HARTFORD FINANCIAL SERVICES GROUP INC/DE Form 10-Q July 29, 2009

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 FORM 10-Q

(Mark One)

**DESCRIPTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934** 

For the quarterly period ended June 30, 2009

OR

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

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

Commission File Number: 001-13958
THE HARTFORD FINANCIAL SERVICES GROUP, INC.

(Exact name of registrant as specified in its charter)

Delaware

13-3317783

(State or other jurisdiction of incorporation or organization)

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

One Hartford Plaza, Hartford, Connecticut 06155

(Address of principal executive offices) (Zip Code)

(860) 547-5000

(Registrant s telephone number, including area code)

Indicate by check mark 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 þ No o 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 during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes o No o

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.

Large accelerated filer b

Accelerated filer o

Non-accelerated filer o (Do not check if a

Smaller reporting company o

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 o No b

As of July 22, 2009, there were outstanding 328,158,459 shares of Common Stock, \$0.01 par value per share, of the registrant.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. QUARTERLY REPORT ON FORM 10-Q FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2009 TABLE OF CONTENTS

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### Part I. FINANCIAL INFORMATION

#### **Item 1. Financial Statements**

### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of

The Hartford Financial Services Group, Inc.

Hartford, Connecticut

We have reviewed the accompanying condensed consolidated balance sheet of The Hartford Financial Services Group, Inc. and subsidiaries (the Company) as of June 30, 2009, and the related condensed consolidated statements of operations and comprehensive income (loss) for the three-month and six-month periods ended June 30, 2009 and 2008, and changes in equity, and cash flows for the six-month periods ended June 30, 2009 and 2008. These interim financial statements are the responsibility of the Company s management.

We conducted our reviews in accordance with the standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States), the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

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

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of the Company as of December 31, 2008, and the related consolidated statements of operations, changes in stockholders equity, comprehensive loss, and cash flows for the year then ended prior to retrospective adjustment for the adoption of FASB Statement No. 160, *Noncontrolling Interests in Consolidated Financial Statements*, described in Note 1, (not presented herein); and in our report dated February 11, 2009 (which report includes an explanatory paragraph relating to the Company's change in its method of accounting and reporting for the fair value measurement of financial instruments in 2008, and defined benefit pension and other postretirement plans in 2006), we expressed an unqualified opinion on those consolidated financial statements. We also audited the adjustments described in Note 1 that were applied to retrospectively adjust the December 31, 2008 consolidated balance sheet of the Company (not presented herein). In our opinion, such adjustments are appropriate and have been properly applied to the previously issued consolidated balance sheet in deriving the accompanying retrospectively adjusted condensed consolidated balance sheet as of December 31, 2008.

DELOITTE & TOUCHE LLP Hartford, Connecticut July 29, 2009

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Operations

(In millions, except for per share data)	Three Mon June 2009 (Unaud	2008	Six Months Ended June 30, 2009 2008 (Unaudited)					
Revenues								
Earned premiums	\$ 3,592	\$	3,891	\$	7,421	\$	7,734	
Fee income	1,062		1,386		2,229		2,723	
Net investment income (loss):								
Securities available-for-sale and other	1,021		1,230		1,941		2,423	
Equity securities, trading	2,523		1,153		1,799		(2,425)	
Total net investment income (loss)	3,544		2,383		3,740		(2)	
Net realized capital gains (losses):								
Total other-than-temporary impairment ( OTTI )								
losses	(562)		(164)		(786)		(468)	
OTTI losses transferred to other comprehensive								
income	248				248			
					(==0)			
Net OTTI losses recognized in earnings	(314)		(164)		(538)		(468)	
Net realized capital losses, excluding net OTTI	( <b>-</b>				( <b>=</b> 0)			
losses recognized in earnings	(367)		(118)		(59)		(1,185)	
Total net realized capital losses	(681)		(282)		(597)		(1,653)	
Other revenues	120		125		238		245	
Total revenues	7,637		7,503		13,031		9,047	
Benefits, losses and expenses								
Benefits, losses and loss adjustment expenses	3,092		3,586		7,729		6,943	
Benefits, losses and loss adjustment expenses	-,		2,2 2 2		.,		0,5	
returns credited on International variable annuities	2,523		1,153		1,799		(2,425)	
Amortization of deferred policy acquisition costs	,		,		,		( ) - /	
and present value of future profits	674		806		2,933		1,274	
Insurance operating costs and expenses	959		1,047		1,857		1,997	
Interest expense	119		77		239		144	
Goodwill impairment	117		, ,		32		1-1-1	
Other expenses	252		182		441		371	
Other expenses	252		102		771		3/1	
<b>Total benefits, losses and expenses</b>	7,619		6,851		15,030		8,304	
Income (loss) before income taxes	18		652		(1,999)		743	
Income tax expense (benefit)	33		109		(775)		55	
Net income (loss)	\$ (15)	\$	543	\$	(1,224)	\$	688	

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Preferred stock dividends		3				3		
Net income (loss) available to common shareholders	\$	(18)	\$	543	\$	(1,227)	\$	688
Earnings (Loss) per common share	<b>.</b>	(0.06)	φ.		<b>A</b>	(2.00)	4	• • •
Basic	\$	(0.06)	\$	1.74	\$	(3.80)	\$	2.20
Diluted	\$	(0.06)	\$	1.73	\$	(3.80)	\$	2.19
Weighted average common shares outstanding Weighted average common shares outstanding and		325.4		311.7		323.1		312.7
dilutive potential common shares		325.4		313.1		323.1		314.4
Cash dividends declared per common share	\$	0.05	\$	0.53	\$	0.10	\$	1.06

See Notes to Condensed Consolidated Financial Statements.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC.

### Condensed Consolidated Balance Sheets

(In millions, except for share and per share data)	J	June 30, 2009	Dec	cember 31, 2008
		(Una	udite	d)
Assets				
Investments				
Fixed maturities, available-for-sale, at fair value (amortized cost of \$76,196 and				
\$78,238)	\$	64,868	\$	65,112
Equity securities, trading, at fair value (cost of \$32,889 and \$35,278)		30,813		30,820
Equity securities, available-for-sale, at fair value (cost of \$1,518 and \$1,554)		1,308		1,458
Mortgage loans on real estate		6,522		6,469
Policy loans, at outstanding balance		2,204		2,208
Limited partnerships and other alternative investments		1,838		2,295
Other investments		1,107		1,723
Short-term investments		12,701		10,022
Total investments		121,361		120,107
Cash		2,558		1,811
Premiums receivable and agents balances		3,510		3,604
Reinsurance recoverables		5,848		6,357
Deferred policy acquisition costs and present value of future profits		11,780		13,248
Deferred income taxes		•		*
		5,321		5,239
Goodwill  Proportion and againment and		1,204		1,060
Property and equipment, net		1,024		1,075
Other assets		3,148		4,898
Separate account assets		133,946		130,184
Total assets	\$	289,700	\$	287,583
Liabilities				
Reserve for future policy benefits and unpaid losses and loss adjustment expenses				
Property and casualty	\$	21,902	\$	21,933
Life		18,153		16,747
Other policyholder funds and benefits payable		49,257		53,753
Other policyholder funds and benefits payable International variable annuities		30,793		30,799
Unearned premiums		5,333		5,379
Short-term debt		342		398
Long-term debt		5,490		5,823
Consumer notes		1,199		1,210
Other liabilities		9,823		11,997
Separate account liabilities		133,946		130,184
Total liabilities		276,238		278,223
Commitments and Contingencies (Note 9)				

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# Equity

Total liabilities and equity	\$ 289,700	\$ 287,583
Total equity	13,462	9,360
Noncontrolling interest	20	92
Total stockholders equity	13,442	9,268
Accumulated other comprehensive loss, net of tax	(6,610)	(7,520)
Treasury stock, at cost 28,663,675 and 29,341,378 shares	(2,054)	(2,120)
Retained earnings	10,991	11,336
Additional paid-in capital	8,190	7,569
authorized, 355,392,612 and 329,920,310 shares issued	4	3
Common stock, \$0.01 par value 1,500,000,000 and 750,000,000 shares		
6,048,387 shares issued, liquidation preference \$1,000 and \$0.02 per share	2,921	
Preferred stock, \$0.01 par value 50,000,000 shares authorized, 3,400,000 and		

See Notes to Condensed Consolidated Financial Statements.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Changes in Equity

	Six Montl June	
(In millions, except for share data)	2009	2008
Preferred Stock	(Unau	dited)
Balance at beginning of period	\$	\$
Issuance of shares to U.S. Treasury	2,920	
Accretion of preferred stock discount on issuance to U.S. Treasury	1	
Balance at end of period	2,921	
Common Stock	4	3
Additional Paid-in Capital		
Balance at beginning of period	7,569	6,627
Issuance of warrants to U.S. Treasury	480	
Issuance of shares under discretionary equity issuance plan	16	
Issuance of shares under incentive and stock compensation plans	(50)	(43)
Reclassification of warrants from other liabilities to equity and extension of warrants	106	
term Tay (aypansa) banafit an amplayaa stack aptions and awards	186	7
Tax (expense) benefit on employee stock options and awards	(11)	/
Balance at end of period	8,190	6,591
Retained Earnings		
Balance at beginning of period, before cumulative effect of accounting change, net		
of tax	11,336	14,686
Cumulative effect of accounting change, net of tax		(3)
Balance at beginning of period, as adjusted	11,336	14,683
Net income (loss)	(1,224)	688
Cumulative effect of accounting change, net of tax	912	
Accretion of preferred stock discount on issuance to U.S. Treasury	(1)	
Dividends on preferred stock	(2)	/ <b></b> -
Dividends declared on common stock	(30)	(332)
Balance at end of period	10,991	15,039
Treasury Stock, at Cost		
Balance at beginning of period	(2,120)	(1,254)
Treasury stock acquired	<i>(</i> 0	(871)
Issuance of shares under incentive and stock compensation plans from treasury stock Return of shares under incentive and stock compensation plans to treasury stock	69	113
Return of shares under incentive and stock compensation plans to treasury stock	(3)	(17)

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Balance at end of period	(2,054)	(2,029)
Accumulated Other Comprehensive Loss, Net of Tax		
Balance at beginning of period	(7,520)	(858)
Cumulative effect of accounting change, net of tax	(912)	
Total other comprehensive income (loss)	1,822	(1,922)
Balance at end of period	(6,610)	(2,780)
Total Stockholders Equity	13,442	16,824
N (N. 4. 12)		
Noncontrolling Interest (Note 13)	92	92
Balance at beginning of period Change in noncontrolling interest ownership	(65)	57
Noncontrolling loss	(7)	(22)
Noncontrolling loss	(1)	(22)
Balance at end of period	20	127
Total Equity	\$ 13,462	\$ 16,951
Outstanding Preferred Shares (in thousands)		
Balance at beginning of period	6,048	
Conversion of preferred to common shares	(6,048)	
Issuance of shares to U.S. Treasury	3,400	
Balance at end of period	3,400	
Outstanding Common Shares (in thousands)		
Balance at beginning of period	300,579	313,842
Treasury stock acquired	(15)	(11,675)
Conversion of preferred to common shares	24,194	(,0)
Issuance of shares under discretionary equity issuance plan	1,301	
Issuance of shares under incentive and stock compensation plans	854	1,220
Return of shares under incentive and stock compensation plans to treasury stock	(184)	(244)
Balance at end of period	326,729	303,143

See Notes to Condensed Consolidated Financial Statements.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. Condensed Consolidated Statements of Comprehensive Income (Loss)

		Three Mon June		Ended	Six Months Ended June 30,				
(In millions)		2009	ĺ	2008		2009		2008	
		(Unau	dited)	)		(Unau	dited)	)	
Comprehensive Income (Loss)									
Net income (loss)	\$	(15)	\$	543	\$	(1,224)	\$	688	
Other comprehensive income (loss)									
Change in net unrealized loss on securities		2,373		(420)		2,340		(2,026)	
Other-than-temporary impairment losses									
transferred to Other Comprehensive Income		(125)				(125)			
Change in net gain/loss on cash-flow hedging									
instruments		(320)		(76)		(368)		14	
Change in foreign currency translation adjustments		164		(68)		(45)		74	
Amortization of prior service cost and actuarial net									
losses included in net periodic benefit costs		11		9		20		16	
Total other comprehensive income (loss)		2,103		(555)		1,822		(1,922)	
Total comprehensive income (loss)	\$	2,088	\$	(12)	\$	598	\$	(1,234)	

See Notes to Condensed Consolidated Financial Statements.

### THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Cash Flows

(In millions)	Six Months Ended June 30, 2009 2008 (Unaudited)							
Operating Activities								
Net income (loss)	\$	(1,224)	\$	688				
Adjustments to reconcile net income (loss) to net cash provided by operating								
activities								
Amortization of deferred policy acquisition costs and present value of future profits		2,933		1,274				
Additions to deferred policy acquisition costs and present value of future profits								
Change in:		(1,450)		(1,903)				
Reserve for future policy benefits and unpaid losses and loss adjustment expenses								
and unearned premiums		1,333		576				
Reinsurance recoverables		(111)		78				
Receivables and other assets		249		399				
Payables and accruals		(389)		(690)				
Accrued and deferred income taxes		(343)		(68)				
Net realized capital losses		597		1,653				
Net receipts to investment contracts related to policyholder funds -International								
variable annuities		(892)		(1,290)				
Net decrease in equity securities, trading		885		1,235				
Depreciation and amortization		259		476				
Goodwill impairment		32						
Other, net		107		(167)				
Net cash provided by operating activities		1,986		2,261				
Investing Activities								
Proceeds from the sale/maturity/prepayment of:								
Fixed maturities, available-for-sale		33,229		12,595				
Equity securities, available-for-sale		482		144				
Mortgage loans		297		214				
Partnerships		239		107				
Derivatives		29						
Payments for the purchase of:								
Fixed maturities, available-for-sale		(35,015)		(14,455)				
Equity securities, available-for-sale		(251)		(496)				
Mortgage loans		(214)		(686)				
Partnerships		(136)		(402)				
Derivatives				(219)				
Proceeds from business sold		7						
Purchase price of businesses acquired		(15)		(94)				
Change in policy loans, net		4		(85)				
Change in payables for collateral under securities lending, net		(2,262)		(199)				
Change in all other securities, net		107		(556)				
Additions to property and equipment, net		(58)		(185)				
· · · r · · · · · · · · · · · · · · · ·		(50)		(-50)				

Net cash used for investing activities		(3,557)	(4,317)
Financing Activities			
Deposits and other additions to investment and universal life-type contracts		7,323	11,345
Withdrawals and other deductions from investment and universal life-type contracts		(11,516)	(13,694)
Net transfers from separate accounts related to investment and universal life-type			
contracts		3,646	3,725
Proceeds from issuance of long-term debt			1,487
Payments on capital lease obligations		(24)	(37)
Change in short-term debt		(375)	
Proceeds from issuance of consumer notes			304
Repayments at maturity or settlement of consumer notes		(11)	
Proceeds from issuance of preferred stock and warrants to U.S. Treasury		3,400	
Net proceeds from issuance of shares under discretionary equity issuance plan		14	
Proceeds from issuance of shares under incentive and stock compensation plans		7	34
Excess tax benefit on stock-based compensation			2
Treasury stock acquired			(811)
Return of shares under incentive and stock compensation plans to treasury stock		(3)	(17)
Dividends paid on preferred stock		(8)	
Dividends paid on common stock		(115)	(336)
Net cash provided by financing activities		2,338	2,002
Foreign exchange rate effect on cash		(20)	127
Net increase in cash		747	73
Cash beginning of period		1,811	2,011
Cash end of period	\$	2,558	\$ 2,084
Supplemental Disclosure of Cash Flow Information			
Net Cash Paid (Received) During the Period For:			
Income taxes	\$	(468)	\$ 65
Interest	\$	243	\$ 128
See Notes to Condensed Consolidated Financial Stateme	nts.		

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Dollar amounts in millions, except for per share data, unless otherwise stated)
(Unaudited)

# 1. Basis of Presentation and Accounting Policies Basis of Presentation

The Hartford Financial Services Group, Inc. is a financial holding company for a group of subsidiaries that provide investment products and life and property and casualty insurance to both individual and business customers in the United States and internationally (collectively, The Hartford or the Company). During the second quarter of 2009, the Company acquired Federal Trust Corporation and became a savings and loan holding company, see Note 16 for further information on the acquisition.

The condensed consolidated financial statements have been prepared on the basis of accounting principles generally accepted in the United States of America (U.S. GAAP), which differ materially from the accounting practices prescribed by various insurance regulatory authorities.

The accompanying condensed consolidated financial statements and notes as of June 30, 2009, and for the three and six months ended June 30, 2009 and 2008 are unaudited. These financial statements reflect all adjustments (consisting only of normal accruals) which are, in the opinion of management, necessary for the fair presentation of the financial position, results of operations and cash flows for the interim periods. These condensed consolidated financial statements and notes should be read in conjunction with the consolidated financial statements and notes thereto included in The Hartford s 2008 Form 10-K Annual Report. The results of operations for the interim periods should not be considered indicative of the results to be expected for the full year.

### Consolidation

The condensed consolidated financial statements include the accounts of The Hartford Financial Services Group, Inc., companies in which the Company directly or indirectly has a controlling financial interest and those variable interest entities in which the Company is the primary beneficiary. The Company determines if it is the primary beneficiary using both qualitative and quantitative analyses. Entities in which The Hartford does not have a controlling financial interest but in which the Company has significant influence over the operating and financing decisions are reported using the equity method. Material intercompany transactions and balances between The Hartford and its subsidiaries and affiliates have been eliminated.

#### **Use of Estimates**

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

The most significant estimates include those used in determining property and casualty reserves, net of reinsurance; life estimated gross profits used in the valuation and amortization of assets and liabilities associated with variable annuity and other universal life-type contracts; living benefits required to be fair valued; valuation of investments and derivative instruments; evaluation of other-than-temporary impairments on available-for-sale securities; pension and other postretirement benefit obligations; contingencies relating to corporate litigation and regulatory matters; and goodwill impairment. Certain of these estimates are particularly sensitive to market conditions, and deterioration and/or volatility in the worldwide debt or equity markets could have a material impact on the condensed consolidated financial statements.

### **Subsequent Events**

The Hartford has evaluated events subsequent to June 30, 2009, and through the condensed consolidated financial statement issuance date of July 29, 2009. The Company has not evaluated subsequent events after that date for presentation in these condensed consolidated financial statements.

### **Significant Accounting Policies**

For a description of significant accounting policies, see Note 1 of Notes to Consolidated Financial Statements included in The Hartford s 2008 Form 10-K Annual Report, which, accordingly, should be read in conjunction with

these accompanying condensed consolidated financial statements.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

### **Adoption of New Accounting Standards**

Noncontrolling Interests in Consolidated Financial Statements, an amendment of ARB No. 51

In December 2007, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standard (SFAS) No. 160, Noncontrolling Interests in Consolidated Financial Statements (SFAS 160). This statement amends Accounting Research Bulletin No. 51, Consolidated Financial Statements . Noncontrolling interest refers to the minority interest portion of the equity of a subsidiary that is not attributable directly or indirectly to a parent. SFAS 160 establishes accounting and reporting standards that require for-profit entities that prepare consolidated financial statements to: (a) present noncontrolling interests as a component of equity, separate from the parent s equity, (b) separately present the amount of consolidated net income attributable to noncontrolling interests in the income statement, (c) consistently account for changes in a parent s ownership interests in a subsidiary in which the parent entity has a controlling financial interest as equity transactions, (d) require an entity to measure at fair value its remaining interest in a subsidiary that is deconsolidated, and (e) require an entity to provide sufficient disclosures that identify and clearly distinguish between interests of the parent and interests of noncontrolling owners. SFAS 160 applies to all for-profit entities that prepare consolidated financial statements, and affects those for-profit entities that have outstanding noncontrolling interests in one or more subsidiaries or that deconsolidate a subsidiary. SFAS 160 is effective for fiscal years, and interim periods within those fiscal years, beginning on or after December 15, 2008 with earlier adoption prohibited. The Company adopted SFAS 160 on January 1, 2009. Upon adoption, the Company reclassified \$92 of noncontrolling interest, recorded in other liabilities, to equity as of January 1, 2008. See the Company s Condensed Consolidated Statement of Changes in Equity. The adoption of SFAS 160 did not have a material effect on the Company s Condensed Consolidated Statements of Operations and Comprehensive Income (Loss) and the adoption of SFAS 160 did not impact the Company s accounting for separate account assets and liabilities. The FASB has added the following topic to the Emerging Issues Task Force (EITF) agenda, Consideration of an Insurer's Accounting for Majority Owned Investments When the Ownership Is Through a Separate Account. This topic will be discussed at a future EITF meeting. The FASB has expressed three separate views on the treatment of noncontrolling interest in majority owned separate accounts, upon implementation of SFAS 160, all of which are acceptable to the United States Securities and Exchange Commission (SEC). The Company follows one of these three acceptable views and currently excludes the noncontrolling interest from its majority owned separate accounts. The resolution of this EITF agenda item on the Company s accounting for separate account assets and liabilities is not known at this time.

### Fair Value

In April 2009, the FASB issued Financial Statement of Position (FSP) No. FAS 157-4, Determining Fair Value When the Volume and Level of Activity for the Asset or Liability Have Significantly Decreased and Identifying Transactions That Are Not Orderly (FSP FAS 157-4). FSP FAS 157-4 clarifies that the measurement objective in determining fair value when the volume and level of activity for the asset or liability have significantly decreased, is the price that would be received to sell the asset in an orderly transaction between willing market participants under current market conditions, and not the value in a hypothetical active market. The FSP includes additional factors for determining whether there has been a significant decrease in the volume and level of activity for an asset or liability compared to normal activity for that asset or liability (or similar assets or liabilities) and provides additional guidance in estimating fair value in those instances. The FSP requires an entity to base its conclusion about whether a transaction was not orderly on the weight of the evidence. The FSP expands fair value disclosures for quarterly financial statements and further requires an entity to disclose any change in valuation techniques, the related inputs, and the effects resulting from the application of the FSP. FSP FAS 157-4 is effective for interim and annual reporting periods ending after June 15, 2009. The Company adopted the provisions of the FSP for its interim reporting period ending on June 30, 2009 and the adoption did not have a material effect on the Company s condensed consolidated financial statements. See Note 4 for expanded interim disclosures.

In April 2009, the FASB issued FSP No. FAS 107-1 and APB 28-1, Interim Disclosures about Fair Value of Financial Instruments (FSP FAS 107-1), which expands the disclosure requirements of SFAS No. 107, Disclosures about Fair Value of Financial Instruments, to interim financial statements. FSP FAS 107-1 also requires entities to disclose the method(s) and significant assumptions used to estimate the fair value of financial instruments in the financial statements on an interim basis and to highlight any changes of the method(s) and significant assumptions from prior periods. The disclosures in FSP FAS 107-1 are effective for interim reporting periods ending after June 15, 2009, and are not required for earlier periods that are presented for comparative purposes at initial adoption. In periods after initial adoption, FSP FAS 107-1 requires comparative disclosures only for periods ending after initial adoption. The Company adopted the FSP for its interim reporting period ending on June 30, 2009. See Note 4 for expanded interim disclosures.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

Recognition and Presentation of Other-Than-Temporary Impairments

In April 2009, the FASB issued FSP No. FAS 115-2 and FAS 124-2, Recognition and Presentation of Other-Than-Temporary Impairments (FSP FAS 115-2). FSP FAS 115-2 is effective for interim and annual reporting periods ending after June 15, 2009. The Company adopted FSP FAS 115-2 for its interim reporting period ending on June 30, 2009 which modifies the recognition of other-than-temporary impairment ( impairment ) losses for debt securities. This new FSP is also applied to certain equity securities with debt-like characteristics (collectively debt securities ). Effective with the adoption of this FSP, a debt security is deemed to be other-than-temporarily impaired if the Company intends to sell or it is more likely than not the Company will be required to sell the security before a recovery in value. If a debt security meets either of these conditions, a charge is recorded in net realized capital losses equal to the difference between the fair value and amortized cost basis of the security. For those debt securities for which the Company does not expect to recover the entire amortized cost basis, the difference between the security s amortized cost basis and the fair value is separated into the portion representing a credit impairment, which is recorded in net realized capital losses, and the remaining impairment, which is recorded in other comprehensive income (OCI). Generally, the Company determines a security s credit impairment as the difference between its amortized cost basis and its best estimate of expected future cash flows discounted at the security s effective yield prior to impairment. The previous amortized cost basis less the impairment recognized in net realized capital losses becomes the security s new cost basis. The Company accretes the new cost basis to the estimated future cash flows over the expected remaining life of the security by prospectively adjusting the security s yield, if necessary. The Company evaluates whether it expects to recover the entire amortized cost basis of a debt security or if a credit impairment exists, by considering primarily the following factors: (a) the length of time and extent to which the fair value has been less than the amortized cost of the security, (b) changes in the financial condition, credit rating and near-term prospects of the issuer, (c) whether the issuer is current on contractually obligated interest and principal payments, (d) changes in the financial condition of the security s underlying collateral and (e) the payment structure of the security. The Company s best estimate of expected future cash flows used to determine the credit loss amount is a quantitative and qualitative process that incorporates information received from third party sources along with certain internal assumptions and judgments regarding the future performance of the security. The Company s best estimate of future cash flows includes assumptions including, but not limited to, various performance indicators, such as historical default and recovery rates, credit ratings, current delinquency rates, and loan-to-value ratios. In addition, for securitized debt securities, the Company considers factors including, but not limited to, commercial and residential property value declines that vary by property type and location and average cumulative collateral loss rates that vary by vintage year. These assumptions require the use of significant management judgment and include the probability of issuer default and estimates regarding timing and amount of expected recoveries. In addition, projections of expected future debt security cash flows may change based upon new information regarding the performance of the issuer and/or underlying collateral.

FSP FAS 115-2 does not impact the evaluation for impairment for equity securities. For those equity securities where the decline in the fair value is deemed to be other-than-temporary, a charge is recorded in net realized capital losses equal to the difference between the fair value and cost basis of the security. The previous cost basis less the impairment becomes the security securities are covers the security securities deemed to be temporarily impaired until the price recovers. Once identified, these securities are systematically restricted from trading unless approved by a committee of investment and accounting professionals (the committee). The committee will only authorize the sale of these securities based on predefined criteria that relate to events that could not have been reasonably foreseen. Examples of the criteria include, but are not limited to, the deterioration in the issuer s financial condition, security price declines, a change in regulatory requirements or a major business combination or major disposition.

The primary factors considered in evaluating whether an impairment exists for an equity security include, but are not limited to: (a) the length of time and extent to which the fair value has been less than the cost of the security,

(b) changes in the financial condition, credit rating and near-term prospects of the issuer, (c) whether the issuer is current on contractually obligated payments and (d) the intent and ability of the Company to retain the investment for a period of time sufficient to allow for recovery.

The FSP also expands and increases the frequency of existing disclosures about other-than-temporary impairments for debt and equity securities. As a result of the adoption of FSP FAS 115-2, the Company recognized a \$912, net of tax and deferred acquisition costs, increase to Retained Earnings with an offsetting decrease in Accumulated Other Comprehensive Income ( AOCI ). See the Company s Condensed Consolidated Statement of Changes in Equity and Consolidated Statements of Operations and Comprehensive Loss. See Notes 4 and 5 for expanded interim disclosures.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

Subsequent Events

In May 2009, the FASB issued SFAS No. 165, Subsequent Events (SFAS 165). SFAS 165 establishes principles and disclosure requirements for events that occur after the balance sheet date but before financial statements are issued or are available to be issued. In particular, the Statement sets forth (a) the period after the balance sheet date during which management of a reporting entity shall evaluate events or transactions that may occur for potential recognition or disclosure in the financial statements, (b) the circumstances under which an entity shall recognize events or transactions occurring after the balance sheet date in its financial statements, and (c) the disclosures that an entity shall make about events or transactions that occurred after the balance sheet date. An entity shall disclose the date through which subsequent events have been evaluated, as well as whether that date is the date the financial statements were issued or the date the financial statements were available to be issued. SFAS 165 is effective for interim or annual financial periods ending after June 15, 2009. The Company adopted SFAS 165 for its interim reporting period ending on June 30, 2009. See Basis of Presentation within this Note 1 for expanded interim disclosures.

### **Future Adoption of New Accounting Standards**

Accounting for Transfers of Financial Assets

In June 2009, the FASB issued SFAS No. 166, Accounting for Transfers of Financial Assets, an Amendment of FASB Statement No. 140 (SFAS 166). SFAS 166 amends the derecognition guidance in Statement 140 and eliminates the concept of a qualifying special-purpose entities (QSPEs). SFAS 166 is effective for fiscal years and interim periods beginning after November 15, 2009. Early adoption of SFAS 166 is prohibited. The Company will adopt SFAS 166 on January 1, 2010 and has not yet determined the effect of the adoption on its consolidated financial statements. *Amendments to FASB Interpretation No. 46(R)* 

In June 2009, the FASB issued SFAS No. 167, Amendments to FASB Interpretation No. 46(R) (SFAS 167) which amends the consolidation guidance applicable to variable interest entities (VIE s). An entity would consolidate a VIE, as the primary beneficiary, when the entity has both of the following characteristics: (a) The power to direct the activities of a VIE that most significantly impact the entity s economic performance and (b) The obligation to absorb losses of the entity that could potentially be significant to the VIE or the right to receive benefits from the entity that could potentially be significant to the VIE. Ongoing reassessment of whether an enterprise is the primary beneficiary of a VIE is required. SFAS 167 amends interpretation 46(R) to eliminate the quantitative approach previously required for determining the primary beneficiary of a VIE. This Statement is effective for fiscal years and interim periods beginning after November 15, 2009. The Company will adopt SFAS 167 on January 1, 2010 and has not yet determined the effect of the adoption on its consolidated financial statements.

### FASB Accounting Standards Codification

In June 2009, the FASB issued SFAS No. 168, The FASB Accounting Standards Codification and the Hierarchy of Generally Accepted Accounting Principles (SFAS 168). This standard identifies the sources of accounting principles and the framework for selecting the principles used in the preparation of financial statements that are presented in conformity with U.S. GAAP. The Statement establishes the FASB Accounting Standards Codification (Codification) as the single source of authoritative accounting principles recognized by the FASB in the preparation of financial statements in conformity with U.S. GAAP. Codification does not create new accounting and reporting guidance rather it reorganizes U.S. GAAP pronouncements into approximately 90 topics within a consistent structure. All guidance contained in the Codification carries an equal level of authority. Relevant portions of authoritative content, issued by the SEC, for SEC registrants, have been included in the Codification. After the effective date of this Statement, all nongrandfathered, non-SEC accounting literature not included in the Codification is superseded and deemed nonauthoritative. This Statement is effective for financial statements issued for interim and annual periods ending after September 15, 2009. The Company will adopt SFAS 168 on September 30, 2009 and will update all disclosures to reference Codification in its September 30, 2009 quarterly report.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

#### **Income Taxes**

The effective tax rate for the three months ended June 30, 2009 and 2008 was 183% and 17%, respectively. The effective tax rate for the six months ended June 30, 2009 and 2008 was 39% and 7%, respectively. The principal causes of the difference between the effective rate and the U.S. statutory rate of 35% were tax-exempt interest earned on invested assets and the separate account dividends received deduction ( DRD ), offset in 2009 by a non-deductible expense related to a contingent obligation to Allianz as a result of the issuance of warrants to the federal government in connection with the Company s participation in the Capital Purchase Program.

The separate account DRD is estimated for the current year using information from the prior year-end, adjusted for current year equity market performance and other appropriate factors, including estimated levels of corporate dividend payments. The actual current year DRD can vary from estimates based on, but not limited to, changes in eligible dividends received by the mutual funds, amounts of distribution from these mutual funds, amounts of short-term capital gains at the mutual fund level and the Company s taxable income before the DRD. Given recent financial markets volatility, the Company is reviewing its DRD computations on a quarterly basis. The Company recorded benefits related to the separate account DRD of \$37 and \$67 in the three months ended June 30, 2009 and 2008, and \$75 and \$108 in the six months ended June 30, 2009 and 2008, respectively.

The Company sunrecognized tax benefits decreased by \$8 during the six months ended June 30, 2009 as a result of the settlement of the 2002-2003 Internal Revenue Service (IRS) audit, bringing the total unrecognized tax benefits to \$83 as of June 30, 2009. This entire amount, if it were recognized, would decrease the effective tax rate for the applicable periods.

The Company's federal income tax returns are routinely audited by the IRS. During the first quarter of 2009, the Company received notification of the approval by the Joint Committee on Taxation of the results of the 2002 through 2003 examination. As a result, the Company recorded a tax benefit of \$7. The 2004 through 2006 examination began during the second quarter of 2008, and is expected to close in early 2010. In addition, the Company is working with the IRS on a possible settlement of a DRD issue related to prior periods which, if settled, may result in the booking of tax benefits. Such benefits are not expected to be material to the condensed consolidated statement of operations. The Company's deferred tax asset valuation allowance has been determined pursuant to the provisions of FASB SFAS No. 109, Accounting for Income Taxes (SFAS 109), including the Company's estimation of future taxable income, if necessary, and is adequate to reduce the total deferred tax asset to an amount that will more likely than not be realized. In assessing the need for a valuation allowance, management considered future reversals of existing taxable temporary differences, future taxable income exclusive of reversing temporary differences and carryforwards, and taxable income in prior carry back years as defined in SFAS 109, as well as tax planning strategies that include holding debt securities with market value losses until recovery, selling appreciated securities to offset capital losses, and sales of certain corporate assets. Such tax planning strategies are viewed by management as prudent and feasible and will be

implemented if necessary to realize the deferred tax asset. However, future realized losses on investment securities

could result in the recognition of a valuation allowance, if additional tax planning strategies are not available.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 2. Earnings (Loss) Per Share

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

		Months E ine 30, 200		d	Six Months Ended June 30, 2009					
(Shares in millions)	Net Loss	Shares	Co	Per mmon Share mount		Net Loss	Shares	Co S	Per mmon hare nount	
Net loss Less: Preferred stock dividends	\$ (15)				\$	(1,224)				
Net loss available to common shareholders	(18)	325.4	\$	(0.06)		(1,227)	323.1	\$	(3.80)	
Diluted Loss per Common Share [1] Warrants Stock compensation plans										
Net loss available to common shareholders plus assumed conversions	\$ (18)	325.4	\$	(0.06)	\$	(1,227)	323.1	\$	(3.80)	

[1] As a result of the net loss in the three months ended June 30, 2009, the Company is required to use basic weighted average common shares outstanding in the calculation of the three months ended June 30, 2009 diluted loss per share, since the inclusion of 0.5 million shares for

warrants and

0.7 million

shares for stock

compensation

plans would

have been

antidilutive to

the earnings per

share

calculation. In

the absence of

the net loss,

weighted

average

common shares

outstanding and

dilutive

potential

common shares

would have

totaled

326.6 million.

