

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

FORM 10-Q

The registrant meets the conditions set forth in General Instructions H (1)(a) and (b) of Form 10-Q and is therefore filing this form with the reduced disclosure format.

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

For the quarterly period ended September 30, 2014

OR

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

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

Commission file number 0-31248

**ALLSTATE LIFE INSURANCE COMPANY**

(Exact name of registrant as specified in its charter)

**Illinois**

(State or other jurisdiction of  
incorporation or organization)

**36-2554642**

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

**3100 Sanders Road, Northbrook, Illinois 60062**

(Address of principal executive offices) (Zip Code)

**(847) 402-5000**

(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  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

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

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller reporting company

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

Yes  No

As of October 31, 2014, the registrant had 23,800 common shares, \$227 par value, outstanding, all of which are held by Allstate Insurance Company.

**ALLSTATE LIFE INSURANCE COMPANY**  
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**September 30, 2014**

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**PART I. FINANCIAL INFORMATION**  
**ITEM 1. FINANCIAL STATEMENTS**  
**ALLSTATE LIFE INSURANCE COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME**

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
	(unaudited)		(unaudited)	
<b>Revenues</b>				
Premiums	\$ 142	\$ 147	\$ 441	\$ 442
Contract charges	192	264	652	788
Net investment income	461	621	1,612	1,861
Realized capital gains and losses:				
Total other-than-temporary impairment losses	(19)	(25)	(41)	(41)
Portion of loss recognized in other comprehensive income	—	8	(1)	(2)
Net other-than-temporary impairment losses recognized in earnings	(19)	(17)	(42)	(43)
Sales and other realized capital gains and losses	47	1	60	104
Total realized capital gains and losses	28	(16)	18	61
	<u>823</u>	<u>1,016</u>	<u>2,723</u>	<u>3,152</u>
<b>Costs and expenses</b>				
Contract benefits	356	422	1,101	1,199
Interest credited to contractholder funds	191	310	696	953
Amortization of deferred policy acquisition costs	36	73	124	177
Operating costs and expenses	75	102	232	333
Restructuring and related charges	(1)	4	2	6
Interest expense	4	4	12	19
	<u>661</u>	<u>915</u>	<u>2,167</u>	<u>2,687</u>
Loss on disposition of operations	<u>(27)</u>	<u>(646)</u>	<u>(71)</u>	<u>(643)</u>
<b>Income (loss) from operations before income tax expense (benefit)</b>	135	(545)	485	(178)
Income tax expense (benefit)	<u>51</u>	<u>(151)</u>	<u>142</u>	<u>(43)</u>
<b>Net income (loss)</b>	<u>84</u>	<u>(394)</u>	<u>343</u>	<u>(135)</u>
<b>Other comprehensive income (loss), after-tax</b>				
Change in unrealized net capital gains and losses	24	(45)	345	(581)
Change in unrealized foreign currency translation adjustments	—	—	1	—
<b>Other comprehensive income (loss), after-tax</b>	<u>24</u>	<u>(45)</u>	<u>346</u>	<u>(581)</u>
<b>Comprehensive income (loss)</b>	<u>\$ 108</u>	<u>\$ (439)</u>	<u>\$ 689</u>	<u>\$ (716)</u>

See notes to condensed consolidated financial statements.

**ALLSTATE LIFE INSURANCE COMPANY AND SUBSIDIARES**  
**CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

(\$ in millions, except par value data)

	September 30, 2014	December 31, 2013
	(unaudited)	
<b>Assets</b>		
Investments		
Fixed income securities, at fair value (amortized cost \$25,931 and \$27,427)	\$ 28,090	\$ 28,756
Mortgage loans	3,644	4,173
Equity securities, at fair value (cost \$1,091 and \$565)	1,229	650
Limited partnership interests	1,933	2,064
Short-term, at fair value (amortized cost \$762 and \$590)	762	590
Policy loans	617	623
Other	1,084	1,088
Total investments	37,359	37,944
Cash	191	93
Deferred policy acquisition costs	1,285	1,331
Reinsurance recoverables	2,587	2,754
Accrued investment income	340	358
Other assets	599	256
Separate Accounts	4,521	5,039
Assets held for sale	—	15,593
<b>Total assets</b>	<b>\$ 46,882</b>	<b>\$ 63,368</b>
<b>Liabilities</b>		
Contractholder funds	\$ 22,139	\$ 23,604
Reserve for life-contingent contract benefits	11,672	11,589
Unearned premiums	5	6
Payable to affiliates, net	76	100
Other liabilities and accrued expenses	794	838
Deferred income taxes	1,341	941
Notes due to related parties	275	282
Separate Accounts	4,521	5,039
Liabilities held for sale	—	14,899
<b>Total liabilities</b>	<b>40,823</b>	<b>57,298</b>
<b>Commitments and Contingent Liabilities (Note 8)</b>		
<b>Shareholder's Equity</b>		
Redeemable preferred stock - series A, \$100 par value, 1,500,000 shares authorized, none issued	—	—
Redeemable preferred stock - series B, \$100 par value, 1,500,000 shares authorized, none issued	—	—
Common stock, \$227 par value, 23,800 shares authorized and outstanding	5	5
Additional capital paid-in	1,990	2,690
Retained income	2,790	2,447
Accumulated other comprehensive income:		
Unrealized net capital gains and losses:		
Unrealized net capital gains and losses on fixed income securities with OTTI	43	31
Other unrealized net capital gains and losses	1,440	997
Unrealized adjustment to DAC, DSI and insurance reserves	(211)	(101)
Total unrealized net capital gains and losses	1,272	927
Unrealized foreign currency translation adjustments	2	1
Total accumulated other comprehensive income	1,274	928
<b>Total shareholder's equity</b>	<b>6,059</b>	<b>6,070</b>
<b>Total liabilities and shareholder's equity</b>	<b>\$ 46,882</b>	<b>\$ 63,368</b>

See notes to condensed consolidated financial statements.

**ALLSTATE LIFE INSURANCE COMPANY AND SUBSIDIARES**  
**CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDER'S EQUITY**

(\$ in millions)

	Nine months ended September 30,	
	2014	2013
	(unaudited)	
<b>Common stock</b>	<b>\$ 5</b>	<b>\$ 5</b>

<b>Additional capital paid-in</b>		
Balance, beginning of period	2,690	3,190
Return of capital	(700)	—
Balance, end of period	<u>1,990</u>	<u>3,190</u>
<b>Retained income</b>		
Balance, beginning of period	2,447	2,485
Net income (loss)	343	(135)
Balance, end of period	<u>2,790</u>	<u>2,350</u>
<b>Accumulated other comprehensive income</b>		
Balance, beginning of period	928	1,633
Change in unrealized net capital gains and losses	345	(581)
Change in unrealized foreign currency translation adjustments	1	—
Balance, end of period	<u>1,274</u>	<u>1,052</u>
<b>Total shareholder's equity</b>	<u>\$ 6,059</u>	<u>\$ 6,597</u>

See notes to condensed consolidated financial statements.

**ALLSTATE LIFE INSURANCE COMPANY AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(\$ in millions)

	<b>Nine months ended September 30,</b>	
	<b>2014</b>	<b>2013</b>
	<b>(unaudited)</b>	
<b>Cash flows from operating activities</b>		
Net income (loss)	\$ 343	\$ (135)
Adjustments to reconcile net income to net cash provided by operating activities:		
Amortization and other non-cash items	(63)	(57)
Realized capital gains and losses	(18)	(61)
Loss on disposition of operations	71	643
Interest credited to contractholder funds	696	953
Changes in:		
Policy benefits and other insurance reserves	(452)	(474)
Unearned premiums	(1)	(2)
Deferred policy acquisition costs	4	(10)
Reinsurance recoverables, net	(6)	(38)
Income taxes	61	22
Other operating assets and liabilities	(179)	(56)
Net cash provided by operating activities	<u>456</u>	<u>785</u>
<b>Cash flows from investing activities</b>		
Proceeds from sales		
Fixed income securities	2,486	3,199
Equity securities	326	164
Limited partnership interests	358	191
Mortgage loans	9	20
Other investments	25	37
Investment collections		
Fixed income securities	1,485	3,525
Mortgage loans	795	693
Other investments	37	74
Investment purchases		
Fixed income securities	(2,026)	(3,524)
Equity securities	(846)	(356)
Limited partnership interests	(482)	(384)
Mortgage loans	(194)	(407)
Other investments	(195)	(78)
Change in short-term investments, net	140	136
Change in policy loans and other investments, net	54	79
Disposition of operations	345	—
Net cash provided by investing activities	<u>2,317</u>	<u>3,369</u>
<b>Cash flows from financing activities</b>		
Contractholder fund deposits	832	1,520
Contractholder fund withdrawals	(2,800)	(5,429)
Return of capital	(700)	—
Repayment of notes due to related parties	(7)	(210)
Net cash used in financing activities	<u>(2,675)</u>	<u>(4,119)</u>
Cash classified as held for sale	—	(13)
<b>Net increase in cash</b>	<u>98</u>	<u>22</u>
<b>Cash at beginning of period</b>	<u>93</u>	<u>341</u>
<b>Cash at end of period</b>	<u>\$ 191</u>	<u>\$ 363</u>

See notes to condensed consolidated financial statements.

**ALLSTATE LIFE INSURANCE COMPANY**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
(Unaudited)

**1. General**

**Basis of presentation**

The accompanying condensed consolidated financial statements include the accounts of Allstate Life Insurance Company (“ALIC”) and its wholly owned subsidiaries (collectively referred to as the “Company”). ALIC is wholly owned by Allstate Insurance Company (“AIC”), which is wholly owned by Allstate Insurance Holdings, LLC, a wholly owned subsidiary of The Allstate Corporation (the “Corporation”).

The condensed consolidated financial statements and notes as of September 30, 2014 and for the three-month and nine-month periods ended September 30, 2014 and 2013 are unaudited. The condensed consolidated financial statements reflect all adjustments (consisting only of normal recurring 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 Company’s Annual Report on Form 10-K for the year ended December 31, 2013. The results of operations for the interim periods should not be considered indicative of results to be expected for the full year. All significant intercompany accounts and transactions have been eliminated.

**Premiums and contract charges**

The following table summarizes premiums and contract charges by product.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
<b>Premiums</b>				
Traditional life insurance	\$ 120	\$ 114	\$ 365	\$ 342
Immediate annuities with life contingencies	—	6	5	22
Accident and health insurance	22	27	71	78
<b>Total premiums</b>	<b>142</b>	<b>147</b>	<b>441</b>	<b>442</b>
<b>Contract charges</b>				
Interest-sensitive life insurance	188	258	638	775
Fixed annuities	4	6	14	13
<b>Total contract charges</b>	<b>192</b>	<b>264</b>	<b>652</b>	<b>788</b>
<b>Total premiums and contract charges</b>	<b>\$ 334</b>	<b>\$ 411</b>	<b>\$ 1,093</b>	<b>\$ 1,230</b>

**Pending accounting standard**

*Accounting for Investments in Qualified Affordable Housing Projects*

In January 2014, the Financial Accounting Standards Board (“FASB”) issued guidance which allows entities that invest in certain qualified affordable housing projects through limited liability entities the option to account for these investments using the proportional amortization method if certain conditions are met. Under the proportional amortization method, the entity amortizes the initial cost of the investment in proportion to the tax credits and other tax benefits received and recognizes the net investment performance in the income statement as a component of income tax expense or benefit. The guidance is effective for reporting periods beginning after December 15, 2014 and is to be applied retrospectively. The impact of adoption is not expected to be material to the Company’s results of operations and financial position.

## 2. Disposition

On April 1, 2014, the Company completed the sale of Lincoln Benefit Life Company (“LBL”), LBL’s life insurance business generated through independent master brokerage agencies, and all of LBL’s deferred fixed annuity and long-term care insurance business to Resolution Life Holdings, Inc. The gross sale price was \$797 million, representing \$596 million of cash and the retention of tax benefits. The loss on disposition increased by \$28 million, pre-tax, (\$29 million, after-tax) and \$78 million, pre-tax, (\$38 million, after-tax) in the three months and nine months ended September 30, 2014, respectively. The loss on disposition in the three months ended September 30, 2014 included the finalization of certain tax balances and other adjustments.

In conjunction with the sale, the Company was required to establish a trust relating to the business that LBL continues to cede to ALIC. This trust is required to have assets greater than or equal to the statutory reserves ceded by LBL to ALIC, measured on a monthly basis. As of September 30, 2014, the trust holds \$5.08 billion of investments, which are reported in the statement of financial position.

The following table summarizes the assets and liabilities classified as held for sale as of December 31, 2013.

(\$ in millions)

<b>Assets</b>	
Investments	
Fixed income securities	\$ 10,167
Mortgage loans	1,367
Short-term investments	160
Policy loans	198
Other investments	91
Total investments	<u>11,983</u>
Cash	—
Deferred policy acquisition costs	743
Reinsurance recoverables, net	1,660
Accrued investment income	109
Other assets	79
Separate Accounts	<u>1,701</u>
Assets held for sale	16,275
Less: Loss accrual	(682)
Total assets held for sale	<u>\$ 15,593</u>
<b>Liabilities</b>	
Reserve for life-contingent contract benefits	\$ 1,894
Contractholder funds	10,945
Unearned premiums	12
Deferred income taxes	151
Other liabilities and accrued expenses	196
Separate Accounts	<u>1,701</u>
Total liabilities held for sale	<u>\$ 14,899</u>

Included in shareholder’s equity was \$85 million of accumulated other comprehensive income related to assets held for sale as of December 31, 2013.



### 3. Supplemental Cash Flow Information

Non-cash modifications of certain mortgage loans, fixed income securities, limited partnership interests and other investments, as well as mergers completed with equity securities, totaled \$89 million and \$259 million for the nine months ended September 30, 2014 and 2013, respectively.

Liabilities for collateral received in conjunction with the Company's securities lending program and over-the-counter ("OTC") and cleared derivatives are reported in other liabilities and accrued expenses or other investments. The accompanying cash flows are included in cash flows from operating activities in the Condensed Consolidated Statements of Cash Flows along with the activities resulting from management of the proceeds, which are as follows:

(\$ in millions)	Nine months ended September 30,	
	2014	2013
<b>Net change in proceeds managed</b>		
Net change in short-term investments	\$ (151)	\$ 199
Operating cash flow (used) provided	(151)	199
Net change in cash	—	(1)
Net change in proceeds managed	<u>\$ (151)</u>	<u>\$ 198</u>
<b>Net change in liabilities</b>		
Liabilities for collateral, beginning of period	\$ (328)	\$ (561)
Liabilities for collateral, end of period	(479)	(363)
Operating cash flow provided (used)	<u>\$ 151</u>	<u>\$ (198)</u>

### 4. Investments

#### Fair values

The amortized cost, gross unrealized gains and losses and fair value for fixed income securities are as follows:

(\$ in millions)	Amortized cost	Gross unrealized		Fair value
		Gains	Losses	
<b>September 30, 2014</b>				
U.S. government and agencies	\$ 683	\$ 97	\$ —	\$ 780
Municipal	3,129	432	(14)	3,547
Corporate	19,550	1,579	(113)	21,016
Foreign government	660	80	(1)	739
Asset-backed securities ("ABS")	723	18	(23)	718
Residential mortgage-backed securities ("RMBS")	602	59	(5)	656
Commercial mortgage-backed securities ("CMBS")	570	50	(3)	617
Redeemable preferred stock	14	3	—	17
Total fixed income securities	<u>\$ 25,931</u>	<u>\$ 2,318</u>	<u>\$ (159)</u>	<u>\$ 28,090</u>
<b>December 31, 2013</b>				
U.S. government and agencies	\$ 678	\$ 90	\$ (2)	\$ 766
Municipal	3,135	231	(62)	3,304
Corporate	20,397	1,214	(295)	21,316
Foreign government	715	83	(6)	792
ABS	1,011	30	(34)	1,007
RMBS	752	50	(12)	790
CMBS	724	47	(7)	764
Redeemable preferred stock	15	2	—	17
Total fixed income securities	<u>\$ 27,427</u>	<u>\$ 1,747</u>	<u>\$ (418)</u>	<u>\$ 28,756</u>

## Scheduled maturities

The scheduled maturities for fixed income securities are as follows as of September 30, 2014:

(\$ in millions)	Amortized cost	Fair value
Due in one year or less	\$ 1,282	\$ 1,304
Due after one year through five years	5,163	5,602
Due after five years through ten years	10,155	10,709
Due after ten years	7,436	8,484
	<u>24,036</u>	<u>26,099</u>
ABS, RMBS and CMBS	1,895	1,991
Total	<u>\$ 25,931</u>	<u>\$ 28,090</u>

Actual maturities may differ from those scheduled as a result of calls and make-whole payments by the issuers. ABS, RMBS and CMBS are shown separately because of the potential for prepayment of principal prior to contractual maturity dates.

