments. Amounts recognized in the consolidated statements of income are as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Income Tax Credits	\$10.5	\$10.5
Amortization, net of tax	(5.8)	(5.8)
Income Tax Benefit	\$4.7	\$4.7

Contractually, we are a limited partner in these tax credit partnerships, and our maximum exposure to loss is limited to the carrying value of our investment, which includes \$4.8 million of unfunded unconditional commitments at March 31, 2016. We also had commitments of \$282.8 million to fund certain private equity partnerships at March 31, 2016, the amount of which may or may not be funded.

We are the sole beneficiary of a special purpose entity which is consolidated in our financial statements. This entity is a securitized asset trust containing a highly rated bond for principal protection and a private equity partnership investment which we contributed into the trust at the time it was established. There are no restrictions on the assets held in this trust, and the trust is free to dispose of the assets at any time. The fair values of the bond and partnership were \$151.9 million and \$1.0 million, respectively, as of March 31, 2016. The bond is reported as a component of fixed maturity securities, and the partnership is reported as a component of other long-term investments in our consolidated balance sheets. At March 31, 2016, we had no commitments to fund the underlying partnership, nor did we fund any amounts to the partnership during the three months ended March 31, 2016 and 2015.

Mortgage Loans

Our mortgage loan portfolio is well diversified by both geographic region and property type to reduce risk of concentration. All of our mortgage loans are collateralized by commercial real estate. When issuing a new loan, our general policy is not to exceed a loan-to-value ratio, or the ratio of the loan balance to the estimated fair value of the underlying collateral, of 75 percent. We update the loan-to-value ratios at least every three years for each loan, and properties undergo a general inspection at least every two years. Our general policy for newly issued loans is to have a debt service coverage ratio greater than 1.25 times on a normalized 25 year amortization period. We update our debt service coverage ratios annually.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

Mortgage loans by property type and geographic region are presented below.

	March 31, 2016		December 31, 2015	
	(in millions of dollars)			
	Carrying	Percent	Carrying	Percent
	Amount	of Total	Amount	of Total
Property Type				
Apartment	\$164.1	8.7 %	\$130.6	6.9 %
Industrial	570.1	30.3	574.1	30.5
Office	741.7	39.4	764.7	40.6
Retail	383.6	20.4	392.3	20.8
Other	21.8	1.2	21.9	1.2
Total	\$1,881.3	100.0%	\$1,883.6	100.0%
Region				
New England	\$81.1	4.3 %	\$97.6	5.2 %
Mid-Atlantic	127.6	6.8	128.8	6.9
East North Central	194.8	10.3	186.4	9.9
West North Central	147.0	7.8	162.6	8.6
South Atlantic	401.7	21.4	409.3	21.7
East South Central	91.3	4.9	79.1	4.2
West South Central	230.3	12.2	237.6	12.6
Mountain	194.9	10.4	196.5	10.4
Pacific	412.6	21.9	385.7	20.5
Total	\$1,881.3	100.0%	\$1,883.6	100.0%

We evaluate each of our mortgage loans individually for impairment and assign an internal credit quality rating based on a comprehensive rating system used to evaluate the credit risk of the loan. The factors we use to derive our internal credit ratings may include the following:

- Loan-to-value ratio
- Debt service coverage ratio based on current operating income
- Property location, including regional economics, trends and demographics
- Age, condition, and construction quality of property
- Current and historical occupancy of property
- Lease terms relative to market
- Tenant size and financial strength
- Borrower's financial strength
- Borrower's equity in transaction
- Additional collateral, if any

Although all available and applicable factors are considered in our analysis, loan-to-value and debt service coverage ratios are the most critical factors in determining whether we will initially issue the loan and also in assigning values and determining impairment. We assign an overall rating to each loan using an internal rating scale of Aa (highest

quality) to B (lowest quality). We review and adjust, as needed, our internal credit quality ratings on an annual basis. This review process is performed more frequently for mortgage loans deemed to have a higher risk of delinquency.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

Mortgage loans, sorted by the applicable credit quality indicators, are as follows:

	March 31 2016	December 31 2015
(in millions of dollars)		
Internal Rating		
Aa	\$1.0	\$ 1.1
A	572.4	586.6
Baa	1,292.5	1,285.8
Ba	15.4	10.1
Total	\$1,881.3	\$ 1,883.6
Loan-to-Value Ratio		
<= 65%	\$961.3	\$937.2
> 65% <= 75%	820.0	842.5
> 75% <= 85%	85.3	88.4
> 85%	14.7	15.5
Total	\$1,881.3	\$1,883.6

There were no troubled debt restructurings during the three months ended March 31, 2016 or 2015. At March 31, 2016 and December 31, 2015, we held no mortgage loans that were greater than 90 days past due regarding principal and/or interest payments.

There have been no changes to our accounting policies or methodology from the prior period regarding estimating the allowance for credit losses on our mortgage loans. As of March 31, 2016 and December 31, 2015, we had no allowance for credit losses. Our allowance of \$1.5 million as of March 31, 2015 was related to an impaired mortgage loan that was repaid in the third quarter of 2015. There was no activity in the allowance for credit losses during the three months ended March 31, 2016 or 2015.

We did not hold any impaired mortgage loans during the three months ended March 31, 2016, nor did we recognize any interest income on mortgage loans subsequent to impairment. Our average investment in impaired mortgage loans was \$13.1 million for the three months ended March 31, 2015, and interest income recognized on mortgage loans subsequent to impairment was \$0.2 million.

At March 31, 2016, we had commitments of \$83.5 million to fund certain commercial mortgage loans, the amount of which may or may not be funded.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

Transfers of Financial Assets

To manage our cash position more efficiently, we may enter into repurchase agreements with unaffiliated financial institutions. We generally use repurchase agreements as a means to finance the purchase of invested assets or for short-term general business purposes until projected cash flows become available from our operations or existing investments. Our repurchase agreements are typically outstanding for less than 30 days. We post collateral through our repurchase agreement transactions whereby the counterparty commits to purchase securities with the agreement to resell them to us at a later, specified date. The fair value of collateral posted is generally 102 percent of the cash received.

Our investment policy also permits us to lend fixed maturity securities to unaffiliated financial institutions in short-term securities lending agreements. These agreements increase our investment income with minimal risk. Our securities lending policy requires that a minimum of 102 percent of the fair value of the securities loaned be maintained as collateral. We may receive cash and/or securities as collateral under these agreements. Cash received as collateral is typically reinvested in short-term investments. If securities are received as collateral, we are not permitted to sell or re-post them.