As a result of

the net loss in

the six months

ended June 30,

2009, the

Company is

required to use

basic weighted

average

common shares

outstanding in

the calculation

of the six

months ended

June 30, 2009

diluted loss per

share, since the

inclusion of

0.2 million

shares for

warrants and

0.7 million

shares for stock

compensation

plans would

have been

antidilutive to

the earnings per

share
calculation. In
the absence of
the net loss,
weighted
average
common shares
outstanding and
dilutive
potential
common shares
would have
totaled
324.0 million.

Three Months Ended June 30, 2008						Six Months Ended June 30, 2008						
Net (as) Income Shares oer Common		Co S	mmon hare	Net Income		Shares	Co S	Per mmon hare nount				
\$	543	311.7	\$	1.74	\$	688	312.7	\$	2.20			
		1.4					1.7					
\$	543	313.1	\$	1.73	\$	688	314.4	\$	2.19			
	<b>In</b>	Net Income \$ 543	Net   Shares	June 30, 2008  Net Shares And Sha	June 30, 2008  Per Common Share Amount  \$ 543 311.7 \$ 1.74	June 30, 2008  Per Common Share Income Shares Amount Inc  \$ 543 311.7 \$ 1.74 \$	June 30, 2008  Per Common Share Income Shares Amount  \$ 543 311.7 \$ 1.74 \$ 688	Net   Shares   Shares   Net   Income   Shares   Shares	June 30, 2008   Per   Common   Share   Net   Shares   Amount   Income   Shares   Amount   1.7			

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 3. Segment Information

The Hartford is organized into two major operations: Life and Property & Casualty, each containing reporting segments. Within the Life and Property & Casualty operations, The Hartford conducts business principally in eleven reporting segments. Corporate primarily includes the Company s debt financing and related interest expense, as well as other capital raising activities, banking operations and certain purchase accounting adjustments.

### Life

Life is organized into four groups which are comprised of six reporting segments: The Retail Products Group (Retail) and Individual Life segments make up the Individual Markets Group. The Retirement Plans and Group Benefits segments make up the Employer Markets Group. The Institutional Solutions Group (Institutional) and International segments each make up their own group.

Life charges direct operating expenses to the appropriate segment and allocates the majority of indirect expenses to the segments based on an intercompany expense arrangement. Inter-segment revenues primarily occur between Life s Other category and the reporting segments. These amounts primarily include interest income on allocated surplus and interest charges on excess separate account surplus. In addition, during the first quarter of 2009, Institutional and International entered into a \$1.5 billion funding agreement. The resulting interest income and interest expense in International and Institutional, respectively, are eliminated in consolidation.

### **Property & Casualty**

Property & Casualty is organized into five reporting segments: the underwriting segments of Personal Lines, Small Commercial, Middle Market and Specialty Commercial (collectively, Ongoing Operations); and the Other Operations segment. For the three months ended June 30, 2009 and 2008, AARP accounted for earned premiums of \$709 and \$691, respectively, in Personal Lines. For both the six months ended June 30, 2009 and 2008, AARP accounted for earned premiums of \$1.4 billion in Personal Lines.

Through inter-segment arrangements, Specialty Commercial reimburses Personal Lines, Small Commercial and Middle Market for losses incurred from uncollectible reinsurance and losses incurred under certain liability claims. Earned premiums assumed (ceded) under the inter-segment arrangements were as follows:

			Three Months Ended June 30,					hs ,	
Net assumed (ceded) earned premiums under inter-segment arrangements		2009		2008		2009		2008	
Personal Lines	\$	(2)	\$	(2)	\$	(3)	\$	(3)	
Small Commercial		(6)		(7)		(12)		(15)	
Middle Market		(5)		(8)		(11)		(16)	
Specialty Commercial		13		17		26		34	
Total	\$		\$		\$		\$		

### **Financial Measures and Other Segment Information**

For further discussion of the types of products offered by each segment, see Note 3 of Notes to Consolidated Financial Statements included in The Hartford s 2008 Form 10-K Annual Report.

One of the measures of profit or loss used by The Hartford s management in evaluating the performance of its Life segments is net income. Within Property & Casualty, net income is a measure of profit or loss used in evaluating the performance of Ongoing Operations and the Other Operations segment. Within Ongoing Operations, the underwriting segments of Personal Lines, Small Commercial, Middle Market and Specialty Commercial are evaluated by The Hartford s management primarily based upon underwriting results. Underwriting results represent premiums earned less incurred losses, loss adjustment expenses and underwriting expenses. The sum of underwriting results, net servicing income, net investment income, net realized capital gains and losses, other expenses, and related income

taxes is net income.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 3. Segment Information (continued)

The following table presents revenues by segment.

	r	Three Mon June		nded	Six Months Ended June 30,					
Revenues		2009	2008			2009	,	2008		
Life										
Retail	\$	647	\$	872	\$	1,852	\$	1,048		
Individual Life		255		285		574		541		
Total Individual Markets Group		902		1,157		2,426		1,589		
Retirement Plans		80		170		171		292		
Group Benefits		1,135		1,176		2,367		2,320		
Total Employer Markets Group		1,215		1,346		2,538		2,612		
International [1]		222		266		694		413		
Institutional		237		472		440		776		
Other [1]		7		46		21		57		
Total Life segment revenues		2,583		3,287		6,119		5,447		
Net investment income (loss) on equity securities,										
trading [2]		2,523		1,153		1,799		(2,425)		
Total Life		5,106		4,440		7,918		3,022		
Property & Casualty										
Ongoing Operations										
Earned premiums		005		000		1.064		1.062		
Personal Lines		985		980		1,964		1,963		
Small Commercial Middle Market		643 538		683 575		1,295		1,370		
		338		373 346		1,086 643		1,168 696		
Specialty Commercial		311		340		043		090		
Ongoing Operations earned premiums		2,477		2,584		4,988		5,197		
Net investment income		239		334		424		644		
Other revenues [3]		120		125		238		245		
Net realized capital losses		(80)		(53)		(369)		(187)		
Total Ongoing Operations		2,756		2,990		5,281		5,899		
Other Operations		44		61		50		99		
<b>Total Property &amp; Casualty</b>		2,800		3,051		5,331		5,998		
Corporate		(269)		12		(218)		27		
Total revenues	\$	7,637	\$	7,503	\$	13,031	\$	9,047		

[1]

International s revenues for the three and six months ended June 30, 2009 are \$19 and \$30, respectively, of investment income from an inter-segment

Included in

agreement with Institutional. This investment

funding

income is

eliminated in Life Other.

### [2] Management

does not include net investment income (loss) and the mark-to-market effects of equity securities, trading, supporting the

international variable annuity business in its

segment

revenues since

corresponding

amounts are

credited to

policyholders.

# [3] Represents servicing

revenue.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 3. Segment Information (continued)

The following table presents net income (loss) by segment. Underwriting results are presented for the Personal Lines, Small Commercial, Middle Market and Specialty Commercial segments, while net income (loss) is presented for each of Life s reporting segments, total Property & Casualty, Ongoing Operations, Other Operations and Corporate.

		Three Months Ended June 30,				Six Months Ended June 30,					
Net Income (Loss)				2008				2008			
Life											
Retail	\$	192	\$	170	\$	(552)	\$	93			
Individual Life		16		30		(2)		50			
Total Individual Markets Group		208		200		(554)		143			
Retirement Plans		(40)		31		(128)		26			
Group Benefits		14		62		83		108			
Total Employer Markets Group		(26)		93		(45)		134			
International [1]		119		72		(174)		80			
Institutional [1]		(66)		(30)		(240)		(150)			
Other [1]		(59)		(1)		(69)		(28)			
Total Life		176		334		(1,082)		179			
Property & Casualty											
Ongoing Operations											
Underwriting results											
Personal Lines		(10)		18		65		123			
Small Commercial		74		69		161		188			
Middle Market		56		3		125		58			
Specialty Commercial		36		18		59		57			
Total Ongoing Operations underwriting results		156		108		410		426			
Net servicing income [2]		7		8		15		7			
Net investment income		239		334		424		644			
Net realized capital losses		(80)		(53)		(369)		(187)			
Other expenses		(48)		(65)		(98)		(122)			
Income before income taxes		274		332		382		768			
Income tax expense		(52)		(86)		(49)		(210)			
Ongoing Operations		222		246		333		558			
Other Operations		(49)		3		(48)		17			
Total Property & Casualty		173		249		285		575			
Corporate		(364)		(40)		(427)		(66)			
Net income (loss)	\$	(15)	\$	543	\$	(1,224)	\$	688			

[1] Included in net income (loss) of International and Institutional is investment income and interest expense, respectively, for the three and six months ended June 30, 2009 of \$19 and \$30, respectively, on an inter-segment funding agreement. This investment income and interest expense is eliminated in

[2] Net of expenses related to service business.

Life Other.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 4. Fair Value Measurements

The following financial instruments are carried at fair value in the Company s condensed consolidated financial statements: fixed maturities and equity securities, available-for-sale (AFS), short-term investments, freestanding and embedded derivatives, and separate account assets. These fair value disclosures include the fair value measurement and disclosure requirements of SFAS 157 and related FSPs including FSP FAS 157-4 and FSP FAS 107-1. The following section applies the SFAS 157 fair value hierarchy and disclosure requirements for the Company s financial instruments that are carried at fair value. SFAS 157 establishes a fair value hierarchy that prioritizes the inputs in the valuation techniques used to measure fair value into three broad Levels (Level 1, 2 or 3).

- Level 1 Observable inputs that reflect quoted prices for identical assets or liabilities in active markets that the Company has the ability to access at the measurement date. Level 1 securities include highly liquid U.S. Treasury securities, money market funds, certain mortgage backed securities, and exchange traded equity and derivative securities.
- Level 2 Observable inputs, other than quoted prices included in Level 1, for the asset or liability or prices for similar assets and liabilities. Most debt securities and preferred stocks are model priced by vendors using observable inputs and are classified within Level 2. Also included in the Level 2 category are derivative instruments that are priced using models with significant observable market inputs, including interest rate, foreign currency and certain credit swap contracts and no or insignificant unobservable market inputs.
- Valuations that are derived from techniques in which one or more of the significant inputs are unobservable (including assumptions about risk). Level 3 securities include less liquid securities such as highly structured and/or lower quality asset-backed securities (ABS), commercial mortgage-backed securities (CMBS), residential mortgage-backed securities. (RMBS) primarily backed by sub-prime loans, and private placement debt and equity securities. Collateralized debt obligations (CDOs) included in Level 3 primarily represent commercial real estate (CRE) CDOs and collateralized loan obligations (CLOs) which are primarily priced by independent brokers due to the illiquidity of this sector. Embedded derivatives and complex derivatives securities, including equity derivatives, longer dated interest rate swaps and certain complex credit derivatives are also included in Level 3. Because Level 3 fair values, by their nature, contain unobservable market inputs as there is little or no observable market for these assets and liabilities, considerable judgment is used to determine the SFAS 157 Level 3 fair values. Level 3 fair values represent the Company s best estimate of an amount that could be realized in a current market exchange absent actual market exchanges.

In many situations, inputs used to measure the fair value of an asset or liability position may fall into different levels of the fair value hierarchy. In these situations, the Company will determine the level in which the fair value falls based upon the lowest level input that is significant to the determination of the fair value. In most cases, both observable (e.g., changes in interest rates) and unobservable (e.g., changes in risk assumptions) inputs are used in the determination of fair values that the Company has classified within Level 3. Consequently, these values and the related gains and losses are based upon both observable and unobservable inputs. The Company s fixed maturities included in Level 3 are classified as such as they are primarily priced by independent brokers and/or within illiquid markets. Corporate securities included in Level 3 primarily relate to private placement securities which are thinly traded and priced using a pricing matrix which includes significant non-observable inputs. RMBS included in Level 3 primarily represent sub-prime and Alt-A securities which are classified as Level 3 due to the lack of liquidity in the market.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 4. Fair Value Measurements (continued)

These disclosures provide information as to the extent to which the Company uses fair value to measure financial instruments and information about the inputs used to value those financial instruments to allow users to assess the relative reliability of the measurements. The following tables present assets and (liabilities) carried at fair value by SFAS 157 Hierarchy Level.

		June 30, 2009						
				uoted Prices in Active Markets for		gnificant bservable		gnificant bservable
				Identical				
				Assets		Inputs		Inputs
		Total		(Level 1)	(	Level 2)	(1	Level 3)
Assets accounted for at fair value on a								
recurring basis								
Fixed maturities, AFS	Φ	2.450	Ф		Φ	1.040	Ф	500
ABS	\$	2,450	\$		\$	1,948	\$	502
CDOs		2,563				2 002		2,562
CMBS		8,290				8,092		198
Corporate  Government/government agencies		30,835				24,305		6,530
Government/government agencies Foreign		1,031				963		68
United States		4,240		271		3,969		00
RMBS		4,506		2/1		3,153		1,353
States, municipalities and political subdivisions		10,953				10,739		214
States, municipanties and pontieur subdivisions		10,755				10,737		217
Total fixed maturities, AFS		64,868		271		53,170		11,427
Equity securities, trading		30,813		2,285		28,528		,
Equity securities, AFS		1,308		241		839		228
Other investments								
Variable annuity hedging derivatives		604				3		601
Other derivatives[1]		342				305		37
Total other investments		946				308		638
Short-term investments		12,701		10,478		2,223		
Reinsurance recoverable for U.S. Guaranteed								
Minimum Withdrawal Benefit ( GMWB )		632		00.000		22.46		632
Separate account assets [2]		131,069		98,229		32,167		673
Total assets accounted for at fair value on a								
recurring basis	\$	242,337	\$	111,504	\$	117,235	\$	13,598
Liabilities accounted for at fair value on a								
recurring basis								
Other policyholder funds and benefits payable								
Guaranteed living benefits	\$	(3,344)	\$		\$		\$	(3,344)
Institutional notes		2						2

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Equity linked notes	(6)			(6)
Total other policyholder funds and benefits				
payable	(3,348)			(3,348)
Other liabilities [3]				
Variable annuity hedging derivatives	391		(143)	534
Other liabilities	(579)		(260)	(319)
Total other liabilities	(188)		(403)	215
Consumer notes [4]	(4)			(4)
Total liabilities accounted for at fair value				
on a recurring basis	\$ (3,540)	\$ \$	(403)	\$ (3,137)

#### [1] Includes

over-the-counter derivative instruments in a net asset value position which may require the counterparty to pledge collateral to the Company. As of June 30, 2009, \$580 of cash collateral liability was netted against the derivative asset value in the condensed consolidated balance sheet and is excluded from the table above. See footnote 3 below for derivative

#### [2] Excludes

liabilities.

approximately
\$3 billion of
investment sales
receivable net of
investment
purchases payable
that are not
subject to SFAS
157.

#### [3] Includes

over-the-counter

derivative

instruments in a

net negative

market value

position

(derivative

liability). In the

SFAS 157 Level 3

roll-forward table

included below in

this Note 4, the

derivative asset

and liability are

referred to as

freestanding derivatives and

are presented on a

net basis.

#### [4] Represents

embedded

derivatives

associated with

non-funding

agreement-backed

consumer equity

linked notes.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

	December 31, 2008 Quoted Prices										
	Total			in ctive Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)		Uno	gnificant bservable Inputs Level 3)			
Assets accounted for at fair value on a recurring basis											
Fixed maturities, AFS	\$	65,112	\$	3,541	\$	49,761	\$	11,810			
Equity securities, trading		30,820		1,634		29,186					
Equity securities, AFS		1,458		246		671		541			
Other investments		600				12		507			
Variable annuity hedging derivatives		600 976				13		587			
Other investments [1]		970				1,005		(29)			
Total other investments		1,576				1,018		558			
Short-term investments		10,022		7,025		2,997					
Reinsurance recoverable for U.S. GMWB		1,302		,		,		1,302			
Separate account assets [2]		126,777		94,804		31,187		786			
T-4-14											
Total assets accounted for at fair value on a recurring basis	\$	237,067	\$	107,250	\$	114,820	\$	14,997			
Liabilities accounted for at fair value on a recurring basis Other policyholder funds and benefits payable Guaranteed living benefits	\$	(6,620)	\$		\$		\$	(6,620)			
Institutional notes		(41)						(41)			
Equity linked notes		(8)						(8)			
Total other policyholder funds and benefits payable Other liabilities [3]		(6,669)						(6,669)			
Variable annuity hedging derivatives		2,201				14		2,187			
Other derivative liabilities		(339)				76		(415)			
Total other liabilities Consumer notes [4]		1,862 (5)				90		1,772 (5)			
Total liabilities accounted for at fair value on a recurring basis	\$	(4,812)	\$		\$	90	\$	(4,902)			

#### [1] Includes

over-the-counter

derivative

instruments in a

net asset value

position which

may require the

counterparty to

pledge collateral

to the Company.

As of

December 31,

2008, \$574 of cash

collateral liability

was netted against

the derivative asset

value in the

condensed

consolidated

balance sheet and

is excluded from

the table above.

See footnote 3

below for

derivative

liabilities.

#### [2] Excludes

approximately

\$3 billion of

investment sales

receivable net of

investment

purchases payable

that are not

subject to SFAS

157.

#### [3] Includes

over-the-counter

derivative

instruments in a

net negative

market value

position

(derivative

liability). In the

SFAS 157 Level 3

roll-forward table

included below in

this Note 4, the

derivative asset and liability are referred to as freestanding derivatives and are presented on a net basis.

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

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

#### Determination of fair values

The valuation methodologies used to determine the fair values of assets and liabilities under the exit price notion of SFAS 157 and related FSPs, reflect market-participant objectives and are based on the application of the fair value hierarchy that prioritizes relevant observable market inputs over unobservable inputs. The Company determines the fair values of certain financial assets and financial liabilities based on quoted market prices, where available and where prices represent a reasonable estimate of fair value. The Company also determines fair value based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for counterparty credit quality, the Company s default spreads, liquidity and, where appropriate, risk margins on unobservable parameters. The following is a discussion of the methodologies used to determine fair values for the financial instruments listed in the above tables.

#### Fixed Maturity, Short-Term, and Equity Securities, Available-for-Sale

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

Prices from third party pricing services are often unavailable for securities that are rarely traded or are traded only in privately negotiated transactions. As a result, certain securities are priced via independent broker quotations which utilize inputs that may be difficult to corroborate with observable market based data. Additionally, the majority of these independent broker quotations are non-binding. A pricing matrix is used to price securities for which the Company is unable to obtain either a price from a third party pricing service or an independent broker quotation. The pricing matrix used by the Company begins with current spread levels to determine the market price for the security. The credit spreads, as assigned by a knowledgeable private placement broker, incorporate the issuer s credit rating and a risk premium, if warranted, due to the issuer s industry and the security s time to maturity. The issuer-specific yield adjustments, which can be positive or negative, are updated twice per year, as of June 30 and December 31, by the private placement broker and are intended to adjust security prices for issuer-specific factors. The Company assigns a credit rating to these securities based upon an internal analysis of the issuer s financial strength.

The Company performs a monthly analysis of the prices and credit spreads received from third parties to ensure that the prices represent a reasonable estimate of the fair value. As a part of this analysis the Company considers trading volume and other factors to determine whether the decline in market activity is significant when compared to normal activity in an active market, and if so, whether transactions may not be orderly considering the weight of available evidence. If the available evidence indicates that pricing is based upon transactions that are stale or not orderly, the Company places little, if any, weight on the transaction price and will estimate fair value utilizing an internal pricing model. This process involves quantitative and qualitative analysis and is overseen by investment and accounting professionals. Examples of procedures performed include, but are not limited to, initial and on-going review of third

party pricing services methodologies, review of pricing statistics and trends, back testing recent trades, and monitoring of trading volumes, new issuance activity and other market activities. In addition, the Company ensures that prices received from independent brokers represent a reasonable estimate of fair value through the use of internal and external cash flow models developed based on spreads, and when available, market indices. As a result of this analysis, if the Company determines that there is a more appropriate fair value based upon the available market data, the price received from the third party is adjusted accordingly. The Company s internal pricing model utilizes the Company s best estimate of expected future cash flows discounted at a rate of return that a market participant would require. The significant inputs to the model include, but are not limited to, current market inputs, such as credit loss assumptions, estimated prepayment speeds and market risk premiums.

The Company adopted FSP No. FAS 157-4, Determining Fair Value when the Volume and Level of Activity for the Asset or Liability Have Significantly Decreased and Identifying Transactions That Are Not Orderly (FSP FAS 157-4) effective April 1, 2009. For further discussion of FSP FAS 157-4, see Note 1 of the Notes to the Condensed Consolidated Financial Statements. The Company s adoption of FSP FAS 157-4 did not have a material effect on the Company s Condensed Consolidated Financial Statements.

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### THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

In accordance with SFAS 157, the Company has analyzed the third party pricing services valuation methodologies and related inputs, and has also evaluated the various types of securities in its investment portfolio to determine an appropriate SFAS 157 fair value hierarchy level based upon trading activity and the observability of market inputs. The SFAS 157 fair value hierarchy prioritizes the inputs in the valuation techniques used to measure fair value into three broad levels (Level 1 quoted prices in active markets for identical assets, Level 2 significant observable inputs, or Level 3 significant unobservable inputs). For further discussion of SFAS 157, see Note 4 of the Notes to the Consolidated Financial Statements. Based on this, each price was classified into Level 1, 2, or 3. Most prices provided by third party pricing services are classified into Level 2 because the inputs used in pricing the securities are market observable.

Due to a general lack of transparency in the process that brokers use to develop prices, most valuations that are based on brokers—prices are classified as Level 3. Some valuations may be classified as Level 2 if the price can be corroborated. Internal matrix priced securities, primarily consisting of certain private placement debt, are also classified as Level 3. The matrix pricing of certain private placement debt includes significant non-observable inputs, the internally determined credit rating of the security and an externally provided credit spread.

#### Derivative Instruments, including embedded derivatives within investments

Derivative instruments are reported in the condensed consolidated balance sheets at fair value and are reported in Other Investments and Other Liabilities. Embedded derivatives are reported with the host instruments in the condensed consolidated balance sheet. Derivative instruments are fair valued using pricing valuation models, which utilize market data inputs or independent broker quotations. Excluding embedded derivatives, as of June 30, 2009, 95% of derivatives based upon notional values were priced by valuation models, which utilize independent market data. The remaining derivatives were priced by broker quotations. The derivatives are valued using mid-market inputs that are predominantly observable in the market. Inputs used to value derivatives include, but are not limited to, interest swap rates, foreign currency forward and spot rates, credit spreads and correlations, interest and equity volatility and equity index levels. The Company performs a monthly analysis on derivative valuations which includes both quantitative and qualitative analysis. Examples of procedures performed include, but are not limited to, review of pricing statistics and trends, back testing recent trades, analyzing the impacts of changes in the market environment, and review of changes in market value for each derivative including those derivatives priced by brokers.

Derivative instruments classified as Level 1 include futures and certain option contracts which are traded on active exchange markets.

Derivative instruments classified as Level 2 primarily include interest rate, currency and certain credit default swaps. The derivative valuations are determined using pricing models with inputs that are observable in the market or can be derived principally from or corroborated by observable market data.

Derivative instruments classified as Level 3 include complex derivatives, such as equity options and swaps, interest rate derivatives which have interest rate optionality, certain credit default swaps, and long-dated interest rate swaps. Also included in Level 3 classification for derivatives are customized equity swaps that partially hedge the U.S. GMWB liabilities. These derivative instruments are valued using pricing models which utilize both observable and unobservable inputs and, to a lesser extent, broker quotations. A derivative instrument containing Level 1 or Level 2 inputs will be classified as a Level 3 financial instrument in its entirety if it has as least one significant Level 3 input. The Company utilizes derivative instruments to manage the risk associated with certain assets and liabilities.

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

#### U.S. GMWB Reinsurance Derivative

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

selection, resets and withdrawal utilization and risk margins. As a result, the U.S. GMWB reinsurance derivative is categorized as Level 3.

#### Separate Account Assets

Separate account assets are primarily invested in mutual funds but also have investments in fixed maturity and equity securities. The separate account investments are valued in the same manner, and using the same pricing sources and inputs, as the fixed maturity, equity security, and short-term investments of the Company. Open-ended mutual funds are included in Level 1. Most debt securities and short-term investments are included in Level 2. Level 3 assets include less liquid securities, such as highly structured and/or lower quality ABS and CMBS, ABS backed by sub-prime loans, and any investment priced solely by broker quotes.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

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

Fair values for GMWB and guaranteed minimum accumulation benefit ( GMAB ) contracts and the related reinsurance and customized derivatives that hedge certain equity markets exposure for GMWB contracts are calculated based upon internally developed models because active, observable markets do not exist for those items. The fair value of the Company s guaranteed benefit liabilities, classified as embedded derivatives, and the related reinsurance and customized freestanding derivatives is calculated as an aggregation of the following components: Best Estimate (formerly known as the Pre-SFAS 157 Fair Value ); Actively-Managed Volatility Adjustment; Credit Standing Adjustment; Market Illiquidity Premium; and Behavior Risk Margin. The resulting aggregation is reconciled or calibrated, if necessary, to market information that is, or may be, available to the Company, but may not be observable by other market participants, including reinsurance discussions and transactions. The Company believes the aggregation of each of these components, as necessary and as reconciled or calibrated to the market information available to the Company, results in an amount that the Company would be required to transfer, for a liability, or receive, for an asset, to or from market participants in an active liquid market, if one existed, for those market participants to assume the risks associated with the guaranteed minimum benefits and the related reinsurance and customized derivatives. The SFAS 157 fair value is likely to materially diverge from the ultimate settlement of the liability as the Company believes settlement will be based on our best estimate assumptions rather than those best estimate assumptions plus risk margins. In the absence of any transfer of the guaranteed benefit liability to a third party, the release of risk margins is likely to be reflected as realized gains in future periods net income. Each of the components described below are unobservable in the marketplace and require subjectivity by the Company in determining their value.

**Best Estimate.** This component represents the estimated amount for which a financial instrument could be exchanged in a current transaction between knowledgeable, unrelated willing parties using identifiable, measurable and significant inputs. Since a reliable estimate of market risk margins is not obtainable, the present value of expected future cash flows under a risk neutral framework, discounted at the risk free rate of interest, is used to estimate this component.

The Best Estimate is calculated based on actuarial and capital market assumptions related to projected cash flows, including benefits and related contract charges, over the lives of the contracts, incorporating expectations concerning policyholder behavior such as lapses, fund selection, resets and withdrawal utilization (for the customized derivatives, policyholder behavior is prescribed in the derivative contract). Because of the dynamic and complex nature of these cash flows, best estimate assumptions and a Monte Carlo stochastic process involving the generation of thousands of scenarios that assume risk neutral returns consistent with swap rates and a blend of observable implied index volatility levels were used. Estimating these cash flows involves numerous estimates and subjective judgments including those regarding expected markets rates of return, market volatility, correlations of market index returns to funds, fund performance, discount rates and policyholder behavior. At each valuation date, the Company assumes expected returns based on:

risk-free rates as represented by the current LIBOR forward curve rates;

forward market volatility assumptions for each underlying index based primarily on a blend of observed market implied volatility data;

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

three years of history for fund regression; and

current risk-free spot rates as represented by the current LIBOR spot curve to determine the present value of expected future cash flows produced in the stochastic projection process.

As many guaranteed benefit obligations are relatively new in the marketplace, actual policyholder behavior experience is limited. As a result, estimates of future policyholder behavior are subjective and based on analogous internal and external data. As markets change, mature and evolve and actual policyholder behavior

emerges, management continually evaluates the appropriateness of its assumptions for this component of the fair value model.

**Actively-Managed Volatility Adjustment.** This component incorporates the basis differential between the observable index implied volatilities used to calculate the Best Estimate component and the actively-managed funds underlying the variable annuity product. The Actively-Managed Volatility Adjustment is calculated using historical fund and weighted index volatilities.

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### THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

Credit Standing Adjustment. This assumption makes an adjustment that market participants would make to reflect the risk that guaranteed benefit obligations or the GMWB reinsurance recoverables will not be fulfilled (nonperformance risk). As a result of sustained volatility in the Company's credit default spreads, during the first quarter of 2009 the Company changed its estimate of the Credit Standing Adjustment to incorporate observable Company and reinsurer credit default spreads from capital markets, adjusted for market recoverability. Prior to the first quarter of 2009, the Company calculated the Credit Standing Adjustment by using default rates published by rating agencies, adjusted for market recoverability. The changes made in the first quarter of 2009 resulted in a realized gain of \$383, before-tax, for U.S. GMWB liabilities and a realized loss of \$185, before-tax, for uncollateralized reinsurance recoverable assets.

**Market Illiquidity Premium.** This component makes an adjustment that market participants would require to reflect that guaranteed benefit obligations are illiquid and have no market observable exit prices in the capital markets.

Behavior Risk Margin and Other Policyholder Behavior Assumptions. The behavior risk margin adds a margin that market participants would require for the risk that the Company s assumptions about policyholder behavior could differ from actual experience. The behavior risk margin is calculated by taking the difference between adverse policyholder behavior assumptions and best estimate assumptions. During the first half of 2009, the Company revised certain adverse assumptions in the behavior risk margin for withdrawals, lapses and annuitization behavior as emerging policyholder behavior experience suggested the prior adverse policyholder behavior assumptions were no longer representative of an appropriate margin for risk. These changes resulted in a realized gain of \$352, before-tax, in the first quarter of 2009 and a realized gain of \$118, before-tax, in the second quarter of 2009.

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

The tables below provide a fair value roll forward for the three and six months ending June 30, 2009 and 2008, for the financial instruments for which significant unobservable inputs (Level 3) are used in the fair value measurement on a recurring basis. The Company classifies the fair values of financial instruments within Level 3 if there are no observable markets for the instruments or, in the absence of active markets, the majority of the inputs used to determine fair value are based on the Company s own assumptions about market participant assumptions. However, the Company prioritizes the use of market-based inputs over entity-based assumptions in determining Level 3 fair values in accordance with SFAS 157. Therefore, the gains and losses in the tables below include changes in fair value due partly to observable and unobservable factors.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

These disclosures reflect the impacts of recurring fair value measurements on earnings or changes in net assets and assist in the broad assessment of the quality of those earnings.

Roll-forward of Financial Instruments Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs (Level 3) for the three months ended June 30, 2009

	Fair value as of March		inrealized ins ses)	Purchases, issuances,	Transfers in and/or	Fair value as of	Changes in unrealized gains (losses) included in net income related to financial instruments still held at June
	31,	income	OCI	and	(out) of Level 3	June 30,	30,
Asset (Liability) Assets	2009	[1], [2]	[3]	settlements	[4]	2009	2009 [2]
Fixed maturities, AFS							
ABS	\$ 544	\$ (7)	\$ 75	\$ (29)	\$ (81)	\$ 502	\$ (8)
CDO	2,422	(73)	246	(33)		2,562	(94)
CMBS	188	(35)	47	(4)	2	198	(26)
Corporate Government/govt. agencies	6,597	6	427	(36)	(464)	6,530	(26)
Foreign	65		4	(1)		68	
United States	8		(1)	( )	(7)		
RMBS States, municipalities and political	1,278	(51)	(34)	157	3	1,353	(85)
subdivisions	172		1	(13)	54	214	
Fixed maturities, AFS	11,274	(160)	765	41	(493)	11,427	(239)
Equity securities, AFS Derivatives [5] Variable annuity	510		74	2	(358)	228	
hedging derivatives Other freestanding	2,552	(1,201)		(216)		1,135	(1,133)
derivatives	(380)	85	(5)	21	(3)	(282)	91
	2,172	(1,116)	(5)	(195)	(3)	853	(1,042)

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Total freestanding derivatives Reinsurance recoverable for U.S. GMWB [1] Separate accounts [6]	1,058 639	(433)		7 23	11	632 673	(433) 12
Liabilities Other policyholder funds and benefits payable Guaranteed living benefits[1] Institutional notes Equity linked notes	\$ (5,930) (25) (5)	\$ 2,628 27 (1)	\$ (7)	\$ (35)	\$	\$ (3,344) 2 (6)	\$ 2,628 27 (1)
Total other policyholder funds and benefits payable  Consumer notes	(5,960)	2,654	(7)	(35)		(3,348)	2,654
	(4)					(4)	

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

[2] All amounts in these columns are reported in net realized capital gains/losses except for \$1 for the three months ended June 30, 2009, which

is reported in benefits, losses and loss adjustment expenses. All amounts are before income taxes and amortization of deferred policy acquisition costs and present value of future profits (DAC).

# [3] OCI refers to Other comprehensive income in the condensed consolidated statement of comprehensive income (loss). All amounts are before income taxes and amortization of DAC.

#### [4] Transfers in and/or (out) of Level 3 during the three months ended June 30, 2009 are attributable to a change in the availability of market observable information and re-evaluation of the observability of pricing inputs primarily for certain long-dated corporate bonds and preferred stocks.

# [5] Derivative are reported in this table on a net basis for asset/(liability) positions and reported in the condensed

consolidated balance sheet in other investments and other liabilities.

[6] The realized/unrealized gains (losses) included in net income for separate account assets are offset by an equal amount for separate account liabilities, which results in a net zero impact on net income for the Company.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

Roll-forward of Financial Instruments Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs (Level 3) for the six months ended June 30, 2009

				Tot alized/u gains (l	nrealiz	æd						ga i	Changes in unrealized ains (losses) ncluded in net income related
		ir value as of anuary	]	includ Net	ed in:		Purch issuar		Transfers in and/or	v	Fair value as of		nstruments still held at
	J.	1,	in	come			an	d	(out) of Level 3	June 30,			June 30,
Asset (Liability)		2009	[1	], [2]	OCI [	[3]			2009		2009 [2]		
<b>Assets</b> Fixed maturities, AFS													
ABS	\$	536	\$	(9)	\$	36	\$	1	\$ (62)	\$	502	\$	(8)
CDO		2,612		(95)		98		(53)	, ,		2,562		(94)
CMBS		341		(48)		28		(8)	(115)		198		(26)
Corporate		6,396		(60)	4	07		198	(411)		6,530		(26)
Government/govt. agencies													
Foreign		100				(2)		(10)	(20)		68		
United States		8				(1)		(10)	(7)		00		
RMBS		1,662		(169)		44)		101	3		1,353		(85)
States, municipalities and		,		( )		,					,		()
political subdivisions		155				(6)		(13)	78		214		
Fixed maturities, AFS		11,810		(381)	3	16		216	(534)		11,427		(239)
Equity securities, AFS Derivatives [5]		541		(1)		(1)		(2)	(309)		228		
Variable annuity hedging derivatives		2,774	(	(1,093)				(546)			1,135		(1,042)
Other freestanding derivatives		(281)		(5)	(	10)		20	(6)		(282)		9
Total freestanding derivatives		2,493	(	(1,098)	(	10)		(526)	(6)		853		(1,033)
Reinsurance recoverable for U.S. GMWB [1]		1,302		(685)				15			632		(685)
Separate account assets [6]		786		(122)				110	(101)		673		(73)

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#### Liabilities

Other policyholder funds							
and benefits payable[1]							
Guaranteed Living							
Benefits	\$ (6,620)	\$ 3,349	\$	(3) \$	(70) \$	\$ (3,344) \$	3,349
Institutional notes	(41)	43				2	43
Equity linked notes	(8)	2				(6)	2
Total other policyholder							
funds and benefits							
payable[1]	(6,669)	3,394	(	(3)	(70)	(3,348)	3,394
Other derivative							
liabilities [7]	(163)	70			93		
Consumer notes	(5)	1				(4)	1

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

[2] All amounts in these columns are reported in net realized capital gains/losses except for \$2 for the six months ended June 30, 2009, which is reported in benefits, losses and loss adjustment expenses. All amounts are before income taxes and amortization of

#### DAC.

- [3] OCI refers to Other comprehensive income in the condensed consolidated statement of comprehensive loss. All amounts are before income taxes and amortization of DAC.
- [4] Transfers in and/or (out) of Level 3 during the six months ended June 30, 2009 are attributable to a change in the availability of market observable information and re-evaluation of the observability of pricing inputs for individual securities within the respective categories.
- [5] Derivative are reported in this table on a net basis for asset/(liability) positions and reported in the condensed consolidated balance sheet in other investments and other liabilities.
- [6] The realized/unrealized gains (losses) included in net income for separate account assets are offset by an equal amount for

separate account liabilities, which results in a net zero impact on net income for the Company.