## Net investment income

Net investment income is as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Fixed income securities	\$ 349	\$ 487	\$ 1,179	\$ 1,477
Mortgage loans	48	91	188	269
Equity securities	7	3	17	8
Limited partnership interests	51	37	209	104
Short-term investments	—	—	1	1
Policy loans	10	12	30	36
Other	15	18	43	50
Investment income, before expense	<u>480</u>	<u>648</u>	<u>1,667</u>	<u>1,945</u>
Investment expense	(19)	(27)	(55)	(84)
Net investment income	<u>\$ 461</u>	<u>\$ 621</u>	<u>\$ 1,612</u>	<u>\$ 1,861</u>

## Realized capital gains and losses

Realized capital gains and losses by asset type are as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Fixed income securities	\$ (1)	\$ (12)	\$ (1)	\$ (6)
Mortgage loans	2	(6)	3	19
Equity securities	(5)	5	11	37
Limited partnership interests	28	—	(5)	(3)
Derivatives	4	(5)	7	14
Other	—	2	3	—
Realized capital gains and losses	<u>\$ 28</u>	<u>\$ (16)</u>	<u>\$ 18</u>	<u>\$ 61</u>



The total amount of other-than-temporary impairment losses included in accumulated other comprehensive income at the time of impairment for fixed income securities, which were not included in earnings, are presented in the following table. The amounts exclude \$139 million and \$164 million as of September 30, 2014 and December 31, 2013, respectively, of net unrealized gains related to changes in valuation of the fixed income securities subsequent to the impairment measurement date.

(\$ in millions)	September 30, 2014	December 31, 2013
Municipal	\$ (5)	\$ (5)
ABS	(6)	(10)
RMBS	(56)	(90)
CMBS	(5)	(12)
Total	<u>\$ (72)</u>	<u>\$ (117)</u>

Rollforwards of the cumulative credit losses recognized in earnings for fixed income securities held as of the end of the period are as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Beginning balance	\$ (229)	\$ (318)	\$ (299)	\$ (345)
Additional credit loss for securities previously other-than-temporarily impaired	—	—	2	(12)
Additional credit loss for securities not previously other-than-temporarily impaired	(3)	(2)	(4)	(19)
Reduction in credit loss for securities disposed or collected	9	12	19	68
Reduction in credit loss for securities the Company has made the decision to sell or more likely than not will be required to sell	—	—	—	—
Change in credit loss due to accretion of increase in cash flows	1	—	1	—
Reduction in credit loss for securities sold in LBL disposition	—	—	59	—
Ending balance	<u>\$ (222)</u>	<u>\$ (308)</u>	<u>\$ (222)</u>	<u>\$ (308)</u>

The Company uses its best estimate of future cash flows expected to be collected from the fixed income security, discounted at the security's original or current effective rate, as appropriate, to calculate a recovery value and determine whether a credit loss exists. The determination of cash flow estimates is inherently subjective and methodologies may vary depending on facts and circumstances specific to the security. All reasonably available information relevant to the collectability of the security, including past events, current conditions, and reasonable and supportable assumptions and forecasts, are considered when developing the estimate of cash flows expected to be collected. That information generally includes, but is not limited to, the remaining payment terms of the security, prepayment speeds, foreign exchange rates, the financial condition and future earnings potential of the issue or issuer, expected defaults, expected recoveries, the value of underlying collateral, vintage, geographic concentration, available reserves or escrows, current subordination levels, third party guarantees and other credit enhancements. Other information, such as industry analyst reports and forecasts, sector credit ratings, financial condition of the bond insurer for insured fixed income securities, and other market data relevant to the realizability of contractual cash flows, may also be considered. The estimated fair value of collateral will be used to estimate recovery value if the Company determines that the security is dependent on the liquidation of collateral for ultimate settlement. If the estimated recovery value is less than the amortized cost of the security, a credit loss exists and an other-than-temporary impairment for the difference between the estimated recovery value and amortized cost is recorded in earnings. The portion of the unrealized loss related to factors other than credit remains classified in accumulated other comprehensive income. If the Company determines that the fixed income security does not have sufficient cash flow or other information to estimate a recovery value for the security, the Company may conclude that the entire decline in fair value is deemed to be credit related and the loss is recorded in earnings.

## Unrealized net capital gains and losses

Unrealized net capital gains and losses included in accumulated other comprehensive income are as follows:

(\$ in millions) September 30, 2014	Fair value	Gross unrealized		Unrealized net gains (losses)
		Gains	Losses	
Fixed income securities	\$ 28,090	\$ 2,318	\$ (159)	\$ 2,159
Equity securities	1,229	138	—	138
Short-term investments	762	—	—	—
Derivative instruments <sup>(1)</sup>	(4)	1	(5)	(4)
Equity method (“EMA”) limited partnerships <sup>(2)</sup>				(2)
Unrealized net capital gains and losses, pre-tax				2,291
Amounts recognized for:				
Insurance reserves <sup>(3)</sup>				(169)
DAC and DSI <sup>(4)</sup>				(157)
Amounts recognized				(326)
Deferred income taxes				(693)
Unrealized net capital gains and losses, after-tax				\$ 1,272

<sup>(1)</sup> Included in the fair value of derivative instruments are \$1 million classified as assets and \$5 million classified as liabilities.

<sup>(2)</sup> Unrealized net capital gains and losses for limited partnership interests represent the Company’s share of EMA limited partnerships’ other comprehensive income. Fair value and gross unrealized gains and losses are not applicable.

<sup>(3)</sup> The insurance reserves adjustment represents the amount by which the reserve balance would increase if the net unrealized gains in the applicable product portfolios were realized and reinvested at current lower interest rates, resulting in a premium deficiency. Although the Company evaluates premium deficiencies on the combined performance of life insurance and immediate annuities with life contingencies, the adjustment primarily relates to structured settlement annuities with life contingencies, in addition to annuity buy-outs and certain payout annuities with life contingencies.

<sup>(4)</sup> The DAC and DSI adjustment balance represents the amount by which the amortization of DAC and DSI would increase or decrease if the unrealized gains or losses in the respective product portfolios were realized.

(\$ in millions) December 31, 2013	Fair value	Gross unrealized		Unrealized net gains (losses)
		Gains	Losses	
Fixed income securities	\$ 28,756	\$ 1,747	\$ (418)	\$ 1,329
Equity securities	650	90	(5)	85
Short-term investments	590	—	—	—
Derivative instruments <sup>(1)</sup>	(13)	1	(14)	(13)
EMA limited partnerships				(2)
Investments classified as held for sale				190
Unrealized net capital gains and losses, pre-tax				1,589
Amounts recognized for:				
Insurance reserves				—
DAC and DSI				(156)
Amounts recognized				(156)
Deferred income taxes				(506)
Unrealized net capital gains and losses, after-tax				\$ 927

<sup>(1)</sup> Included in the fair value of derivative instruments are \$1 million classified as assets and \$14 million classified as liabilities.

## Change in unrealized net capital gains and losses

The change in unrealized net capital gains and losses for the nine months ended September 30, 2014 is as follows:

(\$ in millions)

Fixed income securities	\$	830
Equity securities		53
Derivative instruments		9
Investments classified as held for sale		(190)
Total		<u>702</u>
Amounts recognized for:		
Insurance reserves		(169)
DAC and DSI		(1)
Amounts recognized		<u>(170)</u>
Deferred income taxes		(187)
Increase in unrealized net capital gains and losses, after-tax	\$	<u><u>345</u></u>

## Portfolio monitoring

The Company has a comprehensive portfolio monitoring process to identify and evaluate each fixed income and equity security whose carrying value may be other-than-temporarily impaired.

For each fixed income security in an unrealized loss position, the Company assesses whether management with the appropriate authority has made the decision to sell or whether it is more likely than not the Company will be required to sell the security before recovery of the amortized cost basis for reasons such as liquidity, contractual or regulatory purposes. If a security meets either of these criteria, the security's decline in fair value is considered other than temporary and is recorded in earnings.

If the Company has not made the decision to sell the fixed income security and it is not more likely than not the Company will be required to sell the fixed income security before recovery of its amortized cost basis, the Company evaluates whether it expects to receive cash flows sufficient to recover the entire amortized cost basis of the security. The Company calculates the estimated recovery value by discounting the best estimate of future cash flows at the security's original or current effective rate, as appropriate, and compares this to the amortized cost of the security. If the Company does not expect to receive cash flows sufficient to recover the entire amortized cost basis of the fixed income security, the credit loss component of the impairment is recorded in earnings, with the remaining amount of the unrealized loss related to other factors recognized in other comprehensive income.

For equity securities, the Company considers various factors, including whether it has the intent and ability to hold the equity security for a period of time sufficient to recover its cost basis. Where the Company lacks the intent and ability to hold to recovery, or believes the recovery period is extended, the equity security's decline in fair value is considered other than temporary and is recorded in earnings.

For fixed income and equity securities managed by third parties, either the Company has contractually retained its decision making authority as it pertains to selling securities that are in an unrealized loss position or it recognizes any unrealized loss at the end of the period through a charge to earnings.

The Company's portfolio monitoring process includes a quarterly review of all securities to identify instances where the fair value of a security compared to its amortized cost (for fixed income securities) or cost (for equity securities) is below established thresholds. The process also includes the monitoring of other impairment indicators such as ratings, ratings downgrades and payment defaults. The securities identified, in addition to other securities for which the Company may have a concern, are evaluated for potential other-than-temporary impairment using all reasonably available information relevant to the collectability or recovery of the security. Inherent in the Company's evaluation of other-than-temporary impairment for these fixed income and equity securities are assumptions and estimates about the financial condition and future earnings potential of the issue or issuer. Some of the factors that may be considered in evaluating whether a decline in fair value is other than temporary are: 1) the financial condition, near-term and long-term prospects of the issue or issuer, including relevant industry specific market conditions and trends, geographic location and implications of rating agency actions and offering prices; 2) the specific reasons that a security is in an unrealized loss position, including overall market conditions which could affect liquidity; and 3) the length of time and extent to which the fair value has been less than amortized cost or cost.

The following table summarizes the gross unrealized losses and fair value of fixed income and equity securities by the length of time that individual securities have been in a continuous unrealized loss position.

(\$ in millions)	Less than 12 months			12 months or more			Total unrealized losses
	Number of issues	Fair value	Unrealized losses	Number of issues	Fair value	Unrealized losses	
<b>September 30, 2014</b>							
Fixed income securities							
U.S. government and agencies	2	\$ 21	\$ —	—	\$ —	\$ —	\$ —
Municipal	12	98	(2)	25	143	(12)	(14)
Corporate	278	1,844	(33)	119	1,064	(80)	(113)
Foreign government	1	7	—	1	14	(1)	(1)
ABS	18	129	(1)	26	239	(22)	(23)
RMBS	18	2	—	47	77	(5)	(5)
CMBS	4	3	—	4	43	(3)	(3)
Total fixed income securities	333	2,104	(36)	222	1,580	(123)	(159)
Equity securities	2	8	—	—	—	—	—
Total fixed income and equity securities	335	\$ 2,112	\$ (36)	222	\$ 1,580	\$ (123)	\$ (159)
Investment grade fixed income securities	143	\$ 1,133	\$ (12)	172	\$ 1,294	\$ (87)	\$ (99)
Below investment grade fixed income securities	190	971	(24)	50	286	(36)	(60)
Total fixed income securities	333	\$ 2,104	\$ (36)	222	\$ 1,580	\$ (123)	\$ (159)
<b>December 31, 2013</b>							
Fixed income securities							
U.S. government and agencies	4	\$ 76	\$ (2)	—	\$ —	\$ —	\$ (2)
Municipal	63	347	(24)	21	99	(38)	(62)
Corporate	530	5,191	(224)	48	467	(71)	(295)
Foreign government	7	76	(4)	1	13	(2)	(6)
ABS	17	162	(1)	42	400	(33)	(34)
RMBS	35	42	(2)	47	129	(10)	(12)
CMBS	5	14	—	6	52	(7)	(7)
Total fixed income securities	661	5,908	(257)	165	1,160	(161)	(418)
Equity securities	25	80	(5)	—	—	—	(5)
Total fixed income and equity securities	686	\$ 5,988	\$ (262)	165	\$ 1,160	\$ (161)	\$ (423)
Investment grade fixed income securities	526	\$ 5,272	\$ (236)	110	\$ 834	\$ (112)	\$ (348)
Below investment grade fixed income securities	135	636	(21)	55	326	(49)	(70)
Total fixed income securities	661	\$ 5,908	\$ (257)	165	\$ 1,160	\$ (161)	\$ (418)

As of September 30, 2014, \$121 million of unrealized losses are related to securities with an unrealized loss position less than 20% of amortized cost or cost, the degree of which suggests that these securities do not pose a high risk of being other-than-temporarily impaired. Of the \$121 million, \$75 million are related to unrealized losses on investment grade fixed income securities. Investment grade is defined as a security having a rating of Aaa, Aa, A or Baa from Moody's, a rating of AAA, AA, A or BBB from Standards and Poor's ("S&P"), Fitch, Dominion, Kroll or Realpoint, a rating of aaa, aa, a or bbb from A.M. Best, or a comparable internal rating if an externally provided rating is not available. Unrealized losses on investment grade securities are principally related to increasing risk-free interest rates or widening credit spreads since the time of initial purchase.

As of September 30, 2014, the remaining \$38 million of unrealized losses are related to securities in unrealized loss positions greater than or equal to 20% of amortized cost. Investment grade fixed income securities comprising \$24 million of these unrealized losses were evaluated based on factors such as discounted cash flows and the financial condition and near-term and long-term prospects of the issue or issuer and were determined to have adequate resources to fulfill contractual obligations. Of the \$38 million, \$14 million are related to below investment grade fixed income securities. Of these amounts, \$10 million are related to below investment grade fixed income securities that had been in an unrealized loss position greater than or equal to 20% of amortized cost for a period of twelve or more consecutive months as of September 30, 2014.

ABS, RMBS and CMBS in an unrealized loss position were evaluated based on actual and projected collateral losses relative to the securities' positions in the respective securitization trusts, security specific expectations of cash flows, and credit ratings. This evaluation also takes into consideration credit enhancement, measured in terms of (i) subordination from other classes of securities in the trust that are contractually obligated to absorb losses before the class of security the Company owns, (ii) the expected impact of other structural features embedded in the securitization trust beneficial to the class of securities the Company

owns, such as overcollateralization and excess spread, and (iii) for ABS and RMBS in an unrealized loss position, credit enhancements from reliable bond insurers, where applicable. Municipal bonds in an unrealized loss position were evaluated based on the quality of the underlying assets. Unrealized losses on equity securities are primarily related to temporary equity market fluctuations of securities that are expected to recover.

As of September 30, 2014, the Company has not made the decision to sell and it is not more likely than not the Company will be required to sell fixed income securities with unrealized losses before recovery of the amortized cost basis. As of September 30, 2014, the Company had the intent and ability to hold equity securities with unrealized losses for a period of time sufficient for them to recover.

#### **Limited partnerships**

As of September 30, 2014 and December 31, 2013, the carrying value of equity method limited partnerships totaled \$1.41 billion and \$1.46 billion, respectively. The Company recognizes an impairment loss for equity method limited partnerships when evidence demonstrates that the loss is other than temporary. Evidence of a loss in value that is other than temporary may include the absence of an ability to recover the carrying amount of the investment or the inability of the investee to sustain a level of earnings that would justify the carrying amount of the investment.

As of September 30, 2014 and December 31, 2013, the carrying value for cost method limited partnerships was \$526 million and \$605 million, respectively. To determine if an other-than-temporary impairment has occurred, the Company evaluates whether an impairment indicator has occurred in the period that may have a significant adverse effect on the carrying value of the investment. Impairment indicators may include: significantly reduced valuations of the investments held by the limited partnerships; actual recent cash flows received being significantly less than expected cash flows; reduced valuations based on financing completed at a lower value; completed sale of a material underlying investment at a price significantly lower than expected; or any other adverse events since the last financial statements received that might affect the fair value of the investee's capital. Additionally, the Company's portfolio monitoring process includes a quarterly review of all cost method limited partnerships to identify instances where the net asset value is below established thresholds for certain periods of time, as well as investments that are performing below expectations, for further impairment consideration. If a cost method limited partnership is other-than-temporarily impaired, the carrying value is written down to fair value, generally estimated to be equivalent to the reported net asset value of the underlying funds.

Tax credit funds were reclassified from limited partnership interests to other assets as of June 30, 2014 since the return on these funds is in the form of tax credits rather than investment income. These tax credit funds totaled \$285 million as of September 30, 2014.