As of March 31, 2016, the carrying amount of fixed maturity securities loaned to third parties under our securities lending program was \$194.3 million, for which we received collateral in the form of cash and securities of \$48.8 million and \$152.2 million, respectively. As of December 31, 2015, the carrying amount of fixed maturity securities loaned to third parties under our securities lending program was \$181.6 million, for which we received collateral in the form of cash and securities of \$29.0 million and \$159.3 million, respectively. We had no outstanding repurchase agreements at March 31, 2016 or December 31, 2015.

The remaining contractual maturities of our securities lending agreements disaggregated by class of collateral pledged are as follows:

	March 31, 2016 Overnight and Continuous (in millions of dollars)	December 31, 2015
United States Government and Government Agencies and Authorities	\$ 2.2	\$ 1.2
Public Utilities	2.8	4.0
All Other Corporate Bonds	43.8	23.8
Total Borrowings	48.8	29.0
Gross Amount of Recognized Liability for Securities Lending Transactions	48.8	29.0
	\$ —	\$ —

Amounts Related to
Agreements Not
Included in
Offsetting Disclosure
Contained Herein

Certain of our U.S. insurance subsidiaries are members of regional FHLBs. Membership, which requires that we purchase a minimum amount of FHLB common stock on which we receive dividends, provides access to low-cost funding. As of March 31, 2016 and December 31, 2015, we owned \$30.9 million of FHLB common stock and had obtained \$350.0 million in advances from the regional FHLBs for the purpose of purchasing fixed maturity securities. As of March 31, 2016, the carrying value of fixed maturity securities and commercial mortgage loans posted as collateral to the regional FHLBs was \$318.6 million and \$95.1 million, respectively. As of December 31, 2015, the carrying value of fixed maturity securities and commercial mortgage loans posted as collateral to the regional FHLBs was \$317.2 million and \$96.0 million, respectively. Additional common stock purchases may be required, based on the amount of funds we borrow from the FHLBs.

Offsetting of Financial Instruments

We enter into master netting agreements with each of our derivatives counterparties. These agreements provide for conditional rights of set-off upon the occurrence of an early termination event. An early termination event is considered a default, and it allows the non-defaulting party to offset its contracts in a loss position against any gain positions or payments due to the defaulting party. Under our agreements, default type events are defined as failure to pay or deliver as contractually agreed, misrepresentation, bankruptcy, or merger without assumption. See Note 5 for further discussion of collateral related to our derivative contracts.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

We have securities lending agreements with unaffiliated financial institutions that post collateral to us in return for the use of our fixed maturity securities. A right of set-off exists that allows us to keep and apply collateral received in the event of default by the counterparty. Default within a securities lending agreement would typically occur if the counterparty failed to return the securities borrowed from us as contractually agreed. In addition, if we default by not returning collateral received, the counterparty has a right of set-off against our securities or any other amounts due to us.

Shown below are our financial instruments that either meet the accounting requirements that allow them to be offset in our balance sheets or that are subject to an enforceable master netting arrangement or similar agreement. Our accounting policy is to not offset these financial instruments in our balance sheets. Net amounts disclosed below have been reduced by the amount of collateral pledged to or received from our counterparties.

March 31, 2016

	Gross Amount of Recognized Financial Instruments	Gross Amount Offset in Balance Sheet	Net Amount Presented in Balance Sheet	Gross Amount Not Offset in Balance Sheet	Financial Cash	Net Collateral Amount
(in millions of dollars)						
Financial Assets:						
Derivatives	\$40.1	\$ —	—\$ 40.1	\$(13.1)	\$(27.0)	\$ —
Securities Lending	194.3	—	194.3	(145.5)	(48.8)	—
Total	\$234.4	\$ —	—\$ 234.4	\$(158.6)	\$(75.8)	\$ —

Financial Liabilities:

Derivatives	\$58.0	\$ —	—\$ 58.0	\$(41.2)	\$ —	\$ 16.8
Securities Lending	48.8	—	48.8	(48.8)	—	—
Total	\$106.8	\$ —	—\$ 106.8	\$(90.0)	\$ —	\$ 16.8

December 31, 2015

	Gross Amount of Recognized Financial Instruments	Gross Amount Offset in Balance Sheet	Net Amount Presented in Balance Sheet	Gross Amount Not Offset in Balance Sheet	Financial Cash	Net Collateral Amount
(in millions of dollars)						
Financial Assets:						
Derivatives	\$49.8	\$ —	—\$ 49.8	\$(12.8)	\$(36.4)	\$ 0.6
Securities Lending	181.6	—	181.6	(152.6)	(29.0)	—

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Total	\$231.4	\$	—\$ 231.4	\$(165.4)	\$(65.4)	\$ 0.6
Financial Liabilities:						
Derivatives	\$50.2	\$	—\$ 50.2	\$(35.6)	\$ —	\$ 14.6
Securities Lending	29.0	—	29.0	(29.0)	—	—
Total	\$79.2	\$	—\$ 79.2	\$(64.6)	\$ —	\$ 14.6

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 4 - Investments - Continued

Net Investment Income

Net investment income reported in our consolidated statements of income is as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Fixed Maturity Securities	\$563.8	\$566.2
Derivatives	11.9	10.9
Mortgage Loans	26.9	28.3
Policy Loans	4.1	4.0
Other Long-term Investments	10.0	3.9
Short-term Investments	1.5	0.9
Gross Investment Income	618.2	614.2
Less Investment Expenses	8.2	8.5
Less Investment Income on Participation Fund Account Assets	3.6	3.7
Net Investment Income	\$606.4	\$602.0

Realized Investment Gain and Loss

Realized investment gains and losses are as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Fixed Maturity Securities		
Gross Gains on Sales	\$16.9	\$2.5
Gross Losses on Sales	(9.6)	(5.7)
Other-Than-Temporary Impairment Loss	(21.1)	(4.5)
Mortgage Loans and Other Invested Assets		
Gross Gains on Sales	1.8	1.1
Gross Losses on Sales	(0.3)	—
Impairment Loss	—	(2.7)
Embedded Derivative in Modified Coinsurance Arrangement	(5.6)	(3.9)
All Other Derivatives	(2.5)	(1.1)
Foreign Currency Transactions	(0.1)	(1.0)
Net Realized Investment Loss	\$(20.5)	\$(15.3)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 5 - Derivative Financial Instruments

Purpose of Derivatives

We are exposed to certain risks relating to our ongoing business operations. The primary risks managed by using derivative instruments are interest rate risk, risk related to matching duration for our assets and liabilities, foreign currency risk, and credit risk. Historically, we have utilized current and forward interest rate swaps and options on forward interest rate swaps and U.S. Treasury rates, current and forward currency swaps, forward treasury locks, currency forward contracts, forward contracts on specific fixed income securities, and credit default swaps. Transactions hedging interest rate risk are primarily associated with our individual and group long-term care and individual and group disability products. All other product portfolios are periodically reviewed to determine if hedging strategies would be appropriate for risk management purposes. We do not use derivative financial instruments for speculative purposes.