[7] On March 26, 2009, certain of the Allianz warrants were reclassified to equity, at their current fair value, as shareholder approval of the conversion of these warrants to common shares was received. See Note 13 for further discussion.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

Roll-forward of Financial Instruments Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs (Level 3) for the three months ended June 30, 2008

		Fair value as of		Net i				rchases,		ansfers and/or		Fair value as of	alue instrum		
	ľ	March 31,	in	come		OCI		and		ut) of evel 3	J	une 30,		June 30,	
Asset (Liability) Assets		2008	[1	], [2]		[3]	sett	lements	L	[4]		2008		2008 [2]	
Fixed maturities, AFS Equity securities, AFS Derivatives [5] Variable Annuity	\$	16,447 1,285	\$	(74) 4	\$	(286) (10)	\$	305 236	\$	120 (148)	\$	16,512 1,367	\$	(75) (4)	
Hedging Derivatives Other freestanding		998		(208)				3				793		(195)	
derivatives		(334)		(74)		(1)		11		(6)		(404)		(43)	
Total freestanding derivatives Reinsurance recoverable for U.S.		664		(282)		(1)		14		(6)		389		(238)	
GMWB [1] Separate accounts [6]		291 580		(46) 23				5 (58)		120		250 665		(46) 18	
Liabilities Other policyholder funds and benefits payable Guaranteed Living Benefits[1]	\$	(1,993)	\$	322	\$		\$	(32)	\$		\$	(1,703)	\$	322	
Institutional notes Equity linked notes	Ф	(50) (15)	Ф	29	Ф		Ф	(32)	Ф		Ф	(1,703) (21) (15)	Ф	29	
Total other policyholder funds and		(2,058)		351				(32)				(1,739)		351	

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benefits payable

Consumer notes (4) 1 (3)

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

[2] All amounts in these columns are reported in net realized capital gains/losses except for (\$1) for the three months ended June 30, 2008, which is reported in benefits, losses and loss adjustment expenses. All amounts are before income taxes and amortization of DAC.

[3] OCI refers to Other comprehensive income in the consolidated statement of comprehensive loss. All amounts are before income taxes and amortization of DAC.

#### [4] Transfers in and/or (out) of Level 3 during the three months ended June 30, 2008 are attributable to a change in the availability of market observable information and re-evaluation of the observability of pricing inputs for individual securities within the respective categories.

# [5] Derivative instruments, are reported in this table on a net basis for asset/(liability) positions and reported in the condensed consolidated balance sheet in other investments and other liabilities.

# [6] The realized/unrealized gains (losses) included in net income for separate account assets are offset by an equal amount for separate account liabilities, which results in a net zero impact on net income for the Company.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

Roll-forward of Financial Instruments Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs (Level 3) for the six months ended June 30, 2008

	Fair value as of anuary 1,	Total  Realized/unrealized gains (losses)  included in: Net income			issı	chases, nances,	in (d	ansfers and/or out) of evel 3	Fair value as of une 30,	Changes in unrealized gains (losses) included in net income related to financial instruments still held at		
Asset (Liability)	2008	[1]	, [2]	OC	I [3]	sett	lements	1.	[4]	2008	,	2008 [2]
Assets Fixed maturities, AFS Equity securities, AFS Derivatives [5] Variable Annuity Hedging Derivatives Other freestanding derivatives	\$ 17,996 1,339 673 (419)		(177) (1) 63 (266)		,396) (129)	\$	1,278 327 57 178	\$	(1,189) (169)	\$ 16,512 1,367 793 (404)	\$	(75) (4) 64 (160)
Total freestanding derivatives Reinsurance recoverable for U.S. GMWB [1] [6] Separate accounts [7]	254 238 701		(203) 2 (56)		2		235 10 20		101	389 250 665		(96) 2 (54)
Liabilities Other policyholder funds and benefits payable Guaranteed Living Benefits[1] Institutional notes Equity linked notes  Total other policyholder funds and	\$ (1,472) (24) (21) (1,517)		(175) 3 6 (166)	\$		\$	(56) (56)	\$		\$ (1,703) (21) (15) (1,739)	\$	(175) 3 6 (166)

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benefits payable Consumer notes

(5) 2

(3)

2

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

[2] All amounts in these columns are reported in net realized capital gains/losses except for \$1 for the six months ended June 30, 2008, which is reported in benefits, losses and loss adjustment expenses. All amounts are before income taxes and amortization of DAC.

[3] OCI refers to Other comprehensive income in the consolidated statement of comprehensive loss.
All amounts are before income taxes and amortization of DAC.

#### [4] Transfers in and/or (out) of Level 3 during the six months ended June 30, 2008 are attributable to a change in the availability of market observable information and re-evaluation of the observability of pricing inputs for individual securities within the respective categories.

# [5] Derivative instruments, are reported in this table on a net basis for asset/(liability) positions and reported in the condensed consolidated balance sheet in other investments and other liabilities.

[6] The January 1, 2008 fair value of \$238 includes the pre-SFAS 157 fair value of \$128 and transitional adjustment of \$110.

[7] The
realized/unrealized
gains
(losses) included in
net income for
separate account
assets are offset by
an equal amount for
separate account
liabilities, which
results in a net zero
impact on net income

for the Company.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 4. Fair Value Measurements (continued)

#### Financial Instruments Not Carried at Fair Value

The following include disclosures for other financial instruments not carried at fair value and not included in above SFAS 157 discussion.

The carrying amounts and fair values of The Hartford s financial instruments not carried at fair value, as of June 30, 2009 and December 31, 2008 were as follows:

	June 30, 2009					December 31, 2008					
		arrying mount		Fair Value		Carrying Amount		Fair Value			
Assets											
Policy loans	\$	2,204	\$	2,409	\$	2,208	\$	2,435			
Mortgage loans on real estate		6,522		5,231		6,469		5,654			
Liabilities											
Other policyholder funds and benefits payable [1]	\$	14,466	\$	14,437	\$	14,839	\$	14,576			
Commercial paper [2]						374		374			
Long-term debt [3]		5,765		5,088		5,755		4,539			
Consumer notes [4]		1,195		1,235		1,205		1,188			

#### [1] Excludes

guarantees on

variable

annuities, group

accident and

health and

universal life

insurance

contracts,

including

corporate

owned life

insurance.

#### [2] Included in

short-term debt

in the

consolidated

balance sheets.

As of June 30,

2009, The

Hartford has no

commercial

paper

outstanding.

#### [3] Excludes capital lease obligations of \$67 and \$68 as of June 30, 2009 and December 31, 2008. respectively, and includes current maturities of long-term debt of \$275 and \$0 as of June 30, 2009 and December 31, 2008, respectively.

[4] Excludes
amounts carried
at fair value and
included in
SFAS 157
disclosures

above.

Included in other liabilities in the condensed consolidated balance sheet are carrying amounts of \$389 and \$149 for deposits and Federal Home Bank advances, respectively, related to Federal Trust Corporation. These carrying amounts approximate fair value.

The Company has not made any changes in its valuation methodologies for the following assets and liabilities since December 31, 2008.

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

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

Other policyholder funds and benefits payable, not carried at fair value and not included in above SFAS 157 fair value information, is determined by estimating future cash flows, discounted at the current market rate.

Carrying amounts approximate fair value for commercial paper. As of June 30, 2009, the Company has no

Carrying amounts approximate fair value for commercial paper. As of June 30, 2009, the Company has no outstanding commercial paper.

Fair value for long-term debt is based primarily on market quotations from independent third party pricing services.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5. Investments and Derivative Instruments**

#### **Available-for-Sale Securities**

The following table presents the Company s AFS securities by type on a consolidated basis.

		$\mathbf{J}_1$	une 30, 2009	)	<b>December 31, 2008</b>							
	Cost or	Gross	Gross		Non-	Cost or	Gross	Gross				
	Amortized	Unrealized	Unrealized	Fair		Amortized	Unrealized	lUnrealized	Fair			
					OTTI							
	Cost	Gains	Losses	Value	[1]	Cost	Gains	Losses	Value			
AFS securities												
ABS	\$ 3,272	\$ 13	\$ (835)	\$ 2,450	\$ (66)	\$ 3,431	\$ 6	\$ (971)	\$ 2,466			
CDOs	4,547	3	(1,987)	2,563	(141)	4,655	2	(2,045)	2,612			
CMBS	12,361	51	(4,122)	8,290	(119)	12,973	43	(4,703)	8,313			
Corporate	33,454	707	(3,326)	30,835	(28)	31,059	623	(4,501)	27,181			
Govt./govt.												
agencies												
Foreign	1,014	41	(24)	1,031		2,786	100	(65)	2,821			
United States	4,471	23	(254)	4,240		5,883	112	(39)	5,956			
RMBS	5,738	92	(1,324)	4,506	(154)	6,045	96	(1,033)	5,108			
States, municipalities and political												
subdivisions	11,339	210	(596)	10,953	(3)	11,406	202	(953)	10,655			
Fixed maturities	•	1,140	(12,468)	64,868	(511)		1,184	(14,310)	65,112			
Equity securities	1,518	233	(443)	1,308	(011)	1,554	203	(299)	1,458			
Equity securities	1,510	233	(113)	1,500		1,551	203	(2)))	1,150			
Total AFS securities	\$ 77,714	\$ 1,373	<b>\$</b> (12,911)	\$ 66,176	\$ (511)	\$ 79,792	\$ 1,387	<b>\$</b> (14,609)	\$ 66,570			

[1] Represents the amount of cumulative non-credit other-than-temporary impairment ( OTTI ) losses transferred to other comprehensive loss in accordance with FSP FAS 115-2 for securities that also had a credit impairment, of which \$248 was added for the three months ended June 30, 2009. These losses are

included in gross unrealized losses as of June 30, 2009.

The Company participates in securities lending programs to generate additional income. Through these programs, certain domestic fixed income securities are loaned from the Company's portfolio to qualifying third party borrowers in return for collateral in the form of cash or U.S. government securities. As of June 30, 2009 and December 31, 2008, under terms of securities lending programs, the fair value of loaned securities was approximately \$695 and \$2.9 billion, respectively, which was included in fixed maturities in the Condensed Consolidated Balance Sheet. As of June 30, 2009 and December 31, 2008, the Company held collateral associated with the loaned securities in the amount of \$707 and \$3.0 billion, respectively.

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

	June 30, 2009									
	Amortized									
Maturity One year or less Over one year through five years Over five years through ten years Over ten years Subtotal ABS, CDOs and RMBS [1]	Cost	Fair Value								
One year or less	\$ 1,992	\$ 2,041								
Over one year through five years	12,061	11,980								
Over five years through ten years	13,975	12,997								
Over ten years	36,320	28,694								
Subtotal	64,348	55,712								
ABS, CDOs and RMBS [1]	11,848	9,156								
Total	\$ 76,196	\$ 64,868								

[1] Excludes CRE CDOs.

Estimated maturities may differ from contractual maturities due to security call or prepayment provisions. Due to the potential for prepayment on certain mortgage- and asset-backed securities, ABS, CDOs and RMBS are not categorized by contractual maturity. CMBS and CRE CDOs are categorized by contractual maturity because they generally are not subject to prepayment risk as these securities are generally structured to include forms of call protections such as yield maintenance charges, prepayment penalties or lockouts and defeasance.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

#### **Net Realized Capital Gains (Losses)**

The following table presents the Company s net realized capital gains and losses.

	7	Three Mon June		Ended	Six Months Ended June 30,					
(Before-tax)	,	2009	,	2008	2009		ŕ	2008		
Gross gains on sale	\$	157	\$	73	\$	365	\$	168		
Gross losses on sale		(189)		(59)		(909)		(270)		
Net other-than-temporary impairment losses										
recognized in earnings		(314)		(164)		(538)		(468)		
Japanese fixed annuity contract hedges, net [1]		(6)		(9)		35		(23)		
Periodic net coupon settlements on credit										
derivatives/Japan		(13)		(10)		(32)		(15)		
SFAS 157 transition impact								(650)		
Results of variable annuity hedge program										
GMWB derivatives, net [2]		671		(13)		1,260		(123)		
Macro hedge program		(568)		(4)		(364)		5		
Total results of variable annuity hedge program		103		(17)		896		(118)		
Other, net [3]		(419)		(96)		(414)		(277)		
Net realized capital gains (losses)	\$	(681)	\$	(282)	\$	(597)	\$	(1,653)		

Japanese fixed annuity product (product and related derivative

[1] Relates to the

aerivative

hedging instruments

excluding

periodic net

coupon

settlements).

[2] The net gain on

GMWB

derivatives for

the three and six

months ended

June 30, 2009

was primarily

due to a decline

in equity

volatility levels, an increase in interest rates and liability model assumption updates for withdrawals, lapses, and credit standing.

#### [3] Primarily

consists of changes in fair value on

non-qualifying

derivatives,

hedge

ineffectiveness

on qualifying

derivative

instruments,

foreign currency

gains and

losses, valuation

allowances, a

loss of

approximately

\$300 related to

a contingent

obligation

associated with

the Allianz

transaction, and

other investment

gains and

losses.

Net realized capital gains and losses from investment sales, after deducting the life and pension policyholders share for certain products, are reported as a component of revenues and are determined on a specific identification basis. Net realized capital losses reported for the three and six months ended June 30, 2009 related to AFS other-than-temporary impairments and net losses on sales were \$346 and \$1.1 billion, respectively, and were previously reported as unrealized losses in AOCI. Proceeds from sales of AFS securities totaled \$8.4 billion and \$28.1 billion, respectively, for the three and six months ended June 30, 2009, and \$3.6 billion and \$8.7 billion, respectively, for the three and six months ended June 30, 2008.

#### **Other-Than-Temporary Impairment Losses**

The following table presents the Company s credit other-than-temporary impairments (credit impairments) on debt securities held as of June 30, 2009.

**Credit OTTI** 

(1,320)

Balance as of March 31, 2009

Additions for credit impairments recognized on [1]:

Securities not previously impaired	(212)
Securities previously impaired	(49)
Reductions for credit impairments previously recognized on:	
Securities that matured or were sold during the period	
Securities that the Company intends to sell or more likely than not will be required to sell before	
recovery	3
Securities due to an increase in expected cash flows	
Balance as of June 30, 2009	\$ (1,578)

[1] Total additions of \$261 are included in the net other-than-temporary impairment losses recognized in earnings of \$314 in the Condensed Consolidated Statements of Operations. Also included in the \$314 are impairments of \$8 representing securities the Company intends to sell and \$45 representing equity securities.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

#### **Security Unrealized Loss Aging**

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

	June 30, 2009									
	<b>Less Than 12 Months</b>			12 Months or More				Total		
	Amor	tized	Fair	Unrealize	<b>A</b> mortized	l Fair	Unrealized	<b>A</b> mortized	l Fair	Unrealized
	Co	ost	Value	Losses	Cost	Value	Losses	Cost	Value	Losses
<b>AFS</b> securities										
ABS	\$	440	\$ 328	\$ (112)	\$ 2,372	\$ 1,649	\$ (723)	\$ 2,812	\$ 1,977	\$ (835)
CDOs	2,	,022	1,506	(516)	2,516	1,045	(1,471)	4,538	2,551	(1,987)
CMBS	3,	,394	2,430	(964)	8,014	4,856	(3,158)	11,408	7,286	(4,122)
Corporate	7.	,859	6,621	(1,238)	11,712	9,624	(2,088)	19,571	16,245	(3,326)
Government/government	nt									
agencies										
Foreign		150	136	(14)	117	107	(10)	267	243	(24)
United States	3,	,034	2,780	(254)				3,034	2,780	(254)
RMBS		841	707	(134)	2,410	1,220	(1,190)	3,251	1,927	(1,324)
States, municipalities										
and political										
subdivisions	1,	,797	1,708	(89)	5,020	4,513	(507)	6,817	6,221	(596)
Fixed maturities	19.	,537	16,216	(3,321)	32,161	23,014	,	51,698	39,230	(12,468)
Equity securities		892	577	(315)	364	236	(128)	1,256	813	(443)
Total securities in an unrealized loss	\$ 20.	,429	\$ 16,793	\$ (3,636)	\$ 32,525	\$ 23,250	\$ (9,275)	\$ 52,954	\$ 40,043	<b>\$ (12,911)</b>

	December 31, 2008								
	Less T	<b>Ionths</b>	12 Mo	onths or	More	Total			
	Amortized	Fair	Unrealized	Mortized	Fair	Unrealized	Mortized	<b>Fair</b>	Unrealized
	Cost	Value	Losses	Cost	Value	Losses	Cost	Value	Losses
<b>AFS</b> securities									
ABS	\$ 1,190	\$ 958	\$ (232)	\$ 2,092	\$ 1,353	\$ (739)	\$ 3,282	\$ 2,311	\$ (971)
CDOs	688	440	(248)	3,941	2,144	(1,797)	4,629	2,584	(2,045)
CMBS	5,704	4,250	(1,454)	6,647	3,398	(3,249)	12,351	7,648	(4,703)
Corporate	16,604	14,145	(2,459)	7,028	4,986	(2,042)	23,632	19,131	(4,501)
Government/government	nt								
agencies									
Foreign	1,263	1,211	(52)	43	30	(13)	1,306	1,241	(65)
United States	4,120	4,083	(37)	66	64	(2)	4,186	4,147	(39)
RMBS	731	546	(185)	2,607	1,759	(848)	3,338	2,305	(1,033)
States, municipalities									
and political									
subdivisions	5,153	4,640	(513)	2,578	2,138	(440)	7,731	6,778	(953)

Fixed maturities	35,453	30,273	(5,180)	25,002	15,872	(9,130)	60,455	46,145	(14,310)
Equity securities	1,017	796	(221)	277	199	(78)	1,294	995	(299)

Total securities in an

unrealized loss \$36,470 \$31,069 \$(5,401) \$25,279 \$16,071 \$(9,208) \$61,749 \$47,140 \$(14,609)

As of June 30, 2009, AFS securities in an unrealized loss position, comprised of approximately 5,446 securities, primarily related to CMBS, corporate securities, most significantly within the financial services sector, CDOs and RMBS which have experienced significant price deterioration. The Company does not intend to sell nor does it expect to be required to sell the securities outlined above. In addition, the Company asserts its intent and ability to retain the above equity securities until price recovery. Furthermore, based upon the Company s cash flow modeling and the expected continuation of contractually required principal and interest payments, the Company has deemed these securities to be temporarily impaired as of June 30, 2009.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

#### **Mortgage Loans**

The following table presents the Company s mortgage loans on real estate by type on a consolidated basis.

		June 30, 2009					<b>December 31, 2008</b>							
	Amortized Cost [1]		Valuation Allowance		Carrying Value		Amortized Cost [1]		Valuation Allowance		Carrying Value			
Agricultural	\$	629	\$		\$	629	\$	646	\$	11	\$	635		
Commercial		5,832		163		5,669		5,849		15		5,834		
Residential [2]		224				224								
Total	\$	6,685	\$	163	\$	6,522	\$	6,495	\$	26	\$	6,469		

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

[2] Relates to

residential

mortgage loans

acquired

through the

purchase of

Federal Trust

Corporation.

For further

information on

the acquisition,

see Note 16 of

the Notes to the

Condensed

Consolidated

**Financial** 

Statements.

The Company has a monitoring process that is overseen by a committee of investment and accounting professionals that identifies mortgage loans for impairment. For those mortgage loans that, based upon current information and events, it is probable that the Company will not be able to collect all amounts due according to the contractual terms of the loan agreement, an impairment is recognized and a valuation allowance is established with an offsetting charge to net realized capital losses.

The following table presents the activity within the Company s valuation allowance for mortgage loans for the six months ended June 30, 2009.

	ation vance
Balance at December 31, 2008	\$ 26
Additions	153
Deductions	(16)
Balance at June 30, 2009	\$ 163

The following tables present the Company s commercial mortgage loans, including agricultural loans, by region and property type on a consolidated basis.

### **Commercial Mortgage Loans on Real Estate by Region**

		June 30	), 2009	<b>December 31, 2008</b>				
	Car	Carrying			rrying	Percent of		
	$\mathbf{V}_{i}$	Value		1	alue	Total		
East North Central	\$	158	2.5%	\$	162	2.5%	,	
East South Central								
Middle Atlantic		764	12.1%		717	11.1%		
Mountain		187	3.0%		223	3.4%	,	
New England		469	7.4%		487	7.5%	,	
Pacific		1,516	24.1%		1,495	23.1%	,	
South Atlantic		1,162	18.4%		1,102	17.0%	,	
West North Central		63	1.0%		64	1.0%	,	
West South Central		332	5.3%		333	5.2%	,	
Other [1]		1,647	26.2%		1,886	29.2%		
Total	\$	6,298	100.0%	\$	6,469	100.0%	,	

[1] Includes multi-regional properties.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5. Investments and Derivative Instruments (continued)**

**Commercial Mortgage Loans on Real Estate by Property Type** 

	June 3	0, 2009	Decembe	er 31, 2008
	Carrying	Percent of	Carrying	Percent of
	Value	Total	Value	Total
Agricultural	\$ 629	10.0%	\$ 635	9.8%
Industrial	1,109	17.6%	1,118	17.3%
Lodging	480	7.6%	483	7.5%
Multifamily	996	15.8%	1,131	17.5%
Office	1,872	29.7%	1,885	29.1%
Retail	824	13.1%	884	13.7%
Other	388	6.2%	333	5.1%
Total	\$ 6,298	100.0%	\$ 6,469	100.0%

#### **Variable Interest Entities**

The Company is involved with VIEs primarily as a collateral manager and as an investor through normal investment activities. The Company s involvement includes providing investment management and administrative services for a fee and holding ownership or other interests as an investor. The Company also has involvement with VIEs as a means of accessing capital.

The following table presents the carrying value of assets and liabilities and the maximum exposure to loss relating to VIEs for which the Company has concluded that it is the primary beneficiary and therefore are consolidated in the Company s consolidated financial statements.

	June 30, 2009						<b>December 31, 2008</b>							
			Maximum								Max	ximum		
	T	Total						Exposure		Total		otal	Exposure	
				oilities	to	Loss				oilities		_		
	A	ssets		[1]		[2]	A	ssets		[1]	to	Loss		
CLOs	\$	251	\$	37	\$	230	\$	339	\$	69	\$	257		
Limited partnerships		35		2		33		151		43		108		
Other investments		163		19		147		249		59		221		
Total	\$	449	\$	58	\$	410	\$	739	\$	171	\$	586		

[1] Creditors have no recourse against the Company in the event of default by the VIE. Includes noncontrolling interest in limited

partnerships and other investments of \$12 and \$82 as of June 30, 2009 and December 31, 2008. respectively, that is reported as a separate component of equity in the Company s Condensed Consolidated Balance Sheet pursuant to

[2] The Company s maximum exposure to loss represents the maximum loss amount that the Company could recognize as a reduction in net investment income or as a realized capital loss and is the consolidated assets at cost net of liabilities. The Company has no implied or unfunded commitments to

these VIEs.

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During the six months ended June 30, 2009, the Company liquidated or partially liquidated two investments for which the Company had been the primary beneficiary. As a result of the liquidations, the Company is no longer deemed to be the primary beneficiary and accordingly, these VIEs were deconsolidated.

The following table presents the carrying value of assets and liabilities and the maximum exposure to loss relating to VIEs for which the Company has a significant involvement with but has concluded that it is not the primary beneficiary and therefore are not consolidated. Each of these investments has been held by the Company for over two years.

June 30, 2009 December 31, 2008
Maximum Maximum

	As	ssets	ilities	-	oosure Loss	A	ssets	Liab	oilities	Exposure to Loss		
CLOs [1]	\$	279	\$		\$	311	\$	308	\$		\$	349
CDOs [1]		2				31		3				15
Other [2]		38		38		5		42		40		5
Total [3]	\$	319	\$	38	\$	347	\$	353	\$	40	\$	369

- [1] Maximum
  exposure to loss
  represents the
  Company s
  investment in
  securities issued
  by CLOs/CDOs
  at cost.
- [2] Maximum exposure to loss represents issuance costs that were incurred to establish the contingent capital facility. For further information on the contingent capital facility, see the Variable Interest Entities section of Note 5 in The Hartford s 2008 Form 10-K Annual Report.
- [3] The Company has no implied or unfunded commitments to these VIEs.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

#### **Derivative instruments**

The Company utilizes a variety of over-the-counter and exchange traded derivative instruments, including swaps, caps, floors, forwards, futures and options, through one of four Company-approved objectives: to manage risk associated with interest rate, equity market, credit spread and issuer default, price, or currency exchange rate risk or volatility; to manage liquidity; to control transaction costs; or to enter into replication transactions. The Company also purchases and issues financial instruments and products that either are accounted for as free-standing derivatives, such as certain reinsurance contracts, or may contain features that are deemed to be embedded derivative instruments, such as the GMWB rider included with certain variable annuity products.

Derivative instruments are recorded in the Condensed Consolidated Balance Sheets at fair value. Pursuant to FIN No. 39, Offsetting of Amounts Related to Certain Contracts and FIN No. 39-1 Amendment of FASB Interpretation No. 39, the Company offsets the fair value amounts, income accruals, and cash collateral held, related to derivative instruments executed in a legal entity and with the same counterparty under a master netting agreement. The following table summarizes the fair value of derivative instruments, excluding income accruals and cash collateral held, as they are presented in the Condensed Consolidated Balance Sheets:

	<b>Net Derivatives</b>				Asset De	rivat	tives	I	eriv	erivatives		
	Jun. 30, 2009		Dec. 31, 2008		Jun. 30, 2009		Dec. 31, 2008		Jun. 30, 2009		Dec. 31, 2008	
Fixed maturities,												
available-for-sale	\$	(9)	\$	(3)	\$		\$		\$	(9)	\$	(3)
Other investments		946		1,576		1,248		2,172		(302)		(596)
Reinsurance recoverables		632		1,302		632		1,302				
Other policyholder funds and												
benefits payable		(3,350)		(6,628)		2				(3,352)		(6,628)
Consumer notes		(4)		(5)						(4)		(5)
Other liabilities [1]		(188)		1,862		1,490		3,460		(1,678)		(1,598)
Total	\$	(1,973)	\$	(1,896)	\$	3,372	\$	6,934	\$	(5,345)	\$	(8,830)

[1] Included in
Other liabilities
in the
Condensed
Consolidated
Balance Sheet is
a liability value
of \$(660) and
\$(2,531) related
to derivative
collateral as of
June 30, 2009
and December
31, 2008,
respectively.

The Company will designate each derivative instrument in accordance with SFAS 133 as either a cash flow hedging instrument ( cash flow hedge ), a fair value hedging instrument ( fair value hedge ), or not qualified as a hedging instrument ( non-qualifying strategies ). See the related sections that follow for descriptions of the accounting treatment for each type of designation.

The purpose of the table presented below is to summarize the balance sheet classification of the Company s derivative fair value amounts, categorized by the accounting designation, type of derivative instrument, and risk that they are hedging as is noted in the strategy descriptions. This table presents on a strategy level basis the balance sheet location of net fair value amounts of derivative instruments, as well as the gross asset and liability amounts. Derivatives in the Company s separate accounts are not included because the associated gains and losses accrue directly to policyholders. The Company s derivative instruments are held for risk management purposes, unless otherwise noted in the tables below. The notional amount of derivative contracts represents the basis upon which pay or receive amounts are calculated and is presented in the table to quantify the volume of the Company s derivative activity. Notional amounts are not necessarily reflective of credit risk. Below the table, the primary changes of notional amount and fair value are discussed in detail. The most significant change in notional amount since December 31, 2008, is related to derivatives associated with the macro hedge program, which reflects the Company s increased focus on the protection of statutory surplus. The most significant contributors to the decrease in fair value are interest rate derivatives due to an increase in interest rates, Japan fixed annuity and 3Win hedging instruments due to strengthening of the U.S. dollar against the Japanese Yen, and credit derivatives that economically hedge fixed maturity securities due to credit spreads tightening. These declines were partially offset by an increase in fair value of GMWB derivatives primarily due to market-based valuation changes as well as policyholder behavior and liability model assumption updates.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

		Net Deriv		Fair Value		Asset Derivatives Fair Value Jun. Dec.		lity tives alue Dec.
Accounting Designation/Type/Hedging Strategy Cash flow hedges Interest rate swaps Interest rate swaps are primarily used to convert interest receipts on floating-rate fixed maturity securities or interest payments on floating-rate guaranteed investment contracts to fixed rates. These derivatives are predominantly used to better match cash receipts from assets with cash disbursements required to fund liabilities. The Company also enters into forward starting swap agreements to hedge the interest rate exposure related to the purchase of fixed-rate securities or the anticipated future cash flows of floating-rate fixed maturity securities due to changes in the benchmark interest rate, London-Interbank Offered Rate (LIBOR). These derivatives are primarily structured to hedge interest rate risk inherent in the assumptions used to price certain liabilities.	2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008
Balance sheet location Other investments Balance sheet location Other liabilities	\$ 2,658 7,442	\$ 4,760 4,270	\$ 141 (7)	\$ 429 211	\$ 157 148	\$ 429 214	\$ (16) S (155)	\$ (3)
Total interest rate swaps	10,100	9,030	134	640	305	643	(171)	(3)
Foreign currency swaps Foreign currency swaps are used to convert foreign denominated cash flows related to certain investment receipts and liabilities payments to U.S. dollars in order to minimize cash flow fluctuations due to changes in currency rates.  Balance sheet location Other investments Balance sheet location Other liabilities	373 494	570 640	6 (39)	50 (57)	39 21	99 55	(33) (60)	(49) (112)
Total foreign currency swaps	867	1,210	(33)	(7)	60	154	(93)	(161)
Total cash flow hedges	10,967	10,240	101	633	365	797	(264)	(164)

#### Fair value hedges

Interest rate swaps Interest rate swaps are used to hedge the changes in fair value of certain fixed rate liabilities and fixed maturity securities due to changes in the benchmark interest rate, LIBOR.	1							
Balance sheet location Other investments	117	1,043	(5)	(45)	1	16	(6)	(61)
Balance sheet location Other liabilities	1,669	1,095	(42)	(41)	13	25	(55)	(66)
Total interest rate swaps  Foreign currency swaps  Foreign currency swaps are used to hedge the changes in fair value of certain foreign denominated fixed rate liabilities due to changes in foreign currency rates.	1,786	2,138	(47)	(86)	14	41	(61)	(127)
Balance sheet location Other investments	164	164	32	36	32	36		
Balance sheet location Other liabilities	532	532	(42)	(93)	10	11	(52)	(104)
Total foreign currency swaps	696	696	(10)	(57)	42	47	(52)	(104)
Total fair value hedges	2,482	2,834	(57)	(143)	56	88	(113)	(231)
Total cash flow hedges and fair value hedges	\$ 13,449	\$ 13,074	\$ 44	\$ 490	\$ 421	\$ 885	\$ (377)	\$ (395)

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued) 5. Investments and Derivative Instruments (continued)

	Noti		Asset Derivatives			bility vatives		
		ount Dec. 31,	Fair V Jun. 30,	Value Dec. 31,	Fair Jun.	Value Dec. 31,	Fair Jun. 30,	Value Dec. 31,
Accounting Designation/Type/Hedging Strategy Non-qualifying strategies	2009	2008	2009	2008	2009	2008	2009	2008
Interest rate swaps, caps, floors, and futures								
The Company uses interest rate swaps, caps,								
floors, and futures to manage duration risk between								
assets and liabilities in certain portfolios. In								
addition, the Company enters into interest rate								
swaps to terminate existing swaps, thereby								
offsetting the changes in value of the original								
swap. As of June 30, 2009 and December 31, 2008, the notional amount of interest rate swaps in								
offsetting relationships was \$7.0 billion and								
\$6.8 billion, respectively.								
Balance sheet location Other investments	\$2,315	\$ 3,139	\$ 21	\$ 112	\$116	\$ 329	\$ (95)	\$ (217)
Balance sheet location Other liabilities	5,970	5,017	(108)	(209)	233	602	(341)	(811)
Total interest rate swaps, caps, floors, and forwards	8,285	8,156	(87)	(97)	349	931	(436)	(1,028)
Foreign currency swaps and forwards	,	,	. ,	. ,				, , ,
The Company enters into foreign currency swaps								
and forwards to hedge the foreign currency								
exposures in certain of its foreign denominated								
fixed maturity investments.								
Balance sheet location Fixed maturities, available-for-sale	185	185						
Balance sheet location Other investments	510	256		11	4	13	(4)	(2)
Balance sheet location Other liabilities	986	672	(6)	10	5	19	(11)	(9)
Total foreign augrency awars and famyords	1 601	1 112	(6)	21	0	32	(15)	(11)
Total foreign currency swaps and forwards  Credit derivatives that purchase credit protection	1,681	1,113	(6)	21	9	32	(15)	(11)
Credit default swaps are used to purchase credit								
protection on an individual entity or referenced								
index to economically hedge against default risk								
and credit-related changes in value on fixed								
maturity securities. These contracts require the								
Company to pay a periodic fee in exchange for								
compensation from the counterparty should a								
credit event occur, as defined in the contract, on the part of the referenced security issuers.								
Balance sheet location Other investments	1,469	2,528	21	248	44	267	(23)	(19)
Datance sheet recution — Other investments	1,707	2,320	21	2-10	7-7	207	(23)	(1))

Balance sheet location Other liabilities	2,801	1,140	(12)	92	71	94	(83)	(2)
Total credit derivatives that purchase credit protection  Credit derivatives that assume credit risk [1]	4,270	3,668	9	340	115	361	(106)	(21)
Credit default swaps are used to assume credit risk								
related to an individual entity, referenced index, or asset pool, as a part of replication transactions.								
Replication transactions are used as an economical								
means to synthetically replicate the characteristics and performance of assets that would otherwise be								
permissible investments under the Company s								
investment policies. These contracts entitle the Company to receive a periodic fee in exchange for								
an obligation to compensate the derivative								
counterparty should a credit event occur, as defined in the contract on the part of the referenced								
in the contract, on the part of the referenced security issuers. The Company is also exposed to								
credit risk due to embedded derivatives associated								
with credit linked notes.  Balance sheet location Fixed maturities,								
available-for-sale	87	117	(9)	(3)			(9)	(3)
Balance sheet location Other investments	230	625	(45)	(155)			(45)	(155)
Balance sheet location Other liabilities	845	457	(271)	(245)			(271)	(245)
Total credit derivatives that assume credit risk	1,162	1,199	(325)	(403)			(325)	(403)