#### **Mortgage loans**

Mortgage loans are evaluated for impairment on a specific loan basis through a quarterly credit monitoring process and review of key credit quality indicators. Mortgage loans are considered impaired when it is probable that the Company will not collect the contractual principal and interest. Valuation allowances are established for impaired loans to reduce the carrying value to the fair value of the collateral less costs to sell or the present value of the loan's expected future repayment cash flows discounted at the loan's original effective interest rate. Impaired mortgage loans may not have a valuation allowance when the fair value of the collateral less costs to sell is higher than the carrying value. Valuation allowances are adjusted for subsequent changes in the fair value of the collateral less costs to sell. Mortgage loans are charged off against their corresponding valuation allowances when there is no reasonable expectation of recovery. The impairment evaluation is non-statistical in respect to the aggregate portfolio but considers facts and circumstances attributable to each loan. It is not considered probable that additional impairment losses, beyond those identified on a specific loan basis, have been incurred as of September 30, 2014.

Accrual of income is suspended for mortgage loans that are in default or when full and timely collection of principal and interest payments is not probable. Cash receipts on mortgage loans on nonaccrual status are generally recorded as a reduction of carrying value.

Debt service coverage ratio is considered a key credit quality indicator when mortgage loans are evaluated for impairment. Debt service coverage ratio represents the amount of estimated cash flows from the property available to the borrower to meet principal and interest payment obligations. Debt service coverage ratio estimates are updated annually or more frequently if conditions are warranted based on the Company's credit monitoring process.



The following table reflects the carrying value of non-impaired fixed rate and variable rate mortgage loans summarized by debt service coverage ratio distribution.

(\$ in millions)	September 30, 2014			December 31, 2013		
	Fixed rate mortgage loans	Variable rate mortgage loans	Total	Fixed rate mortgage loans	Variable rate mortgage loans	Total
Debt service coverage ratio distribution						
Below 1.0	\$ 186	\$ —	\$ 186	\$ 153	\$ —	\$ 153
1.0 - 1.25	351	—	351	560	—	560
1.26 - 1.50	1,178	2	1,180	1,167	2	1,169
Above 1.50	1,917	—	1,917	2,176	38	2,214
Total non-impaired mortgage loans	\$ 3,632	\$ 2	\$ 3,634	\$ 4,056	\$ 40	\$ 4,096

Mortgage loans with a debt service coverage ratio below 1.0 that are not considered impaired primarily relate to instances where the borrower has the financial capacity to fund the revenue shortfalls from the properties for the foreseeable term, the decrease in cash flows from the properties is considered temporary, or there are other risk mitigating circumstances such as additional collateral, escrow balances or borrower guarantees.

The net carrying value of impaired mortgage loans is as follows:

(\$ in millions)	September 30, 2014	December 31, 2013
	Impaired mortgage loans with a valuation allowance	\$ 10
Impaired mortgage loans without a valuation allowance	—	—
Total impaired mortgage loans	\$ 10	\$ 77
Valuation allowance on impaired mortgage loans	\$ 7	\$ 21

The average balance of impaired loans was \$29 million and \$88 million for the nine months ended September 30, 2014 and 2013, respectively.

The rollforward of the valuation allowance on impaired mortgage loans is as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Beginning balance	\$ 9	\$ 21	\$ 21	\$ 42
Net (decrease) increase in valuation allowance	(2)	6	(6)	(11)
Charge offs	—	—	(8)	(4)
Mortgage loans classified as held for sale	—	(2)	—	(2)
Ending balance	\$ 7	\$ 25	\$ 7	\$ 25

Payments on all mortgage loans were current as of September 30, 2014 and December 31, 2013.

## 5. Fair Value of Assets and Liabilities

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The hierarchy for inputs used in determining fair value maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that observable inputs be used when available. Assets and liabilities recorded on the Condensed Consolidated Statements of Financial Position at fair value are categorized in the fair value hierarchy based on the observability of inputs to the valuation techniques as follows:

*Level 1:* Assets and liabilities whose values are based on unadjusted quoted prices for identical assets or liabilities in an active market that the Company can access.

*Level 2:* Assets and liabilities whose values are based on the following:

- (a) Quoted prices for similar assets or liabilities in active markets;
- (b) Quoted prices for identical or similar assets or liabilities in markets that are not active; or
- (c) Valuation models whose inputs are observable, directly or indirectly, for substantially the full term of the asset or liability.

*Level 3:* Assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. Unobservable inputs reflect the Company's estimates of the assumptions that market participants would use in valuing the assets and liabilities.

The availability of observable inputs varies by instrument. In situations where fair value is based on internally developed pricing models or inputs that are unobservable in the market, the determination of fair value requires more judgment. The degree of judgment exercised by the Company in determining fair value is typically greatest for instruments categorized in Level 3. In many instances, valuation inputs used to measure fair value fall into different levels of the fair value hierarchy. The category level in the fair value hierarchy is determined based on the lowest level input that is significant to the fair value measurement in its entirety. The Company uses prices and inputs that are current as of the measurement date, including during periods of market disruption. In periods of market disruption, the ability to observe prices and inputs may be reduced for many instruments.

The Company is responsible for the determination of fair value and the supporting assumptions and methodologies. The Company gains assurance that assets and liabilities are appropriately valued through the execution of various processes and controls designed to ensure the overall reasonableness and consistent application of valuation methodologies, including inputs and assumptions, and compliance with accounting standards. For fair values received from third parties or internally estimated, the Company's processes and controls are designed to ensure that the valuation methodologies are appropriate and consistently applied, the inputs and assumptions are reasonable and consistent with the objective of determining fair value, and the fair values are accurately recorded. For example, on a continuing basis, the Company assesses the reasonableness of individual fair values that have stale security prices or that exceed certain thresholds as compared to previous fair values received from valuation service providers or brokers or derived from internal models. The Company performs procedures to understand and assess the methodologies, processes and controls of valuation service providers. In addition, the Company may validate the reasonableness of fair values by comparing information obtained from valuation service providers or brokers to other third party valuation sources for selected securities. The Company performs ongoing price validation procedures such as back-testing of actual sales, which corroborate the various inputs used in internal models to market observable data. When fair value determinations are expected to be more variable, the Company validates them through reviews by members of management who have relevant expertise and who are independent of those charged with executing investment transactions.

The Company has two types of situations where investments are classified as Level 3 in the fair value hierarchy. The first is where quotes continue to be received from independent third-party valuation service providers and all significant inputs are market observable; however, there has been a significant decrease in the volume and level of activity for the asset when compared to normal market activity such that the degree of market observability has declined to a point where categorization as a Level 3 measurement is considered appropriate. The indicators considered in determining whether a significant decrease in the volume and level of activity for a specific asset has occurred include the level of new issuances in the primary market, trading volume in the secondary market, the level of credit spreads over historical levels, applicable bid-ask spreads, and price consensus among market participants and other pricing sources.

The second situation where the Company classifies securities in Level 3 is where specific inputs significant to the fair value estimation models are not market observable. This primarily occurs in the Company's use of broker quotes to value certain securities where the inputs have not been corroborated to be market observable, and the use of valuation models that use significant non-market observable inputs.

Certain assets are not carried at fair value on a recurring basis, including investments such as mortgage loans, limited partnership interests, bank loans and policy loans. Accordingly, such investments are only included in the fair value hierarchy disclosure when the investment is subject to remeasurement at fair value after initial recognition and the resulting remeasurement

is reflected in the condensed consolidated financial statements. In addition, derivatives embedded in fixed income securities are not disclosed in the hierarchy as free-standing derivatives since they are presented with the host contracts in fixed income securities.

In determining fair value, the Company principally uses the market approach which generally utilizes market transaction data for the same or similar instruments. To a lesser extent, the Company uses the income approach which involves determining fair values from discounted cash flow methodologies. For the majority of Level 2 and Level 3 valuations, a combination of the market and income approaches is used.

*Summary of significant valuation techniques for assets and liabilities measured at fair value on a recurring basis*

#### Level 1 measurements

- Fixed income securities: Comprise certain U.S. Treasury fixed income securities. Valuation is based on unadjusted quoted prices for identical assets in active markets that the Company can access.
- Equity securities: Comprise actively traded, exchange-listed equity securities. Valuation is based on unadjusted quoted prices for identical assets in active markets that the Company can access.
- Short-term: Comprise actively traded money market funds that have daily quoted net asset values for identical assets that the Company can access.
- Separate account assets: Comprise actively traded mutual funds that have daily quoted net asset values for identical assets that the Company can access. Net asset values for the actively traded mutual funds in which the separate account assets are invested are obtained daily from the fund managers.
- Assets held for sale: Comprise U.S. Treasury fixed income securities, short-term investments and separate account assets. The valuation is based on the respective asset type as described above.

#### Level 2 measurements

- Fixed income securities:

*U.S. government and agencies*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

*Municipal*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

*Corporate, including privately placed*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads. Also included are privately placed securities valued using a discounted cash flow model that is widely accepted in the financial services industry and uses market observable inputs and inputs derived principally from, or corroborated by, observable market data. The primary inputs to the discounted cash flow model include an interest rate yield curve, as well as published credit spreads for similar assets in markets that are not active that incorporate the credit quality and industry sector of the issuer.

*Foreign government*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

*ABS and RMBS*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, prepayment speeds, collateral performance and credit spreads. Certain ABS are valued based on non-binding broker quotes whose inputs have been corroborated to be market observable.

*CMBS*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, collateral performance and credit spreads.

*Redeemable preferred stock*: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, underlying stock prices and credit spreads.

- Equity securities: The primary inputs to the valuation include quoted prices or quoted net asset values for identical or similar assets in markets that are not active.
- Short-term: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads. For certain short-term investments, amortized cost is used as the best estimate of fair value.
- Other investments: Free-standing exchange listed derivatives that are not actively traded are valued based on quoted prices for identical instruments in markets that are not active.

OTC derivatives, including interest rate swaps, foreign currency swaps, foreign exchange forward contracts, certain options and certain credit default swaps, are valued using models that rely on inputs such as interest rate yield curves, currency rates, and counterparty credit spreads that are observable for substantially the full term of the contract. The valuation techniques underlying the models are widely accepted in the financial services industry and do not involve significant judgment.

- Assets held for sale: Comprise U.S. government and agencies, municipal, corporate, foreign government, ABS, RMBS and CMBS fixed income securities, and short-term investments. The valuation is based on the respective asset type as described above.

#### Level 3 measurements

- Fixed income securities:

*Municipal:* Comprise municipal bonds that are not rated by third party credit rating agencies but are rated by the National Association of Insurance Commissioners (“NAIC”). The primary inputs to the valuation of these municipal bonds include quoted prices for identical or similar assets in markets that exhibit less liquidity relative to those markets supporting Level 2 fair value measurements, contractual cash flows, benchmark yields and credit spreads. Also included are municipal bonds valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable. Also includes auction rate securities (“ARS”) primarily backed by student loans that have become illiquid due to failures in the auction market and are valued using a discounted cash flow model that is widely accepted in the financial services industry and uses significant non-market observable inputs, including the anticipated date liquidity will return to the market.

*Corporate, including privately placed:* Primarily valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable. Also included are equity-indexed notes which are valued using a discounted cash flow model that is widely accepted in the financial services industry and uses significant non-market observable inputs, such as volatility. Other inputs include an interest rate yield curve, as well as published credit spreads for similar assets that incorporate the credit quality and industry sector of the issuer.

*ABS and CMBS:* Valued based on non-binding broker quotes received from brokers who are familiar with the investments and where the inputs have not been corroborated to be market observable.

- Equity securities: The primary inputs to the valuation include quoted prices or quoted net asset values for identical or similar assets in markets that exhibit less liquidity relative to those markets supporting Level 2 fair value measurements.
- Other investments: Certain OTC derivatives, such as interest rate caps, certain credit default swaps and certain options (including swaptions), are valued using models that are widely accepted in the financial services industry. These are categorized as Level 3 as a result of the significance of non-market observable inputs such as volatility. Other primary inputs include interest rate yield curves and credit spreads.
- Assets held for sale: Comprise municipal, corporate, ABS and CMBS fixed income securities. The valuation is based on the respective asset type as described above.
- Contractholder funds: Derivatives embedded in certain life and annuity contracts are valued internally using models widely accepted in the financial services industry that determine a single best estimate of fair value for the embedded derivatives within a block of contractholder liabilities. The models primarily use stochastically determined cash flows based on the contractual elements of embedded derivatives, projected option cost and applicable market data, such as interest rate yield curves and equity index volatility assumptions. These are categorized as Level 3 as a result of the significance of non-market observable inputs.
- Liabilities held for sale: Comprise derivatives embedded in life and annuity contracts. The valuation is the same as described above for contractholder funds.

#### *Assets and liabilities measured at fair value on a non-recurring basis*

Mortgage loans written-down to fair value in connection with recognizing impairments are valued based on the fair value of the underlying collateral less costs to sell. Limited partnership interests written-down to fair value in connection with recognizing other-than-temporary impairments are valued using net asset values. The carrying value of the LBL business was written-down to fair value in connection with being classified as held for sale.

The following table summarizes the Company's assets and liabilities measured at fair value on a recurring and non-recurring basis as of September 30, 2014.

(\$ in millions)	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Counterparty and cash collateral netting	Balance as of September 30, 2014
<b>Assets</b>					
Fixed income securities:					
U.S. government and agencies	\$ 146	\$ 634	\$ —		\$ 780
Municipal	—	3,446	101		3,547
Corporate	—	20,177	839		21,016
Foreign government	—	739	—		739
ABS	—	604	114		718
RMBS	—	656	—		656
CMBS	—	612	5		617
Redeemable preferred stock	—	17	—		17
Total fixed income securities	146	26,885	1,059		28,090
Equity securities	1,138	54	37		1,229
Short-term investments	76	686	—		762
Other investments: Free-standing derivatives	—	75	3	\$ (5)	73
Separate account assets	4,521	—	—		4,521
Other assets	—	—	1		1
<b>Total recurring basis assets</b>	<b>5,881</b>	<b>27,700</b>	<b>1,100</b>	<b>(5)</b>	<b>34,676</b>
Non-recurring basis <sup>(1)</sup>	—	—	15		15
<b>Total assets at fair value</b>	<b>\$ 5,881</b>	<b>\$ 27,700</b>	<b>\$ 1,115</b>	<b>\$ (5)</b>	<b>\$ 34,691</b>
% of total assets at fair value	17.0%	79.8%	3.2%	—%	100.0%
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ —	\$ —	\$ (321)		\$ (321)
Other liabilities: Free-standing derivatives	—	(27)	(9)	5	(31)
<b>Total liabilities at fair value</b>	<b>\$ —</b>	<b>\$ (27)</b>	<b>\$ (330)</b>	<b>\$ 5</b>	<b>\$ (352)</b>
% of total liabilities at fair value	—%	7.7%	93.7%	(1.4)%	100.0%

<sup>(1)</sup> Includes \$15 million of limited partnership interests written-down to fair value in connection with recognizing other-than-temporary impairments.

The following table summarizes the Company's assets and liabilities measured at fair value on a recurring and non-recurring basis as of December 31, 2013.

(\$ in millions)	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Counterparty and cash collateral netting	Balance as of December 31, 2013
<b>Assets</b>					
Fixed income securities:					
U.S. government and agencies	\$ 145	\$ 621	\$ —		\$ 766
Municipal	—	3,185	119		3,304
Corporate	—	20,308	1,008		21,316
Foreign government	—	792	—		792
ABS	—	895	112		1,007
RMBS	—	790	—		790
CMBS	—	763	1		764
Redeemable preferred stock	—	16	1		17
<b>Total fixed income securities</b>	<b>145</b>	<b>27,370</b>	<b>1,241</b>		<b>28,756</b>
Equity securities	593	51	6		650
Short-term investments	129	461	—		590
Other investments: Free-standing derivatives	—	268	9	\$ (11)	266
Separate account assets	5,039	—	—		5,039
Assets held for sale	1,854	9,812	362		12,028
<b>Total recurring basis assets</b>	<b>7,760</b>	<b>37,962</b>	<b>1,618</b>	<b>(11)</b>	<b>47,329</b>
Non-recurring basis <sup>(1)</sup>	—	—	17		17
<b>Total assets at fair value</b>	<b>\$ 7,760</b>	<b>\$ 37,962</b>	<b>\$ 1,635</b>	<b>\$ (11)</b>	<b>\$ 47,346</b>
% of total assets at fair value	16.4%	80.2%	3.4%	—%	100.0%
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts	\$ —	\$ —	\$ (307)		\$ (307)
Other liabilities: Free-standing derivatives	—	(185)	(14)	\$ 7	(192)
Liabilities held for sale	—	—	(246)		(246)
<b>Total recurring basis liabilities</b>	<b>—</b>	<b>(185)</b>	<b>(567)</b>	<b>7</b>	<b>(745)</b>
Non-recurring basis <sup>(2)</sup>	—	—	(11,088)		(11,088)
<b>Total liabilities at fair value</b>	<b>\$ —</b>	<b>\$ (185)</b>	<b>\$ (11,655)</b>	<b>\$ 7</b>	<b>\$ (11,833)</b>
% of total liabilities at fair value	—%	1.6%	98.5%	(0.1)%	100.0%

<sup>(1)</sup> Includes \$8 million of mortgage loans and \$9 million of limited partnership interests written-down to fair value in connection with recognizing other-than-temporary impairments.