Derivatives designated as cash flow hedges and used to reduce our exposure to interest rate and duration risk are as follows:

Interest rate swaps are used to hedge interest rate risks and to improve the matching of assets and liabilities. An interest rate swap is an agreement in which we agree with other parties to exchange, at specified intervals, the difference between fixed rate and variable rate interest amounts. We use interest rate swaps to hedge the anticipated purchase of fixed maturity securities thereby protecting us from the potential adverse impact of declining interest rates on the associated policy reserves. We also use interest rate swaps to hedge the potential adverse impact of rising interest rates in anticipation of issuing fixed rate long-term debt.

Forward treasury locks are used to minimize interest rate risk associated with the anticipated purchase or disposal of fixed maturity securities. A forward treasury lock is a derivative contract without an initial investment where we and the counterparty agree to purchase or sell a specific U.S. Treasury bond at a future date at a pre-determined price.

Derivatives designated as fair value hedges and used to reduce our exposure to interest rate and duration risk are as follows:

Interest rate swaps are used to effectively convert certain of our fixed rate securities into floating rate securities which are used to fund our floating rate long-term debt. Under these swap agreements, we receive a variable rate of interest and pay a fixed rate of interest. Additionally, we use interest rate swaps to effectively convert certain fixed rate, long-term debt into floating rate long-term debt. Under these swap agreements, we receive a fixed rate of interest and pay a variable rate of interest.

Derivatives designated as cash flow hedges and used to reduce our exposure to foreign currency risk are as follows:

Foreign currency interest rate swaps have historically been used to hedge the currency risk of certain foreign currency-denominated fixed maturity securities owned for portfolio diversification and to hedge the currency risk associated with certain of the principal and interest payments of the U.S. dollar-denominated debt issued by one of our U.K. subsidiaries. For hedges of fixed maturity securities, we agree to pay, at specified intervals, fixed rate foreign currency-denominated principal and interest payments in exchange for fixed rate payments in the functional currency of the operating segment. For hedges of debt issued, we paid, at specified intervals, fixed rate foreign currency-denominated principal and interest payments to the counterparty in exchange for fixed rate U.S.

dollar-denominated principal and interest payments.

Derivatives not designated as hedging instruments and used to reduce our exposure to foreign currency risk and credit losses on securities owned are as follows:

Foreign currency interest rate swaps previously designated as hedges were used to hedge the currency risk of certain foreign currency-denominated fixed maturity securities owned for portfolio diversification. We agree to pay, at specified intervals, fixed rate foreign currency-denominated principal and interest payments in exchange for fixed rate payments in the functional currency of the operating segment. We hold offsetting swaps wherein we agree to pay fixed rate principal and interest payments in the functional currency of the operating segment in exchange for fixed rate foreign currency-denominated payments.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 5 - Derivative Financial Instruments - Continued

Credit default swaps are used as economic hedges against credit risk but do not qualify for hedge accounting. A credit default swap is an agreement in which we agree with another party to pay, at specified intervals, a fixed-rate fee in exchange for insurance against a credit event on a specific investment. If a defined credit event occurs, our counterparty may either pay us a net cash settlement or we may surrender the specific investment to them in exchange for cash equal to the full notional amount of the swap. Credit events typically include events such as bankruptcy, failure to pay, or certain types of debt restructuring.

Derivative Risks

The basic types of risks associated with derivatives are market risk (that the value of the derivative will be adversely impacted by changes in the market, primarily the change in interest and exchange rates) and credit risk (that the counterparty will not perform according to the terms of the contract). The market risk of the derivatives should generally offset the market risk associated with the hedged financial instrument or liability. To help limit the credit exposure of the derivatives, we enter into master netting agreements with our counterparties whereby contracts in a gain position can be offset against contracts in a loss position. We also typically enter into bilateral, cross-collateralization agreements with our counterparties to help limit the credit exposure of the derivatives. These agreements require the counterparty in a loss position to submit acceptable collateral with the other counterparty in the event the net loss position meets or exceeds an agreed upon amount. Our current credit exposure on derivatives, which is limited to the value of those contracts in a net gain position, including accrued interest receivable less collateral held, was de minimis at March 31, 2016. We held \$27.1 million and \$36.4 million cash collateral from our counterparties at March 31, 2016 and December 31, 2015, respectively. We post either fixed maturity securities or cash as collateral to our counterparties. The carrying value of fixed maturity securities posted as collateral to our counterparties was \$38.1 million and \$27.3 million at March 31, 2016 and December 31, 2015, respectively. We had no cash posted as collateral to our counterparties at March 31, 2016 or December 31, 2015. See Note 4 for further discussion of our master netting agreements.

The majority of our derivative instruments contain provisions that require us to maintain specified issuer credit ratings and financial strength ratings. Should our ratings fall below these specified levels, we would be in violation of the provisions, and our derivatives counterparties could terminate our contracts and request immediate payment. The aggregate fair value of all derivative instruments with credit risk-related contingent features that were in a liability position was \$58.0 million and \$50.2 million at March 31, 2016 and December 31, 2015, respectively.

Derivative Transactions

The table below summarizes, by notional amounts, the activity for each category of derivatives. The notional amounts represent the basis upon which our counterparty pay and receive amounts are calculated.

	Swaps			Credit Default	Total
	Receive Variable/ Fixed	Receive Pay/ Fixed	Receive Pay/ Variable		
Balance at December 31, 2014	\$ 150.0	\$ 840.4	\$ 600.0	\$ 97.0	\$ 1,687.4
Additions	—	—	—	—	—
Terminations	—	8.9	—	—	8.9

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Balance at March 31, 2015	\$ 150.0	\$ 831.5	\$ 600.0	\$ 97.0	\$ 1,678.5
Balance at December 31, 2015	\$ 150.0	\$ 650.3	\$ 600.0	\$ 70.0	\$ 1,470.3
Additions	—	—	—	—	—
Terminations	24.0	—	—	—	24.0
Balance at March 31, 2016	\$ 126.0	\$ 650.3	\$ 600.0	\$ 70.0	\$ 1,446.3

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 5 - Derivative Financial Instruments - Continued

Cash Flow Hedges

As of March 31, 2016 and December 31, 2015, we had \$427.9 million notional amount of receive fixed, pay fixed, open current and forward foreign currency interest rate swaps to hedge fixed income foreign currency-denominated securities.

For the three months ended March 31, 2016 and 2015, there was no material ineffectiveness related to our cash flow hedges, and no component of the derivative instruments' gain or loss was excluded from the assessment of hedge effectiveness.