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### THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

		Net Deri	vatives			sset vatives	Liability Derivativ	
Accounting Designation/Type/Hedging Strategy		ount Dec. 31, 2008	Fair V Jun. 30, 2009	Value Dec. 31, 2008	Fair Jun. 30, 2009	Value Dec. 31, 2008	Fair Valu Jun. Do 30, 3 2009 20	ec. 1,
Credit derivatives in offsetting positions The Company enters into credit default swaps to terminate existing credit default swaps, thereby offsetting the changes in value of the original swap going forward.				2000				
Balance sheet location Other investments Balance sheet location Other liabilities	\$ 1,859 1,899	\$ 1,663 963	\$ 41 (65)	\$ 47 (58)	\$ 109 145	\$ 111 14		(64) (72)
Total credit derivatives in offsetting positions <i>Contingent Capital Facility Put Option</i> The Company entered into a put option agreement that provides the Company the right to require a third party trust to purchase, at any time, The Hartford s junior subordinated notes in a maximum aggregate principal amount of \$500. Under the put option agreement, The Hartford will pay premiums on a periodic basis and will reimburse the trust for certain fees and ordinary expenses.		2,626	(24)	(11)		125	(278) (	136)
Balance sheet location Other investments	500	500	38	42	38	42		
Total contingent capital facility  Japanese fixed annuity hedging instruments  The Company enters into currency rate swaps and forwards to mitigate the foreign currency exchange rate and Yen interest rate exposures associated with the Yen denominated individual fixed annuity product.	500	500	38	42	38	42		
Balance sheet location Other investments Balance sheet location Other liabilities	718 1,547	922 1,412	91 138	165 218	91 140	165 218	(2)	
Total Japanese fixed annuity hedging instruments <i>Guaranteed Minimum Accumulation Benefit</i> ( <i>GMAB</i> ) <i>product derivatives</i> [1] The GMAB rider associated with certain of the Company s Japanese variable annuity products is accounted for as a bifurcated embedded derivative. The GMAB provides the policyholder with their initial deposit in a lump sum after a specified	2,265	2,334	229	383	231	383	(2)	

waiting period. The noti embedded derivative is a balance converted to U.S foreign spot exchange ra period date. Balance sheet location and benefits payable	the Yen denominated GRB S. dollars at the current	222	206	2	2	
currency risk exposure r product GMIB fixed lial 3Win product offered be riders attached to certain contracts. If the policyho below 80% of the initial must be exercised or the lump sum payment. Dur 2008, nearly all contract dropped below 80% of t	rivatives of 2009, the Company swaps to hedge the foreign related to Japan 3Win bility payments. The Japan oth GMAB and GMIB in variable annuity older account value drops	222	206	2	2	
Balance sheet location	Other investments	526		(5)	4	(9)
Balance sheet location	Other liabilities	2,214		(107)		(107)
Total Japanese fixed ann	nuity hedging instruments	2,740		(112)	4	(116)

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### **5.** Investments and Derivative Instruments (continued)

	Notional	Net Der Amount	Fair V		=		Liab Deriva Fair V	atives Value
Accounting Designation/Type/Hedging Strategy	Jun. 30, 2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008	Jun. 30, 2009	Dec. 31, 2008
GMWB product derivatives [1]  The Company offers certain variable annuity products with a GMWB rider, primarily in the U.S. and, to a lesser extent, the U.K. and Japan. The GMWB is a bifurcated embedded derivative that provides the policyholder with a GRB if the account value is reduced to zero through a combination of market declines and withdrawals. The GRB is generally equal to premiums less withdrawals. Certain contract provisions can increase the GRB at contractholder election or after the passage of time. The notional value of the embedded derivative is the GRB balance.  Balance sheet location Other policyholder funds and benefits payable		\$48,767	\$ (3,346)	\$ (6,620)	\$	\$	\$ (3,346)	\$ (6,620)
Total GMWB product derivatives <i>GMWB reinsurance contracts</i> The Company has entered into reinsurance arrangements to offset a portion of its risk exposure to the GMWB for the remaining lives of covered variable annuity contracts. Reinsurance contracts covering GMWB are accounted for as free-standing derivatives. The notional amount of the reinsurance contracts is the GRB amount.  Balance sheet location Reinsurance recoverables	48,466 10,843	48,767 11,437	(3,346)	(6,620) 1,302	632	1,302	(3,346)	(6,620)
Total GMWB reinsurance contracts  GMWB hedging instruments  The Company enters into derivative contracts to partially hedge exposure to the income volatility associated with the portion of the GMWB liabilities which are not reinsured. These derivative contracts include customized swaps, interest rate swaps and futures, and equity swaps, put and call options, and futures, on certain indices including the S&P 500 index, EAFE index, and NASDAQ index.	10,843	11,437	632	1,302	632	1,302		
Balance sheet location Other investments	6,157	2,265	514	599	514	627		(28)

ů ů								
Balance sheet location Other liabilities	9,920	16,355	341	2,065	565	2,070	(224)	(5)
Total GMWB hedging instruments	16,077	18,620	855	2,664	1,079	2,697	(224)	(33)
Equity index swaps, options, and futures								
The Company offers certain equity indexed								
products, which may contain an embedded								
derivative that requires bifurcation. The Company								
enters into S&P index swaps and options to								
economically hedge the equity volatility risk								
associated with these embedded derivatives. In								
addition, the Company is exposed to bifurcated								
options embedded in certain fixed maturity								
investments. The Company may also enter into								
equity indexed futures to hedge the equity								
volatility of certain liability contracts.								
Balance sheet location Fixed maturities,								
available-for-sale		2						
Balance sheet location Other investments	21	25	1	1	1	2		(1)
Balance sheet location Other liabilities	82	101	(11)	(4)		1	(11)	(5)
Balance sheet location Consumer notes	64	70	(4)	(5)			(4)	(5)
Balance sheet location Other policyholder funds								
and benefits payable	58	58	(6)	(8)			(6)	(8)
Total equity index swaps, options, and futures	225	256	(20)	(16)	1	3	(21)	(19)
Japanese variable annuity hedging instruments								
The Company enters into foreign currency forward								
and option contracts that convert Euros to Yen in								
order to economically hedge the foreign currency								
risk associated with certain assumed Japanese								
variable annuity products.					_			
Balance sheet location Other investments	71	207	4	36	6	36	(2)	
Balance sheet location Other liabilities	173	52	(7)	(1)	3		(10)	(1)
Total Japanese variable annuity hedging								
instruments	244	259	(3)	35	9	36	(12)	(1)

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### THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

**5.** Investments and Derivative Instruments (continued)

	No				ves Fair V		ue Dec.	]	Deriv Fair `	Valu		Do Fa	Liabi eriva air V	tives	
Accounting Designation/Type/Hedging Strategy Macro hedge program  The Company utilizes equity and currency option and equity futures contracts to partially hedge the statutory reserve impact of equity risk and foreign currency risk arising primarily from guaranteed minimum death benefit (GMDB) and GMWB obligations against a decline in the equity markets or changes in foreign currency exchange rates. The notional amount as of June 30, 2009, includes approximately \$1.1 billion of short put option contracts, therefore resulting in a net notional amount of approximately \$8.3 billion.		. 30, 009		ec. 31, 2008	3	30, 009		31, 2008	3	un. 30, 009	3	31, 008	Jur 30, 200	,	31, 2008
Balance sheet location Other investments Balance sheet location Other liabilities		2,008 7,349	\$	2,188	\$	91 50	\$	137	\$	92 136	\$	137	\$	(1) S (86)	\$
Total macro hedge program Warrants [1]  During the fourth quarter of 2008, the Company issued warrants to purchase the Company's Series Non-Voting Contingent Convertible Preferred Stock, which were required under EITF 00-19 to be accounted for as a derivative liability at December 31, 2008. See Note 21 of Notes to Consolidated Financial Statements in The Hartford's 2008 Form 10-K Annual Report for a discussion of Allianz SE's investment in The Hartford. As of March 31, 2009, the warrants were no longer required to be accounted for as derivatives and were reclassified to equity. Balance sheet location Other liabilities		9,357		2,188		141		137		228		137		(87)	(163)
								, ,							
Total warrants				869				(163)							(163)
Total non-qualifying strategies	\$ 110	0,095	\$1	02,198	\$ (2	2,017)	\$ (	2,386)	\$2	,951	\$6	,049	\$ (4,9	68) \$	\$ (8,435)
Total cash flow hedges, fair value hedges, and non-qualifying strategies	\$ 12.	3,544	\$ 1	15,272	<b>\$</b> (1	1,973)	\$(	1,896)	\$3	,372	\$6	,934	\$ (5,3	3 <b>45</b> ) S	\$ (8,830)

[1] The derivative instruments related to these hedging strategies are held for other investment purposes.

#### Change in Notional Amount

The notional amount of derivatives increased approximately \$8.3 billion since December 31, 2008, primarily due to the macro hedge program and, to a lesser extent, derivatives hedging the Japan 3Win product, partially offset by a decrease in notional of GMWB related derivatives.

The Company increased the notional amount of derivatives associated with the macro hedge program by approximately \$7.2 billion, while GMWB related derivatives decreased approximately \$3.4 billion, as a result of the Company rebalancing its risk management strategy to place a greater relative emphasis on the protection of statutory surplus. Approximately \$1.1 billion of the \$7.2 billion increase in notional amount represents short put option contracts therefore resulting in a net increase in notional of approximately \$6.1 billion.

The Company added approximately \$2.7 billion in notional related to foreign currency swaps used to hedge the GMIB fixed payments associated with the Japan 3Win product.

#### Change in Fair Value

The decrease of \$77 in the total fair value of derivative instruments since December 31, 2008, was primarily related to a decline in fair value of interest rate derivatives, credit derivatives, and Japan fixed annuity and 3Win hedging instruments, partially offset by an increase in fair value of GMWB related derivatives.

The fair value of interest rate derivatives used in cash flow hedge relationships declined due to rising interest rates.

The fair value related to credit derivatives that economically hedge fixed maturity securities decreased as a result of credit spreads tightening. This decline was partially offset by an increase in the fair value related to credit derivatives that assume credit risk as a part of replication transactions.

The fair value of the Japanese fixed annuity and Japan 3Win hedging instruments decreased primarily due to the U.S. dollar strengthening against the Japanese Yen.

The fair value related to GMWB derivatives increased primarily due to market-based valuation changes, including a decrease in equity volatility levels and an increase in interest rates, as well as policyholder behavior and liability model assumption updates. For more information on the policyholder behavior and liability model assumption updates, refer to Note 4.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### ${\bf 5.\ Investments\ and\ Derivative\ Instruments\ (continued)}$

#### **Cash Flow Hedges**

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

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

#### **Derivatives in Cash Flow Hedging Relationships**

	,		cognized i		Gains Net I	i (Losses i ncome o neffectiv	ed Capi s) Recog n on Deriv e Portic	gnized vative
	Three I End June	ded	Six Mo End June	ed	Moi End June	nths ded	Six M End Jund	
	2009	2008	2009	2008	2009	2008	2009	2008
Interest rate swaps Foreign currency	\$ (381)	\$ (163)	\$ (466)	\$ (21)	\$ (2)	\$ 2	\$ (3)	\$ 4
swaps	(154)	20	(139)	(44)	25		39	(1)
Total	\$ (535)	\$ (143)	\$ (605)	\$ (65)	\$ 23	\$ 2	\$ 36	\$ 3

#### **Derivatives in Cash Flow Hedging Relationships**

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

			Three I	Mont	hs				
			Enc			Si	x Mont		nded
			June	,			June	,	
		2	009	2	008	2	009	2	8008
Interest rate swaps	Net realized capital gains (losses)	\$	1	\$	1	\$	10	\$	1
Interest rate swaps	Net investment income (loss)		11		(5)		20		(13)
Foreign currency swaps	Net realized capital gains (losses)		(53)		(23)		(71)		(65)
Foreign currency swaps	Net investment income (loss)		1				2		
Total		\$	(40)	\$	(27)	\$	(39)	\$	(77)

As of June 30, 2009, the before-tax deferred net gains on derivative instruments recorded in AOCI that are expected to be reclassified to earnings during the next twelve months are \$43. This expectation is based on the anticipated interest payments on hedged investments in fixed maturity securities that will occur over the next twelve months, at which time the Company will recognize the deferred net gains (losses) as an adjustment to interest income over the term of the investment cash flows. The maximum term over which the Company is hedging its exposure to the variability of

future cash flows (for forecasted transactions, excluding interest payments on existing variable-rate financial instruments) is four years.

For the three and six months ended June 30, 2009, the Company had \$1, before-tax, of net reclassifications from AOCI to earnings resulting from the discontinuance of cash flow hedges due to forecasted transactions that were no longer probable of occurring. For the three and six months ended June 30, 2008, the Company had \$(4), before-tax, of net reclassifications from AOCI to earnings resulting from the discontinuance of cash flow hedges due to forecasted transactions that were no longer probable of occurring.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

#### **Fair Value Hedges**

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

#### **Derivatives in Fair Value Hedging Relationships**

					(	Gain (L	oss)	Recog	nized	l in Inco	ome	[1]				
		Three Months Ended June 30,							Six Months Ended June 30,							
		200	<b>)</b> 9			200	<b>)</b> 8			200	)9			200	18	
			H	edge			H	edge			H	edge			Нє	edge
	Deri	ivative	I	tem	Deri	ivative	I	tem	Deri	ivative	I	tem	Deri	vative	It	em
Interest rate swaps Net realized capital	\$	49	\$	(45)	\$	84	\$	(85)	\$	66	\$	(62)	\$	1	\$	(3)
gains (losses) Benefits, losses and loss adjustment	Ф	49	Ф	(43)	Ф	04	Ф	(63)	Ф	00	Ф	(02)	Ф	1	Ф	(3)
expenses Foreign currency swaps Net realized capital		(26)		27		(29)		29		(42)		44		(1)		3
gains (losses) Benefits, losses and loss adjustment		63		(63)		(7)		7		47		(47)		24		(24)
expenses		(5)		5		(21)		21						(20)		20
Total	\$	81	\$	<b>(76)</b>	\$	27	\$	(28)	\$	71	\$	(65)	\$	4	\$	<b>(4)</b>

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

ineffective portion of the hedge.

#### **Non-qualifying Strategies**

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

Non-qualifying Strategies
Gain (Loss) Recognized within Net Realized Capital Gains (Losses)

	,	Three Mon June	Ended	Six Months Ended June 30,				
		2009	2008	2009		2008		
Interest rate swaps, caps, floors, and forwards	\$	5	\$ (19)	\$ 20	\$	22		
Foreign currency swaps, forwards, and swaptions		(32)	(12)	(22)		(18)		
Credit derivatives that purchase credit protection		(279)	(48)	(390)		89		
Credit derivatives that assume credit risk		157	(27)	77		(372)		
Contingent capital facility put option		(1)	(4)	(5)		(3)		
Japanese fixed annuity hedging instruments [1]		50	(141)	(118)		41		
GMAB product derivatives		6	5	4		(23)		
Japan 3Win hedging derivatives [2]		119		(110)				
GMWB product derivatives		2,622	317	3,345		(906)		
GMWB reinsurance contracts		(433)	(46)	(685)		112		
GMWB hedging instruments		(1,518)	(284)	(1,400)		45		
Equity index swaps, options, and futures		(2)	(3)	(5)				
Japanese variable annuity hedging instruments		(8)	(13)	(19)		(10)		
Macro hedge program		(568)	(4)	(364)		5		
Warrants				70				
Total	\$	118	\$ (279)	\$ 398	\$	(1,018)		

[1] The associated liability is adjusted for changes in spot rates through realized capital gains and losses and was \$(54) *and* \$121 *for the* three months ended June 30, 2009 and 2008, respectively, and \$151 and \$(82) for the six months ended June 30, 2009 and 2008,

respectively.

[2] The associated liability is adjusted for changes in spot rates through realized capital gains and losses and was \$(44) for the three months ended June 30, 2009 and \$140 for the six months ended June 30, 2009.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

For the three and six months ended June 30, 2009, the net realized capital gain of \$118 and \$398, respectively, related to derivatives used in non-qualifying strategies was primarily due to the following:

The net gain associated with GMWB related derivatives was primarily due to market-based valuation changes, including a decrease in equity volatility levels and an increase in interest rates, as well as policyholder behavior and liability model assumption updates. For more information on the policyholder behavior and liability model assumption updates, refer to Note 4.

The net gain on the Japanese fixed annuity and Japan 3Win hedging instruments for the three months ended June 30, 2009, was primarily due to weakening of the U.S. dollar against the Japanese Yen and an increase in U.S. interest rates. The net loss for the six months ended June 30, 2009, was primarily due to the Japanese Yen weakening against the U.S. dollar.

The net loss on the macro hedge program was primarily the result of an increase in the equity markets and the impact of trading activity.

The net loss on credit derivatives that purchase credit protection to economically hedge fixed maturity securities and the net gain on credit derivatives that assume credit risk as a part of replication transactions resulted from credit spreads tightening.

For the three and six months ended June 30, 2008, the net realized capital loss related to derivatives used in non-qualifying strategies of \$(279) and \$(1,018), respectively, was primarily due to the following:

The net losses on GMWB related derivatives for the six months ended June 30, 2008, were primarily due to the transition to SFAS 157 and liability model assumption updates for mortality.

The net losses on credit derivatives were comprised of losses in the first quarter on credit derivatives that assume credit risk as a part of replication transactions due to credit spreads widening and losses in the second quarter on credit derivatives that purchase credit protection to economically hedge fixed maturity securities due to credit spreads tightening significantly on certain referenced corporate entities.

The net losses for three months ended June 30, 2008, on the Japanese fixed annuity hedging instruments were primarily due to a weakening of the Japanese yen in comparison to the U.S. dollar as well as an increase in Japanese interest rates.

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

#### **Credit Risk Assumed through Credit Derivatives**

The Company enters into credit default swaps that assume credit risk from a single entity, referenced index, or asset pool in order to synthetically replicate investment transactions. The Company will receive periodic payments based on an agreed upon rate and notional amount and will only make a payment if there is a credit event. A credit event payment will typically be equal to the notional value of the swap contract less the value of the referenced security issuer s debt obligation. A credit event is generally defined as a default on contractually obligated interest or principal payments or bankruptcy of the referenced entity. The credit default swaps in which the Company assumes credit risk primarily reference investment grade single corporate issuers and baskets, which include trades ranging from baskets of up to five corporate issuers to standard and customized diversified portfolios of corporate issuers. The diversified portfolios of corporate issuers are established within sector concentration limits and are typically divided into tranches that possess different credit ratings.

The following tables present the notional amount, fair value, weighted average years to maturity, underlying referenced credit obligation type and average credit ratings, and offsetting notional amounts and fair value for credit derivatives in which the Company is assuming credit risk as of June 30, 2009 and December 31, 2008.

As of June 30, 2009

**Underlying Referenced Credit Obligation(s)** [1]

Weighted

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					Average		Average	Of	fsetting		
Credit Derivative type by	N	otional	F	air	Years to		Credit	N	otional	Offs	setting
											air
derivative risk exposure Single name credit default swaps		mount [2]	Va	lue	Maturity	Type	Rating	A	mount [3]		alue [3]
						Corporate Credit/ Foreign					
Investment grade risk exposure	\$	360	\$	3	5 years	Gov.	AAA-	\$	335	\$	(21)
Below investment grade risk											
exposure		105		(11)	4 years	Corporate Credit	В		30		(4)
Basket credit default swaps [4]											
Investment grade risk exposure		1,764	(	170)	5 years	Corporate Credit	BBB+		989		12
Investment grade risk exposure		525	(	225)	8 years	CMBS Credit	AA		525		225
Below investment grade risk											
exposure		200	(	150)	5 years	Corporate Credit	BBB+				
Credit linked notes											
Investment grade risk exposure		87		78	2 years	Corporate Credit	BBB+				
Total	\$	3,041	\$ (	475)				\$	1,879	\$	212

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### **5.** Investments and Derivative Instruments (continued)

As of December 31, 2008

Underlying Referenced Credit Obligation(s) [1]

Credit Derivative type by	N	otional	F	air	Weighted Average Years to		Average Credit		U	etting air
<b>derivative risk exposure</b> Single name credit default swaps	Am	ount[2]	Va	alue	Maturity	Type	Rating	Am	ount[3]	
Single name creat default swaps						Corporate				
Investment grade risk exposure Below investment grade risk	\$	60	\$	(1)	4 years	Credit Corporate	A-	\$	35	\$ (9)
exposure		82		(19)	4 years	Credit	B-			
Basket credit default swaps [4]										
						Corporate				
Investment grade risk exposure		1,778	(	(235)	5 years	Credit CMBS	A-		1,003	21
Investment grade risk exposure Below investment grade risk		275		(92)	8 years	Credit Corporate	AAA		275	92
exposure Credit linked notes		200	(	(166)	6 years	Credit	BB+			
						Corporate				
Investment grade risk exposure		117		106	2 years	Credit	BBB+			
Total	\$	2,512	\$ (	(407)				\$	1,313	\$ 104

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

#### amount is equal to the maximum potential future loss amount. There is no specific collateral

[2] Notional

related to these

contracts or

recourse

provisions

included in the

contracts to

offset losses.

#### [3] The Company

has entered into

offsetting credit

default swaps to

terminate

certain existing

credit default

swaps, thereby

offsetting the

future changes

in value of, or

losses paid

related to, the

original swap.

[4] Includes

\$2.2 billion and

\$1.9 billion as

of June 30, 2009

and

December 31,

2008,

respectively, of

standard market

indices of

diversified

portfolios of

corporate

issuers

referenced

through credit

default swaps.

These swaps are

subsequently

valued based upon the observable standard market index. Also includes \$325 as of June 30, 2009 and December 31, 2008, of customized diversified portfolios of corporate issuers referenced through credit default swaps.

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

Changes in deferred policy acquisition costs and present value of future profits by Life and Property & Casualty were as follows:

#### Life

Unlock Results

During the second quarter of 2009, the Company revised its estimation of future gross profits using a Reversion to Mean (RTM) estimation technique to estimate future separate account returns. RTM is an estimation technique commonly used by insurance entities to project future separate account returns. Through this estimation technique, the Company s DAC model will be adjusted to reflect actual account values at the end of each quarter and through a consideration of recent returns, we will adjust future projected returns over a five year period so that the account value returns to the long-term expected rate of return, providing that those projected returns for the next five years do not exceed certain caps or floors. This will result in a DAC unlock, described below, each quarter. However, benefits and assessments used in the determination of SOP 03-1 reserves will be derived from a set of stochastic scenarios that have been calibrated to our reversion to mean separate account returns. The policy related in-force or account values at June 30, 2009 were used to project future gross profits using this new separate account return estimate. The after-tax impact on the Company s assets and liabilities as a result of the Unlock, which applied the RTM estimation technique, for the three months ended June 30, 2009 was:

Segment After-tax (Charge) Benefit	n	)AC	Rev	earned venue serves	In Bo	ath and acome enefit serves [1]	Indu	ales cement ssets	To	otal
Retail	\$	163	\$	(21)	\$	98	\$	13	\$	253
	ψ	103	Ψ	(21)	φ	90	φ	13	Ψ	233 1
Retirement Plans		1								1
Individual Life		3		(1)						2
International [2]		(11)		6		117		(8)		104
Total	\$	156	\$	(16)	\$	215	\$	5	\$	360

[1] As a result of the Unlock,

death benefit reserves, in Retail, decreased \$307, pre-tax, offset by a decrease of \$157, pre-tax, in reinsurance

recoverables. In International,

death benefit

reserves

decreased \$184

pre-tax, offset

by an increase

of \$4, pre-tax, in

reinsurance

recoverables.

[2] Includes \$(49)

related to DAC

recoverability

impairment

associated with

the decision to

suspend sales in

the U.K.

variable annuity

business.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

In addition, during the first quarter of 2009, the Company failed its quarterly tests resulting in an Unlock of future estimated gross profits. The policy related in-force or account values at March 31, 2009 were used to project future gross profits. The after-tax impact on the Company s assets and liabilities as a result of the first quarter Unlock, based on our quantitative and qualitative tests and the second quarter Unlock using the RTM estimation technique, for the six months ended June 30, 2009 was:

					Dea	ath and				
			Une	arned	In	come	S	ales		
Segment			Rev	enue	B	enefit	Indu	cement		
					Re	serves				
After-tax (Charge) Benefit	Ι	OAC	Res	erves		[1]	$\mathbf{A}$	ssets	To	otal [2]
Retail	\$	(503)	\$	31	\$	(230)	\$	(30)	\$	(732)
Retirement Plans		(53)				(2)		(1)		(56)
Individual Life		(64)		40						(24)
International		(99)		6		(216)		(9)		(318)
Corporate		(4)								(4)
Total	\$	(723)	\$	77	\$	(448)	\$	(40)	\$	(1,134)

[1] As a result of the Unlock, death benefit reserves, in Retail, increased \$741, pre-tax, offset by an increase of \$386, pre-tax, in reinsurance recoverables. In International, death benefit reserves increased \$352, pre-tax, offset by a decrease of \$20, pre-tax, in reinsurance recoverables.

[2] The most significant contributor to the Unlock amounts

recorded during the first quarter of 2009 were as a result of actual separate account returns from the period ending October 1, 2008 to March 31, 2009 being significantly below our aggregated estimated return.

Changes in deferred policy acquisition costs and present value of future profits were as follows:

	2009	2008
Balance, January 1	\$ 11,988	\$ 10,514
Deferred costs	418	841
Amortization Deferred policy acquisition costs and present value of future profits		
[1]	(824)	(230)
Amortization Unlock, pre-tax	(1,068)	
Adjustments to unrealized gains and losses on securities, available-for-sale and other		
[2]	192	490
Effect of currency translation adjustment	(99)	91
Effect of FSP FAS 115-2 [2]	(78)	
Balance, June 30	\$ 10,529	\$ 11,706

```
[1] The increase in
    amortization
    from the prior
    year period is
    due to lower
    actual gross
    profits in 2008
    resulting from
    increased
    realized capital
    losses primarily
    from the
    adoption of
    SFAS 157 at the
    beginning of the
    first quarter of
    2008.
```

[2]

The effect of adopting FSP FAS 115-2 resulted in an increase to retained earnings and as a result a DAC charge of \$78. In addition, an offsetting amount was recorded in unrealized losses as unrealized losses increased upon adoption of FSP FAS *115-2*.

#### **Property & Casualty**

	20	009	2008		
Balance, January 1	\$	1,260	\$	1,228	
Deferred costs		1,032		1,062	
Amortization Deferred policy acquisition costs		(1,041)		(1,044)	
Balance, June 30	\$	1,251	\$	1,246	

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

The Company records the variable portion of individual variable annuities, 401(k), institutional, 403(b)/457, private placement life and variable life insurance products within separate account assets and liabilities. Separate account assets are reported at fair value. Separate account liabilities are set equal to separate account assets. Separate account assets are segregated from other investments. Investment income and gains and losses from those separate account assets, which accrue directly to, and whereby investment risk is borne by the policyholder, are offset by the related liability changes within the same line item in the condensed consolidated statements of operations. The fees earned for administrative and contract holder maintenance services performed for these separate accounts are included in fee income. For the three and six months ended June 30, 2009 and 2008, there were no gains or losses on transfers of assets from the general account to the separate account.

Many of the variable annuity and universal life (UL) contracts issued by the Company offer various guaranteed minimum death, withdrawal, income, accumulation, and UL secondary guarantee benefits. UL secondary guarantee benefits ensure that the policy will not terminate, and will continue to provide a death benefit, even if there is insufficient policy value to cover the monthly deductions and charges. Guaranteed minimum death and income benefits are offered in various forms as described in further detail throughout this Note 7. The Company reinsures a portion of the death benefit guarantees associated with its in-force block of business. Changes in the gross U.S. GMDB, Japan GMDB/guaranteed minimum income benefits (GMIB), and UL secondary guarantee benefits sold with annuity and/or UL products accounted for and collectively known as SOP 03-1 reserve liabilities are as follows:

					UL Se	condary
		Japan				
	<b>U.S. GMDB</b> [1]		GMDB/GMIB [1]		Guarantees [1]	
Liability balance as of January 1, 2009	\$	870	\$	229	\$	40
Incurred		185		60		14
Paid		(293)		(66)		
Unlock		742		350		
Currency translation adjustment				(6)		
Liability balance as of June 30, 2009	\$	1,504	\$	567	\$	54

[1] The reinsurance recoverable asset related to the U.S. GMDB was \$927 as of June 30, 2009. The reinsurance recoverable asset related to the Japan GMDB was \$41 as of June 30, 2009. The reinsurance recoverable asset related to

the UL secondary guarantees was \$19 as of June 30, 2009.

					UL Sec	condary	
	Japan						
	U.S. G	MDB [1]	<b>GMDB</b>	/GMIB [1]	Guarantees [1]		
Liability balance as of January 1, 2008	\$	529	\$	42	\$	19	
Incurred		84		13		6	
Paid		(67)		(13)			
Currency translation adjustment				2			
Liability balance as of June 30, 2008	\$	546	\$	44	\$	25	

[1] The reinsurance recoverable asset related to the U.S. GMDB was \$338 as of June 30, 2008. The reinsurance recoverable asset related to the Japan GMDB was \$7 as of June 30, 2008. The reinsurance recoverable asset related to the UL secondary guarantees was \$12 as of June 30, 2008.

The net SOP 03-1 reserve liabilities are established by estimating the expected value of net reinsurance costs and death and income benefits in excess of the projected account balance. The excess death and income benefits and net reinsurance costs are recognized ratably over the accumulation period based on total expected assessments. The SOP 03-1 reserve liabilities are recorded in reserve for future policy benefits in the Company s condensed consolidated balance sheets. Changes in the SOP 03-1 reserve liabilities are recorded in benefits, losses and loss adjustment expenses in the Company s condensed consolidated statements of operations. In a manner consistent with the Company s accounting policy for deferred acquisition costs, the Company regularly evaluates estimates used and adjusts the additional liability balances, with a related charge or credit to benefit expense if actual experience or other evidence suggests that earlier assumptions should be revised.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

The following table provides details concerning GMDB and GMIB exposure as of June 30, 2009:

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

Maximum anniversary value (MAV) [1] MAV only With 5% rollup [2] With Earnings Protection Benefit Rider (EPB) With 5% rollup & EPB	\$ Account Value 25,259 1,835 5,280 729	Net mount Risk [9] 12,600 1,016 2,091 346	A	etained Net mount Risk [9] 4,164 413 217 68	Weighted  Average Attained Age of Annuitant 66 65 63 65
Total MAV	33,103	16,053		4,862	
Asset Protection Benefit (APB) [4] Lifetime Income Benefit (LIB) [5] Reset [6] (5-7 years) Return of Premium [7]/Other	25,761 1,164 3,402 18,434	8,334 407 943 3,124		5,432 407 942 2,915	64 62 70 63
Subtotal U.S. Guaranteed Minimum Death Benefits [10]	81,864	\$ 28,861	\$	14,558	65
Less: General Account Value Subject to U.S. Guaranteed Minimum Death Benefits	6,961				
Subtotal Separate Account Liabilities Subject to U.S. Guaranteed Minimum Death Benefits	74,903				
Separate Account Liabilities Not Subject to U.S. Guaranteed Minimum Death Benefits	59,043				
<b>Total Separate Account Liabilities</b>	\$ 133,946				
Japan Guaranteed Minimum Death and Income Benefit [8]	\$ 29,272	\$ 6,904	\$	5,765	67

[1] MAV: the death benefit is the greatest of current account value, net premiums paid and the highest

account value on any anniversary before age 80 (adjusted for withdrawals).

- [2] Rollup: the death benefit is the greatest of the MAV, current account value, net premium paid and premiums (adjusted for withdrawals) accumulated at generally 5% simple interest up to the earlier of age 80 or 100% of adjusted premiums.
- [3] EPB: the death benefit is the greatest of the MAV, current account value, or contract value plus a percentage of the contract s growth. The contract s growth is account value less premiums net of withdrawals, subject to a cap of 200% of premiums net of withdrawals.
- [4] APB: the death benefit is the greater of current account value or MAV, not to exceed current account value plus 25% times the greater of net

premiums and MAV (each adjusted for premiums in the past 12 months).

- [5] LIB: the death benefit is the greatest of current account value, net premiums paid, or for certain contracts a benefit amount that ratchets over time, generally based on market performance.
- [6] Reset: the death benefit is the greatest of current account value, net premiums paid and the most recent five to seven year anniversary account value before age 80 (adjusted for withdrawals).
- [7] Return of premium: the death benefit is the greater of current account value and net premiums paid.
- [8] Death benefits include a Return of Premium and MAV (before age 80) paid in a single lump sum. The income benefit is a

guarantee to return initial investment, adjusted for earnings liquidity, paid through a fixed annuity, after a minimum deferral period of 10, 15 or 20 years. The guaranteed remaining balance related to the Japan GMIB was \$28.1 billion and \$30.6 billion as of June 30, 2009 and December 31, 2008, respectively.

[9] Net amount at risk is defined as the guaranteed benefit in excess of the current account value. Retained net amount at risk is net amount at risk reduced by that amount which has been reinsured to third parties. Net amount at risk and retained net amount at risk are highly sensitive to equity markets movements for example, as equity market declines, net

> amount at risk and retained net amount at risk

will generally increase.

[10] Account value includes the contractholder s investment in the separate account and the general account.

Account balances of contracts with guarantees were invested in variable separate accounts as follows:

Asset type	f June 30, 2009	As of 1	December 31, 2008
Equity securities (including mutual funds) Cash and cash equivalents	\$ 65,476 9,427	\$	63,114 10,174
Total	\$ 74,903	\$	73,288

As of June 30, 2009, approximately 16% of the equity securities above were invested in fixed income securities through these funds and approximately 84% were invested in equity securities.

See Note 4 for a description of the Company s guaranteed living benefits that are accounted for at fair value.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 8. Sales Inducements

The Company currently offers enhanced crediting rates or bonus payments to contract holders on certain of its individual and group annuity products. The expense associated with offering a bonus is deferred and amortized over the life of the related contract in a pattern consistent with the amortization of deferred policy acquisition costs. Consistent with the Company s Unlocks in the six months ended June 30, 2009, the Company unlocked the amortization of the sales inducement asset. See Note 6 for more information concerning the Unlocks.