<sup>(2)</sup> Relates to LBL business held for sale (see Note 2). The total fair value measurement includes \$15,593 million of assets held for sale and \$(14,899) million of liabilities held for sale, less \$12,028 million of assets and \$(246) million of liabilities measured at fair value on a recurring basis.

The following table summarizes quantitative information about the significant unobservable inputs used in Level 3 fair value measurements.

(\$ in millions)	Fair value	Valuation technique	Unobservable input	Range	Weighted average
<b>September 30, 2014</b>					
Derivatives embedded in life and annuity contracts – Equity-indexed and forward starting options	\$ (269)	Stochastic cash flow model	Projected option cost	1.0 - 2.0%	1.76%
<b>December 31, 2013</b>					
Derivatives embedded in life and annuity contracts – Equity-indexed and forward starting options	\$ (247)	Stochastic cash flow model	Projected option cost	1.0 - 2.0%	1.75%
Liabilities held for sale – Equity-indexed and forward starting options	\$ (246)	Stochastic cash flow model	Projected option cost	1.0 - 2.0%	1.91%

If the projected option cost increased (decreased), it would result in a higher (lower) liability fair value.

As of September 30, 2014 and December 31, 2013, Level 3 fair value measurements include \$980 million and \$1.15 billion, respectively, of fixed income securities valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable. As of December 31, 2013, Level 3 fair value measurements for assets held for sale include \$319 million of fixed income securities valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable. The Company does not develop the unobservable inputs used in measuring fair value; therefore, these are not included in the table above. However, an increase (decrease) in credit spreads for fixed income securities valued based on non-binding broker quotes would result in a lower (higher) fair value.

The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the three months ended September 30, 2014.

(\$ in millions)	Balance as of June 30, 2014	Total gains (losses) included in:			Transfers into Level 3	Transfers out of Level 3
		Net income <sup>(1)</sup>	OCI			
<b>Assets</b>						
Fixed income securities:						
Municipal	\$ 102	\$ —	\$ —	\$ —	\$ —	\$ —
Corporate	883	3	(13)	18	—	—
ABS	105	—	1	—	—	—
CMBS	5	—	—	—	—	—
Total fixed income securities	1,095	3	(12)	18	—	—
Equity securities	7	—	—	—	—	—
Free-standing derivatives, net	(5)	—	—	—	—	—
Other assets	1	—	—	—	—	—
<b>Total recurring Level 3 assets</b>	<b>\$ 1,098</b>	<b>\$ 3</b>	<b>\$ (12)</b>	<b>\$ 18</b>	<b>\$ —</b>	<b>\$ —</b>
<b>Liabilities</b>						
Contractholder funds: Derivatives embedded in life and annuity contracts						
	\$ (331)	\$ 9	\$ —	\$ —	\$ —	\$ —
<b>Total recurring Level 3 liabilities</b>	<b>\$ (331)</b>	<b>\$ 9</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>

Assets	Purchases	Sales	Issues	Settlements	Balance as of September 30, 2014
	Fixed income securities:				
Municipal	\$ —	\$ (1)	\$ —	\$ —	\$ 101
Corporate	4	(3)	—	(53)	839
ABS	10	—	—	(2)	114
CMBS	—	—	—	—	5
Total fixed income securities	14	(4)	—	(55)	1,059
Equity securities	30	—	—	—	37
Free-standing derivatives, net	—	—	—	(1)	(6) <sup>(2)</sup>
Other assets	—	—	—	—	1
<b>Total recurring Level 3 assets</b>	<b>\$ 44</b>	<b>\$ (4)</b>	<b>\$ —</b>	<b>\$ (56)</b>	<b>\$ 1,091</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ —	\$ —	\$ —	\$ 1	\$ (321)
<b>Total recurring Level 3 liabilities</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 1</b>	<b>\$ (321)</b>

<sup>(1)</sup> The effect to net income totals \$12 million and is reported in the Condensed Consolidated Statements of Operations and Comprehensive Income as follows: \$3 million in net investment income, \$5 million in interest credited to contractholder funds and \$4 million in contract benefits.

<sup>(2)</sup> Comprises \$3 million of assets and \$9 million of liabilities.



The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the nine months ended September 30, 2014.

(\$ in millions)	Balance as of December 31, 2013	Total gains (losses) included in:		Transfers into Level 3	Transfers out of Level 3
		Net income <sup>(1)</sup>	OCI		
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ 119	\$ (1)	\$ 3	\$ —	\$ (17)
Corporate	1,008	14	(4)	18	(26)
ABS	112	—	2	—	(12)
CMBS	1	—	—	—	—
Redeemable preferred stock	1	—	—	—	—
Total fixed income securities	1,241	13	1	18	(55)
Equity securities	6	—	—	—	—
Free-standing derivatives, net	(5)	1	—	—	—
Other assets	—	1	—	—	—
Assets held for sale	362	(1)	2	4	(2)
<b>Total recurring Level 3 assets</b>	<b>\$ 1,604</b>	<b>\$ 14</b>	<b>\$ 3</b>	<b>\$ 22</b>	<b>\$ (57)</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts	\$ (307)	\$ (5)	\$ —	\$ —	\$ —
Liabilities held for sale	(246)	17	—	—	—
<b>Total recurring Level 3 liabilities</b>	<b>\$ (553)</b>	<b>\$ 12</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>
	<b>Sold in LBL disposition<sup>(3)</sup></b>	<b>Purchases/ Issues<sup>(4)</sup></b>	<b>Sales</b>	<b>Settlements</b>	<b>Balance as of September 30, 2014</b>
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ —	\$ —	\$ (3)	\$ —	\$ 101
Corporate	—	16	(92)	(95)	839
ABS	—	21	—	(9)	114
CMBS	4	—	—	—	5
Redeemable preferred stock	—	—	(1)	—	—
Total fixed income securities	4	37	(96)	(104)	1,059
Equity securities	—	31	—	—	37
Free-standing derivatives, net	—	2	—	(4)	(6)
Other assets	—	—	—	—	1
Assets held for sale	(351)	—	(8)	(6)	—
<b>Total recurring Level 3 assets</b>	<b>\$ (347)</b>	<b>\$ 70</b>	<b>\$ (104)</b>	<b>\$ (114)</b>	<b>\$ 1,091</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts	\$ —	\$ (13)	\$ —	\$ 4	\$ (321)
Liabilities held for sale	230	(4)	—	3	—
<b>Total recurring Level 3 liabilities</b>	<b>\$ 230</b>	<b>\$ (17)</b>	<b>\$ —</b>	<b>\$ 7</b>	<b>\$ (321)</b>

<sup>(1)</sup> The effect to net income totals \$26 million and is reported in the Condensed Consolidated Statements of Operations and Comprehensive Income as follows: \$8 million in realized capital gains and losses, \$9 million in net investment income, \$5 million in interest credited to contractholder funds, \$8 million in contract benefits and \$(4) million in loss on disposition of operations.

<sup>(2)</sup> Comprises \$3 million of assets and \$9 million of liabilities.

<sup>(3)</sup> Includes transfers from held for sale that took place in first quarter 2014 of \$4 million for CMBS and \$(4) million for Assets held for sale.

<sup>(4)</sup> Represents purchases for assets and issues for liabilities.

The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the three months ended September 30, 2013.

(\$ in millions)	Total gains (losses) included in:				
	Balance as of June 30, 2013	Net income <sup>(1)</sup>	OCI	Transfers into Level 3	Transfers out of Level 3
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ 225	\$ —	\$ 1	\$ —	\$ —
Corporate	1,255	8	1	21	—
ABS	190	—	15	—	—
CMBS	5	—	2	—	—
Redeemable preferred stock	1	—	—	—	—
Total fixed income securities	1,676	8	19	21	—
Equity securities	6	—	—	—	—
Free-standing derivatives, net	(7)	(2)	—	—	—
Other assets	1	—	—	—	—
Assets held for sale	—	(1)	(8)	3	(2)
<b>Total recurring Level 3 assets</b>	<b>\$ 1,676</b>	<b>\$ 5</b>	<b>\$ 11</b>	<b>\$ 24</b>	<b>\$ (2)</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ (533)	\$ 8	\$ —	\$ —	\$ —
Liabilities held for sale	—	16	—	—	—
<b>Total recurring Level 3 liabilities</b>	<b>\$ (533)</b>	<b>\$ 24</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>
	<b>Transfer to held for sale</b>	<b>Purchases/Issues<sup>(2)</sup></b>	<b>Sales</b>	<b>Settlements</b>	<b>Balance as of September 30, 2013</b>
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ (51)	\$ —	\$ (1)	\$ —	\$ 174
Corporate	(244)	39	(28)	(49)	1,003
ABS	(85)	—	—	(5)	115
CMBS	(5)	—	—	—	2
Redeemable preferred stock	—	—	—	—	1
Total fixed income securities	(385)	39	(29)	(54)	1,295
Equity securities	—	—	—	—	6
Free-standing derivatives, net	—	1	—	(2)	(10) <sup>(3)</sup>
Other assets	—	—	—	—	1
Assets held for sale	385	—	(10)	(2)	365
<b>Total recurring Level 3 assets</b>	<b>\$ —</b>	<b>\$ 40</b>	<b>\$ (39)</b>	<b>\$ (58)</b>	<b>\$ 1,657</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ 265	\$ (24)	\$ —	\$ 1	\$ (283)
Liabilities held for sale	(265)	(2)	—	2	(249)
<b>Total recurring Level 3 liabilities</b>	<b>\$ —</b>	<b>\$ (26)</b>	<b>\$ —</b>	<b>\$ 3</b>	<b>\$ (532)</b>

<sup>(1)</sup> The effect to net income totals \$29 million and is reported in the Condensed Consolidated Statements of Operations and Comprehensive Income as follows: \$1 million in realized capital gains and losses, \$3 million in net investment income, \$15 million in interest credited to contractholder funds and \$10 million in contract benefits.

<sup>(2)</sup> Represents purchases for assets and issues for liabilities.

<sup>(3)</sup> Comprises \$6 million of assets and \$16 million of liabilities.

The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the nine months ended September 30, 2013.

(\$ in millions)	Total gains (losses) included in:				
	Balance as of December 31, 2012	Net income <sup>(1)</sup>	OCI	Transfers into Level 3	Transfers out of Level 3
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ 338	\$ (12)	\$ 21	\$ —	\$ —
Corporate	1,501	28	(37)	84	(168)
ABS	199	(1)	30	17	(16)
CMBS	21	(1)	4	—	—
Redeemable preferred stock	1	—	—	—	—
Total fixed income securities	2,060	14	18	101	(184)
Equity securities	7	—	—	—	—
Free-standing derivatives, net	(27)	20	—	—	—
Other assets	1	—	—	—	—
Assets held for sale	—	(1)	(8)	3	(2)
<b>Total recurring Level 3 assets</b>	<b>\$ 2,041</b>	<b>\$ 33</b>	<b>\$ 10</b>	<b>\$ 104</b>	<b>\$ (186)</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ (553)	\$ 77	\$ —	\$ —	\$ —
Liabilities held for sale	—	16	—	—	—
<b>Total recurring Level 3 liabilities</b>	<b>\$ (553)</b>	<b>\$ 93</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>
	<b>Transfer to held for sale</b>	<b>Purchases/Issues <sup>(2)</sup></b>	<b>Sales</b>	<b>Settlements</b>	<b>Balance as of September 30, 2013</b>
<b>Assets</b>					
Fixed income securities:					
Municipal	\$ (51)	\$ —	\$ (122)	\$ —	\$ 174
Corporate	(244)	132	(164)	(129)	1,003
ABS	(85)	—	(8)	(21)	115
CMBS	(5)	—	(17)	—	2
Redeemable preferred stock	—	—	—	—	1
Total fixed income securities	(385)	132	(311)	(150)	1,295
Equity securities	—	—	(1)	—	6
Free-standing derivatives, net	—	2	—	(5)	(10) <sup>(3)</sup>
Other assets	—	—	—	—	1
Assets held for sale	385	—	(10)	(2)	365
<b>Total recurring Level 3 assets</b>	<b>\$ —</b>	<b>\$ 134</b>	<b>\$ (322)</b>	<b>\$ (157)</b>	<b>\$ 1,657</b>
<b>Liabilities</b>					
Contractholder funds: Derivatives embedded in life and annuity contracts					
	\$ 265	\$ (74)	\$ —	\$ 2	\$ (283)
Liabilities held for sale	(265)	(2)	—	2	(249)
<b>Total recurring Level 3 liabilities</b>	<b>\$ —</b>	<b>\$ (76)</b>	<b>\$ —</b>	<b>\$ 4</b>	<b>\$ (532)</b>

(1) The effect to net income totals \$126 million and is reported in the Condensed Consolidated Statements of Operations and Comprehensive Income as follows: \$18 million in realized capital gains and losses, \$12 million in net investment income, \$40 million in interest credited to contractholder funds and \$56 million in contract benefits.

(2) Represents purchases for assets and issues for liabilities

(3) Comprises \$6 million of assets and \$16 million of liabilities.

Transfers between level categorizations may occur due to changes in the availability of market observable inputs, which generally are caused by changes in market conditions such as liquidity, trading volume or bid-ask spreads. Transfers between level categorizations may also occur due to changes in the valuation source. For example, in situations where a fair value quote is not provided by the Company's independent third-party valuation service provider and as a result the price is stale or has been replaced with a broker quote whose inputs have not been corroborated to be market observable, the security is transferred

into Level 3. Transfers in and out of level categorizations are reported as having occurred at the beginning of the quarter in which the transfer occurred. Therefore, for all transfers into Level 3, all realized and changes in unrealized gains and losses in the quarter of transfer are reflected in the Level 3 rollforward table.

There were no transfers between Level 1 and Level 2 during the three months and nine months ended September 30, 2014 or 2013.

Transfers into Level 3 during the three months and nine months ended September 30, 2014 and 2013 included situations where a fair value quote was not provided by the Company's independent third-party valuation service provider and as a result the price was stale or had been replaced with a broker quote where the inputs had not been corroborated to be market observable resulting in the security being classified as Level 3. Transfers out of Level 3 during the three months and nine months ended September 30, 2014 and 2013 included situations where a broker quote was used in the prior period and a fair value quote became available from the Company's independent third-party valuation service provider in the current period. A quote utilizing the new pricing source was not available as of the prior period, and any gains or losses related to the change in valuation source for individual securities were not significant.

The following table provides the change in unrealized gains and losses included in net income for Level 3 assets and liabilities held as of September 30.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
<b>Assets</b>				
Fixed income securities:				
Municipal	\$ —	\$ —	\$ (1)	\$ (5)
Corporate	3	3	8	9
ABS	—	—	—	(1)
CMBS	—	—	(1)	(1)
Total fixed income securities	3	3	6	2
Free-standing derivatives, net	—	(2)	6	14
Other assets	—	—	1	—
Assets held for sale	—	(1)	(1)	(1)
<b>Total recurring Level 3 assets</b>	<b>\$ 3</b>	<b>\$ —</b>	<b>\$ 12</b>	<b>\$ 15</b>
<b>Liabilities</b>				
Contractholder funds: Derivatives embedded in life and annuity contracts	\$ 9	\$ 8	\$ (5)	\$ 77
Liabilities held for sale	—	16	17	16
<b>Total recurring Level 3 liabilities</b>	<b>\$ 9</b>	<b>\$ 24</b>	<b>\$ 12</b>	<b>\$ 93</b>

The amounts in the table above represent the change in unrealized gains and losses included in net income for the period of time that the asset or liability was determined to be in Level 3. These gains and losses total \$12 million for the three months ended September 30, 2014 and are reported as follows: \$3 million in net investment income, \$5 million in interest credited to contractholder funds and \$4 million in contract benefits. These gains and losses total \$24 million for the three months ended September 30, 2013 and are reported as follows: \$(2) million in realized capital gains and losses, \$2 million in net investment income, \$14 million in interest credited to contractholder funds and \$10 million in contract benefits. These gains and losses total \$24 million for the nine months ended September 30, 2014 and are reported as follows: \$5 million in realized capital gains and losses, \$6 million in net investment income, \$5 million in interest credited to contractholder funds and \$8 million in contract benefits. These gains and losses total \$108 million for the nine months ended September 30, 2013 and are reported as follows: \$7 million in realized capital gains and losses, \$8 million in net investment income, \$37 million in interest credited to contractholder funds and \$56 million in contract benefits.

Presented below are the carrying values and fair value estimates of financial instruments not carried at fair value.