As of March 31, 2016, we expect to amortize approximately \$54.5 million of net deferred gains on derivative instruments during the next twelve months. This amount will be reclassified from accumulated other comprehensive income into earnings and reported on the same income statement line item as the hedged item. The income statement line items that will be affected by this amortization are net investment income and interest and debt expense. Additional amounts that may be reclassified from accumulated other comprehensive income into earnings to offset the earnings impact of foreign currency translation of hedged items are not estimable.

As of March 31, 2016, we are hedging the variability of future cash flows associated with forecasted transactions through the year 2038.

Fair Value Hedges

As of March 31, 2016 and December 31, 2015, we had \$126.0 million and \$150.0 million notional amount of receive variable, pay fixed interest rate swaps to hedge the changes in fair value of certain fixed rate securities held. These swaps effectively convert the associated fixed rate securities into floating rate securities, which are used to fund our floating rate long-term debt. The change in fair value of the hedged fixed maturity securities attributable to the hedged benchmark interest rate resulted in a loss of \$1.8 million and \$0.5 million for the three months ended March 31, 2016 and 2015, respectively, with an offsetting gain on the related interest rate swaps. During the first quarter of 2016, we terminated \$24.0 million notional amount of receive variable, pay fixed interest rate swaps in connection with the sale of the hedged securities and recorded a loss on the swap terminations of \$1.2 million in our consolidated statements of income as a component of net realized investment gains and losses.

As of March 31, 2016 and December 31, 2015, we had \$600.0 million notional amount of receive fixed, pay variable interest rate swaps to hedge the changes in the fair value of certain fixed rate long-term debt. These swaps effectively convert the associated fixed rate long-term debt into floating rate debt and provide for a better matching of interest rates with our short-term investments, which have frequent interest rate resets similar to a floating rate security. The change in fair value of the hedged debt attributable to the hedged benchmark interest rate resulted in a loss of \$5.6 million and \$3.7 million for the three months ended March 31, 2016 and 2015, respectively, with an offsetting gain on the related interest rate swaps.

For the three months ended March 31, 2016, and 2015, there was no material ineffectiveness related to our fair value hedges, and no component of the derivative instruments' gain or loss was excluded from the assessment of hedge effectiveness. There were no instances wherein we discontinued fair value hedge accounting due to a hedged firm commitment no longer qualifying as a fair value hedge.

Derivatives not Designated as Hedging Instruments

As of March 31, 2016 and December 31, 2015, we held \$222.4 million notional amount of receive fixed, pay fixed, foreign currency interest rate swaps. These derivatives were not designated as hedges, and as such, changes in fair value related to these derivatives will be reported in earnings as a component of net realized investment gain or loss.

As of March 31, 2016 and December 31, 2015, we held \$70.0 million notional amount of single name credit default swaps. We entered into these swaps in order to mitigate the credit risk associated with specific securities owned.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 5 - Derivative Financial Instruments - Continued

We have an embedded derivative in a modified coinsurance arrangement for which we include in our realized investment gains and losses a calculation intended to estimate the value of the option of our reinsurance counterparty to cancel the reinsurance contract with us. However, neither party can unilaterally terminate the reinsurance agreement except in extreme circumstances resulting from regulatory supervision, delinquency proceedings, or other direct regulatory action. Cash settlements or collateral related to this embedded derivative are not required at any time during the reinsurance contract or at termination of the reinsurance contract. There are no credit-related counterparty triggers, and any accumulated embedded derivative gain or loss reduces to zero over time as the reinsured business winds down.

Locations and Amounts of Derivative Financial Instruments

The following tables summarize the location and fair values of derivative financial instruments, as reported in our consolidated balance sheets.

	March 31, 2016			
	Asset Derivatives		Liability Derivatives	
	Balance Sheet	Fair Value	Balance Sheet	Fair Value
	Location		Location	
	(in millions of dollars)			
Designated as Hedging Instruments				
Interest Rate Swaps	Other L-T Investments	\$5.3	Other Liabilities	\$7.8
Foreign Exchange Contracts	Other L-T Investments	34.8	Other Liabilities	17.2
Total		\$40.1		\$25.0
Not Designated as Hedging Instruments				
Credit Default Swaps			Other Liabilities	\$0.1
Foreign Exchange Contracts			Other Liabilities	32.9
Embedded Derivative in Modified Coinsurance Arrangement			Other Liabilities	93.2
Total				\$126.2
	December 31, 2015			
	Asset Derivatives		Liability Derivatives	
	Balance Sheet	Fair Value	Balance Sheet	Fair Value
	Location		Location	
	(in millions of dollars)			
Designated as Hedging Instruments				
Interest Rate Swaps	Other L-T Investments	\$2.4	Other Liabilities	\$12.3
Foreign Exchange Contracts	Other L-T Investments	47.4	Other Liabilities	6.0
Total		\$49.8		\$18.3
Not Designated as Hedging Instruments				
Credit Default Swaps			Other Liabilities	\$0.3
Foreign Exchange Contracts			Other Liabilities	31.6
Embedded Derivative in Modified Coinsurance Arrangement			Other Liabilities	87.6
Total				\$119.5

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 5 - Derivative Financial Instruments - Continued

The following table summarizes the location of gains and losses on the effective portion of derivative financial instruments designated as cash flow hedging instruments, as reported in our consolidated statements of income and consolidated statements of comprehensive income.

	Three Months Ended March 31 2016 2015 (in millions of dollars)	
Gain (Loss) Recognized in Other Comprehensive Income (Loss) on Derivatives		
Foreign Exchange Contracts	\$(24.3)	\$42.3
Gain (Loss) Reclassified from Accumulated Other Comprehensive Income into Income		
Net Investment Income		
Interest Rate Swaps	\$13.2	\$12.5
Foreign Exchange Contracts	(0.1)	(0.5)
Net Realized Investment Gain (Loss)		
Interest Rate Swaps	3.2	—
Foreign Exchange Contracts	—	(1.2)
Interest and Debt Expense		
Interest Rate Swaps	(0.5)	(0.5)
Total	\$15.8	\$10.3

The following table summarizes the location of gains and losses on our derivatives not designated as hedging instruments, as reported in our consolidated statements of income.