Changes in deferred sales inducement activity were as follows for the six months ended June 30:

	2009		2008
Balance, January 1	\$ 553	\$	467
Sales inducements deferred	34		83
Amortization	(80)	ı	(6)
Amortization Unlock	(57)		
Balance, end of period, June 30	\$ 450	\$	544

# 9. Commitments and Contingencies Litigation

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

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

Broker Compensation Litigation Following the New York Attorney General's filing of a civil complaint against Marsh & McLennan Companies, Inc., and Marsh, Inc. (collectively, Marsh) in October 2004 alleging that certain insurance companies, including The Hartford, participated with Marsh in arrangements to submit inflated bids for business insurance and paid contingent commissions to ensure that Marsh would direct business to them, private plaintiffs brought several lawsuits against the Company predicated on the allegations in the Marsh complaint, to which the Company was not party. Among these is a multidistrict litigation in the United States District Court for the District of

New Jersey. There are two consolidated amended complaints filed in the multidistrict litigation, one related to conduct in connection with the sale of property-casualty insurance and the other related to alleged conduct in connection with the sale of group benefits products. The Company and various of its subsidiaries are named in both complaints. The complaints assert, on behalf of a putative class of persons who purchased insurance through broker defendants, claims under the Sherman Act, the Racketeer Influenced and Corrupt Organizations Act (RICO), state law, and in the case of the group benefits complaint, claims under the Employee Retirement Income Security Act of 1974 (ERISA). The claims are predicated upon allegedly undisclosed or otherwise improper payments of contingent commissions to the broker defendants to steer business to the insurance company defendants. The district court has dismissed the Sherman Act and RICO claims in both complaints for failure to state a claim and has granted the defendants motions for summary judgment on the ERISA claims in the group-benefits products complaint. The district court further has declined to exercise supplemental jurisdiction over the state law claims, has dismissed those state law claims without prejudice, and has closed both cases. The plaintiffs have appealed the dismissal of the claims in both consolidated amended complaints, except the ERISA claims.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 9. Commitments and Contingencies (continued)

The Company is also a defendant in two consolidated securities actions and two consolidated derivative actions filed in the United States District Court for the District of Connecticut. The consolidated securities actions assert claims on behalf of a putative class of shareholders alleging that the Company and certain of its executive officers violated Section 10(b) of the Securities Exchange Act of 1934 and Rule 10b-5 by failing to disclose to the investing public that The Hartford s business and growth was predicated on the unlawful activity alleged in the New York Attorney General s complaint against Marsh. The consolidated derivative actions, brought by shareholders on behalf of the Company against its directors and an additional executive officer, allege that the defendants knew adverse non-public information about the activities alleged in the Marsh complaint and concealed and misappropriated that information to make profitable stock trades in violation of their duties to the Company. In July 2006, the district court granted defendants motion to dismiss the consolidated securities actions, and the plaintiffs appealed. In November 2008, the United States Court of Appeals for the Second Circuit vacated the decision and remanded the case to the district court. In May 2009, the parties reached an agreement in principle to settle the consolidated securities actions for an immaterial amount. The settlement is subject to certain contingencies, including the execution of a stipulation of settlement and the preliminary and final approval of the court. Defendants filed a motion to dismiss the consolidated derivative actions in May 2005. In July 2009, the parties reached an agreement in principle to settle the consolidated derivative actions for an immaterial amount, subject to the execution of a written settlement agreement and approval of the court.

In September 2007, the Ohio Attorney General filed a civil action in Ohio state court alleging that certain insurance companies, including The Hartford, conspired with Marsh in violation of Ohio s antitrust statute. The trial court denied defendants motion to dismiss the complaint in July 2008. The Company disputes the allegations and intends to defend this action vigorously.

Investment and Savings Plan ERISA Class Action Litigation In November and December 2008, following a decline in the share price of the Company's common stock, seven putative class action lawsuits were filed in the United States District Court for the District of Connecticut on behalf of certain participants in the Company's Investment and Savings Plan (the Plan), which offers the Company's common stock as one of many investment options. These lawsuits have been consolidated, and a consolidated amended class-action complaint was filed in March 2009, alleging that the Company and certain of its officers and employees violated ERISA by allowing the Plan's participants to invest in the Company's common stock and by failing to disclose to the Plan's participants information about the Company's financial condition. The lawsuit seeks restitution or damages for losses arising from the investment of the Plan's assets in the Company's common stock during the period from December 10, 2007 to the present. The Company disputes the allegations and intends to defend the actions vigorously.

Structured Settlement Class Action In October 2005, a putative nationwide class action was filed in the United States District Court for the District of Connecticut against the Company and several of its subsidiaries on behalf of persons who had asserted claims against an insured of a Hartford property & casualty insurance company that resulted in a settlement in which some or all of the settlement amount was structured to afford a schedule of future payments of specified amounts funded by an annuity from a Hartford life insurance company (Structured Settlements). The operative complaint alleges that since 1997 the Company has systematically deprived the settling claimants of the value of their damages recoveries by secretly deducting 15% of the annuity premium of every Structured Settlement to cover brokers commissions, other fees and costs, taxes, and a profit for the annuity provider, and asserts claims under the Racketeer Influenced and Corrupt Organizations Act (RICO) and state law. The plaintiffs seek compensatory damages, punitive damages, pre-judgment interest, attorney s fees and costs, and injunctive or other equitable relief. The Company vigorously denies that any claimant was misled or otherwise received less than the amount specified in the structured-settlement agreements. In March 2009, the district court certified a class for the RICO and fraud claims composed of all persons, other than those represented by a plaintiffs broker, who entered into a Structured Settlement since 1997 and received certain written representations about the cost or value of the settlement. The district court declined to certify a class for the breach-of-contract and unjust-enrichment claims. The Company has petitioned the

United States Court of Appeals for the Second Circuit for permission to file an interlocutory appeal of the class-certification ruling. Proceedings in the district court are stayed until proceedings in the Second Circuit conclude. Fair Credit Reporting Act Class Action In February 2007, the United States District Court for the District of Oregon gave final approval of the Company s settlement of a lawsuit brought on behalf of a class of homeowners and automobile policy holders alleging that the Company willfully violated the Fair Credit Reporting Act by failing to send appropriate notices to new customers whose initial rates were higher than they would have been had the customer had a more favorable credit report. The Company paid approximately \$84.3 to eligible claimants and their counsel in connection with the settlement, and sought reimbursement from the Company s Excess Professional Liability Insurance Program for the portion of the settlement in excess of the Company s \$10 self-insured retention. Certain insurance carriers participating in that program disputed coverage for the settlement, and one of the excess insurers commenced an arbitration that resulted in an award in the Company s favor and payments to the Company of approximately \$30.1, thereby exhausting the primary and first-layer excess policies. In June 2009, the second-layer excess carriers commenced an arbitration to resolve the dispute over coverage for the remainder of the amounts paid by the Company. Management believes it is probable that the Company s coverage position ultimately will be sustained.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

### 9. Commitments and Contingencies (continued)

Asbestos and Environmental Claims As discussed in Note 12, Commitments and Contingencies, of the Notes to Consolidated Financial Statements under the caption Asbestos and Environmental Claims , included in the Company s 2008 Form 10-K Annual Report, The Hartford continues to receive asbestos and environmental claims that involve significant uncertainty regarding policy coverage issues. Regarding these claims, The Hartford continually reviews its overall reserve levels and reinsurance coverages, as well as the methodologies it uses to estimate its exposures. Because of the significant uncertainties that limit the ability of insurers and reinsurers to estimate the ultimate reserves necessary for unpaid losses and related expenses, particularly those related to asbestos, the ultimate liabilities may exceed the currently recorded reserves. Any such additional liability cannot be reasonably estimated now but could be material to The Hartford's consolidated operating results, financial condition and liquidity.

Shareholder Demand Like the boards of directors of many other companies, The Hartford s board of directors (the Board ) has received a demand from SEIU Pension Plans Master Trust, which purports to be a current holder of the Company s common stock. The demand requests the Board to bring suit to recover alleged excessive compensation paid to senior executives of the Company from 2005 through the present and to change the Company s executive compensation structure. The Board is conducting an investigation of the allegations in the demand.

#### **Derivative Commitments**

Certain of the Company s derivative agreements contain provisions that are tied to the financial strength ratings of the individual legal entity that entered into the derivative agreement as set by nationally recognized statistical rating agencies. If the insurance operating entity s financial strength were to fall below certain ratings, the counterparties to the derivative agreements could demand immediate and ongoing full collateralization and in certain instances demand immediate settlement of all outstanding derivative positions traded under each impacted bilateral agreement. The settlement amount is determined by netting the derivative positions transacted under each agreement. If the termination rights were to be exercised by the counterparties, it could impact the insurance operating entity s ability to conduct hedging activities by increasing the associated costs and decreasing the willingness of counterparties to transact with the insurance operating entity. The aggregate fair value of all derivative instruments with credit-risk-related contingent features that are in a net liability position as of June 30, 2009, is \$695. Of this \$695, the insurance operating entities have posted collateral of \$594 in the normal course of business. Based on derivative market values as of June 30, 2009, a downgrade of one level below the current financial strength ratings by either Moody s or S&P could require approximately an additional \$45 to be posted as collateral. Based on derivative market values as of June 30, 2009, a downgrade by either Moody s or S&P of two levels below the insurance operating entities current financial strength ratings could require approximately an additional \$80 of assets to be posted as collateral. These collateral amounts could change as derivative market values change, as a result of changes in our hedging activities or to the extent changes in contractual terms are negotiated. The nature of the collateral that we may be required to post is primarily in the form of U.S. Treasury bills and U.S. Treasury notes.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 10. Pension Plans and Postretirement Health Care and Life Insurance Benefit Plans Components of Net Periodic Benefit Cost

Total net periodic benefit cost for the three months ended June 30, 2009 and 2008 include the following components:

						Other Post	retirem	ent
		Pension	Benefi	its		Bene	efits	
	2	009	2	008	2	2009	2	008
Service cost	\$	26	\$	30	\$	2	\$	1
Interest cost		61		58		6		7
Expected return on plan assets		(68)		(69)		(2)		(3)
Amortization of prior service credit		(3)		(3)		(1)		(1)
Amortization of actuarial loss		19		16				1
Net periodic benefit cost	\$	35	\$	32	\$	5	\$	5

Total net periodic benefit cost for the six months ended June 30, 2009 and 2008 include the following components:

					Other Post	retire	ment
		Pension	Benef	ïts	Bene	efits	
	2	2009	2	2008	2009		2008
Service cost	\$	52	\$	60	\$ 3	\$	3
Interest cost		121		114	12		12
Expected return on plan assets		(137)		(138)	(5)		(6)
Amortization of prior service credit		(5)		(5)	(1)		(1)
Amortization of actuarial loss		37		29			
Net periodic benefit cost	\$	68	\$	60	\$ 9	\$	8

#### 11. Stock Compensation Plans

The Company has two primary stock-based compensation plans, The Hartford 2005 Incentive Stock Plan and The Hartford Employee Stock Purchase Plan. For a description of these plans, see Note 18 of Notes to Consolidated Financial Statements included in The Hartford s 2008 Form 10-K Annual Report.

Shares issued in satisfaction of stock-based compensation may be made available from authorized but unissued shares, shares held by the Company in treasury or from shares purchased in the open market. The Company typically issues shares from treasury in satisfaction of stock-based compensation. The compensation expense recognized for the stock-based compensation plans was \$8 and \$21 for the three months ended June 30, 2009 and 2008, respectively. The compensation expense recognized for the stock-based compensation plans was \$21 and \$39 for the six months ended June 30, 2009 and 2008, respectively. The income tax benefit recognized for stock-based compensation plans was \$3 and \$6 for the three months ended June 30, 2009 and 2008, respectively. The income tax benefit recognized for stock-based compensation plans was \$7 and \$12 for the six months ended June 30, 2009 and 2008, respectively. The Company did not capitalize any cost of stock-based compensation. As of June 30, 2009, the total compensation cost related to non-vested awards not yet recognized was \$92, which is expected to be recognized over a weighted average period of 2.2 years.

### 12. Debt

#### **Commercial Paper**

The Federal Reserve Board authorized the Commercial Paper Funding Facility ( CPFF ) on October 7, 2008 under Section 13(3) of the Federal Reserve Act to provide a liquidity backstop to U.S. issuers of commercial paper. As a

result of ratings downgrades in the first quarter of 2009, the Company was required to pay the commercial paper issued under the CPFF program from existing sources of liquidity. As of April 30, 2009, the Company has repaid commercial paper of \$375, representing the full amount issued under the CPFF, at their maturity dates. As of June 30, 2009, the Company has no outstanding commercial paper.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 13. Equity

#### Stockholders Equity

Conversion of outstanding preferred to common stock

On January 9, 2009, Allianz SE converted its 6,048,387 shares of Series D Preferred Stock into 24,193,548 shares of common stock.

Conversion of preferred stock underlying Allianz warrants to common stock

On March 26, 2009, the Company s shareholders approved the conversion of the Series C Preferred Stock underlying certain warrants issued to Allianz in October 2008 into 34,308,872 shares of The Hartford s common stock. As a result of this shareholder approval, the Company is not obligated to pay Allianz any cash payment related to these warrants and therefore these warrants no longer provide for any form of net cash settlement outside the Company s control. As such, the warrants to purchase the Series C Preferred Stock were reclassified from other liabilities to equity at their fair value. As of March 26, 2009, the fair value of these warrants was \$93. For the six months ended June 30, 2009, the Company recognized a gain of \$70, representing the change in fair value of the warrants through March 26, 2009. *Increase in authorized shares* 

On May 27, 2009, at the Company s annual meeting of shareholders, shareholders approved an increase in the aggregate authorized number of shares of common stock from 750 million to 1.5 billion.

Discretionary equity issuance program

On June 12, 2009, the Company announced that it commenced a discretionary equity issuance program, and in accordance with that program entered into an equity distribution agreement pursuant to which it is offering up to 60 million shares of its common stock from time to time for aggregate sales proceeds of up to \$750. Through July 29, 2009, The Hartford has issued 1.3 million shares of common stock with net proceeds of \$16 under this program.

The Company s participation in the Capital Purchase Program

On June 26, 2009, as part of the Capital Purchase Program (CPP) established by the U.S. Department of the Treasury (Treasury) under the Emergency Economic Stabilization Act of 2008 (the EESA), the Company entered into a Private Placement Purchase Agreement with Treasury pursuant to which the Company issued and sold to Treasury 3,400,000 shares of the Company s Fixed Rate Cumulative Perpetual Preferred Stock, Series E, having a liquidation preference of \$1,000 per share (the Series E Preferred Stock), and a ten-year warrant to purchase up to 52,093,973 shares of the Company s common stock, par value \$0.01 per share, at an initial exercise price of \$9.79 per share, for an aggregate purchase price of \$3.4 billion.

Cumulative dividends on the Series E Preferred Stock will accrue on the liquidation preference at a rate of 5% per annum for the first five years, and at a rate of 9% per annum thereafter. The Series E Preferred Stock has no maturity date and ranks senior to the Company s common stock. The Series E Preferred Stock is non-voting.

The Company may redeem the Series E Preferred Stock with the consent of the Office of Thrift Supervisor, after consultation with the U.S. Treasury.

Upon issuance, the fair values of the Series E Preferred Stock and the associated warrants were computed as if the instruments were issued on a stand alone basis. The fair value of the Series E Preferred Stock was estimated based on a five-year holding period and cash flows discounted at a rate of 13% resulting in a fair value estimate of approximately \$2.5 billion. The Company used a Black-Scholes options pricing model including an adjustment for American-style options to estimate the fair value of the warrants, resulting in a stand alone fair value of approximately \$400. The most significant and unobservable assumption in this valuation was the Company s share price volatility. The Company used a long-term realized volatility of the Company s stock of 62%. In addition, the Company assumed a dividend yield of 1.72%.

The individual fair values were then used to record the Series E Preferred Stock and associated warrants on a relative fair value basis of \$2.9 billion and \$480, respectively, consistent with the guidance in APB Opinion No. 14, Accounting for Convertible Debt and Debt Issued with Stock Purchase Warrants . The warrants of \$480 were recorded to Additional Paid-in Capital as permanent equity. The Series E Preferred Stock amount was recorded at the liquidation value of \$1,000 per share or \$3.4 billion, net of discount of \$480. The discount is being amortized over a

five-year period from the date of issuance, using the effective yield method and is recorded as a direct reduction to retained earnings and deducted from income available to common stockholders in the calculation of earnings per share. The amortization of discount totaled \$1 for the three months ended June 30, 2009.

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 13. Equity (continued)

Extension of Allianz warrants and contingent liability payment

The Company also has an agreement that, for the one-year period following October 17, 2008, it will pay certain amounts to Allianz if the Company effects or agrees to effect any transaction (or series of transactions) pursuant to which any person or group (within the meaning of the U.S. federal securities laws) is issued common stock or certain equity-related instruments constituting more than 5% of the Company s fully-diluted common stock outstanding at the time for an effective price per share (determined as provided in the Investment Agreement) of less than \$25.32. Amounts so payable depend on the effective price for the applicable transaction (or the weighted average price for a series of transactions) and equal \$50 if the effective price per share is between \$25.31 and \$23.00, \$150 if the effective price per share is between \$19.99 and \$15.00 and \$300 if the effective price per share is \$14.99 or less.

The issuance of warrants to Treasury triggered the contingency payment in the Investment Agreement related to additional investors. Upon receipt of preliminary approval to participate in the CPP, The Hartford reinitiated negotiations with Allianz to modify the form of the \$300 contingency payment. The settlement of the contingency payment was renegotiated to, among other things, allow Allianz an extension of the exercise period of its outstanding warrants and to reduce the amount of the cash payment due to Allianz to \$200, which will be paid on October 15, 2009. The Hartford recorded a liability for the cash payment and an adjustment to additional paid-in capital for the warrant modification resulting in a net realized capital loss of approximately \$300.

#### **Noncontrolling Interests**

The Company adopted SFAS 160 on January 1, 2009. The scope of this Statement applies to all entities that prepare consolidated financial statements and as such, includes VIEs in which the Company has concluded that it is the primary beneficiary. See Note 5 for further discussion of the Company s involvement in VIEs. The Company also holds the majority interest in certain general account mutual funds, in which it has provided seed money. The scope of SFAS 160 also applies to these mutual fund investments. Upon adoption of SFAS 160, the Company reclassified \$92 as of January 1, 2008 from liabilities to equity, representing the noncontrolling interest of other investors in these VIEs and mutual fund investments. The noncontrolling interest within these entities is likely to change, as these entities represent investment vehicles whereby investors may frequently redeem or contribute to these investments. As such, the change in noncontrolling ownership interest represented in the Company s Condensed Consolidated Statement of Changes in Equity will primarily represent redemptions and additional subscriptions within these investment vehicles.

The following table represents the change in noncontrolling ownership interest recorded in the Company s Condensed Statement of Changes in Equity for the VIEs and mutual fund seed investments as of June 30, 2009 and 2008:

		led		
	2	009	2	2008
Redemptions of The Hartford s interest in VIEs and mutual fund seed investments resulting in deconsolidation [1]  Net (redemptions) and subscriptions from noncontrolling interests	\$	(42) (23)	\$	(12) 69
Total change in noncontrolling interest ownership	\$	(65)	\$	57

[1] The redemptions
of The
Hartford s
interest in VIEs

and mutual fund seed investments for the six months ended June 30, 2009 and 2008 resulted in a loss of \$6 and gain of \$1, respectively which were recognized in realized capital gains (losses).

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# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

#### 14. Goodwill

The carrying amount of goodwill allocated to reporting segments as of June 30, 2009 and December 31, 2008 is shown below.

Life	Ju 2	December 31, 2008			
Retail	\$	159	\$	159	
Individual Life		224		224	
Retirement Plans		87		79	
Total Life		470		462	
Property & Casualty					
Personal Lines		119		119	
Specialty Commercial		30		30	
<b>Total Property &amp; Casualty</b>		149		149	
Corporate		585		449	
Total Goodwill	\$	1,204	\$	1,060	

The Company s goodwill impairment test performed during the first quarter of 2009 for the Life reporting units, resulted in a write-down of \$32 in the Institutional reporting unit of Corporate. Goodwill within Corporate is primarily attributed to the Company s buy-back of Life in 2000 and is allocated to the various Life reporting units. As a result of rating agency downgrades of Life s financial strength ratings during the first quarter of 2009 and high credit spreads related to The Hartford, during the first quarter of 2009, the Company believed its ability to generate new business in the Institutional reporting unit would remain pressured for ratings-sensitive products. The Company believed goodwill associated with the Institutional line of business was impaired due to the pressure on new sales for Institutional s ratings-sensitive business and the significant unrealized losses in Institutional s investment portfolios.

On June 24, 2009, the Company completed the acquisition of Federal Trust Corporation, which resulted in additional goodwill of \$168 in Corporate.

## 15. Sale of First State Management Group

On March 31, 2009, the Company sold First State Management Group, Inc. (FSMG), its core excess and surplus lines property business, to Beazley Group PLC (Beazley) for \$27, resulting in a gain on sale of \$18, before-tax, and \$12, after-tax. Included in the sale were approximately \$4 in net assets of FSMG and the sale price is adjustable subsequent to closing based on the value of the net assets at the closing date. The net assets sold to Beazley did not include invested assets, unearned premium or deferred policy acquisition costs related to the in-force book of business. Rather, the in-force book of business was ceded to Beazley under a separate reinsurance agreement, whereby the Company ceded \$26 of unearned premium, net of \$10 in ceding commission. Under the terms of the purchase and sale agreement, the Company continues to be obligated for all losses and loss adjustment expenses incurred on or before March 31, 2009. The retained net loss and loss adjustment expense reserves totaled \$145 as of June 30, 2009.

# THE HARTFORD FINANCIAL SERVICES GROUP, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

On June 24, 2009, the Company acquired 100% of the equity interests in Federal Trust Corporation (FTC), a savings and loan holding company, for \$10, enabling the Company to participate in the CPP. The acquisition resulted in goodwill of \$168. The goodwill generated is due, in part, to the fair value discount on mortgage loans acquired in

### 16. Acquisition of Federal Trust Corporation

comparison to their expected cash flows. Mortgage loans acquired were fair valued at \$288. Other assets acquired included \$27 of fixed maturity securities, \$46 of short-term investments and \$3 of cash. Liabilities assumed include other liabilities of \$389 in bank deposits and \$149 in Federal Home Loan Bank advances and long-term debt of \$25. The acquired assets and liabilities have been stated at preliminary estimates of fair value. These fair values are subject to adjustment based upon management s subsequent receipt of additional information but are not expected to be material. The Company expects to be completed with its fair value estimates as of June 30, 2010. The Company contributed \$185 to FTC in June 2009 and received \$20 in full repayment of amounts lent to FTC in March 2009. Federal Trust Bank, an indirect wholly-owned subsidiary, (the Bank) is subject to certain restrictions on the amount of dividends that it may declare and distribute to The Hartford without prior regulatory notification or approval. The Bank is also subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Bank s financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of the Bank s assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practices. The Bank s capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

The following tables summarize the capital thresholds for the minimum and well capitalized designations at June 30, 2009. An institution s capital category is based on whether it meets the threshold for all three capital ratios within the category. At June 30, 2009, the Bank s Tier 1 capital ratio was 5.1%. The Bank was designated as a well capitalized institution at June 30, 2009.

To Be Well

								Capital Under Pi	
		Actu	al	A	For Mini Capit dequacy F		ive Action visions		
At June 30, 2009	_ · · · ·		- %	Amount		%			
Total capital (to risk-weighted									
assets)	\$	29.4	10.4%	\$	22.6	8.0%	\$	28.2	10.0%
Tier I capital (to risk-weighted									
assets)	\$	29.4	10.4%	\$	11.3	4.0%	\$	16.9	6.0%
Tier I capital (to average									
adjusted assets)	\$	29.4	5.1%	\$	23.1	4.0%	\$	28.8	5.0%
1 <b>5</b> D 4 4 • C	10								

### 17. Restructuring, Severance and Other Costs

In the second quarter of 2009, the Company completed a review of several strategic alternatives with a goal of preserving capital, reducing risk and stabilizing its ratings. These alternatives included the potential restructuring, discontinuation or disposition of various business lines. Following that review, the Company announced that it would suspend all new sales in International s Japan and European operations and that it was evaluating strategic options with respect to its Institutional businesses. The Company has also initiated plans to change the management structure of the organization and fundamentally reorganize the nature and focus of the Company s operations. These plans will result in termination benefits to current employees, costs to terminate leases and other contracts and asset impairment charges. The Company intends to complete these restructuring activities and execute final payment by

#### December 2010.

Termination benefits related to workforce reductions have been accrued in accordance with SFAS No. 112, Employers Accounting for Postemployment Benefits (SFAS 112), through June 30, 2009. Termination benefits related to workforce reductions and lease terminations in accordance with SFAS 112 and SFAS No. 146, Accounting for Costs Associated with Exit or Disposal Activities (SFAS 146), are expected to be accrued in subsequent quarters, as appropriate. Asset impairment charges have been and will be recorded in accordance with SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets (SFAS 144).

The following pre-tax charges were incurred in the Company s Life operations during the three months ended June 30, 2009 in connection with the restructuring initiatives previously announced:

Severance benefits	\$ 35
Asset impairment charges	37

#### Total severance and other costs for the three months ended June 30, 2009

72

\$

Amounts incurred during the three months ended June 30, 2009 were recorded in the Life Other segment as other expenses. It is expected that the total Life costs associated with restructuring, severance and other costs will be approximately \$120 \$130, pre-tax, with the additional costs attributable mainly to the costs to exit various contracts. The Company may incur additional restructuring, severance or other costs in Property & Casualty and Corporate in subsequent quarters. As of June 30, 2009, these costs are not estimable.

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# Item 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Dollar amounts in millions except share data unless otherwise stated)

Management s Discussion and Analysis of Financial Condition and Results of Operations (MD&A) addresses the financial condition of The Hartford Financial Services Group, Inc. and its subsidiaries (collectively, The Hartford or the Company) as of June 30, 2009, compared with December 31, 2008, and its results of operations for the three and six months ended June 30, 2009, compared to the equivalent 2008 periods. This discussion should be read in conjunction with the MD&A in The Hartford s 2008 Form 10-K Annual Report.

Certain of the statements contained herein are forward-looking statements. These forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and include estimates and assumptions related to economic, competitive and legislative developments. These forward-looking statements are subject to change and uncertainties that are, in many instances, beyond the Company s control and have been made based upon management s expectations and beliefs concerning future developments and their potential effect upon the Company. There can be no assurance that future developments will be in accordance with management s expectations or that the effect of future developments on The Hartford will be those anticipated by management. Actual results could differ materially from those expected by the Company, depending on the outcome of various factors, including, but not limited to, those set forth in Part II, Item 1A, Risk Factors as well as Part II, Item 1A, Risk Factors of The Hartford s Quarterly Report on Form 10-Q for the quarter ended March 31, 2009 and Part I, Item 1A, Risk Factors in The Hartford s 2008 Form 10-K Annual Report. These important risks and uncertainties include, without limitation, uncertainties related to the depth and duration of the current recession and financial market conditions, which could continue to pressure our capital position and adversely affect the Company s business and results; the extent of the impact on the Company s results and prospects of recent downgrades in the Company s financial strength and credit ratings and the impact of any further downgrades on the Company s business and results; the success of management s initiatives to stabilize the Company s ratings and mitigate and reduce risks associated with various business lines; the additional restrictions, oversight, costs and other potential consequences of the Company s participation in the Capital Purchase Program under the Emergency Economic Stabilization Act of 2008; changes in financial and capital markets, including changes in interest rates, credit spreads, equity prices and foreign exchange rates; the inability to effectively mitigate the impact of equity market volatility on the Company s financial position and results of operations arising from obligations under annuity product guarantees; the amount of statutory capital that the Company has, changes to the statutory reserves and/or risk based capital requirements, and the Company's ability to hold and protect sufficient statutory capital to maintain financial strength and credit ratings; the possibility of general economic and business conditions that are less favorable than anticipated; the potential for differing interpretations of the methodologies, estimations and assumptions that underlie the valuation of the Company s financial instruments that could result in changes to investment valuations; the subjective determinations that underlie the Company s evaluation of other-than-temporary impairments on available-for-sale securities; losses due to nonperformance or defaults by others; the availability of our commercial paper program; the potential for further acceleration of DAC amortization; the potential for further impairments of our goodwill; the difficulty in predicting the Company s potential exposure for asbestos and environmental claims; the possible occurrence of terrorist attacks; the response of reinsurance companies under reinsurance contracts and the availability, pricing and adequacy of reinsurance to protect the Company against losses; the possibility of unfavorable loss development; the incidence and severity of catastrophes, both natural and man-made; stronger than anticipated competitive activity; unfavorable judicial or legislative developments; the potential effect of domestic and foreign regulatory developments, including those which could increase the Company s business costs and required capital levels; the Company s ability to distribute its products through distribution channels, both current and future; the uncertain effects of emerging claim and coverage issues; the ability of the Company s subsidiaries to pay dividends to the Company; the Company s ability to adequately price its property and casualty policies; the ability to recover the Company s systems and information in the event of a disaster or other unanticipated event; potential for difficulties arising from outsourcing relationships; potential changes in federal or state tax laws, including changes impacting the availability of the separate account dividend received deduction; the Company s ability to protect its intellectual property and defend

against claims of infringement; and other factors described in such forward-looking statements.

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#### **OVERVIEW**

The Hartford is an insurance and financial services company with operations dating back to 1810. The Company is headquartered in Connecticut and is organized into two major operations: Life and Property & Casualty, each containing reporting segments. Within the Life and Property & Casualty operations, The Hartford conducts business principally in eleven reporting segments. Corporate primarily includes the Company s debt financing and related interest expense, as well as other capital raising activities, banking operations and certain purchase accounting adjustments. To present its operations in a more meaningful and organized way, management has included separate overviews within the Life and Property & Casualty sections of MD&A. For further overview of Life s profitability and analysis, see page 71. For further overview of Property & Casualty s profitability and analysis, see page 93.

#### CRITICAL ACCOUNTING ESTIMATES

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

The Company has identified the following estimates as critical in that they involve a higher degree of judgment and are subject to a significant degree of variability: property and casualty reserves, net of reinsurance; life estimated gross profits used in the valuation and amortization of assets and liabilities associated with variable annuity and other universal life-type contracts; living benefits required to be fair valued; valuation of investments and derivative instruments; evaluation of other-than-temporary impairments on available-for-sale securities; pension and other postretirement benefit obligations; contingencies relating to corporate litigation and regulatory matters; and goodwill impairment. Certain of these estimates are particularly sensitive to market conditions, and deterioration and/or volatility in the worldwide debt or equity markets could have a material impact on the condensed consolidated financial statements. In developing these estimates management makes subjective and complex judgments that are inherently uncertain and subject to material change as facts and circumstances develop. Although variability is inherent in these estimates, management believes the amounts provided are appropriate based upon the facts available upon compilation of the financial statements. For a discussion of the critical accounting estimates not discussed below, see MD&A in The Hartford s 2008 Form 10-K Annual Report.

# Life Estimated Gross Profits Used in the Valuation and Amortization of Assets and Liabilities Associated with Variable Annuity and Other Universal Life-Type Contracts

Accounting Policy and Assumptions

Life s deferred policy acquisition costs asset and present value of future profits ( PVFP ) intangible asset (hereafter, referred to collectively as DAC ) related to investment contracts and universal life-type contracts (including variable annuities) are amortized in the same way, over the estimated life of the contracts acquired using the retrospective deposit method. Under the retrospective deposit method, acquisition costs are amortized in proportion to the present value of estimated gross profits ( EGPs ). EGPs are also used to amortize other assets and liabilities on the Company s balance sheet, such as sales inducement assets and unearned revenue reserves ( URR ). Components of EGPs are used to determine reserves for guaranteed minimum death, income and universal life secondary guarantee benefits accounted for and collectively referred to as SOP 03-1 reserves . The specific breakdown of the most significant EGP based balances by segment is as follows:

	Individual Variable				Individual Variable							
	Annuities U.S.				Annuities Japan			<b>Individual Life</b>				
	December				December			June			ecember	
	Ju	ıne 30,		31,	J	June 30,		31,		30,		31,
		2009		2008		2009		2008		2009		2008
DAC	\$	3,754	\$	4,844	\$	1,590	\$	1,834	\$	2,743	\$	2,931
Sales Inducements	\$	334	\$	436	\$	27	\$	19	\$	38	\$	36
URR	\$	63	\$	109	\$		\$		\$	1,176	\$	1,299

SOP 03-1 reserves \$ 1,502 \$ 867 \$ 567 \$ 229 \$ 54 \$ 40 For most contracts, the Company estimates gross profits over a 20-year horizon as estimated profits emerging subsequent to that timeframe are immaterial. The Company uses other amortization bases for amortizing DAC, such as gross costs (net of reinsurance), as a replacement for EGPs when EGPs are expected to be negative for multiple years of the contract s life. Actual gross profits, in a given reporting period, that vary from management s initial estimates result in increases or decreases in the rate of amortization, commonly referred to as a true-up , which are recorded in the current period.

Products sold in a particular year are aggregated into cohorts. Future gross profits for each cohort are projected over the estimated lives of the underlying contracts, and are, to a large extent, a function of future account value projections for variable annuity products and to a lesser extent for variable universal life products. The projection of future account values requires the use of certain assumptions. The assumptions considered to be important in the projection of future account value, and hence the EGPs, include separate account fund performance, which is impacted by separate account fund mix, less fees assessed against the contract holder s account balance, surrender and lapse rates, interest margin, mortality, and hedging costs. The assumptions are developed as part of an on-going process and are dependent upon the Company s current best estimates of future events.

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Through March 31, 2009, the Company estimated gross profits using the mean of EGPs derived from a set of stochastic scenarios that had been calibrated to our estimated separate account return. Beginning in the second quarter of 2009, the Company estimated gross profits from a single deterministic reversion-to-mean (RTM) separate account return projection. RTM is an estimation technique commonly used by insurance entities to project future separate account returns. Through this estimation technique, the Company s DAC model will be adjusted to reflect actual account values at the end of each quarter and through a consideration of recent returns, we will adjust future projected returns over a five-year period so that the account value returns to the long-term expected rate of return, providing that those projected returns for the next five years do not exceed certain caps or floors. This will result in a DAC unlock, described below, each quarter. However, benefits and assessments used in the determination of SOP 03-1 reserves will still be derived from a set of stochastic scenarios that have been calibrated to our reversion to mean separate account returns. Under RTM, the Company makes the following assumptions about the asset categories that comprise separate accounts:

**Equities:** The reversion period combines a five-year prospective period and a look-back period to April 1, 2009 intended to reflect the results of recent historical market experience. The expected long-term equity rate of return on the U.S. and Japan equity asset classes is 9.5% and 8.5%, respectively, subject to a 15% cap.

**Fixed Income:** The expected long-term fixed income rate of return on the U.S. and Japan fixed income asset classes is 6.0% and 4.0%, respectively.

The following table summarizes the general impacts to individual variable annuity EGPs and earnings for DAC amortization caused by changes in separate account returns, mortality and future lapse rate assumptions:

Assumption Expected long-term rates of returns increase	Impact to EGPs Increase: As expected fee income would increase and expected claims would decrease.	Impact on Earnings for DAC Amortization Benefit
Expected long-term rates of returns decrease	<b>Decrease:</b> As expected fee income would decrease and expected claims would increase.	Charge
Future mortality increases	<b>Decrease:</b> As expected fee income would decrease because the time period in which fees would be collected would be reduced and claims would increase.	Charge
Future mortality decreases	<b>Increase:</b> As expected fee income would increase because the time period in which fees would be collected would increase and claims would decrease.	Benefit
Future lapse rate increases	<b>Decrease:</b> As expected fee income would decrease because the time period in which fees would be collected would be reduced at a greater rate than claims would decrease. [1]	Charge [1]

Future lapse rate decreases

**Increase:** As expected fee income would increase because the time period in which fees would be collected would increase at a greater rate than claims would increase. [1]

Benefit [1]

[1] If a contract is significantly in-the-money such that expected lifetime claims exceed lifetime fee income, this relationship would reverse.