### Financial assets

(\$ in millions)

	September 30, 2014		December 31, 2013	
	Carrying value	Fair value	Carrying value	Fair value
Mortgage loans	\$ 3,644	\$ 3,856	\$ 4,173	\$ 4,300
Cost method limited partnerships	526	729	605	799
Agent loans	364	357	341	325
Bank loans	339	337	160	161
Notes due from related party	275	275	275	275
Assets held for sale	—	—	1,458	1,532

The fair value of mortgage loans, including those classified as assets held for sale, is based on discounted contractual cash flows or, if the loans are impaired due to credit reasons, the fair value of collateral less costs to sell. Risk adjusted discount rates are selected using current rates at which similar loans would be made to borrowers with similar characteristics, using similar types of properties as collateral. The fair value of cost method limited partnerships is determined using reported net asset values of the underlying funds. The fair value of agent loans, which are reported in other investments, is based on discounted cash flow calculations that use discount rates with a spread over U.S. Treasury rates. Assumptions used in developing estimated cash flows and discount rates consider the loan's credit and liquidity risks. The fair value of bank loans, which are reported in other investments or assets held for sale, is based on broker quotes from brokers familiar with the loans and current market conditions. The fair value of notes due from related party, which are reported in other investments, is based on discounted cash flow calculations using current interest rates for instruments with comparable terms. The fair value measurements for mortgage loans, cost method limited partnerships, agent loans, bank loans, notes due from related party and assets held for sale are categorized as Level 3.

### Financial liabilities

(\$ in millions)

	September 30, 2014		December 31, 2013	
	Carrying value	Fair value	Carrying value	Fair value
Contractholder funds on investment contracts	\$ 14,059	\$ 14,741	\$ 15,542	\$ 16,198
Notes due to related parties	275	275	282	282
Liability for collateral	479	479	328	328
Liabilities held for sale	—	—	7,417	7,298

The fair value of contractholder funds on investment contracts, including those classified as liabilities held for sale, is based on the terms of the underlying contracts utilizing prevailing market rates for similar contracts adjusted for the Company's own credit risk. Deferred annuities included in contractholder funds are valued using discounted cash flow models that incorporate market value margins, which are based on the cost of holding economic capital, and the Company's own credit risk. Immediate annuities without life contingencies and fixed rate funding agreements are valued at the present value of future benefits using market implied interest rates which include the Company's own credit risk. The fair value measurements for contractholder funds on investment contracts and liabilities held for sale are categorized as Level 3.

The fair value of notes due to related parties is based on discounted cash flow calculations using current interest rates for instruments with comparable terms and considers the Company's own credit risk. The liability for collateral is valued at carrying value due to its short-term nature. The fair value measurements for liability for collateral are categorized as Level 2. The fair value measurements for notes due to related parties are categorized as Level 3.

## 6. Derivative Financial Instruments

The Company uses derivatives to manage risks with certain assets and liabilities arising from the potential adverse impacts from changes in risk-free interest rates, changes in equity market valuations, increases in credit spreads and foreign currency fluctuations, and for asset replication. The Company does not use derivatives for speculative purposes.

Asset-liability management is a risk management strategy that is principally employed to balance the respective interest-rate sensitivities of the Company's assets and liabilities. Depending upon the attributes of the assets acquired and liabilities issued, derivative instruments such as interest rate swaps, caps, swaptions and futures are utilized to change the interest rate characteristics of existing assets and liabilities to ensure the relationship is maintained within specified ranges and to reduce exposure to rising or falling interest rates. The Company uses financial futures and interest rate swaps to hedge anticipated asset purchases and liability issuances and futures and options for hedging the equity exposure contained in its equity indexed life and annuity product contracts that offer equity returns to contractholders. In addition, the Company uses interest rate swaps to hedge interest rate risk inherent in funding agreements. The Company uses foreign currency swaps and forwards primarily to reduce the foreign currency risk associated with issuing foreign currency denominated funding agreements and holding foreign currency denominated investments. Credit default swaps are typically used to mitigate the credit risk within the Company's fixed income portfolio.

The Company may also use derivatives to manage the risk associated with corporate actions, including the sale of a business. During 2014 and December 2013, swaptions were utilized to hedge the expected proceeds from the disposition of LBL.

Asset replication refers to the "synthetic" creation of assets through the use of derivatives and primarily investment grade host bonds to replicate securities that are either unavailable in the cash markets or more economical to acquire in synthetic form. The Company replicates fixed income securities using a combination of a credit default swap and one or more highly rated fixed income securities to synthetically replicate the economic characteristics of one or more cash market securities.

The Company also has derivatives embedded in non-derivative host contracts that are required to be separated from the host contracts and accounted for at fair value with changes in fair value of embedded derivatives reported in net income. The Company's primary embedded derivatives are equity options in life and annuity product contracts, which provide equity returns to contractholders; equity-indexed notes containing equity call options, which provide a coupon payout that is determined using one or more equity-based indices; credit default swaps in synthetic collateralized debt obligations, which provide enhanced coupon rates as a result of selling credit protection; and conversion options in fixed income securities, which provide the Company with the right to convert the instrument into a predetermined number of shares of common stock.

When derivatives meet specific criteria, they may be designated as accounting hedges and accounted for as fair value, cash flow, foreign currency fair value or foreign currency cash flow hedges. The Company designates certain of its interest rate and foreign currency swap contracts and certain investment risk transfer reinsurance agreements as fair value hedges when the hedging instrument is highly effective in offsetting the risk of changes in the fair value of the hedged item. The Company designates certain of its foreign currency swap contracts as cash flow hedges when the hedging instrument is highly effective in offsetting the exposure of variations in cash flows for the hedged risk that could affect net income. Amounts are reclassified to net investment income or realized capital gains and losses as the hedged item affects net income.

The notional amounts specified in the contracts are used to calculate the exchange of contractual payments under the agreements and are generally not representative of the potential for gain or loss on these agreements. However, the notional amounts specified in credit default swaps where the Company has sold credit protection represent the maximum amount of potential loss, assuming no recoveries.

Fair value, which is equal to the carrying value, is the estimated amount that the Company would receive or pay to terminate the derivative contracts at the reporting date. The carrying value amounts for OTC derivatives are further adjusted for the effects, if any, of enforceable master netting agreements and are presented on a net basis, by counterparty agreement, in the Condensed Consolidated Statements of Financial Position. For certain exchange traded and cleared derivatives, margin deposits are required as well as daily cash settlements of margin accounts. As of September 30, 2014, the Company pledged \$28 million of cash and securities in the form of margin deposits.

For those derivatives which qualify for fair value hedge accounting, net income includes the changes in the fair value of both the derivative instrument and the hedged risk, and therefore reflects any hedging ineffectiveness. For cash flow hedges, gains and losses are amortized from accumulated other comprehensive income and are reported in net income in the same period the forecasted transactions being hedged impact net income.

Non-hedge accounting is generally used for "portfolio" level hedging strategies where the terms of the individual hedged items do not meet the strict homogeneity requirements to permit the application of hedge accounting. For non-hedge derivatives, net income includes changes in fair value and accrued periodic settlements, when applicable. With the exception of non-hedge derivatives used for asset replication and non-hedge embedded derivatives, all of the Company's derivatives are evaluated for their ongoing effectiveness as either accounting hedge or non-hedge derivative financial instruments on at least a quarterly basis.

The following table provides a summary of the volume and fair value positions of derivative instruments as well as their reporting location in the Condensed Consolidated Statement of Financial Position as of September 30, 2014.

(\$ in millions, except number of contracts)

	Balance sheet location	Volume <sup>(1)</sup>		Fair value, net	Gross asset	Gross liability
		Notional amount	Number of contracts			
<b>Asset derivatives</b>						
<b>Derivatives designated as accounting hedging instruments</b>						
Foreign currency swap agreements	Other investments	\$ 16	n/a	\$ 2	\$ 2	\$ —
<b>Derivatives not designated as accounting hedging instruments</b>						
<b>Interest rate contracts</b>						
Interest rate cap agreements	Other investments	95	n/a	—	—	—
Financial futures contracts	Other assets	—	50	—	—	—
<b>Equity and index contracts</b>						
Options	Other investments	—	2,932	65	65	—
Financial futures contracts	Other assets	—	200	—	—	—
<b>Foreign currency contracts</b>						
Foreign currency forwards	Other investments	62	n/a	4	4	—
<b>Credit default contracts</b>						
Credit default swaps – buying protection	Other investments	22	n/a	—	—	—
Credit default swaps – selling protection	Other investments	80	n/a	2	2	—
<b>Other contracts</b>						
Other contracts	Other assets	3	n/a	1	1	—
Subtotal		262	3,182	72	72	—
<b>Total asset derivatives</b>		<b>\$ 278</b>	<b>3,182</b>	<b>\$ 74</b>	<b>\$ 74</b>	<b>\$ —</b>
<b>Liability derivatives</b>						
<b>Derivatives designated as accounting hedging instruments</b>						
Foreign currency swap agreements	Other liabilities & accrued expenses	\$ 119	n/a	\$ (6)	\$ —	\$ (6)
<b>Derivatives not designated as accounting hedging instruments</b>						
<b>Interest rate contracts</b>						
Interest rate swap agreements	Other liabilities & accrued expenses	85	n/a	3	3	—
Interest rate cap agreements	Other liabilities & accrued expenses	90	n/a	2	2	—
<b>Equity and index contracts</b>						
Options and futures	Other liabilities & accrued expenses	—	3,365	(20)	—	(20)
<b>Foreign currency contracts</b>						
Foreign currency forwards	Other liabilities & accrued expenses	69	n/a	—	—	—
<b>Embedded derivative financial instruments</b>						
Guaranteed accumulation benefits	Contractholder funds	650	n/a	(36)	—	(36)
Guaranteed withdrawal benefits	Contractholder funds	453	n/a	(13)	—	(13)
Equity-indexed and forward starting options in life and annuity product contracts	Contractholder funds	1,773	n/a	(269)	—	(269)
Other embedded derivative financial instruments	Contractholder funds	85	n/a	(3)	—	(3)
<b>Credit default contracts</b>						
Credit default swaps – buying protection	Other liabilities & accrued expenses	68	n/a	(1)	—	(1)
Credit default swaps – selling protection	Other liabilities & accrued expenses	100	n/a	(9)	—	(9)
Subtotal		3,373	3,365	(346)	5	(351)
<b>Total liability derivatives</b>		<b>3,492</b>	<b>3,365</b>	<b>(352)</b>	<b>\$ 5</b>	<b>\$ (357)</b>
<b>Total derivatives</b>		<b>\$ 3,770</b>	<b>6,547</b>	<b>\$ (278)</b>		

<sup>(1)</sup> Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

The following table provides a summary of the volume and fair value positions of derivative instruments as well as their reporting location in the Consolidated Statement of Financial Position as of December 31, 2013.

(\$ in millions, except number of contracts)

	Balance sheet location	Volume <sup>(1)</sup>		Fair value, net	Gross asset	Gross liability
		Notional amount	Number of contracts			
<b>Asset derivatives</b>						
<b>Derivatives designated as accounting hedging instruments</b>						
Foreign currency swap agreements	Other investments	\$ 16	n/a	\$ 1	\$ 1	\$ —
<b>Derivatives not designated as accounting hedging instruments</b>						
<b>Interest rate contracts</b>						
Interest rate swaption agreements	Other investments	1,420	n/a	—	—	—
Interest rate cap agreements	Other investments	61	n/a	2	2	—
<b>Equity and index contracts</b>						
Options and warrants <sup>(2)</sup>	Other investments	3	10,035	261	261	—
Financial futures contracts	Other assets	—	627	—	—	—
<b>Foreign currency contracts</b>						
Foreign currency forwards	Other investments	47	n/a	—	—	—
<b>Embedded derivative financial instruments</b>						
Credit default swaps	Fixed income securities	12	n/a	(12)	—	(12)
<b>Credit default contracts</b>						
Credit default swaps – buying protection	Other investments	1	n/a	—	—	—
Credit default swaps – selling protection	Other investments	85	n/a	2	2	—
<b>Other contracts</b>						
Other contracts	Other assets	4	n/a	—	—	—
Subtotal		1,633	10,662	253	265	(12)
<b>Total asset derivatives</b>		<b>\$ 1,649</b>	<b>10,662</b>	<b>\$ 254</b>	<b>\$ 266</b>	<b>\$ (12)</b>
<b>Liability derivatives</b>						
<b>Derivatives designated as accounting hedging instruments</b>						
Foreign currency swap agreements	Other liabilities & accrued expenses	\$ 132	n/a	\$ (15)	\$ —	\$ (15)
<b>Derivatives not designated as accounting hedging instruments</b>						
<b>Interest rate contracts</b>						
Interest rate swap agreements	Other liabilities & accrued expenses	85	n/a	4	4	—
Interest rate swaption agreements	Other liabilities & accrued expenses	4,570	n/a	1	1	—
Interest rate cap agreements	Other liabilities & accrued expenses	262	n/a	4	4	—
<b>Equity and index contracts</b>						
Options	Other liabilities & accrued expenses	55	10,035	(165)	2	(167)
<b>Embedded derivative financial instruments</b>						
Guaranteed accumulation benefits	Contractholder funds	738	n/a	(43)	—	(43)
Guaranteed withdrawal benefits	Contractholder funds	506	n/a	(13)	—	(13)
Equity-indexed and forward starting options in life and annuity product contracts	Contractholder funds	1,693	n/a	(247)	—	(247)
	Liabilities held for sale	2,363	n/a	(246)	—	(246)
Other embedded derivative financial instruments	Contractholder funds	85	n/a	(4)	—	(4)
<b>Credit default contracts</b>						
Credit default swaps – buying protection	Other liabilities & accrued expenses	171	n/a	(2)	—	(2)
Credit default swaps – selling protection	Other liabilities & accrued expenses	100	n/a	(15)	—	(15)
Subtotal		10,628	10,035	(726)	11	(737)
<b>Total liability derivatives</b>		<b>10,760</b>	<b>10,035</b>	<b>(741)</b>	<b>\$ 11</b>	<b>\$ (752)</b>
<b>Total derivatives</b>		<b>\$ 12,409</b>	<b>20,697</b>	<b>\$ (487)</b>		

<sup>(1)</sup> Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

<sup>(2)</sup> In addition to the number of contracts presented in the table, the Company held 837,100 stock warrants. Stock warrants can be converted to cash upon sale of those instruments or exercised for shares of common stock.



The following table provides gross and net amounts for the Company's OTC derivatives, all of which are subject to enforceable master netting agreements.

(\$ in millions)

	Offsets					Net amount
	Gross amount	Counter-party netting	Cash collateral (received) pledged	Net amount on balance sheet	Securities collateral (received) pledged	
<b>September 30, 2014</b>						
Asset derivatives	\$ 12	\$ (5)	\$ —	\$ 7	\$ (2)	\$ 5
Liability derivatives	(16)	5	—	(11)	13	2
<b>December 31, 2013</b>						
Asset derivatives	\$ 14	\$ (11)	\$ —	\$ 3	\$ (3)	\$ —
Liability derivatives	(33)	11	(4)	(26)	22	(4)

The following table provides a summary of the impacts of the Company's foreign currency contracts in cash flow hedging relationships. Amortization of net losses from accumulated other comprehensive income related to cash flow hedges is expected to be \$1 million during the next twelve months. There was no hedge ineffectiveness reported in realized gains and losses for the three months and nine months ended September 30, 2014 or 2013.

(\$ in millions)

	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Gain (loss) recognized in OCI on derivatives during the period	\$ 10	\$ (7)	\$ 6	\$ 2
Loss recognized in OCI on derivatives during the term of the hedging relationship	(4)	(14)	(4)	(14)
Loss reclassified from AOCI into income (net investment income)	(1)	—	(1)	(1)
Loss reclassified from AOCI into income (realized capital gains and losses)	—	—	(2)	—

The following tables present gains and losses from valuation, settlements and hedge ineffectiveness reported on derivatives not designated as accounting hedging instruments in the Condensed Consolidated Statements of Operations and Comprehensive Income. For the three months and nine months ended September 30, 2014 and 2013, the Company had no derivatives used in fair value hedging relationships.