	Three Months Ended March 31 2016 2015 (in millions of dollars)	
Net Realized Investment Gain (Loss)		
Credit Default Swaps	\$—	\$(0.3)
Foreign Exchange Contracts	(1.3)	(0.8)
Embedded Derivative in Modified Coinsurance Arrangement	(5.6)	(3.9)
Total	\$(6.9)	\$(5.0)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 6 - Accumulated Other Comprehensive Income

Components of our accumulated other comprehensive income, after tax, and related changes are as follows:

	Net Unrealized Gain on Securities	Net Gain on Cash Flow Hedges	Foreign Currency Translation Adjustment	Unrecognized Pension and Postretirement Benefit Costs	Total
	(in millions of dollars)				
Balance at December 31, 2015	\$204.3	\$378.0	\$ (173.6)	\$ (392.6)	\$16.1
Other Comprehensive Income (Loss) Before Reclassifications	223.8	(15.9)	(26.4)	0.5	182.0
Amounts Reclassified from Accumulated Other Comprehensive Income or Loss	10.3	(10.3)	—	2.6	2.6
Net Other Comprehensive Income (Loss)	234.1	(26.2)	(26.4)	3.1	184.6
Balance at March 31, 2016	\$438.4	\$351.8	\$ (200.0)	\$ (389.5)	\$200.7
Balance at December 31, 2014	\$290.3	\$391.0	\$ (113.4)	\$ (401.5)	\$166.4
Other Comprehensive Income (Loss) Before Reclassifications	118.0	27.6	(54.0)	1.1	92.7
Amounts Reclassified from Accumulated Other Comprehensive Income or Loss	6.0	(6.7)	—	2.0	1.3
Net Other Comprehensive Income (Loss)	124.0	20.9	(54.0)	3.1	94.0
Balance at March 31, 2015	\$414.3	\$411.9	\$ (167.4)	\$ (398.4)	\$260.4

The net unrealized gain on securities consists of the following components:

	March 31 2016	December 31 2015	Change
	(in millions of dollars)		
Fixed Maturity Securities	\$4,894.5	\$3,695.7	\$1,198.8
Other Investments	(18.1)	(33.7)	15.6
Deferred Acquisition Costs	(42.0)	(29.4)	(12.6)
Reserves for Future Policy and Contract Benefits	(4,466.5)	(3,578.4)	(888.1)
Reinsurance Recoverable	310.2	263.2	47.0
Income Tax	(239.7)	(113.1)	(126.6)
Total	\$438.4	\$204.3	\$234.1
	March 31 2015	December 31 2014	Change
	(in millions of dollars)		
Fixed Maturity Securities	\$6,826.8	\$6,261.5	\$565.3
Other Investments	(18.4)	13.9	(32.3)
Deferred Acquisition Costs	(56.6)	(50.8)	(5.8)
Reserves for Future Policy and Contract Benefits	(6,513.9)	(6,150.3)	(363.6)
Reinsurance Recoverable	387.9	365.0	22.9
Income Tax	(211.5)	(149.0)	(62.5)
Total	\$414.3	\$290.3	\$124.0

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 6 - Accumulated Other Comprehensive Income - Continued

Amounts reclassified from accumulated other comprehensive income or loss were recognized in our consolidated statements of income as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Net Unrealized Gain on Securities		
Net Realized Investment Gain (Loss)		
Net Gain (Loss) on Sales of Securities and Other Invested Assets	\$5.6	\$(4.8)
Other-Than-Temporary Impairment Loss	(21.1)	(4.5)
	(15.5)	(9.3)
Income Tax Benefit	(5.2)	(3.3)
Total	\$(10.3)	\$(6.0)
Net Gain on Cash Flow Hedges		
Net Investment Income		
Gain on Interest Rate Swaps	\$13.2	\$12.5
Loss on Foreign Exchange Contracts	(0.1)	(0.5)
Net Realized Investment Gain (Loss)		
Gain on Interest Rate Swaps	3.2	—
Loss on Foreign Exchange Contracts	—	(1.2)
Interest and Debt Expense		
Loss on Interest Rate Swaps	(0.5)	(0.5)
	15.8	10.3
Income Tax Expense	5.5	3.6
Total	\$10.3	\$6.7
Unrecognized Pension and Postretirement Benefit Costs		
Other Expenses		
Amortization of Net Actuarial Loss	\$(4.1)	\$(3.0)
Amortization of Prior Service Credit	0.1	—
	(4.0)	(3.0)
Income Tax Benefit	(1.4)	(1.0)
Total	\$(2.6)	\$(2.0)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 7 - Segment Information

We have three principal operating business segments: Unum US, Unum UK, and Colonial Life. Our other segments are Closed Block and Corporate.

Segment information is as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars)	
Premium Income		
Unum US		
Group Disability		
Group Long-term Disability	\$430.6	\$405.3
Group Short-term Disability	157.5	147.7
Group Life and Accidental Death & Dismemberment		
Group Life	351.5	335.0
Accidental Death & Dismemberment	34.6	32.6
Supplemental and Voluntary		
Individual Disability	123.9	117.9
Voluntary Benefits	203.2	191.7
	1,301.3	1,230.2
Unum UK		
Group Long-term Disability	93.1	96.5
Group Life	28.7	30.5
Supplemental	17.5	12.0
	139.3	139.0
Colonial Life		
Accident, Sickness, and Disability	205.6	196.5
Life	67.7	62.3
Cancer and Critical Illness	77.9	73.4
	351.2	332.2
Closed Block		
Individual Disability	133.6	146.5
Long-term Care	161.7	158.2
All Other	0.4	0.2
	295.7	304.9
Total Premium Income	\$2,087.5	\$2,006.3

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 7 - Segment Information - Continued

	Unum US	Unum UK	Colonial Life	Closed Block	Corporate	Total
(in millions of dollars)						
Three Months Ended March 31, 2016						
Premium Income	\$1,301.3	\$139.3	\$351.2	\$295.7	\$—	\$2,087.5
Net Investment Income	207.4	26.8	34.0	333.4	4.8	606.4
Other Income	29.0	—	0.3	22.4	0.3	52.0
Operating Revenue	\$1,537.7	\$166.1	\$385.5	\$651.5	\$5.1	\$2,745.9
Operating Income (Loss)	\$215.9	\$33.6	\$77.4	\$33.7	\$(31.8)	\$328.8

Three Months Ended March 31, 2015

Premium Income	\$1,230.2	\$139.0	\$332.2	\$304.9	\$—	\$2,006.3
Net Investment Income	215.0	23.5	37.0	320.4	6.1	602.0
Other Income	30.9	—	—	23.2	0.3	54.4
Operating Revenue	\$1,476.1	\$162.5	\$369.2	\$648.5	\$6.4	\$2,662.7
Operating Income (Loss)	\$214.3	\$32.6	\$77.6	\$26.7	\$(29.9)	\$321.3

	March 31 2016	December 31 2015
(in millions of dollars)		

Assets

Unum US	\$17,963.4	\$18,242.4
Unum UK	3,453.7	3,432.4
Colonial Life	3,759.3	3,776.8
Closed Block	33,549.7	32,992.4
Corporate	3,241.8	2,119.6
Total Assets	\$61,967.9	\$60,563.6

We measure and analyze our segment performance using non-GAAP financial measures. A non-GAAP financial measure is a numerical measure of a company's performance, financial position, or cash flows that excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. The non-GAAP financial measures of "operating revenue" and "operating income" or "operating loss" differ from total revenue and income before income tax as presented in our consolidated statements of income due to the exclusion of net realized investment gains and losses and non-operating retirement-related gains or losses as specified in the reconciliations below. We believe operating revenue and operating income or loss are better performance measures and better indicators of the revenue and profitability and underlying trends in our business.