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In addition to changes to the assumptions described above, changes to other policyholder behaviors such as resets, partial surrenders, reaction to price increases, and asset allocations could cause EGPs to fluctuate.

Estimating future gross profits is complex and requires considerable judgment and the forecasting of events well into the future. Even though the Company has adopted a reversion to mean estimation technique for determining future separate account returns, the Company will continue to complete a comprehensive assumption study and refine its estimate of future gross profits, as a result of that study, during the third quarter of each year. Upon completion of an assumption study, the Company revises its assumptions to reflect its current best estimate, thereby changing its estimate of projected account values and the related EGPs in the DAC, sales inducement and unearned revenue reserve amortization models as well as SOP 03-1 reserving models. The DAC asset, as well as the sales inducement asset, unearned revenue reserves and SOP 03-1 reserves are adjusted with an offsetting benefit or charge to income to reflect such changes in the period of the revision. All assumption changes that affect the estimate of future EGPs including the update of current account values, the use of the RTM estimation technique or policyholder behavior assumptions are considered an unlock in the period of revision. An Unlock that results in an after-tax benefit generally occurs as a result of actual experience or future expectations of product profitability being favorable compared to previous estimates. An Unlock that results in an after-tax charge generally occurs as a result of actual experience or future expectations of product profitability being unfavorable compared to previous estimates.

Prior to adopting the RTM estimation technique for determining future separate account returns, in addition to the comprehensive assumption study performed in the third quarter of each year, revisions to best estimate assumptions used to estimate future gross profits were also necessary when the EGPs in the Company s models fell outside of an independently determined reasonable range of EGPs. In addition, the Company considered, on a quarterly basis, other qualitative factors such as product, regulatory and policyholder behavior trends and would also revise EGPs if those trends were expected to be significant and were not or could not be included in the statistically significant ranges of reasonable EGPs. After reviewing both the quantitative test results and certain qualitative factors as of March 31, 2009, the Company determined an interim Unlock was necessary. *Unlock* 

As a result of strong returns on the equity markets, offset by credit spread compression on the Company s general account bond portfolio, the after-tax impact on the Company s assets and liabilities as a result of the Unlock, which applied the RTM estimation technique, for the three months ended June 30, 2009 was:

Segment				earned venue	In Be	th and come enefit serves		ales cement		
After-tax (Charge) Benefit	DAC		Reserves		-	[1]	As	ssets	Total	
Retail	\$	163	\$	(21)	\$	98	\$	13	\$	253
Retirement Plans		1								1
Individual Life		3		(1)						2
International [2]		(11)		6		117		(8)		104
Total	\$	156	\$	(16)	\$	215	\$	5	\$	360

[1] As a result of the Unlock, death benefit reserves, in Retail, decreased \$307, pre-tax, offset

by a decrease of \$157, pre-tax, in reinsurance recoverables. In International, death benefit reserves decreased \$184, pre-tax, offset by an increase of \$4, pre-tax, in reinsurance recoverables. [2] Includes \$(49) related to DAC recoverability impairment associated with the decision to suspend sales in the U.K. variable annuity business.

The after-tax impact on the Company s assets and liabilities as a result of the Unlock in the first quarter based on our quantitative and qualitative tests and the second quarter, based on the RTM estimation technique, for the six months ended June 30, 2009 was:

			Une	arned	In	come	S	ales		
Segment			Rev	enue	В	enefit	Indu	cement		
After-tax (Charge) Benefit	DAC		Res	erves		[1]	A	ssets	Total [2]	
Retail	\$	(503)	\$	31	\$	(230)	\$	(30)	\$	(732)
Retirement Plans		(53)				(2)		(1)		(56)
Individual Life		(64)		40						(24)
International		(99)		6		(216)		(9)		(318)
Corporate		(4)								(4)
Total	\$	(723)	\$	77	\$	(448)	\$	(40)	\$	(1,134)

[1] As a result of the Unlock, death benefit reserves, in Retail, increased \$741, pre-tax, offset by an increase of \$386, pre-tax, in reinsurance

recoverables. In International, death benefit reserves increased \$352, pre-tax, offset by a decrease of \$20, pre-tax, in reinsurance recoverables.

[2] The most significant contributor to the Unlock amounts recorded during the first quarter of 2009 were as a result of actual separate account returns from the period ending October 1, 2008 to March 31, 2009 being significantly below our aggregated

estimated return.

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An Unlock only revises EGPs to reflect current best estimate assumptions. With or without an Unlock, and even after an Unlock occurs, the Company must also test the aggregate recoverability of the DAC and sales inducement assets by comparing the existing DAC balance to the present value of future EGPs. In addition, the Company routinely stress tests its DAC and sales inducement assets for recoverability against severe declines in its separate account assets, which could occur if the equity markets experienced a significant sell-off, as the majority of policyholders—funds in the separate accounts is invested in the equity market. The Company—s decision to suspend its International sales negatively impacted the loss recognition testing on the DAC balance associated with the U.K. variable annuity business. As a result, a \$49 after-tax loss was reported in earnings during the second quarter of 2009 and included in the Unlock results in the table above. As of June 30, 2009, the Company believed U.S. individual and Japan individual variable annuity EGPs could fall, through a combination of negative market returns, lapses and mortality, by at least 30% and 65%, respectively, before portions of its DAC and sales inducement assets would be unrecoverable.

## Valuation of Investments and Derivative Instruments

The Hartford s investments in fixed maturities include bonds, redeemable preferred stock and commercial paper. These investments, along with certain equity securities, which include common and non-redeemable preferred stocks, are classified as available-for-sale (AFS) and are carried at fair value. The after-tax difference from cost or amortized cost is reflected in stockholders equity as a component of Other Comprehensive Income (OCI), after adjustments for the effect of deducting the life and pension policyholders share of the immediate participation guaranteed contracts and certain life and annuity deferred policy acquisition costs and reserve adjustments. The equity investments associated with the variable annuity products offered in Japan are recorded at fair value and are classified as trading with changes in fair value recorded in net investment income. Policy loans are carried at outstanding balance. Mortgage loans on real estate are recorded at the outstanding principal balance adjusted for amortization of premiums or discounts and net of valuation allowances. Short-term investments are carried at amortized cost, which approximates fair value. Limited partnerships and other alternative investments are reported at their carrying value with the change in carrying value accounted for under the equity method and accordingly the Company s share of earnings are included in net investment income. Recognition of limited partnerships and other alternative investment income is delayed due to the availability of the related financial statements, as private equity and other funds are generally on a three-month delay and hedge funds are on a one-month delay. Accordingly, income for the three and six months ended June 30, 2009 may not include the full impact of current year changes in valuation of the underlying assets and liabilities, which are generally obtained from the partnerships general partners. Other investments primarily consist of derivatives instruments which are carried at fair value.

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Valuation of Fixed Maturity, Short-Term and Equity Securities, Available-for-Sale

The fair value for fixed maturity, short-term and equity securities, available-for-sale, in an active and orderly market (i.e. not distressed or forced liquidation) is determined by management after considering one of three primary sources of information: third party pricing services, independent broker quotations or pricing matrices. Security pricing is applied using a waterfall approach whereby prices are first sought from third party pricing services, the remaining unpriced securities are submitted to independent brokers for prices, or lastly, securities are priced using a pricing matrix. Typical inputs used by these three pricing methods include, but are not limited to, reported trades, benchmark yields, issuer spreads, bids, offers, and/or estimated cash flows and prepayments speeds. Based on the typical trading volumes and the lack of quoted market prices for fixed maturities, third party pricing services will normally derive the security prices through recent reported trades for identical or similar securities making adjustments through the reporting date based upon available market observable information as outlined above. If there are no recent reported trades, the third party pricing services and brokers may use matrix or model processes to develop a security price where future cash flow expectations are developed based upon collateral performance and discounted at an estimated market rate. For further discussion, see the Valuation of Fixed Maturity, Short-term and Equity Securities Available-for-Sale Section in Note 4 of the Notes to the Condensed Consolidated Financial Statements. In accordance with SFAS 157, the Company has analyzed the third party pricing services valuation methodologies and

related inputs, and has also evaluated the various types of securities in its investment portfolio to determine an appropriate SFAS 157 fair value hierarchy level based upon trading activity and the observability of market inputs. For further discussion of SFAS 157, see Note 4 of the Notes to the Condensed Consolidated Financial Statements. The following table presents the fair value of fixed maturity, short-term and equity securities, available-for-sale, by

pricing source and SFAS 157 hierarchy level as of June 30, 2009.

	N for	in Active Arkets Identical Assets Level 1)	Ob	gnificant servable Inputs Level 2)	Uno	gnificant bservable Inputs Level 3)	Total		
Priced via third party pricing services	\$	512	\$	53,898	\$	1,738	\$	56,148	
Priced via independent broker quotations						3,862		3,862	
Priced via matrices				8		5,528		5,536	
Priced via other methods [1]				103		527		630	
Short-term investments [2]		10,478		2,223				12,701	
Total	\$	10,990	\$	56,232	\$	11,655	\$	78,877	
% of Total		13.9%		71.3%		14.8%		100.0%	

[1] Represents securities for which adjustments were made to reduce prices received from third parties and certain

private equity investments that are carried at the Company s determination of fair value from inception.

[2] Short-term investments are primarily valued at amortized cost, which approximates fair value.

The fair value of a financial instrument is the amount at which the instrument could be exchanged in a current transaction between knowledgeable, unrelated willing parties using inputs, including assumptions and estimates, a market participant would utilize. As the estimated fair value of a financial instrument utilizes assumptions and estimates, the amount that may be realized may differ significantly.

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Valuation of Derivative Instruments, excluding embedded derivatives within liability contracts

Derivative instruments are reported on the consolidated balance sheets at fair value and are reported in Other Investments and Other Liabilities. Derivative instruments are fair valued using pricing valuation models, which utilize market data inputs or independent broker quotations. As of June 30, 2009 and December 31, 2008, 95% and 94% of derivatives, respectively, based upon notional values, were priced by valuation models, which utilize independent market data. The remaining derivatives were priced by broker quotations. The derivatives are valued using mid-market level inputs, with the exception of the customized swap contracts that hedge guaranteed minimum withdrawal benefits (GMWB) liabilities, that are predominantly observable in the market. Inputs used to value derivatives include, but are not limited to, interest swap rates, foreign currency forward and spot rates, credit spreads and correlations, interest and equity volatility and equity index levels. The Company performs a monthly analysis on derivative valuations which includes both quantitative and qualitative analysis. Examples of procedures performed include, but are not limited to, review of pricing statistics and trends, back testing recent trades, analyzing the impacts of changes in the market environment, and review of changes in market value for each derivative including those derivatives priced by brokers.

The following table presents the notional value and net fair value of derivatives instruments by SFAS 157 hierarchy level as of June 30, 2009.

	Notio	onal Value	Fair	· Value
Quoted prices in active markets for identical assets (Level 1)	\$	2,650	\$	
Significant observable inputs (Level 2)		33,608		(95)
Significant unobservable inputs (Level 3)		27,360		853
Total	\$	63,618	\$	758

The following table presents the notional value and net fair value of the derivative instruments within the SFAS 157 Level 3 securities classification as of June 30, 2009.

	Notional Value	Fai	ir Value
Credit derivatives	\$ 4,878	\$	(266)
Interest derivatives	2,918		(12)
Equity derivatives	19,540		1,131
Other	24		
Total Level 3	\$ 27,360	\$	853

Derivative instruments classified as Level 3 include complex derivatives, primarily consisting of equity options and swaps, interest rate derivatives which have interest rate optionality, certain credit default swaps, and long-dated interest rate swaps. These derivative instruments are valued using pricing models which utilize both observable and unobservable inputs and, to a lesser extent, broker quotations. A derivative instrument that is priced using both observable and unobservable inputs will be classified as a Level 3 financial instrument in its entirety if the unobservable input is significant in developing the price. The Company utilizes derivative instruments to manage the risk associated with certain assets and liabilities. However, the derivative instrument may not be classified with the same fair value hierarchy level as the associated assets and liabilities.

#### Evaluation of Other-Than-Temporary Impairments on Available-for-Sale Securities

One of the significant estimates related to AFS securities is the evaluation of investments for other-than-temporary-impairments (impairment). The Company has a security monitoring process overseen by a committee of investment and accounting professionals that identifies AFS securities that are subjected to an enhanced evaluation on a quarterly basis to determine if an impairment is present. This evaluation is a quantitative and qualitative process, which is subject to risks and uncertainties and is intended to determine whether declines in the fair

value of AFS securities should be recognized in current period earnings. For further discussion of the accounting policy, see the Recognition and Presentation of Other-Than-Temporary Impairments Section of Note 1 of the Notes to the Condensed Consolidated Financial Statements. For a discussion of results, see the Other-Than-Temporary Impairment Losses Section of the MD&A.

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## CONSOLIDATED RESULTS OF OPERATIONS

		Three		Ionths Ei ine 30,	nded	Six Months Ended June 30,					
<b>Operating Summary</b>		2009		2008	Change	2009		2008		Change	
Earned premiums	\$	3,592	\$	3,891	(8%)	\$	7,421	\$	7,734	(4%)	
Fee income	Ψ	1,062	Ψ	1,386	(23%)	Ψ	2,229	Ψ	2,723	(18%)	
Net investment income (loss):		1,002		1,500	(23 %)		2,22)		2,723	(10%)	
Securities available-for-sale and other		1,021		1,230	(17%)		1,941		2,423	(20%)	
Equity securities, trading [1]		2,523		1,153	119%		1,799		(2,425)	NM	
Equity securities, trading [1]		2,323		1,133	11770		1,777		(2,723)	14141	
Total net investment income (loss)		3,544		2,383	49%		3,740		(2)	NM	
Net realized capital gains (losses): Total other-than-temporary impairment											
( OTTI ) losses OTTI losses transferred to other		(562)		(164)	NM		(786)		(468)	(68%)	
comprehensive income		248					248				
Net OTTI losses recognized in earnings Net realized capital losses, excluding net		(314)		(164)	(91%)		(538)		(468)	(15%)	
OTTI losses recognized in earnings		(367)		(118)	NM		(59)		(1,185)	95%	
Total net realized capital losses		(681)		(282)	(141%)		(597)		(1,653)	64%	
Other revenues		120		125	(4%)		238		245	(3%)	
Total revenues		7,637		7,503	2%		13,031		9,047	44%	
Benefits, losses and loss adjustment expenses		3,092		3,586	(14%)		7,729		6,943	11%	
Benefits, losses and loss adjustment expenses returns credited on International											
variable annuities [1]		2,523		1,153	119%		1,799		(2,425)	NM	
Amortization of deferred policy acquisition		674		906	(1601)		2.022		1 274	1200	
costs and present value of future profits		674		806	(16%)		2,933		1,274	130%	
Insurance operating costs and expenses		959		1,047	(8%)		1,857		1,997	(7%)	
Interest expense		119		77	55%		239		144	66%	
Goodwill impairment		252		100	200		32		271	100	
Other expenses		252		182	38%		441		371	19%	
Total benefits, losses and expenses		7,619		6,851	11%		15,030		8,304	81%	
<b>Income (loss) before income taxes</b>		18		652	(97%)		(1,999)		743	NM	
Income tax expense (benefit)		33		109	(70%)		(775)		55	NM	
Net income (loss)	\$	(15)	\$	543	NM	\$	(1,224)	\$	688	NM	

[1] Includes investment

income and mark-to-market effects of equity securities, trading, supporting the international variable annuity business, which are classified in net investment income with corresponding amounts credited to policyholders within benefits, losses and loss adjustment expenses.

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		Three	nths Ei e 30,	nded	Six Months Ended June 30,				
Segment Results	2	2009	008	Change		2009		2008	Change
Life				J					
Retail	\$	192	\$ 170	13%	\$	(552)	\$	93	NM
Individual Life		16	30	(47%)		(2)		50	NM
Total Individual Markets Group		208	200	4%		(554)		143	NM
Retirement Plans		(40)	31	NM		(128)		26	NM
Group Benefits		14	62	(77%)		83		108	(23%)
Total Employer Markets Group		(26)	93	NM		(45)		134	NM
International		119	72	65%		(174)		80	NM
Institutional		(66)	(30)	(120%)		(240)		(150)	(60%)
Other		(59)	(1)	NM		(69)		(28)	(146%)
Total Life		176	334	(47%)		(1,082)		179	NM
Property & Casualty Ongoing Operations									
Underwriting results									
Personal Lines		(10)	18	NM		65		123	(47%)
Small Commercial		74	69	7%		161		188	(14%)
Middle Market		56	3	NM		125		58	116%
Specialty Commercial		36	18	100%		59		57	4%
Specialty Commercial		30	10	10070		37		37	770
Ongoing Operations underwriting results		156	108	44%		410		426	(4%)
Net servicing income [1]		7	8	(13%)		15		7	114%
Net investment income		239	334	(28%)		424		644	(34%)
Net realized capital losses		(80)	(53)	(51%)		(369)		(187)	(97%)
Other expenses		(48)	(65)	26%		(98)		(122)	20%
Income before income taxes		274	332	(17%)		382		768	(50%)
Income tax expense		(52)	(86)	40%		(49)		(210)	77%
Ongoing Operations		222	246	(10%)		333		558	(40%)
Other Operations		(49)	3	NM		(48)		17	NM
<b>Total Property &amp; Casualty</b>		173	249	(31%)		285		575	(50%)
Corporate		(364)	(40)	NM		(427)		(66)	NM
Net income (loss)	\$	(15)	\$ 543	NM	\$	(1,224)	\$	688	NM

<sup>[1]</sup> Net of expenses related to service business.

The Hartford defines NM as not meaningful for increases or decreases greater than 200%, or changes from a net gain to a net loss position, or vice versa.

#### Three months ended June 30, 2009 compared to the three months ended June 30, 2008

Net income decreased \$558 primarily due to a decrease of \$158 from Life and \$76 from Property & Casualty. Also, included in Corporate is approximately \$300 in net realized capital losses related to the settlement of a contingent obligation to Allianz and increased interest expense on debt issued to Allianz in October 2008. See the Life and Property & Casualty sections of the MD&A for a discussion on the respective operations performance.

#### Six months ended June 30, 2009 compared to the six months ended June 30, 2008

Net income decreased \$1,912 primarily due to a decrease of \$1,261 from Life and \$290 from Property & Casualty. Also, included in Corporate is approximately \$300 in net realized capital losses related to the settlement of a contingent obligation to Allianz and increased interest expense on debt issued to Allianz in October 2008. See the Life and Property & Casualty sections of the MD&A for a discussion on the respective operations performance.

#### Outlook

The Hartford provides projections and other forward-looking information in the Outlook section within MD&A. The Outlook section contains many forward-looking statements, particularly relating to the Company s future financial performance. These forward-looking statements are estimates based on information currently available to the Company, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and are subject to the precautionary statements set forth in the introduction to MD&A above. Actual results are likely to differ, and in the past have differed, materially from those forecast by the Company, depending on the outcome of various factors, including, but not limited to, those set forth in the Outlook section, and in Part I, Item 1A, Risk Factors in The Hartford s 2008 Form 10-K Annual Report, as well as in Part II, Item 1A, Risk Factors of The Hartford s Quarterly Report on Form 10-Q for the quarter ended March 31, 2009 and Part II, Item 1A, Risk Factors in this Form 10-Q.

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#### Life

Retail

In the long-term, management continues to believe the market for retirement products will expand as individuals increasingly save and plan for retirement. Demographic trends suggest that as the baby boom generation matures, a significant portion of the United States population will allocate a greater percentage of their disposable incomes to saving for their retirement years due to uncertainty surrounding the Social Security system and increases in average life expectancy.

Near-term, the industry and the Company are experiencing lower variable annuity sales as a result of recent market turbulence and concerns over the U.S. financial system, and specifically in the U.S. Life Insurance industry. Current market pressures are also increasing the expected claim costs, the cost and volatility of hedging programs, and the level of capital needed to support living benefit guarantees. Companies have responded by increasing the price of their guaranteed living benefits and changing the amount of the guarantee offered. Management expects these de-risking trends to continue for the foreseeable future. In the first six months of 2009, the Company adjusted pricing levels and took other actions to de-risk its variable annuity product features in order to address the risks and costs associated with variable annuity benefit features in the current economic environment and continues to explore other risk limiting techniques such as changes to hedging or other reinsurance structures. The Company will continue to evaluate the benefits offered within its variable annuities and intends to launch a new VA product, and riders, in the second half of 2009 that will be responsive to customer needs within the risk tolerances of The Hartford.

Significant declines in equity markets and increased equity market volatility are also likely to continue to impact the cost and effectiveness of our GMWB hedging program. Continued equity market volatility could result in material losses in our hedging program. For more information on the GMWB hedging program, see the Equity Risk Management section within Capital Markets Risk Management.

During this period of volatile equity markets, the Company experienced an increase in fixed annuity sales. This trend reversed in the second quarter 2009 as lower interest rates and the transition to a new product lowered fixed annuity sales. Management expects fixed annuity sales to continue to be challenged until interest rates increase. In the second quarter of 2009, the Company has continued its policy of offering higher crediting rates available to renewals of its market-value adjusted fixed annuity business. This higher crediting rate strategy for MVA renewals is expected to continue for some time, which will strain earnings on this renewal business.

For the retail mutual fund business, net sales can vary significantly depending on market conditions, as was experienced in the first six months of 2009. The continued declines in equity markets in the first quarter of 2009 helped drive continued declines in the Company s mutual fund deposits and assets under management. During the second quarter, the equity markets improved from the first quarter and as a result the Company mutual fund assets under management and deposits increased by 21% and 37%, respectively, compared to the first quarter of 2009. As this business continues to evolve, success will be driven by diversifying net sales across the mutual fund platform, delivering superior investment performance and creating new investment solutions for current and future mutual fund shareholders.

The decline in assets under management as compared to 2008 is the result of continued depressed values of the equity markets in 2009 as compared to 2008 which has decreased the extent of the scale efficiencies that Retail has benefited from in recent years. The significant reduction in assets under management has resulted in revenues declining faster than expenses causing lower earnings during the first half of 2009 and management expects this strain to continue throughout the year. Individual Annuity net investment spread has been impacted by losses on limited partnership and other alternative investments, lower yields on fixed maturities and an increase in crediting rates on renewals for market value adjusted annuities. Management expects these spread conditions to persist in the second half of 2009. Management will continue to actively evaluate its expense structure to ensure the business is controlling costs while maintaining an appropriate level of service to our customers.

Individual Life

Future sales for all products will be influenced by the Company s ratings, as published by the various ratings agencies, and active management of current distribution relationships, responding to the impact of recent merger and consolidation activity on existing distribution relationships and the development of new sources of distribution, while

offering competitive and innovative products and product features. The current economic environment poses challenges for future sales; while life insurance products respond well to consumer demand for financial security and wealth accumulation solutions, individuals may be reluctant to transfer funds when market volatility has recently resulted in significant declines in investment values. In addition, the availability and terms of capital solutions in the marketplace, as discussed below, to support universal life products with secondary guarantees, may reduce future growth in these products.

Sales and account values for variable universal life products have been under pressure due to continued equity market volatility and declines. For the three and six months ended June 30, 2009, variable universal life sales decreased 61% and 67%, respectively, and account values decreased 24% compared to prior year. Continued volatility and declines in the equity markets may reduce the attractiveness of variable universal life products and put additional strain on future earnings as variable life fees earned by the Company are driven by the level of assets under management. The variable universal life mix was 39% of total life insurance in-force as of June 30, 2009.

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Individual Life reinsured the policy liability related to statutory reserves in universal life with secondary guarantees to a captive reinsurance subsidiary. These reserves are calculated under prevailing statutory reserving requirements as promulgated under Actuarial Guideline 38, The Application of the Valuation of Life Insurance Policies Model Regulation . An unaffiliated standby third party letter of credit supports a portion of the statutory reserves that have been ceded to this subsidiary. Beginning in 2007, the use of the letter of credit resulted in a decline in net investment income and increased expenses in future periods for Individual Life. As of June 30, 2009, the transaction provided approximately \$540 of statutory capital relief associated with the Company s universal life products with secondary guarantees. At the current level of sales, the Company expects this transaction to accommodate future statutory capital needs for in-force business and new business written through 2009 and into 2010. Under the terms of the letter of credit, the issuer has the right to require The Hartford to terminate the reinsurance agreement with the captive reinsurance subsidiary, as it applies to new business, at any time after September 30, 2009. Management has not received any indication that the issuer intends to exercise this right. As the marketplace and its business evolves in this product line, Individual Life will evaluate the availability of and need for an additional capital transaction.

For risk management purposes, Individual Life accepts and retains up to \$10 in risk on any one life. Individual Life uses reinsurance where appropriate to protect against the severity of losses on individual claims; however, death claim experience may continue to lead to periodic short-term earnings volatility. In the second quarter of 2009, Individual Life began ceding insurance under a new reinsurance structure for all new business excluding term life insurance. The new reinsurance structure allows Individual Life greater flexibility in writing larger policies, while retaining less of the overall risk associated with individual insured lives. This new reinsurance structure will help balance the overall profitability of Individual Life s business. The financial results of the new structure will be recognized over time as new business subject to the structure grows as a percentage of Individual Life s total in-force. As a result of the new reinsurance structure, Individual Life will recognize increasing reinsurance premiums while minimizing earnings volatility associated with mortality experience.

Individual Life continues to face uncertainty surrounding estate tax legislation, aggressive competition from other life insurance providers, reduced availability and higher price of reinsurance, and the current regulatory environment related to reserving for term life insurance and universal life products with no-lapse guarantees. These risks may have a negative impact on Individual Life s future earnings.

#### Retirement Plans

The future financial results of the Retirement Plans segment will depend on Life s ability to increase assets under management across all businesses, achieve scale in areas with a high degree of fixed costs and maintain its investment spread earnings on the general account products sold largely in the 403(b)/457 business. Disciplined expense management will continue to be a focus of the Retirement Plan segment as necessary investments in service and technology are made to effect the integration of the acquisitions described below.

During 2008, the Company completed three Retirement Plans acquisitions. The acquisition of part of the defined contribution record keeping business of Princeton Retirement Group gives Life a foothold in the business of providing recordkeeping services to large financial firms which offer defined contribution plans to their clients and at acquisition added \$2.9 billion in mutual funds to Retirement Plans assets under management and \$5.7 billion of assets under administration. The acquisition of Sun Life Retirement Services, Inc., at acquisition added \$15.8 billion in Retirement Plans assets under management across 6,000 plans and provides new service locations in Boston, Massachusetts and Phoenix, Arizona. The acquisition of TopNoggin LLC., provides web-based technology to address data management, administration and benefit calculations. These three acquisitions were not accretive to 2008 net income. Furthermore, net income as a percentage of assets is expected to be lower in 2009 reflecting a full year of the new business mix represented by the acquisitions, which includes larger, more institutionally priced plans, predominantly executed on a mutual fund platform, and the cost of maintaining multiple technology platforms during the integration period.

Given the recent market declines in the fourth quarter of 2008 and first quarter of 2009 and increased market volatility, the Company has seen and expects that growth in Retirement deposits will be negatively affected if businesses reduce their workforces and offer more modest salary increases and as workers potentially allocate less to retirement accounts in the near term. The severe decline in equity markets in the second half of 2008 and through the first quarter of 2009 has significantly reduced Retirement Plans assets under management, which has strained its net

income. This earnings strain is expected to continue throughout 2009 or until the equity markets improve. *Group Benefits* 

Group Benefits sales may fluctuate based on the competitive pricing environment in the marketplace. The Company anticipates relatively stable loss ratios and expense ratios over the long-term based on underlying trends in the in-force business and disciplined new business and renewal underwriting. The Company has not seen a meaningful impact in its disability loss ratios as a result of the recent economic downturn. While claims incidence may increase during a recession, the Company would expect the impact to the disability loss ratio to be within the normal range of volatility. The current economic downturn, which has resulted in rising unemployment, combined with the potential for employees to lessen spending on the Company s products, has begun to impact premium levels and may impact future premium growth. Over time, as employers design benefit strategies to attract and retain employees, while attempting to control their benefit costs, management believes that the need for the Company s products will continue to expand. This combined with the significant number of employees who currently do not have coverage or adequate levels of coverage, creates opportunities for our products and services.

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#### International

Profitability depends on the account values of our customers, which are affected by equity, bond and currency markets. Periods of favorable market performance will increase assets under management and thus increase fee income earned on those assets, while unfavorable market performance will have the reverse effect. In addition, higher or lower account value levels will generally reduce or increase, respectively, certain costs for individual annuities to the Company, such as guaranteed minimum death benefits (GMDB), guaranteed minimum income benefits (GMIB), guaranteed minimum accumulation benefits (GMAB) and GMWB. Prudent expense management is also an important component of product profitability.

During 2009 International has experienced significant market declines during the first quarter of 2009 resulting in higher claim costs for its product guarantees. Declining account values and rising benefit costs are pressuring margins. In addition, surrender fees have declined due to lower than expected surrenders. During the second quarter of 2009, the Company suspended all new sales in International s Japan and European operations. International is currently in the process of restructuring its operations to maximize profitability and capital efficiency while continuing to focus on risk management and maintaining appropriate service levels.

#### Institutional

The Company is evaluating strategic options with respect to Institutional businesses. Sales for ratings-sensitive products such as stable value and payout annuities have declined to minimal levels. The net income of this segment depends on Institutional sability to retain assets under management, the relative mix of business, and net investment spread. Net investment spread, as discussed in the Performance Measures section of this MD&A, has declined in the second quarter of 2009 versus prior year amounts and management expects net investment spread will remain pressured throughout the remainder of 2009 due to the anticipated performance of limited partnerships and other alternative investments as well as the decline in short-term interest rates.

Stable value products will experience negative net flows in 2009 as a result of contractual maturities and the payments associated with certain contracts which allow an investor to accelerate principal repayments (after a defined notice period of typically thirteen months). Approximately \$2.3 billion of account value will be paid out on stable value contracts during the remainder of 2009. Institutional will fund these obligations from cash and short-term investments presently held in its investment portfolios along with projected receipts of earned interest and principal maturities from long-term invested assets. As of June 30, 2009, Institutional has no remaining contracts that contain an unexercised investor option feature that allows for contract surrender at book value. The Company has the option to accelerate the repayment of principal for certain other stable value products and will evaluate calling these contracts on a contract by contract basis based upon the financial impact to the Company.

## **Property & Casualty**

# Ongoing Operations

In 2009, management expects Ongoing Operations written premium to be lower, reflecting the effects of the downturn in the economy, the adverse impact of recent ratings downgrades on certain segments of the portfolio, and a continuation of competitive market conditions. The effects of the downturn in the economy are manifested in declining new car and home sales, lower rates of small business formations, higher rates of small business failures, and declining payrolls. A continuation of these negative economic trends will adversely affect new business growth rates, increase mid-term cancellations, and exacerbate declining levels of coverage and average written premium across all lines of business. Written premium declines may be greater than expected if the economy deteriorates further or if the market perceives greater uncertainty about the financial strength of the Company.

Excluding catastrophes and prior accident year development, Ongoing Operations underwriting margins will likely decline in 2009 due primarily to increases in both the loss and loss adjustment expense ratio as well as the expense ratio, partially offset by lower anticipated policyholder dividends. The Ongoing Operations 2009 accident year loss and loss adjustment expense ratio before catastrophes is expected to increase due to mid single-digit increases in claim cost severity and continued earned pricing decreases for Middle Market and large commercial lines, partially offset by favorable claim frequency in Small Commercial and Middle Market.

The Ongoing Operations expense ratio is expected to increase in 2009, in part, due to lower expected earned premium in Small Commercial, Middle Market and Specialty Commercial, the amortization of a higher amount of acquisition

costs on AARP and other business and an increase in the cost of investments in technology to support future growth. The policyholder dividend ratio was unusually high in 2008 due to the accrual of \$26 in dividends due to certain workers compensation policyholders as a result of underwriting profits. See the Property and Casualty MD&A section for further discussion.

Current accident year catastrophe losses in 2008, at 5.3% of Ongoing Operations earned premium, were higher than the long-term historical average due principally to hurricane Ike and higher than average losses from tornadoes and thunderstorms in the South and Midwest. While catastrophe losses vary significantly from year to year and are unpredictable, management has assumed that catastrophe losses in 2009 will be closer to 3% to 3.5% of earned premium. The Company will continue to manage its exposure to catastrophe losses through the ongoing assessment of its risk, disciplined underwriting and the use of reinsurance and other risk transfer alternatives, as appropriate. As of January 1, 2009, the Company s retention under its principal property catastrophe reinsurance program remained at \$250 per catastrophe event. With the January 1 and July 1, 2009 renewals, the cost of the Company s principal property catastrophe reinsurance program has increased modestly.

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Driven primarily by an expected increase in loss costs and underwriting expenses, the Company expects the Ongoing Operations combined ratio before catastrophes and prior accident year development in 2009 to be higher than the 88.9 achieved in 2008.

#### Personal Lines

Within the Personal Lines segment, the Company expects written premium to be relatively flat in 2009, with growth in AARP largely offset by a decline in Agency. The Company expects personal auto written premium to be slightly higher and homeowners—written premium to be slightly lower. The expected increase in AARP written premium will be largely driven by continued direct marketing to AARP members, the continued enhancement of the—Next Gen Auto product and the effect of cross-selling homeowners—insurance to insureds who have auto policies. The expected decline in Agency written premium will be driven, in part, by the Company—s decision to stop renewing Florida homeowners—policies sold through agents.

In 2009, the Company expects to increase its auto and homeowners—written premium generated from agents selling the AARP product and from direct sales to the consumer. The Company has launched a brand and channel expansion pilot in four states: Arizona, Illinois, Tennessee and Minnesota. In the targeted states, the Company has increased Personal Lines brand advertising, launched direct marketing efforts beyond its existing AARP program and begun selling the AARP product through agents. The Company plans to expand the sale of the AARP product through agents to additional states by the end of 2009. In addition, in July, 2009, the Company extended its agreement to operate a member contact center for health insurance products offered through the AARP Health program. The agreement was extended through 2018.

While carriers in the personal lines industry will continue to compete on price, management expects that written pricing in Personal Lines will continue to increase modestly in 2009 in response to rising loss costs. For both auto and homeowners, written pricing increased in 2008 and the first six months of 2009. While the Company s written pricing is increasing, largely offsetting this has been the effect of a shift of business to more preferred market segments (which has a lower average premium) and actions taken by consumers to lower their premium, such as raising deductibles, reducing limits, dropping coverage and reducing mileage. In addition, the Company has seen an increase in consumer shopping driven by higher rates (instituted over the past year) and recessionary conditions.