(\$ in millions)	Realized capital gains and losses		Contract benefits		Interest credited to contractholder funds		Loss on disposition of operations		Total gain (loss) recognized in net income on derivatives	
<b>Three months ended September 30, 2014</b>										
Interest rate contracts	\$	—	\$	—	\$	—	\$	—	\$	—
Equity and index contracts		—		—		4		—		4
Embedded derivative financial instruments		—		4		6		—		10
Foreign currency contracts		4		—		—		—		4
Credit default contracts		—		—		—		—		—
Other contracts		—		—		(1)		—		(1)
Total	\$	4	\$	4	\$	9	\$	—	\$	17
<b>Nine months ended September 30, 2014</b>										
Interest rate contracts	\$	(2)	\$	—	\$	—	\$	(4)	\$	(6)
Equity and index contracts		—		—		25		—		25
Embedded derivative financial instruments		—		8		(5)		—		3
Foreign currency contracts		4		—		—		—		4
Credit default contracts		7		—		—		—		7
Other contracts		—		—		—		—		—
Total	\$	9	\$	8	\$	20	\$	(4)	\$	33
<b>Three months ended September 30, 2013</b>										
Interest rate contracts	\$	—	\$	—	\$	—	\$	—		
Equity and index contracts		—		—		16		16		
Embedded derivative financial instruments		—		10		(9)		1		
Foreign currency contracts		(2)		—		—		(2)		
Credit default contracts		(3)		—		—		(3)		
Other contracts		—		—		—		—		
Total	\$	(5)	\$	10	\$	7	\$	12		
<b>Nine months ended September 30, 2013</b>										
Interest rate contracts	\$	3	\$	—	\$	—	\$	3		
Equity and index contracts		—		—		63		63		
Embedded derivative financial instruments		(1)		56		(35)		20		
Foreign currency contracts		(1)		—		—		(1)		
Credit default contracts		13		—		—		13		
Other contracts		—		—		(3)		(3)		
Total	\$	14	\$	56	\$	25	\$	95		

The Company manages its exposure to credit risk by utilizing highly rated counterparties, establishing risk control limits, executing legally enforceable master netting agreements (“MNAs”) and obtaining collateral where appropriate. The Company uses MNAs for OTC derivative transactions that permit either party to net payments due for transactions and collateral is either pledged or obtained when certain predetermined exposure limits are exceeded. As of September 30, 2014 counterparties pledged \$3 million in cash and securities to the Company, and the Company pledged \$14 million in securities to counterparties which includes \$5 million of collateral posted under MNAs for contracts containing credit-risk-contingent provisions that are in a liability position and \$9 million of collateral posted under MNAs for contracts without credit-risk-contingent liabilities. The Company has not incurred any losses on derivative financial instruments due to counterparty nonperformance. Other derivatives, including futures and certain option contracts, are traded on organized exchanges which require margin deposits and guarantee the execution of trades, thereby mitigating any potential credit risk.

Counterparty credit exposure represents the Company’s potential loss if all of the counterparties concurrently fail to perform under the contractual terms of the contracts and all collateral, if any, becomes worthless. This exposure is measured by the fair

value of OTC derivative contracts with a positive fair value at the reporting date reduced by the effect, if any, of legally enforceable master netting agreements.

The following table summarizes the counterparty credit exposure by counterparty credit rating as it relates to the Company's OTC derivatives.

(\$ in millions)	September 30, 2014				December 31, 2013			
	Rating <sup>(1)</sup>	Number of counterparties	Notional amount <sup>(2)</sup>	Credit exposure <sup>(2)</sup>	Exposure, net of collateral <sup>(2)</sup>	Number of counterparties	Notional amount <sup>(2)</sup>	Credit exposure <sup>(2)</sup>
A+	1	\$ 16	\$ —	\$ —	1	\$ 22	\$ 1	\$ 1
A	3	97	6	3	4	1,523	2	—
A-	1	8	1	1	1	24	1	—
BBB+	1	11	—	—	1	3	—	—
BBB	1	62	—	—	1	76	1	—
Total	7	\$ 194	\$ 7	\$ 4	8	\$ 1,648	\$ 5	\$ 1

<sup>(1)</sup> Rating is the lower of S&P or Moody's ratings.

<sup>(2)</sup> Only OTC derivatives with a net positive fair value are included for each counterparty.

Market risk is the risk that the Company will incur losses due to adverse changes in market rates and prices. Market risk exists for all of the derivative financial instruments the Company currently holds, as these instruments may become less valuable due to adverse changes in market conditions. To limit this risk, the Company's senior management has established risk control limits. In addition, changes in fair value of the derivative financial instruments that the Company uses for risk management purposes are generally offset by the change in the fair value or cash flows of the hedged risk component of the related assets, liabilities or forecasted transactions.

Certain of the Company's derivative instruments contain credit-risk-contingent termination events, cross-default provisions and credit support annex agreements. Credit-risk-contingent termination events allow the counterparties to terminate the derivative on certain dates if AIC's, ALIC's or Allstate Life Insurance Company of New York's ("ALNY") financial strength credit ratings by Moody's or S&P fall below a certain level or in the event AIC, ALIC or ALNY are no longer rated by either Moody's or S&P. Credit-risk-contingent cross-default provisions allow the counterparties to terminate the derivative instruments if the Company defaults by pre-determined threshold amounts on certain debt instruments. Credit-risk-contingent credit support annex agreements specify the amount of collateral the Company must post to counterparties based on AIC's, ALIC's or ALNY's financial strength credit ratings by Moody's or S&P, or in the event AIC, ALIC or ALNY are no longer rated by either Moody's or S&P.

The following summarizes the fair value of derivative instruments with termination, cross-default or collateral credit-risk-contingent features that are in a liability position, as well as the fair value of assets and collateral that are netted against the liability in accordance with provisions within legally enforceable MNAs.

(\$ in millions)	September 30, 2014	December 31, 2013
Gross liability fair value of contracts containing credit-risk-contingent features	\$ 10	\$ 25
Gross asset fair value of contracts containing credit-risk-contingent features and subject to MNAs	(3)	(9)
Collateral posted under MNAs for contracts containing credit-risk-contingent features	(5)	(14)
Maximum amount of additional exposure for contracts with credit-risk-contingent features if all features were triggered concurrently	\$ 2	\$ 2

#### Credit derivatives - selling protection

Free-standing credit default swaps ("CDS") are utilized for selling credit protection against a specified credit event. A credit default swap is a derivative instrument, representing an agreement between two parties to exchange the credit risk of a specified entity (or a group of entities), or an index based on the credit risk of a group of entities (all commonly referred to as the "reference entity" or a portfolio of "reference entities"), in return for a periodic premium. In selling protection, CDS are used to replicate fixed income securities and to complement the cash market when credit exposure to certain issuers is not available or when the derivative alternative is less expensive than the cash market alternative. CDS typically have a five-year term.

The following table shows the CDS notional amounts by credit rating and fair value of protection sold.

(\$ in millions)	Notional amount					Fair value
	AA	A	BBB	BB and lower	Total	
<b>September 30, 2014</b>						
<b>Single name</b>						
Corporate debt	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
<b>First-to-default Basket</b>						
Municipal	—	100	—	—	100	(9)
<b>Index</b>						
Corporate debt	1	26	50	3	80	2
<b>Total</b>	<u>\$ 1</u>	<u>\$ 126</u>	<u>\$ 50</u>	<u>\$ 3</u>	<u>\$ 180</u>	<u>\$ (7)</u>

**December 31, 2013**

<b>Single name</b>						
Corporate debt	\$ —	\$ 5	\$ —	\$ —	\$ 5	\$ —
<b>First-to-default Basket</b>						
Municipal	—	100	—	—	100	(15)
<b>Index</b>						
Corporate debt	1	20	55	4	80	2
<b>Total</b>	<u>\$ 1</u>	<u>\$ 125</u>	<u>\$ 55</u>	<u>\$ 4</u>	<u>\$ 185</u>	<u>\$ (13)</u>

In selling protection with CDS, the Company sells credit protection on an identified single name, a basket of names in a first-to-default (“FTD”) structure or credit derivative index (“CDX”) that is generally investment grade, and in return receives periodic premiums through expiration or termination of the agreement. With single name CDS, this premium or credit spread generally corresponds to the difference between the yield on the reference entity’s public fixed maturity cash instruments and swap rates at the time the agreement is executed. With a FTD basket, because of the additional credit risk inherent in a basket of named reference entities, the premium generally corresponds to a high proportion of the sum of the credit spreads of the names in the basket and the correlation between the names. CDX is utilized to take a position on multiple (generally 125) reference entities. Credit events are typically defined as bankruptcy, failure to pay, or restructuring, depending on the nature of the reference entities. If a credit event occurs, the Company settles with the counterparty, either through physical settlement or cash settlement. In a physical settlement, a reference asset is delivered by the buyer of protection to the Company, in exchange for cash payment at par, whereas in a cash settlement, the Company pays the difference between par and the prescribed value of the reference asset. When a credit event occurs in a single name or FTD basket (for FTD, the first credit event occurring for any one name in the basket), the contract terminates at the time of settlement. For CDX, the reference entity’s name incurring the credit event is removed from the index while the contract continues until expiration. The maximum payout on a CDS is the contract notional amount. A physical settlement may afford the Company with recovery rights as the new owner of the asset.

The Company monitors risk associated with credit derivatives through individual name credit limits at both a credit derivative and a combined cash instrument/credit derivative level. The ratings of individual names for which protection has been sold are also monitored.

In addition to the CDS described above, the Company’s synthetic collateralized debt obligations contain embedded credit default swaps which sell protection on a basket of reference entities. The synthetic collateralized debt obligations are fully funded; therefore, the Company is not obligated to contribute additional funds when credit events occur related to the reference entities named in the embedded credit default swaps. The Company’s maximum amount at risk equals the amount of its aggregate initial investment in the synthetic collateralized debt obligations.

## 7. Reinsurance

The effects of reinsurance on premiums and contract charges are as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Direct	\$ 185	\$ 518	\$ 893	\$ 1,553
Assumed				
Affiliate	32	31	97	92
Non-affiliate	199	17	410	51
Ceded-non-affiliate	(82)	(155)	(307)	(466)
Premiums and contract charges, net of reinsurance	<u>\$ 334</u>	<u>\$ 411</u>	<u>\$ 1,093</u>	<u>\$ 1,230</u>

The effects of reinsurance on contract benefits are as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Direct	\$ 277	\$ 499	\$ 1,023	\$ 1,370
Assumed				
Affiliate	20	20	66	60
Non-affiliate	135	13	277	38
Ceded-non-affiliate	(76)	(110)	(265)	(269)
Contract benefits, net of reinsurance	<u>\$ 356</u>	<u>\$ 422</u>	<u>\$ 1,101</u>	<u>\$ 1,199</u>

The effects of reinsurance on interest credited to contractholder funds are as follows:

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Direct	\$ 167	\$ 309	\$ 656	\$ 946
Assumed				
Affiliate	2	2	6	7
Non-affiliate	27	7	54	22
Ceded-non-affiliate	(5)	(8)	(20)	(22)
Interest credited to contractholder funds, net of reinsurance	<u>\$ 191</u>	<u>\$ 310</u>	<u>\$ 696</u>	<u>\$ 953</u>

## 8. Guarantees and Contingent Liabilities

### Guarantees

The Company owns certain investments that obligate the Company to exchange credit risk or to forfeit principal due, depending on the nature or occurrence of specified credit events for the reference entities. In the event all such specified credit events were to occur, the Company's maximum amount at risk on these investments, as measured by the amount of the aggregate initial investment, was \$4 million as of September 30, 2014. The obligations associated with these investments expire at various dates on or before March 11, 2018.

Related to the sale of LBL on April 1, 2014, the Company has agreed to indemnify Resolution Life Holdings, Inc. related to representations, warranties and covenants of the Company, subject to certain contractual limitations as to the Company's maximum obligation. The representations and warranties made by the Company will expire by March 31, 2015, except for those pertaining to certain tax items and certain liabilities specifically excluded from the transaction. Management does not believe these indemnification provisions will have a material effect on results of operations, cash flows or financial position of the Company.

Related to the disposal through reinsurance of substantially all of the Company's variable annuity business to Prudential in 2006, the Company and the Corporation have agreed to indemnify Prudential for certain pre-closing contingent liabilities (including extra-contractual liabilities of the Company and liabilities specifically excluded from the transaction) that the Company has agreed to retain. In addition, the Company and the Corporation will each indemnify Prudential for certain post-closing liabilities that may arise from the acts of the Company and its agents, including certain liabilities arising from the Company's provision of transition services. The reinsurance agreements contain no limitations or indemnifications with regard to insurance risk transfer,

and transferred all of the future risks and responsibilities for performance on the underlying variable annuity contracts to Prudential, including those related to benefit guarantees. Management does not believe this agreement will have a material effect on results of operations, cash flows or financial position of the Company.

In the normal course of business, the Company provides standard indemnifications to contractual counterparties in connection with numerous transactions, including acquisitions and divestitures. The types of indemnifications typically provided include indemnifications for breaches of representations and warranties, taxes and certain other liabilities, such as third party lawsuits. The indemnification clauses are often standard contractual terms and are entered into in the normal course of business based on an assessment that the risk of loss would be remote. The terms of the indemnifications vary in duration and nature. In many cases, the maximum obligation is not explicitly stated and the contingencies triggering the obligation to indemnify have not occurred and are not expected to occur. Consequently, the maximum amount of the obligation under such indemnifications is not determinable. Historically, the Company has not made any material payments pursuant to these obligations.

The aggregate liability balance related to all guarantees was not material as of September 30, 2014.

### **Regulation and Compliance**

The Company is subject to changing social, economic and regulatory conditions. From time to time, regulatory authorities or legislative bodies seek to impose additional regulations regarding agent and broker compensation, regulate the nature of and amount of investments, and otherwise expand overall regulation of insurance products and the insurance industry. The Company has established procedures and policies to facilitate compliance with laws and regulations, to foster prudent business operations, and to support financial reporting. The Company routinely reviews its practices to validate compliance with laws and regulations and with internal procedures and policies. As a result of these reviews, from time to time the Company may decide to modify some of its procedures and policies. Such modifications, and the reviews that led to them, may be accompanied by payments being made and costs being incurred. The ultimate changes and eventual effects of these actions on the Company's business, if any, are uncertain.

The Company is currently being examined by certain states for compliance with unclaimed property laws. It is possible that this examination may result in additional payments of abandoned funds to states and to changes in the Company's practices and procedures for the identification of escheatable funds, which could impact benefit payments and reserves, among other consequences; however, it is not likely to have a material effect on the condensed consolidated financial statements of the Company.

## 9. Other Comprehensive Income

The components of other comprehensive income (loss) on a pre-tax and after-tax basis are as follows:

(\$ in millions)	Three months ended September 30,					
	2014			2013		
	Pre-tax	Tax	After-tax	Pre-tax	Tax	After-tax
Unrealized net holding gains and losses arising during the period, net of related offsets	\$ 58	\$ (20)	\$ 38	\$ (76)	\$ 27	\$ (49)
Less: reclassification adjustment of realized capital gains and losses	21	(7)	14	(6)	2	(4)
Unrealized net capital gains and losses	37	(13)	24	(70)	25	(45)
Unrealized foreign currency translation adjustments	—	—	—	—	—	—
Other comprehensive income (loss)	<u>\$ 37</u>	<u>\$ (13)</u>	<u>\$ 24</u>	<u>\$ (70)</u>	<u>\$ 25</u>	<u>\$ (45)</u>
Net income (loss)			84			(394)
Comprehensive income (loss)			<u>\$ 108</u>			<u>\$ (439)</u>
	Nine months ended September 30,					
	2014			2013		
	Pre-tax	Tax	After-tax	Pre-tax	Tax	After-tax
Unrealized net holding gains and losses arising during the period, net of related offsets	\$ 525	\$ (185)	\$ 340	\$ (860)	\$ 302	\$ (558)
Less: reclassification adjustment of realized capital gains and losses	(7)	2	(5)	35	(12)	23
Unrealized net capital gains and losses	532	(187)	345	(895)	314	(581)
Unrealized foreign currency translation adjustments	2	(1)	1	—	—	—
Other comprehensive income (loss)	<u>\$ 534</u>	<u>\$ (188)</u>	<u>\$ 346</u>	<u>\$ (895)</u>	<u>\$ 314</u>	<u>\$ (581)</u>
Net income (loss)			343			(135)
Comprehensive income (loss)			<u>\$ 689</u>			<u>\$ (716)</u>

## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholder of  
Allstate Life Insurance Company  
Northbrook, Illinois 60062

We have reviewed the accompanying condensed consolidated statement of financial position of Allstate Life Insurance Company and subsidiaries (the “Company”), an affiliate of The Allstate Corporation, as of September 30, 2014, and the related condensed consolidated statements of operations and comprehensive income for the three-month and nine-month periods ended September 30, 2014 and 2013, and of shareholder’s equity and cash flows for the nine-month periods ended September 30, 2014 and 2013. 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 statement of financial position of Allstate Life Insurance Company and subsidiaries as of December 31, 2013, and the related consolidated statements of operations and comprehensive income, shareholder’s equity, and cash flows for the year then ended (not presented herein); and in our report dated March 5, 2014, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated statement of financial position as of December 31, 2013 is fairly stated, in all material respects, in relation to the consolidated statement of financial position from which it has been derived.