Realized investment gains or losses depend on market conditions and do not necessarily relate to decisions regarding the underlying business of our segments. Our investment focus is on investment income to support our insurance liabilities as opposed to the generation of realized investment gains or losses. Although we may experience realized investment gains or losses which will affect future earnings levels, a long-term focus is necessary to maintain profitability over the life of the business since our underlying business is long-term in nature, and we need to earn the interest rates assumed in calculating our liabilities.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 7 - Segment Information - Continued

The amortization of prior period actuarial gains or losses, a component of the net periodic benefit cost for our pensions and other postretirement benefit plans, is driven by market performance as well as plan amendments and is not indicative of the operational results of our businesses. We believe that excluding the amortization of prior period gains or losses from operating income or loss provides investors with additional information for comparison and analysis of our operating results. Although we manage our non-operating retirement-related gains or losses separately from the operational performance of our business, these gains or losses impact the overall profitability of our company and have historically increased or decreased over time, depending on plan amendments and market conditions and the resulting impact on the actuarial gains or losses in our pensions and other postretirement benefit plans.

We may at other times exclude certain other items from our discussion of financial ratios and metrics in order to enhance the understanding and comparability of our operational performance and the underlying fundamentals, but this exclusion is not an indication that similar items may not recur and does not replace net income or net loss as a measure of our overall profitability.

A reconciliation of "operating revenue" to total revenue and "operating income" to income before income tax is as follows:

	Three Months Ended	
	March 31	
	2016	2015
	(in millions of dollars)	
Operating Revenue	\$2,745.9	\$2,662.7
Net Realized Investment Loss	(20.5)	(15.3)
Total Revenue	\$2,725.4	\$2,647.4
Operating Income	\$328.8	\$321.3
Net Realized Investment Loss	(20.5)	(15.3)
Non-operating Retirement-related Loss	(4.1)	(3.0)
Income Before Income Tax	\$304.2	\$303.0

Note 8 - Employee Benefit Plans

Defined Benefit Pension and Other Postretirement Benefit (OPEB) Plans

We sponsor several defined benefit pension and OPEB plans for our employees, including non-qualified pension plans. We maintain a separate defined benefit plan for eligible employees in our U.K. operation. The U.S. defined benefit pension plans were closed to new entrants and amended to freeze participation and benefit accruals for existing participants effective December 31, 2013. The U.K. defined benefit plan was closed to new entrants effective December 31, 2002 and was amended to freeze participation for existing participants effective June 30, 2014.

The following table provides the components of the net periodic benefit cost (credit) for the defined benefit pension and OPEB plans.

Three Months Ended March 31
Pension Benefits

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	U.S. Plans		U.K. Plan		OPEB	
	2016	2015	2016	2015	2016	2015
	(in millions of dollars)					
Service Cost	\$1.7	\$1.0	\$—	\$—	\$—	\$—
Interest Cost	21.3	20.5	1.9	2.0	1.8	1.8
Expected Return on Plan Assets	(25.7)	(27.2)	(2.7)	(3.1)	(0.2)	(0.2)
Amortization of:						
Net Actuarial Loss	4.1	2.9	—	0.1	—	—
Prior Service Credit	(0.1)	—	—	—	—	—
Total	\$1.3	\$(2.8)	\$(0.8)	\$(1.0)	\$1.6	\$1.6

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 9 - Stockholders' Equity and Earnings Per Common Share

Earnings Per Common Share

Net income per common share is determined as follows:

	Three Months Ended March 31	
	2016	2015
	(in millions of dollars, except share data)	
Numerator		
Net Income	\$210.6	\$ 212.9
Denominator (000s)		
Weighted Average Common Shares - Basic	239,619	251,467.4
Dilution for Assumed Exercises of Stock Options and Nonvested Stock Awards	311.0	767.5
Weighted Average Common Shares - Assuming Dilution	239,930	252,234.9
Net Income Per Common Share		
Basic	\$0.88	\$ 0.85
Assuming Dilution	\$0.88	\$ 0.84

We use the treasury stock method to account for the effect of outstanding stock options, nonvested restricted stock units, and nonvested performance share units on the computation of diluted earnings per share. Under this method, these potential common shares will each have a dilutive effect, as individually measured, when the average market price of Unum Group common stock during the period exceeds the exercise price of the stock options and the grant price of the nonvested restricted stock units and the nonvested performance share units. The outstanding stock options have exercise prices ranging from \$11.37 to \$26.29, the nonvested restricted stock units have grant prices ranging from \$23.97 to \$36.95, and the nonvested performance share units have grant prices ranging from \$27.85 to \$34.08.

In computing earnings per share assuming dilution, only potential common shares that are dilutive (those that reduce earnings per share) are included. For the three month periods ended March 31, 2016 and 2015, there were approximately 0.5 million and 0.9 million potential common shares, respectively, that were excluded in the computation of diluted earnings per share because the impact would be antidilutive, based on then current market prices.

Common Stock

During the second quarter of 2015, our board of directors authorized the repurchase of up to \$750.0 million of Unum Group's outstanding common stock through November 21, 2016. This authorization replaced the previous authorization of \$750.0 million that was scheduled to expire on June 12, 2015. The remaining repurchase amount under the new program was \$402.3 million at March 31, 2016.

Common stock repurchases, which are accounted for using the cost method and classified as treasury stock until otherwise retired, were as follows:

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	Three Months Ended March 31	
	2016	2015
	(in millions)	
Shares Repurchased	3.7	3.2
Cost of Shares Repurchased (1)	\$ 100.0	\$ 108.1

(1) Includes commissions of a de minimis amount and \$0.1 million for each of the three month periods ended March 31, 2016 and 2015, respectively.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 9 - Stockholders' Equity and Earnings Per Common Share - Continued

Preferred Stock

Unum Group has 25.0 million shares of preferred stock authorized with a par value of \$0.10 per share. No preferred stock has been issued to date.

Note 10 - Commitments and Contingent Liabilities

Contingent Liabilities

We are a defendant in a number of litigation matters. In some of these matters, no specified amount is sought. In others, very large or indeterminate amounts, including punitive and treble damages, are asserted. There is a wide variation of pleading practice permitted in the United States courts with respect to requests for monetary damages, including some courts in which no specified amount is required and others which allow the plaintiff to state only that the amount sought is sufficient to invoke the jurisdiction of that court. Further, some jurisdictions permit plaintiffs to allege damages well in excess of reasonably possible verdicts. Based on our extensive experience and that of others in the industry with respect to litigating or resolving claims through settlement over an extended period of time, we believe that the monetary damages asserted in a lawsuit or claim bear little relation to the merits of the case, or the likely disposition value. Therefore, the specific monetary relief sought is not stated.