The combined ratio before catastrophes and prior accident year development for Personal Lines is expected to be higher in 2009 than the 87.6 achieved in 2008 due to an expected increase in both the current accident year loss and loss adjustment expense ratio and the expense ratio. For auto business, emerged claim frequency in 2008 was favorable to the prior year and claim severity was slightly higher. In 2009, management expects claim severity will increase and claim frequency will flatten. Non-catastrophe loss costs of homeowners claims increased in 2008 due to higher claim frequency and severity and management expects frequency and severity to continue to rise in 2009. The expense ratio is expected to be higher in 2009 driven by higher amortization of AARP acquisition costs and costs incurred on the direct-to-consumer pilot while earned premium is expected to remain relatively flat.

#### Small Commercial

Within Small Commercial, management expects written premium in 2009 will be lower, driven by a decrease in new business growth and lower premium renewal retention in all lines. In the first six months of 2009, Small Commercial s written premium decreased by 6% driven, in part, by the effects of the economic downturn as the Company has seen an increase in cancellations, lower earned audit premium, a reduction in endorsement activity and lower payrolls that has resulted in declining average renewal premium. Small Commercial has introduced several initiatives aimed at improving premium renewal retention including cross-sell programs, as well as other product offerings designed to help customers weather the current economic crisis. Written premium decreases for workers—compensation business are expected to be more modest than for package business or commercial auto as management seeks to expand its underwriting appetite in selected industries and expand business written through payroll service providers. In 2009, average premium per policy in Small Commercial is expected to continue to decline due to written pricing decreases, a lower average premium on commercial auto business and the effect of declining mid-term endorsements. Written pricing in Small Commercial decreased by 2% in 2008.

The combined ratio before catastrophes and prior accident year development for Small Commercial is expected to be higher in 2009 than the 82.8 achieved in 2008 due to an expected increase in the current accident year loss and loss

adjustment expense ratio and the expense ratio, partially offset by a decrease in the policyholder dividend ratio. The increase in the expense ratio will largely be driven by the decrease in earned premiums. Small Commercial experienced favorable frequency on workers—compensation claims in recent accident years and management expects favorable frequency to continue for the 2009 accident year though not as favorable in the second half of 2009 as it was in the first half of the year. While the Company experienced favorable non-catastrophe property losses on package business and commercial auto claims in 2008, management expects severity will continue its long-term increasing trend for non-catastrophe property claims in the second half of 2009, and frequency will be less favorable.

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#### Middle Market

Management expects that 2009 written premium for Middle Market will be lower due to a decrease in premium renewal retention that is primarily driven by a downturn in the economy that is impacting construction lines in marine and payroll exposures for workers—compensation. Written premium in Middle Market decreased by 8% in the first six months of 2009 driven by the downturn in the economy, which is partially reflected in lower earned audit premium. Additionally, the Company continued to take a disciplined approach to evaluating and pricing risks in the face of declines in written pricing. Written pricing for Middle Market business declined by 5% in 2008 and declined by 2% over the first six months of 2009. While management expects written pricing to continue to stabilize through the remainder of 2009, management expects carriers will continue to price new business more aggressively than renewals. Management will seek to compete for new business and protect renewals in Middle Market by, among other actions, refining its pricing models, increasing its willingness to write more workers—compensation business on a mono-line basis and writing larger property policies and umbrella general liability policies. In the first two months of the second quarter of 2009, the Company—s new business and premium renewal retention were negatively affected by uncertainty in the marketplace regarding The Hartford, but premium retention and new business improved significantly in the month of June for both smaller and larger accounts after the Company reaffirmed its focus on its core domestic Property & Casualty and Life businesses and its ratings stabilized.

Carriers in the commercial lines market segment reported some moderation in the rate of price declines during the fourth quarter of 2008 and first six months of 2009. Like in the Personal Lines and Small Commercial market segments, current economic conditions (lower payrolls, declines in production, lower sales, etc.) are reducing written premium growth opportunities.

The combined ratio before catastrophes and prior accident year development for Middle Market is expected to be higher in 2009 than the 93.4 achieved in 2008 due to an expected increase in the current accident year loss and loss adjustment expense ratio and the expense ratio, partially offset by a decrease in the policyholder dividend ratio. Claim cost severity has been favorable on property and marine claims for the first six months of 2009 as the Company experienced a number of individually large property losses in 2008. However, management expects that claim cost severity for property and marine claims will not be as favorable for the remainder of 2009 and that severity will continue to increase for all other lines within Middle Market. The Company also expects a continuation of moderately lower frequency in 2009.

## Specialty Commercial

Within Specialty Commercial, management expects written premium to be significantly lower, primarily driven by the sale of the Company s core excess and surplus lines property businesses and a decrease in professional liability, fidelity and surety written premium, particularly for public company directors and officers insurance and errors and omissions insurance. Although certain of the Company s ratings stabilized in May of 2009, concerns about the Company s financial strength had a negative effect on commercial directors and officers and contract surety lines of business for the first six months of 2009. As a substantial portion of the Company s professional liability, fidelity and surety portfolio is sensitive to ratings changes, further adverse changes of the Company s ratings or market perception of our financial strength could further deteriorate Specialty Commercial s written premium for 2009. In addition, the departure of a number of staff at Hartford Financial Products during the month of June 2009 could adversely affect written premium growth in the short-term, particularly for commercial directors and officers accounts. Specialty Commercial written premium declined by 14% in the first six months of 2009.

For professional liability business within Specialty Commercial, the Company expects its losses from the fallout of the sub-prime mortgage market and the broader credit crisis to be manageable based on several factors. Principal among them is the diversified nature of the Company s product and customer portfolio, with a majority of the Company s total in-force professional liability net written premium derived from policyholders with privately-held ownership and, therefore, relatively low shareholder class action exposure. Reinsurance substantially mitigates the net limits exposed per policy and no single industry segment comprises 15% or more of the Company s professional liability book of business by net written premium. About half of the Company s limits exposed to federal shareholder class action claims filed in 2008 and the first six months of 2009 are under Side-A D&O insurance policies that provide protection to individual directors and officers only in cases where their company cannot indemnify them. In addition, 95% of the

exposed limits are on excess policies rather than primary policies. Regarding the Madoff and Stanford alleged fraud cases which continue to evolve, based on a detailed ground-up review of all claims notices received to date and an analysis of potentially involved parties noted in press reports, the Company anticipates only a limited number of its policies and corresponding net limits to be exposed. The Company expects its losses from the sub-prime mortgage and credit crisis, as well as its exposure to the Madoff and Stanford cases, to be within its expected loss estimates.

In 2009, the combined ratio before catastrophes and prior accident year development for Specialty Commercial is expected to be higher than the 97.3 achieved in 2008 due to an expected increase in both the current accident year loss and loss adjustment expense ratio and the expense ratio, partially offset by a decrease in the policyholder dividend ratio. A higher loss and loss adjustment expense ratio for professional liability claims is expected in 2009, driven by an expectation of earned pricing decreases.

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#### Other Operations

The Other Operations segment will continue to manage the discontinued property and casualty operations of the Company, as well as claims (and associated reserves) related to asbestos, environmental and other exposures. The Company will continue to review various components of all of its reserves on a regular basis. The Company expects to perform its regular review of environmental liabilities in the third quarter of 2009. If there are significant developments that affect particular exposures, reinsurance arrangements or the financial condition of particular reinsurers, the Company will make adjustments to its reserves, or the portion of liabilities it expects to cede to reinsurers.

#### Investment Income

Property & Casualty operating cash flow is expected to be less favorable in 2009 than in 2008, although still positive. Based upon expected losses from limited partnerships and other alternative investments and an increased allocation of investments to lower-yielding U.S. Treasuries and short-term instruments, Property & Casualty expects a lower investment portfolio yield for 2009.

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#### LIFE

#### **Executive Overview**

Life is organized into four groups which are comprised of six reporting segments: The Retail Products Group (Retail) and Individual Life segments make up the Individual Markets Groups. The Retirement Plans and Group Benefits segments make up the Employer Markets Group. The Institutional Solutions Group (Institutional) and International segments each make up their own group. Life provides investment and retirement products, such as variable and fixed annuities, mutual funds and retirement plan services and other institutional investment products, such as structured settlements; individual and private-placement life insurance and products including variable universal life, universal life, interest sensitive whole life and term life; and group benefit products, such as group life and group disability insurance

The following provides a summary of the significant factors used by management to assess the performance of the business. For a complete discussion of these factors, see MD&A in The Hartford s 2008 Form 10-K Annual Report.

## **Performance Measures**

DAC amortization ratio, return on assets ( ROA ) or after-tax margin, excluding realized gains (losses) or DAC unlock are non-GAAP financial measures that the Company uses to evaluate, and believes are important measures of, segment operating performance. DAC amortization ratio, ROA or after-tax margin is the most directly comparable U.S. GAAP measure. The Hartford believes that the measures of DAC amortization ratio, ROA or after-tax margin, excluding realized gains (losses) and DAC unlock provide investors with a valuable measure of the performance of the Company s on-going businesses because it reveals trends in our businesses that may be obscured by the effect of realized gains (losses) or periodic DAC unlocks. Some realized capital gains and losses are primarily driven by investment decisions and external economic developments, the nature and timing of which are unrelated to insurance aspects of our businesses. Accordingly, these non-GAAP measures exclude the effect of all realized gains and losses that tend to be highly variable from period to period based on capital market conditions. The Hartford believes, however, that some realized capital gains and losses are integrally related to our insurance operations, so DAC amortization ratio, ROA and after-tax margin, excluding the realized gains (losses) and DAC unlock should include net realized gains and losses on net periodic settlements on the Japan fixed annuity cross-currency swap. These net realized gains and losses are directly related to an offsetting item included in the statement of operations such as net investment income. DAC unlocks occur when the Company determines that estimates of future gross profits should be revised in accordance with Statement of Financial Accounting Standards No. 97. As the DAC unlock is a reflection of the Company s new best estimates of future gross profits, the result and its impact on DAC amortization ratio, ROA and after-tax margin is meaningful; however, it does distort the trend of DAC amortization ratio, ROA and after-tax margin. DAC amortization ratio, ROA or after-tax margin, excluding realized gains (losses) and DAC unlock should not be considered as a substitute for DAC amortization ratio, ROA or after-tax margin and does not reflect the overall profitability of our businesses. Therefore, the Company believes it is important for investors to evaluate both DAC amortization ratio, ROA and after-tax margin, excluding realized gains (losses) and DAC unlock and DAC amortization ratio, ROA and after-tax margin when reviewing the Company s performance.

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#### Fee Income

Fee income is largely driven from amounts collected as a result of contractually defined percentages of assets under management. These fees are generally collected on a daily basis. For individual life insurance products, fees are contractually defined as percentages based on levels of insurance, age, premiums and deposits collected and contract holder value. Life insurance fees are generally collected on a monthly basis. Therefore, the growth in assets under management either through positive net flows or net sales, or favorable equity market performance will have a favorable impact on fee income. Conversely, either negative net flows or net sales, or unfavorable equity market performance will reduce fee income.

Product/Key Indicator Information		As of and Three Mon June 2009	ths		As of and For the Six Months Ended June 30, 2009 2008						
Retail U.S. Individual Variable Annuities		2009		2000		2009		2000			
Account value, beginning of period  Net flows  Change in market value and other	\$	68,166 (1,596) 9,043	\$	107,920 (1,578) (997)	\$	74,578 (3,560) 4,595	\$	119,071 (2,817) (10,909)			
Account value, end of period	\$	75,613		105,345	\$	75,613		105,345			
Retail Mutual Funds	¢	20.706	ф	44.617	ф	21.022	Ф	40.202			
Assets under management, beginning of period	\$	28,706	\$	44,617	\$	31,032	\$	48,383			
Net sales		1,127		1,901		627		3,022			
Change in market value and other		4,875		721		3,049		(4,166)			
Assets under management, end of period	\$	34,708	\$	47,239	\$	34,708	\$	47,239			
Individual Life Insurance	Φ.	<b>7</b> 0 40	•	C (2.7	•	<b>7</b> 0 40	Φ.				
Variable universal life account value, end of period Universal life/interest sensitive whole life	\$	5,049	\$	6,625	\$	5,049	\$	6,625			
insurance in-force		53,213		50,298		53,213		50,298			
Variable universal life insurance in-force	\$	76,946	\$	78,557	\$	76,946	\$	78,557			
Retirement Plans Group Annuities	Φ.	21.052	Φ.	26.220	Φ.	22 100	ф	27.004			
Account value, beginning of period	\$	21,852	\$	26,339	\$	22,198	\$	27,094			
Net flows		(585)		611		46		1,511			
Change in market value and other		2,223		79		1,246		(1,576)			
Account value, end of period	\$	23,490	\$	27,029	\$	23,490	\$	27,029			
Retirement Plans Mutual Funds											
Assets under management, beginning of period	\$	14,144	\$	20,071	\$	14,838	\$	1,454			
Net sales		(697)		(230)		(640)		(108)			
Acquisitions								18,725			
Change in market value and other		1,895		13		1,144		(217)			

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Assets under management, end of period	\$ 15,342	\$ 19,854	\$ 15,342	\$ 19,854
Japan Annuities Account value, beginning of period Net flows Change in market value and other	\$ 30,946 (228) 2,230	\$ 38,975 597 997	\$ 34,495 (357) 1,508	\$ 37,637 1,260 (2,742)
Effect of currency translation	761	(2,447)	(1,937)	1,967
Account value, end of period	\$ 33,709	\$ 38,122	\$ 33,709	\$ 38,122
S&P 500 Index				
Period end closing value	919	1,280	919	1,280
Daily average value	893	1,371	851	1,361

Assets under management, across all businesses, shown above, have had substantial reductions in values from prior year primarily due to declines in equity markets during 2008 and the first quarter of 2009. The changes in line of business assets under management have also been affected by:

Retail s U.S. individual variable annuity business recorded lower deposits for the three and six months ended June 30, 2009 as a result of sharp equity market declines over the last twelve months.

Retail Mutual funds have seen a decline in net sales for the three and six months ended June 30, 2009 as a result of lower deposits driven by equity market declines and volatility.

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Individual Life has increased its universal life/interest sensitive whole life insurance in-force by approximately 6% primarily as a result of continued strong sales of secondary guaranteed universal life insurance products. Individual life has experienced significant decreases in variable life insurance account values as a result of the declines in equity markets, while variable universal life in-force has declined slightly as a result of lower sales during the first three and six months of 2009, and aging of the variable universal life insurance block of business resulting in increasing mortality and surrender experience.

For the three months ended June 30, 2009, Retirement Plans has seen declines in net flows and net sales in group annuities and mutual funds due largely to a few large case surrenders.

International For the three months ended June 30, 2009, Japan annuities have seen favorable effects from currency exchange rates. For the six months ended June 30, 2009, Japan annuities have seen an unfavorable impact from currency exchange rates. Net flows have decreased in Japan annuities due to increased competition from domestic and foreign insurers. In addition, Japan s deposits have slowed significantly due to increased competition and the suspension of new sales in the second quarter of 2009.

## Net Investment Spread

Management evaluates performance of certain products based on net investment spread. These products include those that have insignificant mortality risk, such as fixed annuities, certain general account universal life contracts and certain institutional contracts. Net investment spread is determined by taking the difference between the earned rate, (excluding the effects of realized capital gains and losses, including those related to the Company s GMWB product and related reinsurance and hedging programs), and the related crediting rates on average general account assets under management. The net investment spreads shown below are for the total portfolio of relevant contracts in each segment and reflect business written at different times. When pricing products, the Company considers current investment yields and not the portfolio average. Net investment spread can be volatile period over period, which can have a significant positive or negative effect on the operating results of each segment. Investment earnings can also be influenced by factors such as the actions of the Federal Reserve and a decision to hold higher levels of short-term investments. The volatile nature of net investment spread is driven primarily by prepayment premiums on securities and earnings on limited partnership and other alternative investments.

Net investment spread is calculated as a percentage of general account assets and expressed in basis points (bps):

	Three Months June 30		Six Months I June 30		
	2009	2008	2009	2008	
Retail Individual Annuity	21.7bps	138.5bps	2.4bps	133.3bps	
Individual Life	88.4bps	137.4bps	76.6bps	131.5bps	
Retirement Plans	59.2bps	141.6bps	53.1bps	138.4bps	
Institutional (GICs, Funding Agreements,	-	-	-	-	
Funding Agreement Backed Notes and					
Consumer Notes)	(31.0) bps	85.1bps	(54.3) bps	84.5bps	

Individual Annuity, Individual Life, Retirement Plans and Institutional net investment spread decreased primarily due to significant losses on limited partnership and other alternative investments during the three and six months ended June 30, 2009 compared to earnings in these classes in the comparable 2008 periods and lower yields on fixed maturities, partially offset by reduced credited rates for Individual Life, Retirement Plans and Institutional. Crediting rates for renewals on Retail Individual Annuity s market value adjusted annuities have increased, which has added to the decrease in Retail s net investment spread. In addition, lower market interest rates and higher balances in cash and short-term investments have pressured spread levels. The Company expects these conditions to persist throughout 2009.

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#### Premiums

Traditional insurance type products, such as those sold by Group Benefits, collect premiums from policyholders in exchange for financial protection for the policyholder from a specified insurable loss, such as death or disability. These premiums together with net investment income earned from the overall investment strategy are used to pay the contractual obligations under these insurance contracts. Two major factors, new sales and persistency, impact premium growth. Sales can increase or decrease in a given year based on a number of factors, including but not limited to, customer demand for the Company s product offerings, pricing competition, distribution channels and the Company s reputation and ratings. Persistency refers to the percentage of premium remaining in-force from year-to-year.

	7	Γhree Moı	nths E	Six Months Ended					
		Jun	e 30,						
<b>Group Benefits</b>		2009		2008		2009	2008		
Total premiums and other considerations	\$	1,074	\$	1,100	\$	2,212	\$	2,174	
Fully insured ongoing sales (excluding buyouts)	\$	89	\$	135	\$	489	\$	516	

The decrease in premiums and other considerations, excluding buyouts, for the three months ended June 30, 2009 was due primarily to reductions in the covered lives within our customer base, slightly higher cancellations and higher ceded premiums for certain reinsurance contracts.

## Expenses

There are three major categories for expenses. The first major category of expenses is benefits and losses. These include the costs of mortality and morbidity, particularly in the group benefits business, and mortality in the individual life businesses, as well as other contractholder benefits to policyholders. In addition, traditional insurance type products generally use a loss ratio which is expressed as the amount of benefits incurred during a particular period divided by total premiums and other considerations, as a key indicator of underwriting performance. Since Group Benefits occasionally buys a block of claims for a stated premium amount, the Company excludes this buyout from the loss ratio used for evaluating the underwriting results of the business as buyouts may distort the loss ratio.

The second major category is insurance operating costs and expenses, which is commonly expressed in a ratio of a revenue measure depending on the type of business. The third major category is the amortization of deferred policy acquisition costs and the present value of future profits (DAC amortization ratio), which is typically expressed as a percentage of pre-tax income before the cost of this amortization (an approximation of actual gross profits) and excludes the effects of realized capital gains and losses. Retail individual annuity business accounts for the majority of the amortization of deferred policy acquisition costs and present value of future profits for Life.

	1	Three Mont June		nded	Six Months Ended June 30,				
	2	009		2008		2009		2008	
Retail									
General insurance expense ratio (individual		22.41		21.21		22.61		10.61	
annuity)		23.4bps		21.2bps		22.6bps		18.6bps	
DAC amortization ratio (individual annuity)		14.0%		47.4%		363.3%		47.8%	
DAC amortization ratio (individual annuity)									
excluding DAC Unlock [1], [2]		71.0%		42.7%		68.0%		43.3%	
Individual Life									
Death benefits	\$	78	\$	88	\$	172	\$	179	
<b>Group Benefits</b>									
Total benefits, losses and loss adjustment									
expenses	\$	822	\$	811	\$	1,682	\$	1,599	
-	Ψ	76.5%	Ψ		Ψ	,	Ψ		
Loss ratio (excluding buyout premiums)		10.5%		73.7%		76.0%		73.6%	

Expense ratio (excluding buyout premiums)	28.1%	25.8%	26.2%	26.8%
International Japan				
General insurance expense ratio	45.8bps	47.7bps	44.6bps	45.4bps
DAC amortization ratio	(11.8%)	37.2%	736.4%	46.4%
DAC amortization ratio excluding DAC				
Unlock [2], [3], [4]	44.2%	39.3%	48.1%	39.2%
Institutional				
General insurance expense ratio	10.7	16.1	10.7	14.5

- [1] Excludes the effects of realized gains and losses.
- [2] See Unlock and
  Sensitivity
  Analysis in the
  Critical
  Accounting
  Estimates
  section of the
  MD&A.
- [3] Excludes the effects of realized gains and losses except for net periodic settlements. Included in the net realized capital gain (losses) are amounts that represent the net periodic accruals on currency rate swaps used in the risk management of Japan fixed annuity products.
- [4] Excludes the effects of 3 Wins related charge

of \$62, pre-tax, on net income.

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The Retail general insurance expense ratio increased primarily due to the impact of a sharply declining asset base on slightly lower expenses.

The Retail DAC amortization ratio (Individual Annuity) excluding realized gains (losses) and the effect of the DAC Unlock increased as a result of lower actual gross profits primarily due to equity market declines and lower returns on investments in limited partnerships and other alternative investments.

Individual Life death benefits decreased due to favorable mortality volatility partially offset by an increase in net amount at risk for variable universal life policies caused by equity market declines.

Group Benefits loss ratio increased due to unfavorable morbidity experience, which was largely the result of unfavorable reserve development.

Group Benefits expense ratio, excluding buyouts decreased for the six months ended June 30, 2009 compared to the prior year due primarily to lower commission expense on the experience rated business. For the three months ended June 30, 2009, the expense ratio, excluding buyouts increased due primarily to higher commission expense on the experience rated business.

International Japan general insurance expense ratio decreased due to the restructuring of Japan s operations.

International Japan DAC amortization ratio, excluding DAC Unlock and certain realized gains or losses, increased due to actual gross profits being less than expected as a result of lower fees earned on declining assets resulting in a higher DAC amortization rate.

Institutional general insurance expense ratio decreased due to active expense management efforts and reduced information technology expenses.

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## **Profitability**

Management evaluates the rates of return various businesses can provide as an input in determining where additional capital should be invested to increase net income and shareholder returns. The Company uses the return on assets for the Individual Annuity, Retirement Plans and Institutional businesses for evaluating profitability. In Group Benefits and Individual Life, after-tax margin is a key indicator of overall profitability.

	Three Months June 30		Six Months Ended June 30,			
Ratios Retail	2009	2008	2009	2008		
Individual annuity return on assets (ROA) Effect of net realized gains (losses), net of	89.8bps	53.4bps	(128.7) bps	10.8bps		
tax and DAC on ROA [1] Effect of DAC Unlock on ROA [2]	(62.1) bps 120.9bps	(10.8) bps	10.5bps (168.8) bps	(47.9) bps		
ROA excluding realized gains (losses) and DAC Unlock	31.0bps	64.2bps	29.6bps	58.7bps		
Individual Life After-tax margin Effect of net realized gains (losses), net of	6.3%	10.5%	(0.3%)	9.2%		
tax and DAC on after tax margin [1] Effect of DAC Unlock on after-tax	(8.1%)	(3.4%)	(7.1%)	(4.8%)		
margin[2]	0.8%		(4.6%)			
After tax margin excluding realized gains (losses) and DAC Unlock	13.6%	13.9%	11.4%	14.0%		
Retirement Plans Retirement Plans ROA Effect of net realized gains (losses), net of	(42.8) bps	26.6bps	(67.5) bps	13.8bps		
tax and DAC on ROA [1] Effect of DAC Unlock on ROA [2]	(51.3) bps 1.0bps	(2.4) bps	(42.2) bps (29.5) bps	(13.2) bps		
ROA excluding realized gains (losses) and DAC Unlock	7.5bps	29.0bps	4.2bps	27.0bps		
Group Benefits After-tax margin (excluding buyouts) Effect of net realized gains (losses), net of	1.2%	5.3%	3.5%	4.7%		
tax on after-tax margin [1]	(2.3%)	(1.7%)	(1.0%)	(1.8%)		
After-tax margin excluding realized gains (losses)	3.5%	7.0%	4.5%	6.5%		

International Japan				
International Japan ROA	212.8bps	71.6bps	(53.4) bps	43.8bps
Effect of net realized gains				
(losses) excluding net periodic settlements,				
net of tax and DAC on ROA [1] [3]	(54.4) bps	5.2bps	71.0bps	(27.0) bps
Effect of DAC Unlock on ROA [2]	217.7bps		(142.0) bps	
ROA excluding realized gains (losses) and				
DAC Unlock	49.5bps	66.4bps	17.6bps	70.8bps
Dire emock	13.2 ops	оо. төрө	17.00ps	, o.oops
Institutional				
Institutional ROA	(44.1) bps	(19.4) bps	(80.5) bps	(48.5) bps
Effect of net realized losses, net of tax and				
DAC on ROA [1]	(41.4) bps	(36.8) bps	(72.8) bps	(64.3) bps
	(2 T) 1			
ROA excluding realized losses	(2.7) bps	17.4bps	(7.7) bps	15.8bps

- [1] See Realized
  Capital Gains
  and Losses by
  Segment table
  within the Life
  Section of the
  MD&A.
- [2] See Unlock and Sensitivity Analysis within the Critical Accounting Estimates section of the MD&A.
- [3] Included in the net realized capital gain (losses) are amounts that represent the net periodic accruals on currency rate swaps used in the risk management of Japan fixed annuity products.

The decrease in Individual Annuity s ROA, excluding realized gains (losses) and the effect of the DAC Unlock, reflects significant losses on limited partnership and other alternative investments; and higher DAC rates due to lower actual gross profits over the past year.

The decrease in Individual Life s after-tax margin, excluding realized gains (losses) and the effect of the DAC Unlock, was due to lower net investment income from limited partnership and other alternative investments and lower fees from equity market declines, partially offset by favorable mortality volatility, life insurance in-force growth and lower credited rates.

The decrease in Retirement Plans ROA, excluding realized gains (losses) and the effect of the DAC Unlock, was primarily driven by lower returns on limited partnership and other alternative investments.

The Group Benefit decrease in after-tax margin, excluding realized gains (losses), was primarily due to the unfavorable loss ratio.

International-Japan ROA, excluding realized gains (losses) and the effect of the DAC Unlock, declined primarily due to 3 Win related charges of \$40, after tax in the first quarter of 2009. Excluding the effects of the 3 Win charge ROA would have been 41.2 bps. The decline of ROA excluding the 3 Win charge is due to lower surrender fees due to a reduction in lapses, an increase in the DAC amortization rate due to lower actual gross profits and a higher benefit margin.

The decrease in Institutional s ROA, excluding realized gains (losses), is primarily due to a decline in limited partnership and other alternative investments income. The decrease is also due to lower yields on fixed maturity investments.

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		Thre		Aonths Er une 30,	nded	Six Months Ended June 30,						
Life Operating Summary		2009 2008 Change			Change		2009		2008	Change		
Earned premiums	\$	1,114	\$	1,305	_	\$	2,432	\$	2,534	(4%)		
Fee income		1,059		1,381	(23%)		2,223		2,713	(18%)		
Net investment income (loss)					. ,					, ,		
Securities, available-for-sale and												
other		739		829	(11%)		1,428		1,648	(13%)		
Equity securities, held for					,		,		,	,		
trading [1]		2,523		1,153	119%		1,799		(2,425)	NM		
8.1		,		,			,		( ) - )			
Total net investment income												
(loss)		3,262		1,982	65%		3,227		(777)	NM		
Net realized capital gains		-, -		,			- , -		(***)			
(losses)		(329)		(228)	(44%)		36		(1,448)	NM		
		, ,		, ,	,				( ) /			
Total revenues [2]		5,106		4,440	15%		7,918		3,022	162%		
Benefits, losses and loss												
adjustment expenses		1,354		1,760	(23%)		4,413		3,478	27%		
Benefits, losses and loss												
adjustment expenses returns												
credited on International variable	:											
annuities [1]		2,523		1,153	119%		1,799		(2,425)	NM		
Amortization of deferred policy		,		,			,		( ) /			
acquisition costs and present												
value of future profits		156		285	(45%)		1,892		230	NM		
Insurance operating costs and					( )		,					
other expenses		844		863	(2%)		1,596		1,680	(5%)		
The state of the s					(= /- )		-,-,-		-,	(= /-)		
Total benefits, losses and												
expenses		4,877		4,061	20%		9,700		2,963	NM		
Income (loss) before income		,		,			,		,			
taxes		229		379	(40%)		(1,782)		59	NM		
Income tax expense (benefit)		53		45	18%		(700)		(120)	NM		
•									. ,			
Net income (loss) [3]	\$	176	\$	334	(47%)	\$	(1,082)	\$	179	NM		

[1] Net investment income includes investment income and mark-to-market effects of equity securities, trading, supporting the international

variable annuity business, which are classified in net investment income with corresponding amounts credited to policyholders.

# [2] The transition impact related to the SFAS 157 adoption was a reduction in revenues of \$650 for the six months ended June 30, 2008.

# [3] The transition impact related to the SFAS 157 adoption was a reduction in net income of \$220 for the six months ended June 30, 2008.

# Three months ended June 30, 2009 compared to the three months ended June 30, 2008

The decrease in Life s net income was due to the following:

Realized losses of \$329 increased as compared to the comparable prior year period of \$228 primarily due to impairments on investment securities. For further discussion, please refer to the Realized Capital Gains and Losses by Segment table under the Operating Section of the MD&A.

Declines in assets under management in Retail, primarily driven by market depreciation of \$22.2 billion for Individual Annuity and \$12.9 billion for retail mutual funds during the last twelve months, drove declines in fee income

Net investment income on securities, available-for-sale, and other declined primarily due to declines in limited partnership and other alternative investments and fixed maturities income. See investment results.

Partially offsetting the decrease in Life s net income were the following:

Life recorded a DAC Unlock benefit of \$360, after-tax, during the second quarter of 2009. See Critical Accounting Estimates of the MD&A for a further discussion on the DAC Unlock.

#### Six months ended June 30, 2009 compared to the six months ended June 30, 2008

The decrease in Life s net income was due to the following:

Life recorded a DAC Unlock charge of \$1.1 billion, after-tax, during the first six months of 2009. See Critical Accounting Estimates of the MD&A for a further discussion on the DAC Unlock.

Declines in assets under management in Retail, primarily driven by market depreciation of \$22.2 billion for Individual Annuity and \$12.9 billion for retail mutual funds during the last twelve months, drove declines in fee income.

Net investment income on securities, available-for-sale and other, declined primarily due to declines in limited partnership and other alternative investments and fixed maturities income. See investment results for further

discussion.

Partially offsetting the decrease in Life s net income were the following:

Life reported realized gains of \$36 in the first six months of 2009 as compared to realized losses of \$1.4 billion in the comparable prior year period. The change from realized losses to gains is primarily due to gains related to changes in the GMWB liability in Retail and Other. For further discussion, please refer to the Realized Capital Gains and Losses by Segment table under the Operating Section of the MD&A.

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## **Investment Results**

The following table summarizes Life s net investment income (loss).

		Three Mont June								
	20	09	200	8	200	<b>)</b> 9	2008			
		Yield Yie		Yield		Yield		Yield		
	Amount	[1]	Amount	[1]	Amount	[1]	Amount	[1]		
Fixed maturities										
[2]	\$ 622	4.6%	\$ 711	5.4%	\$ 1,267	4.6%	\$ 1,466	5.5%		
Equity securities,										
AFS	16	7.6%	31	8.6%	31	7.1%	56	7.8%		
Mortgage loans	70	5.0%	74	6.0%	140	5.0%	143	5.9%		
Policy loans	36	6.6%	34	6.4%	72	6.5%	67	6.3%		
Limited										
partnerships and										
other alternative										
investments	(51)	(19.7%)	9	2.7%	(166)	(30.6%)	(8)	(1.2%)		
Other [3]	64		(9)		120		(41)			
Investment										
expense	(18)		(21)		(36)		(35)			
Total net investment income excl. equity securities, trading	739	4.3%	829	5.3%	1,428	4.1%	1,648	5.3%		
Equity securities,	2.522		1 150		1.500		(0.405)			
trading [4]	2,523		1,153		1,799		(2,425)			
Total net investment income (loss)	\$ 3,262		\$ 1,982		\$ 3,227		<b>\$</b> (777)			

[1] Yields
calculated using
net investment
income before
investment
expenses
divided by the
monthly
weighted
average
invested assets
at cost,
amortized cost,
or adjusted

carrying value,

as applicable,

excluding

collateral

received

associated with

the securities

lending

program and

consolidated

variable interest

entity

noncontrolling

interests.

Included in the

fixed maturity

yield is other,

which primarily

relates to fixed

maturities (see

footnote [3]

below).

Included in the

total net

investment

income yield is

investment

expense.

## [2] Includes net

investment

income on

short-term

bonds.

## [3] Includes income

from derivatives

that qualify for

hedge

accounting

under SFAS

133. These

derivatives

hedge fixed

maturities. Also

includes fees

associated with

securities

lending

activities of \$(1)

and \$(4), for the

three and six months ended June 30, 2009, respectively, and \$(17) and \$(39) for the three and six months ended June 30, 2008, respectively. The income from securities lending activities is included within fixed maturities.

[4] Includes
investment
income and
mark-to-market
effects of equity
securities,
trading.

## Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

Net investment income, excluding equity securities, trading, decreased \$90, or 11%, and \$220, or 13%, for the three and six months ended June 30, 2009, compared to the prior year periods, primarily due to lower income on fixed maturities and limited partnerships and other alternative investments. The decline in fixed maturity income was primarily due to lower yield on variable rate securities due to declines in short-term interest rates and increased allocation to securities with greater market liquidity but lower yield such as U.S. Treasuries and short-term investments. A portion of this decline was offset by income from interest rate swaps reported above as other income. The decline in limited partnerships and other alternative investments income was largely due to negative re-valuations of the underlying investments associated primarily with the real estate and private equity markets. Based upon the current interest rate and credit environment, Life expects a lower average portfolio yield for 2009 as compared to 2008, including a negative yield on limited partnerships and other alternative investments.

The increase in net investment income on equity securities, trading, for the three and six months ended June 30, 2009 compared to the prior year period was primarily attributed to the market performance of the underlying investment funds supporting the Japanese variable annuity product.

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The primary investment objective of Life s general account is to maximize economic value consistent with acceptable risk parameters, including the management of credit risk and interest rate sensitivity of invested assets, while generating sufficient after-tax income to support policyholder and corporate obligations.

The following table presents Life s invested assets by type.

## **Composition of Invested Assets**

		June 30	, 2009	<b>December 31, 2008</b>			
	A	mount	Percent	A	mount	Percent	
Fixed maturities, AFS, at fair value	\$	43,980	71.5%	\$	45,182	71.3%	
Equity securities, AFS, at fair value		642	1.0%		711	1.1%	
Mortgage loans on real estate [1]		5,503	8.9%		5,684	9.0%	
Policy loans, at outstanding balance		2,204	3.6%		2,208	3.5%	
Limited partnerships and other alternative							
investments		875	1.4%		1,129	1.8%	
Other investments [2]		954	1.6%		1,473	2.3%	
Short-term investments		7,365	12.0%		6,937	11.0%	
Total investments excl. equity securities,							
trading		61,523	100.0%		63,324	100.0%	
Equity securities, trading, at fair value [3]		30,813			30,820		
<b>Total investments</b>	\$	92,336		\$	94,144		

- [1] Consist of commercial and agricultural loans.
- [2] Primarily relates to derivative instruments.
- [3] These assets primarily support the International variable annuity business.
  Changes in these balances are also reflected in the respective liabilities.