/s/ Deloitte & Touche LLP

Chicago, Illinois  
October 31, 2014



## Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE THREE-MONTH AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2014 AND 2013

### OVERVIEW

The following discussion highlights significant factors influencing the consolidated financial position and results of operations of Allstate Life Insurance Company (referred to in this document as "we," "our," "us," the "Company" or "ALIC"). It should be read in conjunction with the condensed consolidated financial statements and notes thereto found under Part I. Item 1. contained herein, and with the discussion, analysis, consolidated financial statements and notes thereto in Part I. Item 1. and Part II. Item 7. and Item 8. of the Allstate Life Insurance Company Annual Report on Form 10-K for 2013. We operate as a single segment entity based on the manner in which we use financial information to evaluate business performance and to determine the allocation of resources.

### HIGHLIGHTS

- Net income was \$84 million and \$343 million in the third quarter and first nine months of 2014, respectively, compared to net loss of \$394 million and \$135 million in the third quarter and first nine months of 2013, respectively.
- Premiums and contract charges on underwritten products, including traditional life, interest-sensitive life and accident and health insurance, totaled \$330 million in the third quarter of 2014, a decrease of 17.3% from \$399 million in the third quarter of 2013, and \$1.07 billion in the first nine months of 2014, a decrease of 10.1% from \$1.20 billion in the first nine months of 2013.
- Investments totaled \$37.36 billion as of September 30, 2014, reflecting a decrease of \$585 million from \$37.94 billion as of December 31, 2013. Investments as of December 31, 2013 excluded investments classified as held for sale. Unrealized net capital gains totaled \$2.29 billion as of September 30, 2014, increasing from \$1.59 billion as of December 31, 2013.
- Net investment income decreased 25.8% to \$461 million in the third quarter of 2014 and 13.4% to \$1.61 billion in the first nine months of 2014 from \$621 million and \$1.86 billion in the third quarter and first nine months of 2013, respectively.
- Net realized capital gains totaled \$28 million in the third quarter of 2014 compared to net realized capital losses of \$16 million in the third quarter of 2013, and net realized capital gains totaled \$18 million in the first nine months of 2014 compared to net realized capital gains of \$61 million in the first nine months of 2013.
- During third quarter 2014, a \$5 million pre-tax charge to income was recorded related to our annual comprehensive review of the deferred policy acquisition costs ("DAC"), deferred sales inducement costs and secondary guarantee liability balances. This compares to a \$54 million pre-tax charge to income in the third quarter of 2013.
- Contractholder funds totaled \$22.14 billion as of September 30, 2014, reflecting a decrease of \$1.47 billion from \$23.60 billion as of December 31, 2013.
- On April 1, 2014, we closed the sale of Lincoln Benefit Life Company's ("LBL") life insurance business generated through independent master brokerage agencies, and all of LBL's deferred fixed annuity and long-term care insurance business to Resolution Life Holdings, Inc. The loss on disposition increased by \$29 million, after-tax, and \$38 million, after-tax, in the three months and nine months ended September 30, 2014, respectively. The third quarter 2014 amount and most for the amount of the nine months ended September 30, 2014 represent non-cash charges.

## OPERATIONS

**Summary analysis** Summarized financial data is presented in the following table.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
<b>Revenues</b>				
Premiums	\$ 142	\$ 147	\$ 441	\$ 442
Contract charges	192	264	652	788
Net investment income	461	621	1,612	1,861
Realized capital gains and losses	28	(16)	18	61
Total revenues	823	1,016	2,723	3,152
<b>Costs and expenses</b>				
Contract benefits	(356)	(422)	(1,101)	(1,199)
Interest credited to contractholder funds	(191)	(310)	(696)	(953)
Amortization of DAC	(36)	(73)	(124)	(177)
Operating costs and expenses	(75)	(102)	(232)	(333)
Restructuring and related charges	1	(4)	(2)	(6)
Interest expense	(4)	(4)	(12)	(19)
Total costs and expenses	(661)	(915)	(2,167)	(2,687)
Loss on disposition of operations	(27)	(646)	(71)	(643)
Income tax (expense) benefit	(51)	151	(142)	43
Net income (loss)	\$ 84	\$ (394)	\$ 343	\$ (135)
Investments as of September 30			\$ 37,359	\$ 38,436
Investments classified as held for sale as of September 30				\$ 12,239

*Net income* was \$84 million in the third quarter of 2014 compared to net loss of \$394 million in the third quarter of 2013. The favorable change primarily relates to the loss on disposition related to the LBL sale recorded in third quarter 2013, partially offset by the reduction in business due to the sale of LBL on April 1, 2014. Net income in third quarter 2014 and 2013 included an after-tax loss on disposition of LBL totaling \$29 million and \$475 million, respectively. Excluding the loss on disposition as well as the net income of the LBL business for third quarter 2013 of \$54 million, net income increased \$86 million in the third quarter of 2014 compared to the third quarter of 2013, primarily due to lower amortization of DAC, net realized capital gains in third quarter 2014 compared to net realized capital losses in third quarter 2013, and lower interest credited to contractholder funds, partially offset by lower net investment income.

Net income was \$343 million in the first nine months of 2014 compared to net loss of \$135 million in the first nine months of 2013. The favorable change primarily relates to the loss on disposition related to the LBL sale recorded in third quarter 2013, partially offset by the reduction in business due to the sale of LBL on April 1, 2014. Net income in the first nine months of 2014 and 2013 included an after-tax loss on disposition of LBL totaling \$38 million and \$475 million, respectively. Excluding the loss on disposition as well as the net income of the LBL business for second and third quarter 2013 of \$82 million, net income increased \$123 million in the first nine months of 2014 compared to the first nine months of 2013, primarily due to lower interest credited to contractholder funds, lower operating costs and expenses and lower amortization of DAC, partially offset by lower net realized capital gains and higher contract benefits.

**Analysis of revenues** Total revenues decreased 19.0% or \$193 million and 13.6% or \$429 million in the third quarter and first nine months of 2014, respectively, compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$218 million, total revenues increased 3.1% or \$25 million in the third quarter of 2014 compared to the third quarter of 2013, primarily due to net realized capital gains in third quarter 2014 compared to net realized capital losses in third quarter 2013, partially offset by lower net investment income. Excluding results of the LBL business for second and third quarter 2013 of \$436 million, total revenues increased 0.3% or \$7 million in the first nine months of 2014 compared to the first nine months of 2013, due to higher premiums and contract charges and higher net investment income, partially offset by lower net realized capital gains.

*Premiums* represent revenues generated from traditional life insurance, immediate annuities with life contingencies, and accident and health insurance products that have significant mortality or morbidity risk.

*Contract charges* are revenues generated from interest-sensitive and variable life insurance and fixed annuities for which deposits are classified as contractholder funds or separate account liabilities. Contract charges are assessed against the contractholder account values for maintenance, administration, cost of insurance and surrender prior to contractually specified dates.

The following table summarizes premiums and contract charges by product.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
<b>Underwritten products</b>				
Traditional life insurance premiums	\$ 120	\$ 114	\$ 365	\$ 342
Accident and health insurance premiums	22	27	71	78
Interest-sensitive life insurance contract charges	188	258	638	775
Subtotal	330	399	1,074	1,195
<b>Annuities</b>				
Immediate annuities with life contingencies premiums	—	6	5	22
Other fixed annuity contract charges	4	6	14	13
Subtotal	4	12	19	35
<b>Premiums and contract charges</b> <sup>(1)</sup>	<b>\$ 334</b>	<b>\$ 411</b>	<b>\$ 1,093</b>	<b>\$ 1,230</b>

<sup>(1)</sup> Contract charges related to the cost of insurance totaled \$132 million and \$180 million for the third quarter of 2014 and 2013, respectively, and \$449 million and \$533 million in the first nine months of 2014 and 2013, respectively.

Total premiums and contract charges decreased 18.7% or \$77 million and 11.1% or \$137 million in the third quarter and first nine months of 2014, respectively, compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$83 million, premiums and contract charges increased \$6 million in the third quarter of 2014 compared to the same period of 2013. Excluding results of the LBL business for second and third quarter 2013 of \$165 million, premiums and contract charges increased \$28 million in the first nine months of 2014 compared to the same period of 2013. The increases in both periods were primarily due to increased traditional life insurance premiums due to higher renewals and sales through Allstate agencies, partially offset by lower premiums on immediate annuities with life contingencies due to discontinuing new sales January 1, 2014.

Allstate agencies and exclusive financial specialists continue to sell LBL life products until we transition these products to an Allstate company. LBL life business sold through the Allstate agency channel and all LBL payout annuity business continues to be reinsured and serviced by ALIC. Following the closing of the sale, LBL was rated A- from A.M. Best and BBB+ from Standard & Poor's ("S&P"). ALIC is rated A+ by A.M. Best, A+ by S&P and A1 by Moody's.

*Contractholder funds* represent interest-bearing liabilities arising from the sale of products such as interest-sensitive life insurance, fixed annuities and funding agreements. The balance of contractholder funds is equal to the cumulative deposits received and interest credited to the contractholder less cumulative contract benefits, surrenders, withdrawals, maturities and contract charges for mortality or administrative expenses. The following table shows the changes in contractholder funds.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
<b>Contractholder funds, beginning balance</b>	\$ 22,764	\$ 35,661	\$ 23,604	\$ 38,634
<b>Contractholder funds classified as held for sale, beginning balance</b>	—	—	10,945	—
<b>Total contractholder funds, including those classified as held for sale</b>	22,764	35,661	34,549	38,634
<b>Deposits</b>				
Interest-sensitive life insurance	221	304	730	966
Fixed annuities	48	219	231	786
Total deposits	269	523	961	1,752
<b>Interest credited</b>	191	315	697	965
<b>Benefits, withdrawals, maturities and other adjustments</b>				
Benefits	(282)	(387)	(938)	(1,173)
Surrenders and partial withdrawals	(625)	(802)	(1,881)	(2,528)
Maturities of and interest payments on institutional products	(1)	(1)	(1)	(1,799)
Contract charges	(178)	(257)	(616)	(770)
Net transfers from separate accounts	2	2	6	8
Other adjustments <sup>(1)</sup>	(1)	8	24	(27)
<b>Total benefits, withdrawals, maturities and other adjustments</b>	(1,085)	(1,437)	(3,406)	(6,289)
<b>Contractholder funds sold in LBL disposition</b>	—	—	(10,662)	—
<b>Contractholder funds classified as held for sale, ending balance</b>	—	(11,283)	—	(11,283)
<b>Contractholder funds, ending balance</b>	\$ 22,139	\$ 23,779	\$ 22,139	\$ 23,779

<sup>(1)</sup> The table above illustrates the changes in contractholder funds, which are presented gross of reinsurance recoverables on the Condensed Consolidated Statements of Financial Position. The table above is intended to supplement our discussion and analysis of revenues, which are presented net of reinsurance on the Condensed Consolidated Statements of Operations and Comprehensive Income. As a result, the net change in contractholder funds associated with products reinsured to third parties is reflected as a component of the other adjustments line.

Contractholder funds decreased 2.7% and 6.2% in the third quarter and first nine months of 2014, respectively. Contractholder funds including those classified as held for sale decreased 1.7% and 9.2% in the third quarter and first nine months of 2013, respectively. The decreases in the 2014 periods reflect that we are no longer offering fixed annuity products beginning January 1, 2014.

Contractholder deposits decreased 48.6% and 45.1% in the third quarter and first nine months of 2014, respectively, compared to the same periods of 2013, primarily due to no longer offering fixed annuity products beginning January 1, 2014, as well as lower deposits on interest-sensitive life insurance due to the LBL sale.

Surrenders and partial withdrawals on deferred fixed annuities and interest-sensitive life insurance products decreased 22.1% to \$625 million in the third quarter of 2014 and 25.6% to \$1.88 billion in the first nine months of 2014 from \$802 million and \$2.53 billion in the third quarter and first nine months of 2013, respectively. The decreases primarily relate to the LBL sale. The annualized surrender and partial withdrawal rate on deferred fixed annuities and interest-sensitive life insurance products, based on the beginning of year contractholder funds, was 10.9% in the first nine months of 2014 compared to 10.7% in the same period of 2013.

Maturities of and interest payments on institutional products included a \$1.75 billion maturity in the first nine months of 2013.

**Analysis of costs and expenses** Total costs and expenses decreased 27.8% or \$254 million in the third quarter of 2014 and 19.4% or \$520 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$136 million, total costs and expenses decreased \$118 million in the third quarter of 2014 compared to the same period of 2013, primarily due to lower amortization of DAC and lower interest credited to contractholder funds. Excluding results of the LBL business for second and third quarter 2013 of \$312 million, total costs and expenses decreased \$208 million in the first nine months of 2014 compared to the same period of 2013, primarily due to lower interest credited to contractholder funds, lower operating costs and expenses and lower amortization of DAC, partially offset by higher contract benefits.

*Contract benefits* decreased 15.6% or \$66 million in the third quarter of 2014 and 8.2% or \$98 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$65 million, contract benefits decreased \$1 million in the third quarter of 2014 compared to the same period of 2013. Excluding results of the LBL business for second and third quarter 2013 of \$127 million, contract benefits increased \$29 million in the first nine months of 2014 compared to the same period of 2013, primarily due to worse mortality experience on life insurance.

Our annual review of assumptions in third quarter 2014 resulted in an \$11 million increase in reserves primarily for secondary guarantees on interest-sensitive life insurance due to increased projected exposure to secondary guarantees. In the third quarter of 2013, the review resulted in a \$37 million increase in reserves primarily for secondary guarantees on interest-sensitive life insurance due to higher concentration of and increased projected exposure to secondary guarantees. \$25 million of the increase in third quarter 2013 related to the disposed LBL business.

We analyze our mortality and morbidity results using the difference between premiums and contract charges earned for the cost of insurance and contract benefits excluding the portion related to the implied interest on immediate annuities with life contingencies (“benefit spread”). This implied interest totaled \$131 million and \$391 million in the third quarter and first nine months of 2014, respectively, compared to \$133 million and \$396 million in the third quarter and first nine months of 2013, respectively.

The benefit spread by product group is disclosed in the following table.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Life insurance	\$ 70	\$ 57	\$ 225	\$ 212
Accident and health insurance	9	3	24	15
Annuities	(30)	(22)	(69)	(55)
Total benefit spread	\$ 49	\$ 38	\$ 180	\$ 172

Benefit spread increased 28.9% or \$11 million in the third quarter of 2014 and 4.7% or \$8 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$(4) million, benefit spread increased \$7 million in the third quarter of 2014 compared to the same period of 2013, primarily due to higher premiums on life insurance, partially offset by worse mortality experience on immediate annuities. Excluding results of the LBL business for second and third quarter 2013 of \$(8) million, benefit spread in the first nine months of 2014 was comparable to the same period of 2013.

*Interest credited to contractholder funds* decreased 38.4% or \$119 million in the third quarter of 2014 and 27.0% or \$257 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$90 million, interest credited to contractholder funds decreased \$29 million in the third quarter of 2014 compared to the same period of 2013. Excluding results of the LBL business for second and third quarter 2013 of \$179 million, interest credited to contractholder funds decreased \$78 million in the first nine months of 2014 compared to the same period of 2013. The decreases in both periods were primarily due to lower average contractholder funds and lower interest crediting rates. Valuation changes on derivatives embedded in equity-indexed annuity contracts that are not hedged decreased interest credited to contractholder funds by \$2 million in third quarter 2014 compared to an increase of \$17 million in the third quarter 2013, and increased interest credited to contractholder funds by \$19 million in the first nine months of 2014 compared to an increase of \$21 million in the first nine months of 2013.

In order to analyze the impact of net investment income and interest credited to contractholders on net income, we monitor the difference between net investment income and the sum of interest credited to contractholder funds and the implied interest on immediate annuities with life contingencies, which is included as a component of contract benefits on the Condensed Consolidated Statements of Operations and Comprehensive Income (“investment spread”).

The investment spread by product group is shown in the following table.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Annuities and institutional products	\$ 54	\$ 99	\$ 260	\$ 242
Life insurance	24	25	82	78
Accident and health insurance	1	4	7	11
Net investment income on investments supporting capital	58	67	195	202
Investment spread before valuation changes on embedded derivatives that are not hedged	137	195	544	533
Valuation changes on derivatives embedded in equity-indexed annuity contracts that are not hedged	2	(17)	(19)	(21)
Total investment spread	\$ 139	\$ 178	\$ 525	\$ 512

Investment spread before valuation changes on embedded derivatives that are not hedged decreased 29.7% or \$58 million in the third quarter of 2014 compared to the same period of 2013. Excluding results of the LBL business for third quarter 2013 of \$55 million, investment spread before valuation changes on embedded derivatives that are not hedged decreased \$3 million in the third quarter of 2014 compared to the same period of 2013, primarily due to the continued managed reduction in our spread-based business in force, partially offset by lower crediting rates. Investment spread before valuation changes on embedded derivatives that are not hedged increased 2.1% or \$11 million in the first nine months of 2014 compared to the same period of 2013. Excluding results of the LBL business for the second and third quarter of 2013 of \$106 million, investment spread before valuation changes on embedded derivatives that are not hedged increased \$117 million in the first nine months of 2014 compared to the same period of 2013, primarily due to higher limited partnership income, higher fixed income yields and lower crediting rates, partially offset by the continued managed reduction in our spread-based business in force.