Unless indicated otherwise in the descriptions below, reserves have not been established for litigation and contingencies. An estimated loss is accrued when it is both probable that a liability has been incurred and the amount of the loss can be reasonably estimated.

Claims Handling Matters

We and our insurance subsidiaries, in the ordinary course of our business, are engaged in claim litigation where disputes arise as a result of a denial or termination of benefits. Most typically these lawsuits are filed on behalf of a single claimant or policyholder, and in some of these individual actions punitive damages are sought, such as claims alleging bad faith in the handling of insurance claims. For our general claim litigation, we maintain reserves based on experience to satisfy judgments and settlements in the normal course. We expect that the ultimate liability, if any, with respect to general claim litigation, after consideration of the reserves maintained, will not be material to our consolidated financial condition. Nevertheless, given the inherent unpredictability of litigation, it is possible that an adverse outcome in certain claim litigation involving punitive damages could, from time to time, have a material adverse effect on our consolidated results of operations in a period, depending on the results of operations for the particular period.

From time to time class action allegations are pursued where the claimant or policyholder purports to represent a larger number of individuals who are similarly situated. Since each insurance claim is evaluated based on its own merits, there is rarely a single act or series of actions which can properly be addressed by a class action. Nevertheless, we monitor these cases closely and defend ourselves appropriately where these allegations are made.

Miscellaneous Matters

Beginning in 2011, a number of state regulators began requiring insurers to cross-check specified insurance policies with the Social Security Administration's Death Master File to identify potential matches. If a potential match was identified, insurers were requested to determine if benefits were due, locate beneficiaries, and make payments where

appropriate. We initiated this process where requested, and in 2012 we began implementing this process in all states on a forward-looking basis. In addition to implementing this on a forward-looking basis, in 2013 we began an initiative to search for potential claims from previous years. During 2013, we completed our assessment of benefits which we estimate will be paid under this initiative, and as such, established additional reserves for payment of these benefits. Similar to other insurers, we are undergoing an examination by a third party acting on behalf of a number of state treasurers concerning our compliance with the unclaimed property laws of the participating states. We are cooperating fully with this examination, as well as with a Delaware Market Conduct examination involving the same issue. The legal and regulatory environment around unclaimed death benefits continues to evolve. It is possible that the current examination and/or similar investigations by other state jurisdictions may result in additional payments to beneficiaries, the payment of abandoned funds under state law, and/or administrative penalties, the total of which may be in excess of the reserves established.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 10 - Commitments and Contingent Liabilities - Continued

In December 2012, State of West Virginia ex rel. John D. Perdue v. Provident Life and Accident Insurance Company and State of West Virginia ex rel. John D. Perdue v. Colonial Life & Accident Insurance Company were filed in the Circuit Court of Putnam County, West Virginia. These two separate complaints alleged violations of the West Virginia Uniform Unclaimed Property Act by failing to identify and report all unclaimed insurance policy proceeds due to be escheated to West Virginia. The complaints sought to examine company records and assess penalties and costs in an undetermined amount. In December 2013, the court dismissed both complaints, holding that the West Virginia Uniform Unclaimed Property Act does not require insurance companies to periodically search the Social Security Administrations' Death Master File or escheat unclaimed life insurance benefits until a claim has been submitted. In January 2014, the plaintiff appealed the dismissal of both complaints. In June 2015, the appellate court reinstated the case, holding that the West Virginia Uniform Unclaimed Property Act requires insurers to make reasonable efforts to determine whether their insureds are still living. The case was remanded to the trial court where we answered the complaints.

In May 2013, a purported class action complaint was filed in the Superior Court of California, County of Los Angeles. The plaintiff sought to represent a class of California insureds who were issued long-term care policies containing an inflation protection feature. The plaintiff alleged we incorrectly administered the inflation protection feature, resulting in an underpayment of benefits. The complaint made allegations against us for breach of contract, bad faith, fraud, violation of Business and Professions Code 17200, and injunctive relief. We removed the case to the United States District Court for the Central District of California, and plaintiff filed an amended complaint on behalf of a nationwide class of insureds who were issued long-term care policies containing an inflation protection feature. After we answered the complaint, the court permitted the plaintiff to file another amended complaint entitled Michael Don, Executor of The Estate of Ruben Don, Leroy Little, by and through his Guardian ad Litem Tamara Pelham, and Carolyn Little v. Unum Group, and Unum Life Insurance Company of America containing similar allegations. In April 2015, we again answered the complaint. The plaintiffs filed a motion seeking certification of five subclasses, and we filed our opposition. In February 2016, the plaintiffs filed a motion for preliminary approval of settlement for a class of certain insureds issued long-term care policies containing an inflation protection feature as well as certain insureds who requested copies of their long-term care policies. In March 2016, the court preliminarily approved the settlement and set a final fairness hearing for June 2016. We accrued an estimated loss contingency in 2015, the amount of which was immaterial to our consolidated financial position and results of operations.

Summary

Various lawsuits against us, in addition to those discussed above, have arisen in the normal course of business. Further, state insurance regulatory authorities and other federal and state authorities regularly make inquiries and conduct investigations concerning our compliance with applicable insurance and other laws and regulations.

Given the complexity and scope of our litigation and regulatory matters, it is not possible to predict the ultimate outcome of all pending investigations or legal proceedings or provide reasonable estimates of potential losses, except if noted in connection with specific matters. It is possible that our results of operations or cash flows in a particular period could be materially affected by an ultimate unfavorable outcome of pending litigation or regulatory matters depending, in part, on our results of operations or cash flows for the particular period. We believe, however, that the ultimate outcome of all pending litigation and regulatory matters, after consideration of applicable reserves and rights to indemnification, should not have a material adverse effect on our financial position.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) - Continued

Unum Group and Subsidiaries

March 31, 2016

Note 11 - Other

Definitive Purchase Agreement

We have entered into a definitive agreement to acquire H&J Capital, LLC, parent of Starmount Life Insurance Company and AlwaysCare Benefits (which collectively we refer to as Starmount), for a purchase price of \$127 million plus net assets received. The acquisition of Starmount, a leading independent provider of dental and vision insurance in the U.S. workplace, will broaden our employee benefit offerings in both Unum US and Colonial Life. The transaction is expected to close by the end of the third quarter of 2016, subject to customary approvals and closing conditions.

Debt

At March 31, 2016, short-term debt consisted entirely of a senior secured note due in the third quarter of 2016. Also included in the carrying amount of short-term debt were deferred debt costs of \$0.3 million and a \$1.7 million fair value hedge liability on the notes, with a corresponding fair value hedge asset included in other long-term investments.