Total investments decreased \$1.8 billion since December 31, 2008, primarily due to declines in fixed maturities, other investments, and limited partnerships and other alternative investments, partially offset by an increased investment in short-term investments. The decline in fixed maturities is primarily attributable to the unwind of the term lending

program of approximately \$2.2 billion, partially offset by improved security valuations due to credit spread tightening. The decline in other investments primarily related to a decrease in value of derivative instruments as a result of rising interest rates. Limited partnerships and other alternative investments declined due to hedge fund redemptions and negative re-valuations of the underlying investments associated with primarily the real estate and private equity markets. Short-term investments increased in preparation for funding liability outflows, as well as the contribution to Life of approximately \$500 of funds initially received by the Company from the U.S. Department of Treasury s Capital Purchase Program. For further information on the Capital Purchase Program, see the Capital Resources and Liquidity Section of the MD&A.

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Realized Capital Gains and Losses by Segment

Life includes net realized capital gains and losses in each reporting segment. Following is a summary of the types of realized gains and losses by segment:

Net realized gains (losses) for three months ended June 30, 2009

IndividuaRetirement Group															
	Ret	tail	L	ife		Plans	Be	nefitsI	nter	nationa	Instit	utional	O	ther	<b>Total</b>
Gross gains on sale	\$	36	\$	7	\$	10	\$	7	\$		\$	15	\$	8	\$ 83
Gross losses on sale		(70)		(17)		(5)		(16)		(9)		(29)		(2)	(148)
Impairments		(52)		(11)		(40)		(12)		(4)		(130)		(17)	(266)
Japanese fixed annuity contract															
hedges, net										(6)					(6)
Periodic net coupon settlements on															
credit derivatives/Japan		(4)		(1)		(2)				2		(2)		(2)	(9)
Results of variable annuity hedge															
program															
GMWB derivatives, net	(	621								50					671
Macro hedge program	(4	472)								(96)					(568)
Total results of variable annuity															
hedge program		149								(46)					103
Other, net		(67)		(25)		(43)		(20)		35		51		(17)	(86)
Total net realized capital gains															
(losses)		<b>(8)</b>		<b>(47)</b>		(80)		<b>(41)</b>		(28)		(95)		<b>(30)</b>	(329)
Income tax expense (benefit) and															
DAC		115		(20)		(32)		(14)		(6)		(32)		(13)	(2)
Total gains (losses), net of tax	Φ. (	100	ф	(25)	d.	(40)	Ф	(25)	Φ	(22)	ф	(63)	ф	(4.5)	Φ (225)
and DAC	<b>\$</b> (	123)	\$	<b>(27)</b>	\$	(48)	\$	<b>(27)</b>	\$	(22)	\$	(63)	\$	<b>(17)</b>	\$ (327)

Net realized gains (losses) for three months ended June 30, 2008

IndividualRetirement Group														
Retail	Ι	Life	Plans BenefitsIntern					nationalnstitutional Other					Total	
\$ 6	\$	2	\$	4	\$	7	\$		\$	12	\$	10	\$ 4	41
(10	)	(6)		(6)		(3)		(1)		(32)		13	(4	<b>45</b> )
(31	)	(5)		(9)		(33)		(1)		(45)			(12)	24)
								(9)						<b>(9</b> )
1														
(1	)	(1)						(11)		1		1	(1	11)
(15	)							2					(1	13)
(4	)													<b>(4)</b>
(10								2					(1	1 = \
(19	)							2					( )	17)
	(10) (31) (1) (15) (4)	Retail I \$ 6 \$ (10) (31)	Retail Life \$ 6 \$ 2 (10) (6) (31) (5)  (1) (1) (15) (4)	Retail Life Pla \$ 6 \$ 2 \$ (10) (6) (31) (5)  (1) (1)  (15) (4)	Retail Life Plans \$ 6 \$ 2 \$ 4 (10) (6) (6) (31) (5) (9)  (1) (1) (1)	Retail Life Plans Ber \$ 6 \$ 2 \$ 4 \$ (10) (6) (6) (31) (5) (9)	Retail         Life         Plans         Benefits           \$ 6 \$ 2 \$ 4 \$ 7           (10)         (6)         (6)         (3)           (31)         (5)         (9)         (33)    (1)  (1)  (15)  (4)	Retail         Life         Plans         BenefitsInternation           \$ 6 \$ 2 \$ 4 \$ 7 \$           (10)         (6)         (6)         (3)           (31)         (5)         (9)         (33)	Retail         Life         Plans         BenefitsInternational           \$ 6 \$ 2 \$ 4 \$ 7 \$           (10)         (6)         (6)         (3)         (1)           (31)         (5)         (9)         (33)         (1)           (9)           (1)         (1)         (11)           (15)         (4)         (4)	Retail         Life         Plans         BenefitsInternationalnstit           \$ 6 \$ 2 \$ 4 \$ 7 \$ \$ \$           (10)         (6)         (6)         (3)         (1)           (31)         (5)         (9)         (33)         (1)           (1)         (1)         (11)         (11)           (15)         (4)         2	Retail         Life         Plans         BenefitsInternationalInstitutional           \$ 6 \$ 2 \$ 4 \$ 7 \$ \$ \$ 12           (10)         (6)         (6)         (3)         (1)         (32)           (31)         (5)         (9)         (33)         (1)         (45)    (1)  (1)  (1)  (1)  (1)  (2)	Retail         Life         Plans         BenefitsInternational Institutional Ot           \$ 6 \$ 2 \$ 4 \$ 7 \$ \$ 12 \$           (10)         (6)         (6)         (3)         (1)         (32)           (31)         (5)         (9)         (33)         (1)         (45)	Retail         Life         Plans         BenefitsInternational nstitutional Other           \$ 6 \$ 2 \$ 4 \$ 7 \$ \$ \$ 12 \$ 10 (10) (6) (6) (6) (3) (1) (32) 13 (31) (5) (9) (33) (1) (45)           (9)           (1)         (1)         (1)         (11)         1         1           (15)         (4)         2         (4)         (4)         2         (4)         (4)         (5)         (6)         (7)         (7)         (8)         (11)         (11)         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1	Retail         Life         Plans         BenefitsInternational Institutional Other         Total           \$ 6 \$ 2 \$ 4 \$ 7 \$ \$ \$ 12 \$ 10 \$ 4 \$ (10) (6) (6) (6) (3) (1) (32) 13 (4) (31) (5) (9) (33) (1) (45) (12)         (9)           (1)         (1)         (11)         1 1 1 (2)           (15)         (4)         2 (2)         (32)

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Total gains (losses), net of tax and DAC	\$ (32) \$	(13) \$	(3) \$	(23) \$	3 \$	(56) \$	4	<b>\$ (120)</b>
DAC	(40)	(10)	(16)	(14)	(1)	(31)	4	(108)
Total net realized capital gains (losses) Income tax expense (benefit) and	(72)	(23)	(19)	(37)	2	(87)	8	(228)
Other, net	(17)	(13)	(8)	(8)	22	(23)	16	(63)

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Net realized gains (losses) for six months ended June 30, 2009

Individua Retirement Group														
	Retail		Life		<b>Plans</b>	Be	nefits	nternatio	nalı	nstitutional	Ot	her	To	tal
Gross gains on sale	\$ 52	9	\$ 11	\$	18	\$	15	\$ 5	8	\$ 29	\$	36	\$	219
Gross losses on sale	(290)	)	(22)		(37)		(6)	(5	4)	(111)		(17)	(	537)
Impairments	(85)	)	(13)		(47)		(18)	(	6)	(238)		(44)	(	<b>451</b> )
Japanese fixed annuity contract														
hedges, net								3	5					35
Periodic net coupon settlements														
on credit derivatives/Japan	(8)	)	(2)		(4)		(1)	(	3)	(4)		(3)		<b>(25)</b>
Results of variable annuity hedge														
program														
GMWB derivatives, net	1,215							4	5				1,	<b>260</b>
Macro hedge program	(314)	)						(5	0)				(	<b>364</b> )
Total results of variable annuity														
hedge program	901							(	5)					896
Other, net	(108)	)	(54)		(69)		(28)	19	3	(10)		(25)	(	101)
Total net realized capital gains														
(losses)	462		(80)		(139)		(38)	21	8	(334)		(53)		36
Income tax expense (benefit) and														
DAC	406		(34)		(56)		(13)	8	2	(116)		(19)		250
Tradal arisan (lancar) and 64														
Total gains (losses), net of tax and DAC	\$ 56	9	\$ (46)	\$	(83)	\$	(25)	\$ 13	6	\$ (218)	\$	(34)	\$ (	214)
and DAC	\$ 56	,	<b>(46)</b>	\$	(83)	\$	(25)	\$ 13	O	\$ (218)	\$	(34)	\$ (	214)

Net realized gains (losses) for six months ended June 30, 2008

IndividuaRetirement Group												
	Retail Life Plans BenefitsInternationalInstitutional Other T											
Gross gains on sale	\$ 20	\$	2 \$	5 7	\$	13	\$ (1)	\$ 13	\$ 30	<b>\$ 84</b>		
Gross losses on sale	(28	) (1	5)	(21)		(15)	(10)	(47)	(19)	(155)		
Impairments	(64	) (3	(2)	(36)		(40)	(22)	(151)	(10)	(355)		
Japanese fixed annuity contract												
hedges, net							(23)	)		(23)		
Periodic net coupon settlements												
on credit derivatives/Japan	(2	)	(1)	(1)			(18)	1	3	(18)		
SFAS 157 transition impact	(616	)					(34)	)		(650)		
Results of variable annuity hedge												
program												
GMWB derivatives, net	(126	)					3			(123)		
Macro hedge program	5									5		
Total results of variable annuity												
hedge program	(121	•					3			(118)		
Other, net	(17	) (1	1)	(4)		(31)	(6)	(122)	(22)	(213)		

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Total net realized capital losses	(828)	<b>(57)</b>	(55)	<b>(73)</b>	(111)	(306)	<b>(18)</b>	(1,448)
Income tax benefit and DAC	(534)	(23)	(29)	(26)	(50)	(108)	(8)	<b>(778)</b>
Total losses, net of tax and DAC	\$ (294) \$	(34) \$	<b>(26)</b> \$	<b>(47)</b> \$	<b>(61)</b> \$	(198) \$	(10) \$	(670)

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For the three and six months ended June 30, 2009 and 2008, the circumstances giving rise to the net realized capital gains and losses in these components are as follows:

Gross gains and losses on sale

Gross gains on sale for the three and six months ended June 30, 2009 were predominantly within corporate, government and CMO securities. Gross losses were primarily within financial services, government and CMBS. These losses resulted primarily from an effort to reduce portfolio risk while simultaneously reallocating the portfolio to securities with more favorable risk/return profiles.

Gross gains on sales for the three and six months ended June 30, 2008 were predominantly within fixed maturities and were primarily comprised of corporate securities. Gross losses on sales for the three and six months ended June 30, 2008 were primarily comprised of corporate securities, municipal securities and CMBS, as well as \$17 of CLOs. Gross gains and losses on sale, excluding the loss on CLOs, primarily resulted from the decision to reallocate the portfolio to securities with more favorable risk/return profiles.

**Net impairment losses** 

For further information, see Other-Than-Temporary Impairment Losses within the Investment Credit Risk Section of the MD&A.

Variable annuity hedge program

The net gain associated with GMWB related derivatives for the three and six months ended June 30, 2009, was primarily due to market-based valuation changes, including a decrease in equity volatility levels and an increase in interest rates, as well as policyholder behavior and liability model assumption updates. For more information on the policyholder behavior and liability model assumption updates, refer to Note 4 of the Notes to Condensed Consolidated Financial Statements. The net loss on the macro hedge program was primarily the result of an increase in the equity markets and the impact of trading activity.

The net losses on GMWB related derivatives for the six months ended June 30, 2008, were primarily due to the transition to SFAS 157 and liability model assumption updates for mortality.

Other, net

Other, net losses for the three months ended June 30, 2009 primarily resulted from net losses on credit derivatives used to economically hedge fixed maturities driven by credit spread tightening and transactional foreign currency, predominately on the internal reinsurance of the Japan variable annuity business, which is entirely offset in OCI. Also included were valuation allowances on impaired mortgage loans of \$38. These losses were partially offset by net gains related to the Japan 3Win contract hedges resulting from rising interest rates.

Other, net losses for the six months ended June 30, 2009 primarily resulted from net losses on credit derivatives used to economically hedge fixed maturities driven by credit spread tightening and valuation allowances on impaired mortgage loans of \$85. These losses were offset by net gains related to transactional foreign currency and the Japan 3Win contract hedges.

Other, net losses for the three and six months ended June 30, 2008 were primarily related to net losses on credit derivatives of \$50 and \$207, respectively. The net

losses on credit derivatives in the first quarter were due to significant credit spread widening on credit derivatives that assume credit exposure. The net losses on credit derivatives in the second quarter were due to credit spreads tightening significantly on credit derivatives that reduce credit exposure on certain referenced corporate entities. Included in the six months ended June 30, 2008 were losses incurred on HIMCO managed CLOs.

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## **RETAIL**

	<b>Three Months Ended</b>						Six Months Ended						
			Jui	ne 30,									
Operating Summary	2	2009		008	Change		2009	June 200	-	Change			
Fee income and other	\$	481	\$	759	(37%)	\$	1,034	\$ 1	,506	(31%)			
Earned premiums		(4)		(7)	43%		(2)		(13)	85%			
Net investment income		178		192	(7%)		358		383	(7%)			
Net realized capital gains (losses)		(8)		(72)	89%		462	(	(828)	NM			
Total revenues [1]		647		872	(26%)	)	1,852	1	,048	77%			
Benefits, losses and loss adjustment									• • • •				
expenses		90		193	(53%)		946		390	143%			
Insurance operating costs and other													
expenses		260		327	(20%)		505		639	(21%)			
Amortization of deferred policy acquisition		50		1.60	(608)		1 050		1.0	ND 6			
costs and present value of future profits		52		168	(69%)		1,353		12	NM			
<b>Total benefits, losses and expenses</b>		402		688	(42%)	)	2,804	1	,041	169%			
Income (loss) before income taxes		245		184	33%		(952)	-	7	NM			
Income tax expense (benefit)		53		14	NM		(400)		(86)	NM			
r							( /		()				
Net income (loss) [2]	\$	192	\$	170	13%	\$	(552)	\$	93	NM			
Assets Under Management													
Individual variable annuity account values						\$	75,613	\$ 105	,345	(28%)			
Individual fixed annuity and other account													
values							11,949	10	,366	15%			
Other retail products account values [3]									578	(100%)			
Total account values [4]							87,562	116	,289	(25%)			
Retail mutual fund assets under							24.700	47	220	(270/)			
management Other mutual fund assets under							34,708	47	,239	(27%)			
management							985	2	,276	(57%)			
Total mutual fund assets under													
management							35,693	49	,515	(28%)			
Total assets under management						\$	123,255	\$ 165	,804	(26%)			

[1] During the six months ended June 30, 2008, the transition impact related to the SFAS 157 adoption was a

reduction in revenues of \$616.

# [2] During the six months ended June 30, 2008, the transition impact related to the SFAS 157 adoption was a reduction in net income of \$209.

# [3] Specialty products / Other transferred to International, effective January 1, 2009 on a prospective basis.

# [4] Includes policyholders balances for investment contracts and reserves for future policy benefits for insurance contracts.

#### Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

Net income increased for the three months ended June 30, 2009 primarily related to the second quarter 2009 DAC Unlock benefit of \$253. The DAC Unlock benefit was driven by improvements in equity markets since the first quarter of 2009. Partially offsetting the impact of the DAC Unlock was the effect of equity market declines, compared to the second quarter 2008, on variable annuity and mutual fund fee income.

Net income decreased for the six months ended June 30, 2009 primarily due to the net impact of the 2009 DAC Unlocks. Individual Annuity incurred a \$985 DAC Unlock charge in the first quarter 2009, partially offset by the \$253 DAC Unlock benefit in the second quarter 2009. Also contributing to the decrease was the effect of equity market declines on variable annuity and mutual fund income.

Net realized capital gains (losses) improved for the three and six months ended June 30, 2009. The changes in net realized capital gains and losses primarily relate to the results of the U.S. variable annuity hedge program. For the three and six months ended June 30, 2009, the net GMWB realized gain was \$621 and \$1.2 billion, respectively, due primarily to changes in volatility levels and interest rates, basis differentials, and assumption updates in the Company s hedging models. Offsetting the net gain on GMWB financial instruments were losses on the Company s macro hedge program of \$472 and \$314 for the three and six months ended June 30, 2009, respectively. Losses on the macro hedge program were primarily driven by increases in equity markets.

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For further discussion of realized capital gains and losses, see the Realized Capital Gains and Losses by Segment table under Life s Operating Section of the MD&A. For further discussion of the 2009 Unlocks, see the Critical Accounting Estimates section of the MD&A. The following other factors contributed to the changes in net income:

#### Fee income and other

Fee income and other decreased primarily as a result of lower variable annuity fee income due to a decline in average account values. The decrease in average variable annuity account values can be attributed to market depreciation of \$22.7 billion and net outflows of \$7.0 billion during the last 12 months. Net outflows were driven by decreased sales, and continued surrender activity resulting from the aging of the variable annuity in-force block of business. Also contributing to the decrease in fee income was lower mutual fund fees due to declining assets under management primarily driven by market depreciation of \$12.9 billion, partially offset by \$445 of net flows during the last 12 months.

#### Net investment income

Net investment income was lower primarily due to a decline in income from limited partnerships and other alternative investments, combined with lower yields on fixed maturities primarily due to short-term interest rate declines and a greater percentage of short-term investments in the asset portfolio, partially offset by an increase in general account assets.

## Benefits, losses and loss adjustment expenses

For the three months ended June 30, 2009 benefits, losses and loss adjustment expenses decreased primarily as a result of the impact of the second quarter 2009 Unlock.

For the six months ended June 30, 2009, benefits, losses and loss adjustment expenses increased primarily as a result of the impact of the net 2009 Unlocks which increased the benefit ratio used in the calculation of GMDB reserves.

# Insurance operating costs and other expenses

Insurance operating costs and other expenses decreased primarily as a result of lower asset based trail commissions due to equity market declines.

# Amortization of deferred policy acquisition costs and present value of future profits ( DAC )

For the three months ended June 30, 2009, amortization of DAC decreased primarily due to the impact of the second quarter 2009 Unlock benefit as compared to the second quarter of 2008, when there was no Unlock.

For the six months ended June 30, 2009, amortization of DAC increased primarily due to the net impact of the 2009 Unlocks as compared to 2008, when there was no Unlock. Additionally, the adoption of SFAS 157 at the beginning of the first quarter of 2008 resulted in a DAC benefit.

# Income tax expense (benefit)

For the three months ended June 30, 2009 income tax expense increased compared with the respective prior year period as a result of higher pre-tax income and a decline in DRD and other permanent differences.

For the six months ended June 30, 2009, the income tax benefit is caused by the pre-tax losses driven by the factors previously discussed. The difference from a 35% tax rate is caused by the recognition of tax benefits associated with the dividends received deduction and foreign tax credits. For the six months ended

June 30, 2008, the income tax benefit on the pre-tax income is caused by the recognition of tax benefits associated with the dividends received deduction and foreign tax credits.

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#### INDIVIDUAL LIFE

	Three Months Ended					Six Months Ended					
	June 30,			June 30,							
Operating Summary	2	009		2008	Change		2009		2008	Change	
Fee income and other	\$	238	\$	235	1%	\$	530	\$	455	16%	
Earned premiums		(20)		(19)	(5%)		(39)		(37)	(5%)	
Net investment income		84		92	(9%)		163		180	(9%)	
Net realized capital losses		(47)		(23)	(104%)		(80)		(57)	(40%)	
Total revenues		255		285	(11%)		574		541	6%	
Benefits, losses and loss adjustment expenses		147		153	(4%)		311		307	1%	
Insurance operating costs and other expenses		46		51	(10%)		94		98	(4%)	
Amortization of deferred policy acquisition											
costs and present value of future profits		41		40	3%		180		69	161%	
Total benefits, losses and expenses		234		244	(4%)		585		474	23%	
Income (loss) before income taxes		21		41	(49%)		(11)		67	NM	
Income tax expense (benefit)		5		11	(55%)		(9)		17	NM	
Net income (loss)	\$	16	\$	30	(47%)	\$	(2)		50	NM	
Account Values					, ,		` /	•			
Variable universal life insurance						\$	5,049	\$	6,625	(24%)	
Universal life/interest sensitive whole life							4,876		4,569	7%	
Modified guaranteed life and other							634		664	(5%)	
Total account values						\$	10,559	\$	11,858	(11%)	
Life Insurance In-force											
Variable universal life insurance						\$	76,946	\$	78,557	(2%)	
Universal life/interest sensitive whole life							53,213		50,298	6%	
Term life							66,955		57,371	17%	
Modified guaranteed life and other							926		947	(2%)	
Total life insurance in-force						\$	198,040	\$	187,173	6%	

#### Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

Net income decreased for the three and six months ended June 30, 2009, driven primarily by net realized capital losses and the impact of the Unlock in the first quarter of 2009. For further discussion on the Unlock, see the Critical Accounting Estimates section of the MD&A. For further discussion of net realized capital losses, see Realized Capital Gains and Losses by Segment table under Life s Operating section of the MD&A. The following other factors contributed to the changes in net income:

#### Fee income and other

Fee income and other increased for the three and six months ended June 30, 2009 primarily due to an increase in cost of insurance charges of \$10 and \$22, respectively, as a result of growth in guaranteed universal life insurance in-force. Also contributing to the increase in the six months ended June 30, 2009 was the impact of the first quarter 2009 Unlock. Partially offsetting these increases were lower variable life fees as a result of equity market declines.

#### **Net investment income**

Net investment income was lower for the three and six months ended June 30, 2009 primarily due to a decline in income from limited partnership and other alternative investments of \$7 and \$19, respectively, combined with lower yields on fixed maturity investments, partially offset by growth in general account values.

### Benefits, losses and loss adjustment expenses

Benefits, losses and loss adjustment expenses for the three months ended June 30, 2009 improved slightly over the prior year period due to lower death benefits related to favorable mortality experience partially offset by increased claims costs as a result of an increase in net amount at risk for variable universal life policies caused by equity market declines. For the six months ended June 30, 2009, benefits, losses, and loss adjustment expenses increased slightly over the prior year period as a result of reserve increases on certain products partially offset by favorable mortality experience.

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**Insurance operating costs** and other expenses

Insurance operating costs and other expenses decreased as a result of continued

active expense management efforts.

**Amortization of DAC** 

Amortization of DAC increased primarily as a result of the Unlock charge in the first quarter of 2009, partially offset by reduced DAC amortization primarily attributed to net realized capital losses. This increase in DAC amortization had a partial offset in amortization of deferred revenues, included in fee income.

**Income tax expense** (benefit)

For the three and six months ended June 30, 2009, the income tax expense (benefit) as compared to the prior year s income tax expense was a result of lower earnings before income taxes primarily due to an increase in net realized capital

losses and the effects of the first quarter 2009 Unlock.

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#### RETIREMENT PLANS

	Three Months Ended June 30,						Six 1	led		
Operating Summary	2009		2008		Change		2009		une 30, 2008	Change
Fee income and other	\$	79	\$	97	(19%)	\$	151	\$	165	(8%)
Earned premiums	·	1	Ċ	1	( /	Ċ	2		2	( )
Net investment income		80		91	(12%)		157		180	(13%)
Net realized capital losses		(80)		(19)	NM		(139)		(55)	(153%)
Total revenues		80		170	(53%)		171		292	(41%)
Benefits, losses and loss adjustment										
expenses		68		66	3%		142		131	8%
Insurance operating costs and other										
expenses		81		92	(12%)		160		153	5%
Amortization of deferred policy acquisition										
costs and present value of future profits		(3)		(8)	63%		78		(1)	NM
Total benefits, losses and expenses		146		150	(3%)		380		283	34%
<b>Income (loss) before income taxes</b>		(66)		20	NM		(209)		9	NM
Income tax benefit		(26)		(11)	(136%)		(81)		(17)	NM
Net income (loss)	\$	(40)	\$	31	NM	\$	(128)	\$	26	NM
Assets Under Management										
403(b)/457 account values						\$	9,955	\$	12,197	(18%)
401(k) account values							13,535		14,832	(9%)
<b>Total account values [1]</b> 403(b)/457 mutual fund assets under							23,490		27,029	(13%)
management							165		106	56%
401(k) mutual fund assets under management							15,177		19,748	(23%)
Total mutual fund assets under management							15,342		19,854	(23%)
Total assets under management						\$	38,832	\$	46,883	(17%)
Total assets under administration 401(kg	<b>(</b> )					\$	5,372	\$	6,282	(14%)

[1] Includes
policyholder
balances for
investment
contracts and
reserves for
future policy

benefits for insurance contracts.

Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

Net loss in Retirement Plans increased due to higher net realized capital losses, the DAC Unlock in the first quarter of 2009 and lower net investment income. For further discussion of net realized capital losses, see Realized Capital Gains and Losses by Segment table under Life s Operating section of the MD&A. For further discussion of the DAC Unlock, see the Critical Accounting Estimates section of the MD&A. The following other factors contributed to the changes in net income:

**Fee income and other** For the three and six months ended June 30, 2009, fee income and other decreased

primarily due to lower average account values as a result of market depreciation of

\$8.0 billion over the past 12 months.

**Net investment income** Net investment income declined due to a decrease in the returns from limited

partnership and other alternative investment income.

Insurance operating costs and other expenses

Insurance operating costs and other expenses decreased for the three months ended June 30, 2009 due to expense management initiatives and higher expenses incurred in the prior year period associated with the acquired businesses. For the six months ended June 30, 2009, insurance operating costs and other expenses increased primarily due to the first half of 2009 including a full six months of operating expenses associated with the businesses acquired in the latter part of the first

quarter of 2008.

**Amortization of DAC** Amortization of deferred policy acquisition costs and present value of future

profits increased for the six months ended June 30, 2009 as a result of the DAC

Unlock in the first quarter of 2009.

**Income tax benefit** For the three and six months ended June 30, 2009 the income tax benefit is greater

than the prior year periods income tax benefit due to lower income before income taxes primarily due to increased realized capital losses and the DAC Unlock in the

first quarter of 2009. Differences from tax rates of 35% are caused by the recognition of tax benefits associated with the dividends received deduction.

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#### **GROUP BENEFITS**

	Three		onths En	ded	Six Months Ended June 30,					
Operating Summary	2009		2008	Change	2009		2008	Change		
Premiums and other considerations	\$ 1,074	\$	1,100	(2%) \$	2,212	\$	2,174	2%		
Net investment income	102		113	(10%)	193		219	(12%)		
Net realized capital losses	(41)		(37)	(11%)	(38)		(73)	48%		
Total revenues	1,135		1,176	(3%)	2,367		2,320	2%		
Benefits, losses and loss adjustment expenses Insurance operating costs and other	822		811	1%	1,682		1,599	5%		
expenses Amortization of deferred policy	287		270	6%	551		555	(1%)		
acquisition costs	15		14	7%	29		27	7%		
Total benefits, losses and expenses	1,124		1,095	3%	2,262		2,181	4%		
<b>Income before income taxes</b>	11		81	(86%)	105		139	(24%)		
Income tax expense (benefit)	(3)		19	NM	22		31	(29%)		
Net income	\$ 14	\$	62	(77%) \$	83	\$	108	(23%)		
<b>Earned Premiums and Other</b>										
Fully insured ongoing premiums	\$ 1,066	\$	1,090	(2%) \$		\$	2,156	2%		
Other	8		10	(20%)	20		18	11%		
Total earned premiums and other	\$ 1,074	\$	1,100	(2%) \$	2,212	\$	2,174	2%		
Ratios, excluding buyouts										
Loss ratio	76.5%		73.7%		76.0%	,	73.6%			
Loss ratio, excluding financial										
institutions	81.8%		77.8%		80.2%		78.3%			
Expense ratio	28.1%		25.8%		26.2%	,	26.8%			
Expense ratio, excluding financial										
institutions	 23.4%	_	22.3%		22.4%	,	22.4%			

Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

The decrease in net income for the three and six months ended June 30, 2009, was primarily due to higher benefits, losses and loss adjustment expenses and lower net investment income. Partially offsetting the decline for the six months ended June 30, 2009 was lower realized capital losses in 2009 as compared to 2008. For further discussion, see Realized Capital Gains and Losses by Segment table under Life s Operating Section of the MD&A. The following other factors contributed to the changes in net income:

### Premiums and other considerations

Premiums and other considerations increased for the six months ended June 30, 2009, largely due to business growth driven by new sales and persistency over the last twelve months. However, premiums and other considerations decreased for the three months ended June 30, 2009 due primarily to reductions in the covered lives within our customer base, slightly higher cancellations and higher ceded premiums

for certain reinsurance contracts.

#### **Net investment income**

For the three and six months ended June 30, 2009, net investment income decreased primarily as a result of lower yields on fixed maturity investments and lower limited partnership and other alternative investment returns.

# Benefits, losses and loss adjustment expenses/Loss ratio

The segment s loss ratio (defined as benefits, losses and loss adjustment expenses as a percentage of premiums and other considerations excluding buyouts) increased primarily due to unfavorable morbidity experience, which was largely the result of unfavorable reserve development from the 2008 incurral loss year. The experience rated financial institutions business also contributed to the unfavorable results for the six months ended, but was favorable for the three months ended. The impact of the experience rated business inversely affects the commission expense.

#### Expense ratio

The segment s expense ratio, excluding buyouts decreased for the six months ended June 30, 2009 compared to the prior year due primarily to lower commission expense on the experience rated business. For the three months ended June 30, 2009, the expense ratio, excluding buyouts increased due primarily to higher commission expense on the experience rated business.

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#### INTERNATIONAL

	Three Months Ended June 30,					Six Months Ended June 30,					
Onorating Summany	2009			·			0000	2008		Change	
Operating Summary					Change		2009			Change	
Fee income	\$	199	\$	229	(13%)	\$	383	\$	459	(17%)	
Earned premiums		(1)		(3)	67%		(3)		(5)	40%	
Net investment income		52		38	37%		96		70	37%	
Net realized capital gains (losses)		(28)		2	NM		218		(111)	NM	
Total revenues [1]		222		266	(17%)		694		413	68%	
Benefits, losses and loss adjustment expenses		(115)		15	NM		515		31	NM	
Insurance operating costs and other expenses		81		80	1%		165		150	10%	
Amortization of deferred policy acquisition											
costs and present value of future profits		49		66	(26%)		245		112	119%	
Total benefits, losses and expenses		15		161	(91%)		925		293	NM	
<b>Income (loss) before income taxes</b>		207		105	97%		(231)		120	NM	
Income tax expense (benefit)		88		33	167%		(57)		40	NM	
Net income [2]	\$	119	\$	72	65%	\$	(174)	\$	80	NM	
Assets Under Management Japan											
Japan variable annuity account values						\$ 2	29,272	\$3	35,910	(18%)	
Japan MVA fixed annuity and other account values [3]							4,437		2,212	101%	
Total assets under management Japan						\$3	33,709	\$3	38,122	(12%)	

[1] The transition impact related to the SFAS 157 adoption was a reduction in revenues of \$34 during the six months ended June 30, 2008.

[2] The transition impact related to the SFAS 157 adoption was a reduction in net income of \$11 during the six months ended June 30, 2008.

[3] Japan fixed annuity and other account values includes an increase due to the net triggering impact of the GMIB pay-out annuity account value for the 3 Win product of \$1.9 billion as of June 30, 2009.

#### Three and six months ended June 30, 2009 compared to the three and six months ended June 30, 2008

Net income increased for the three months ended June 30, 2009 as a result of a favorable second quarter 2009 Unlock, partially offset by a decrease in fee income and increased realized capital losses. Net income decreased for the six months ended June 30, 2009 due to an unfavorable first quarter 2009 Unlock and lower fee income, partially offset by realized capital gains and a favorable second quarter 2009 Unlock. For further discussion on the Unlocks, see the Critical Accounting Estimates section of the MD&A. For further discussion of realized capital gains, see Realized Capital Gains and Losses by Segment table under Life s Operating Section of the MD&A. The following other factors contributed to the changes in net income:

#### Fee income

Fee income decreased \$30 and \$76, for the three and six months ended June 30, 2009, respectively. The decrease was driven by lower variable annuity fee income due to a decline in Japan's variable annuity account values. The decrease in account values over the prior year was attributed to market value depreciation of \$6.7 billion and net outflows of \$2.9 billion. Net outflows were primarily driven by the 3 Win trigger. Market depreciation and net outflows were partially offset by the strengthening of the dollar which caused an increase in account values of \$3 billion.

### Benefits, losses and loss adjustment expenses

Benefits, losses and loss adjustment expense decreased for the three months ended June 30, 2009, as a result of a favorable Unlock in the second quarter of 2009, partially offset by increased claim costs. For the six months ended June 30, 2009, benefits, losses, and loss adjustment expenses increased, driven by an unfavorable Unlock in the first quarter of 2009, a 3 Win related charge of \$39, after-tax, and increased claim cost. Unfavorable drivers were partially offset by a favorable second quarter Unlock. For further discussion on the Unlocks, see the Critical Accounting Estimates section of the MD&A.

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**Insurance operating costs** and other expenses

Insurance operating costs and other expenses increased for the three and six months ended June 30, 2009 due to investments in Other International operations in the first quarter 2009, as well as lower capitalization of deferred policy acquisition costs, as acquisition costs exceeded pricing allowables.

#### **Amortization of DAC**

Amortization of DAC decreased for the three months ended June 30, 2009, as a result of a favorable Unlock in the second quarter of 2009. For the six months ended June 30, 2009, amortization of DAC increased, driven by an unfavorable Unlock in the first quarter of 2009 partially offset by a favorable second quarter Unlock. For further discussion on the Unlocks, see the Critical Accounting

Estimates section of the MD&A.

Income tax expense (benefit)

Income tax expense (benefit) for the three and six months ended June 30, 2009 is a function of pre-tax income (loss) driven by the drivers explained above.

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#### INSTITUTIONAL

	Three	Months	Ended	Six Months Ended					
	June 30,								
Operating Summary	2009	2008	Change	2009	2008	Change			
Fee income and other	\$ 38	\$ 38		\$ 78	\$ 79	(1%)			
Earned premiums	74	242	(69%)	282	430	(34%)			
Net investment income	220	279	(21%)	414	573	(28%)			
Net realized capital losses	(95)	(87)	(9%)	(334)	(306)	(9%)			
<b>Total revenues</b>	237	472	(50%)	440	776	(43%)			
Benefits, losses and loss adjustment expenses Insurance operating costs and	323	488	(34%)	770	946	(19%)			
other expenses	17 &	n							