In March 2016, we amended the terms of our five-year \$400.0 million credit facility, which was previously set to expire in 2018, to extend through March 2021. At March 31, 2016, letters of credit totaling \$2.1 million had been issued from the credit facility, but there were no borrowed amounts outstanding.

During the three months ended March 31, 2016, we made principal payments of \$13.2 million on our senior secured non-recourse notes issued by Northwind Holdings, LLC.

Income Tax

In the first quarter of 2015, we reached agreement with the Internal Revenue Service on all outstanding issues related to the examinations for 2009 and 2010 tax years and refund claims filed for tax credits related to tax years 2003 through 2012. As a result of this agreement, we reduced our reserve for uncertain tax positions in our consolidated balance sheet by \$19.3 million. We also recognized in our consolidated statements of income a reduction in federal income taxes of \$5.8 million.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Executive Summary

Unum Group, a Delaware general business corporation, and its insurance and non-insurance subsidiaries, which collectively with Unum Group we refer to as the Company, operate in the United States, the United Kingdom, and, to a limited extent, in certain other countries. The principal operating subsidiaries in the United States are Unum Life Insurance Company of America, Provident Life and Accident Insurance Company, The Paul Revere Life Insurance Company, and Colonial Life & Accident Insurance Company, and in the United Kingdom, Unum Limited. We are the largest provider of disability insurance products in the United States and the United Kingdom. We also provide a complementary portfolio of other insurance products, including employer- and employee-paid group benefits, life insurance, and other related services.

We have three principal operating business segments: Unum US, Unum UK, and Colonial Life. Our other segments are the Closed Block and Corporate segments. These segments are discussed more fully under "Segment Results" included herein in this Item 2.

The benefits we provide help protect people from the financial hardship of illness, injury, or loss of life by providing support when it is needed most. As one of the leading providers of employee benefits in the U.S. and the U.K., we offer a broad portfolio of products and services through the workplace.

Specifically, we offer group, individual, and voluntary benefits, either as stand-alone products or combined with other coverages, that help employers of all sizes attract and retain a stronger workforce while protecting the incomes and livelihood of their employees. We believe employer-sponsored benefits represent the single most effective way to provide workers with access to the information and options they need to protect their financial stability. Working people and their families, particularly those at lower and middle incomes, are perhaps the most vulnerable in today's economy yet are often overlooked by many providers of financial services and products. For many of these people, employer-sponsored benefits are the primary defense against the potentially catastrophic fallout of death, illness, or injury.

We have established a corporate culture consistent with the social values our products provide. We are committed not only to meeting the needs of our customers who depend on us, but also to operating with integrity and being accountable for our actions. Our sound and consistent business practices, strong internal compliance program, and comprehensive risk management strategy enable us to operate efficiently as well as to identify and address potential areas of risk in our business. We have also applied these same values to our social responsibility efforts. Because we see important links between the obligations we have to all of our stakeholders, we place a strong emphasis on contributing to positive change in our communities.

This discussion and analysis should be read in conjunction with the consolidated financial statements and notes thereto in Part I, Item 1 contained in this Form 10-Q and with the "Cautionary Statement Regarding Forward-Looking Statements" included below the Table of Contents, as well as the discussion, analysis, and consolidated financial statements and notes thereto in Part I, Items 1 and 1A, and Part II, Items 6, 7, 7A, and 8 of our annual report on Form 10-K for the year ended December 31, 2015.

Operating Performance and Capital Management

For the first quarter of 2016, we reported net income of \$210.6 million, or \$0.88 per diluted common share, compared to net income of \$212.9 million, or \$0.84 per diluted common share, in the same period of 2015. Included in these

results are net realized investment gains and losses and non-operating retirement-related gains or losses. Adjusting for these items, after-tax operating income was \$226.8 million, or \$0.95 per diluted common share, in the first quarter of 2016, compared to \$224.8 million, or \$0.89 per diluted common share, in the same period of 2015. Our weighted average common shares outstanding, assuming dilution, equaled 239.9 million and 252.2 million for the three months ended March 31, 2016 and 2015, respectively, reflecting our capital management strategy of returning capital to shareholders through repurchases of our common stock.

Operating revenue, which excludes net realized investment gains and losses, increased in the first quarter of 2016 relative to the same period of 2015, driven by combined premium income growth of approximately 5 percent in our principal operating business segments. Net investment income, also a significant source of revenue for us, was slightly higher in the first quarter of 2016 compared to the same prior year period. Before-tax operating income, which excludes net realized investment gains and losses and non-operating retirement-related gains or losses, increased 2.3 percent in the first quarter of 2016 relative to the comparable prior year period.

Our Unum US segment reported an increase in operating income of 0.7 percent in the first quarter of 2016 compared to the same period of 2015, with 5.8 percent growth in premium income mostly offset by lower net investment income and less favorable benefits experience in certain product lines. The benefit ratio for our Unum US segment for the first quarter of 2016 was 69.3 percent compared to 68.3 percent in the same period of 2015. Unum US sales decreased 4.5 percent in the first quarter of 2016 compared to the same period of 2015. Persistency was generally stable relative to the prior year and is consistent with our expectations.

Our Unum UK segment reported an increase in operating income, as measured in Unum UK's local currency, of 9.3 percent in the first quarter of 2016 compared to the same period of 2015, with growth in premium income of 6.1 percent and higher net investment income partially offset by less favorable benefits experience. The benefit ratio for Unum UK was 67.9 percent in the first quarter of 2016 compared to 65.3 percent in the same period of 2015. Unum UK sales in local currency increased 16.4 percent in the first quarter of 2016, compared to the same period of 2015. Persistency was favorable relative to the prior year and is consistent with our expectations.

Our Colonial Life segment reported a decrease in operating income of 0.3 percent in the first quarter of 2016 compared to the same period of 2015, with growth in premium income of 5.7 percent and favorable benefits experience more than offset by a decline in net investment income. The benefit ratio for Colonial Life was 50.9 percent in the first quarter of 2016 compared to 51.3 percent in the same period of 2015. Colonial Life sales increased 16.0 percent in the first quarter of 2016 compared to the same period of 2015. Persistency declined relative to the prior year but remains within our expectations.

Our Closed Block segment reported an increase in operating income of 26.2 percent in the first quarter of 2016 compared to the same period of 2015, with higher net investment income and favorable expenses. Benefits experience in our individual disability and long-term care lines of business in the first quarter of 2016 was less favorable than the same period of 2015 but within our range of expectations.

Although our profit margins continue to be pressured by the impact of the low interest rate environment on our net investment income yields, our invested asset quality remains strong. The net unrealized gain on our fixed maturity securities was \$4.9 billion at March 31, 2016 compared to \$3.7 billion at December 31, 2015, with the increase due primarily to a decrease in U.S. Treasury rates during the first three months of 2016. The earned book yield on our investment p