To further analyze investment spreads, the following table summarizes the weighted average investment yield on assets supporting product liabilities and capital, interest crediting rates and investment spreads. For purposes of these calculations, investments, reserves and contractholder funds classified as held for sale were included for periods prior to April 1, 2014.

	Three months ended September 30,					
	Weighted average investment yield		Weighted average interest crediting rate		Weighted average investment spreads	
	2014	2013	2014	2013	2014	2013
Interest-sensitive life insurance	5.3%	5.2%	4.0%	3.8%	1.3%	1.4%
Deferred fixed annuities and institutional products	4.5	4.8	2.8	2.9	1.7	1.9
Immediate fixed annuities with and without life contingencies	6.7	6.9	6.0	6.0	0.7	0.9
Investments supporting capital, traditional life and other products	4.5	4.1	n/a	n/a	n/a	n/a

  

	Nine months ended September 30,					
	Weighted average investment yield		Weighted average interest crediting rate		Weighted average investment spreads	
	2014	2013	2014	2013	2014	2013
Interest-sensitive life insurance	5.4%	5.3%	3.9%	3.9%	1.5%	1.4%
Deferred fixed annuities and institutional products	4.5	4.7	2.9	3.0	1.6	1.7
Immediate fixed annuities with and without life contingencies	7.4	6.7	6.0	6.0	1.4	0.7
Investments supporting capital, traditional life and other products	4.6	4.1	n/a	n/a	n/a	n/a

The following table summarizes our product liabilities and indicates the account value of those contracts and policies in which an investment spread is generated.

(\$ in millions)	September 30,	
	2014	2013
Immediate fixed annuities with life contingencies	\$ 8,911	\$ 8,906
Other life contingent contracts and other	2,761	2,893
Reserve for life-contingent contract benefits	\$ 11,672	\$ 11,799
Interest-sensitive life insurance	\$ 7,154	\$ 7,073
Deferred fixed annuities	11,152	12,598
Immediate fixed annuities without life contingencies	3,490	3,713
Institutional products	85	85
Other	258	310
Contractholder funds	\$ 22,139	\$ 23,779
Traditional life insurance	\$ —	\$ 331
Accident and health insurance	—	1,298
Interest-sensitive life insurance	—	3,579
Deferred fixed annuities	—	7,704
Liabilities held for sale	\$ —	\$ 12,912

*Amortization of DAC* The components of amortization of DAC are summarized in the following table.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Amortization of DAC before amortization relating to realized capital gains and losses, valuation changes on embedded derivatives that are not hedged and changes in assumptions	\$ 41	\$ 58	\$ 128	\$ 157
Amortization (accretion) relating to realized capital gains and losses <sup>(1)</sup> and valuation changes on embedded derivatives that are not hedged	2	(3)	3	2
Amortization (deceleration) acceleration for changes in assumptions (“DAC unlocking”)	(7)	18	(7)	18
Total amortization of DAC	\$ 36	\$ 73	\$ 124	\$ 177

<sup>(1)</sup> The impact of realized capital gains and losses on amortization of DAC is dependent upon the relationship between the assets that give rise to the gain or loss and the product liability supported by the assets. Fluctuations result from changes in the impact of realized capital gains and losses on actual and expected gross profits.

Amortization of DAC decreased 50.7% or \$37 million in the third quarter of 2014 and 29.9% or \$53 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$(30) million, amortization of DAC decreased \$67 million in the third quarter of 2014 compared to the same period of 2013, primarily due to amortization deceleration for changes in assumptions in 2014 compared to amortization acceleration in 2013. Excluding results of the LBL business for second and third quarter 2013 of \$(18) million, amortization of DAC decreased \$71 million in the first nine months of 2014, compared to the same period of 2013, primarily due to amortization deceleration for changes in assumptions in 2014 compared to amortization acceleration in 2013.

Our annual comprehensive review of assumptions underlying estimated future gross profits for our interest-sensitive life, fixed annuities and other investment contracts covers assumptions for persistency, mortality, expenses, investment returns, including capital gains and losses, interest crediting rates to policyholders, and the effect of any hedges in all product lines. In the third quarter of 2014, the review resulted in a deceleration of DAC amortization (credit to income) of \$7 million. Amortization deceleration of \$9 million related to interest-sensitive life insurance and was primarily due to a decrease in projected expenses, partially offset by increased projected mortality. Amortization acceleration of \$2 million related to fixed annuities and was primarily due to a decrease in projected gross profits.

In the third quarter of 2013, the review resulted in an acceleration of DAC amortization (charge to income) of \$18 million. Amortization acceleration of \$33 million related to interest-sensitive life insurance and was primarily due to an increase in projected mortality and expenses, partially offset by increased projected investment margins. Amortization deceleration of \$12 million related to fixed annuities and was primarily due to an increase in projected investment margins. Amortization deceleration of \$3 million related to variable life insurance.

The following table provides the effect on DAC amortization of changes in assumptions relating to the gross profit components of investment margin, benefit margin and expense margin for the nine months ended September 30.

(\$ in millions)	2014	2013
Investment margin	\$ 5	\$ (22)
Benefit margin	29	13
Expense margin	(41)	27
Net (deceleration) acceleration	\$ (7)	\$ 18

Operating costs and expenses decreased 26.5% or \$27 million in the third quarter of 2014 and 30.3% or \$101 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$11 million, operating costs and expenses decreased \$16 million in the third quarter of 2014 compared to the same period of 2013. Excluding results of the LBL business for second and third quarter 2013 of \$24 million, operating costs and expenses decreased \$77 million in the first nine months of 2014 compared to the same period of 2013. The following table summarizes operating costs and expenses.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Non-deferrable commissions	\$ 4	\$ 7	\$ 15	\$ 20
General and administrative expenses	63	85	190	282
Taxes and licenses	8	10	27	31
Total operating costs and expenses	\$ 75	\$ 102	\$ 232	\$ 333
Restructuring and related charges	\$ (1)	\$ 4	\$ 2	\$ 6

General and administrative expenses decreased 25.9% or \$22 million in the third quarter of 2014 and 32.6% or \$92 million in the first nine months of 2014 compared to the same periods of 2013, primarily due to actions to improve strategic focus and modernize the operating model. This included the sale of LBL, exiting the master brokerage agency distribution channel, the planned outsourcing of the annuity business and other rightsizing and profitability actions.

## INVESTMENTS

The composition of the investment portfolio as of September 30, 2014 is presented in the following table.

(\$ in millions)		Percent to total
Fixed income securities <sup>(1)</sup>	\$ 28,090	75.2%
Mortgage loans	3,644	9.8
Equity securities <sup>(2)</sup>	1,229	3.3
Limited partnership interests <sup>(3)</sup>	1,933	5.2
Short-term investments <sup>(4)</sup>	762	2.0
Policy loans	617	1.6
Other	1,084	2.9
Total	\$ 37,359	100.0%

<sup>(1)</sup> Fixed income securities are carried at fair value. Amortized cost basis for these securities was \$25.93 billion.

<sup>(2)</sup> Equity securities are carried at fair value. Cost basis for these securities was \$1.09 billion.

<sup>(3)</sup> We have commitments to invest in additional limited partnership interests totaling \$1.23 billion.

<sup>(4)</sup> Short-term investments are carried at fair value. Amortized cost basis for these investments was \$762 million.

Total investments decreased to \$37.36 billion as of September 30, 2014, from \$37.94 billion as of December 31, 2013, primarily due to a \$700 million return of capital paid to Allstate Insurance Company ("AIC"), the reclassification of tax credit funds from limited partnership interests to other assets, and net reductions in contractholder funds, partially offset by higher fixed income valuations resulting from a decrease in risk-free interest rates.



Fixed income securities by type are listed in the following table.

(\$ in millions)	Fair value as of		Percent to		
	Fair value as of	September 30, 2014	total	Fair value as of December	Percent to
			investments	31, 2013	total
			investments		investments
U.S. government and agencies	\$	780	2.1%	\$ 766	2.0%
Municipal		3,547	9.5	3,304	8.7
Corporate		21,016	56.3	21,316	56.2
Foreign government		739	2.0	792	2.1
Asset-backed securities ("ABS")		718	1.9	1,007	2.7
Residential mortgage-backed securities ("RMBS")		656	1.8	790	2.1
Commercial mortgage-backed securities ("CMBS")		617	1.6	764	2.0
Redeemable preferred stock		17	—	17	—
Total fixed income securities	\$	28,090	75.2%	\$ 28,756	75.8%

As of September 30, 2014, 88.1% of the fixed income securities portfolio was rated investment grade, which is defined as a security having a rating of Aaa, Aa, A or Baa from Moody's, a rating of AAA, AA, A or BBB from S&P, Fitch, Dominion, Kroll or Realpoint, a rating of aaa, aa, a or bbb from A.M. Best, or a comparable internal rating if an externally provided rating is not available. All of our fixed income securities are rated by third party credit rating agencies, the National Association of Insurance Commissioners, and/or are internally rated. Our initial investment decisions and ongoing monitoring procedures for fixed income securities are based on a thorough due diligence process which includes, but is not limited to, an assessment of the credit quality, sector, structure, and liquidity risks of each issue.

The following table summarizes the fair value and unrealized net capital gains and losses for fixed income securities by credit rating as of September 30, 2014.

(\$ in millions)	Investment grade		Below investment grade		Total	
	Fair value	Unrealized gain/(loss)	Fair value	Unrealized gain/(loss)	Fair value	Unrealized gain/(loss)
U.S. government and agencies	\$ 780	\$ 97	\$ —	\$ —	\$ 780	\$ 97
Municipal	3,497	420	50	(2)	3,547	418
Corporate						
Public	12,717	1,001	1,876	20	14,593	1,021
Privately placed	5,770	442	653	3	6,423	445
Foreign government	739	79	—	—	739	79
ABS						
Collateralized debt obligations ("CDO")	373	(2)	91	(8)	464	(10)
Consumer and other asset-backed securities ("Consumer and other ABS")	247	5	7	—	254	5
RMBS						
U.S. government sponsored entities ("U.S. Agency")	162	10	—	—	162	10
Prime residential mortgage-backed securities ("Prime")	66	1	124	20	190	21
Alt-A residential mortgage-backed securities ("Alt-A")	12	—	160	12	172	12
Subprime residential mortgage-backed securities ("Subprime")	4	—	128	11	132	11
CMBS	365	18	252	29	617	47
Redeemable preferred stock	17	3	—	—	17	3
Total fixed income securities	\$ 24,749	\$ 2,074	\$ 3,341	\$ 85	\$ 28,090	\$ 2,159

*Municipal bonds* totaled \$3.55 billion as of September 30, 2014 with an unrealized net capital gain of \$418 million. The municipal bond portfolio includes general obligations of state and local issuers and revenue bonds (including pre-refunded bonds, which are bonds for which an irrevocable trust has been established to fund the remaining payments of principal and interest).

*Corporate bonds*, including publicly traded and privately placed, totaled \$21.02 billion as of September 30, 2014, with an unrealized net capital gain of \$1.47 billion. Privately placed securities primarily consist of corporate issued senior debt securities that are directly negotiated with the borrower or are in unregistered form.

*ABS, RMBS and CMBS* are structured securities that are primarily collateralized by consumer or corporate borrowings and residential and commercial real estate loans. The cash flows from the underlying collateral paid to the securitization trust are generally applied in a pre-determined order and are designed so that each security issued by the trust, typically referred to as a "class", qualifies for a specific original rating. For example, the "senior" portion or "top" of the capital structure, or rating class,

which would originally qualify for a rating of Aaa typically has priority in receiving principal repayments on the underlying collateral and retains this priority until the class is paid in full. In a sequential structure, underlying collateral principal repayments are directed to the most senior rated Aaa class in the structure until paid in full, after which principal repayments are directed to the next most senior Aaa class in the structure until it is paid in full. Senior Aaa classes generally share any losses from the underlying collateral on a pro-rata basis after losses are absorbed by classes with lower original ratings. The payment priority and class subordination included in these securities serves as credit enhancement for holders of the senior or top portions of the structures. These securities continue to retain the payment priority features that existed at the origination of the securitization trust. Other forms of credit enhancement may include structural features embedded in the securitization trust, such as overcollateralization, excess spread and bond insurance. The underlying collateral can have fixed interest rates, variable interest rates (such as adjustable rate mortgages) or may contain features of both fixed and variable rate mortgages.

ABS, including CDO and Consumer and other ABS, totaled \$718 million as of September 30, 2014, with 86.4% rated investment grade and an unrealized net capital loss of \$5 million. Credit risk is managed by monitoring the performance of the underlying collateral. Many of the securities in the ABS portfolio have credit enhancement with features such as overcollateralization, subordinated structures, reserve funds, guarantees and/or insurance.

CDO totaled \$464 million as of September 30, 2014, with 80.4% rated investment grade and an unrealized net capital loss of \$10 million. CDO consist of obligations collateralized by cash flow CDO, which are structures collateralized primarily by below investment grade senior secured corporate loans.

Consumer and other ABS totaled \$254 million as of September 30, 2014, with 97.2% rated investment grade and an unrealized net capital gain of \$5 million.

RMBS totaled \$656 million as of September 30, 2014, with 37.2% rated investment grade and an unrealized net capital gain of \$54 million. The RMBS portfolio is subject to interest rate risk, but unlike other fixed income securities, is additionally subject to significant prepayment risk from the underlying residential mortgage loans. RMBS consists of a U.S. Agency portfolio having collateral issued or guaranteed by U.S. government agencies and a non-agency portfolio consisting of securities collateralized by Prime, Alt-A and Subprime loans. The non-agency portfolio totaled \$494 million as of September 30, 2014, with 16.6% rated investment grade and an unrealized net capital gain of \$44 million.

CMBS totaled \$617 million as of September 30, 2014, with 59.2% rated investment grade and an unrealized net capital gain of \$47 million. The CMBS portfolio is subject to credit risk and has a sequential paydown structure. All of the CMBS investments are traditional conduit transactions collateralized by commercial mortgage loans, broadly diversified across property types and geographical area.

**Mortgage loans** totaled \$3.64 billion as of September 30, 2014 and primarily comprises loans secured by first mortgages on developed commercial real estate. Key considerations used to manage our exposure include property type and geographic diversification. For further detail on our mortgage loan portfolio, see Note 4 of the condensed consolidated financial statements.

**Limited partnership interests** consist of investments in private equity/debt funds, real estate funds and other funds. The limited partnership interests portfolio is well diversified across a number of characteristics including fund managers, vintage years, strategies, geography (including international), and company/property types. Tax credit funds were reclassified from limited partnership interests to other assets as of June 30, 2014 since the return on these funds is in the form of tax credits rather than investment income. These tax credit funds totaled \$285 million as of September 30, 2014. The following table presents information about our limited partnership interests as of September 30, 2014.

(\$ in millions)

	Private equity/debt funds <sup>(1)</sup>	Real estate funds	Other funds	Total
Cost method of accounting ("Cost")	\$ 422	\$ 104	\$ —	\$ 526
Equity method of accounting ("EMA")	1,027	343	37	1,407
Total	<u>\$ 1,449</u>	<u>\$ 447</u>	<u>\$ 37</u>	<u>\$ 1,933</u>
Number of managers	96	25	2	123
Number of individual funds	167	47	2	216
Largest exposure to single fund	\$ 81	\$ 34	\$ 32	\$ 81

<sup>(1)</sup> Includes \$284 million of infrastructure and real asset funds.

The following tables show the earnings from our limited partnership interests by fund type and accounting classification.

(\$ in millions)	Three months ended September 30,							
	2014				2013			
	Cost	EMA	Total income	Impairment write-downs	Cost	EMA	Total income	Impairment write-downs
Private equity/debt funds	\$ 8	\$ 27	\$ 35	\$ (5)	\$ 22	\$ 9	\$ 31	\$ —
Real estate funds	5	10	15	8	3	7	10	(1)
Other funds	—	1	1	—	—	(4)	(4)	—
Total	\$ 13	\$ 38	\$ 51	\$ 3	\$ 25	\$ 12	\$ 37	\$ (1)

  

(\$ in millions)	Nine months ended September 30,							
	2014				2013			
	Cost	EMA	Total income	Impairment write-downs	Cost	EMA	Total income	Impairment write-downs
Private equity/debt funds	\$ 55	\$ 111	\$ 166	\$ (11)	\$ 51	\$ 34	\$ 85	\$ (4)
Real estate funds	16	24	40	5	9	21	30	(1)
Other funds	—	3	3	—	—	(11)	(11)	—
Total	\$ 71	\$ 138	\$ 209	\$ (6)	\$ 60	\$ 44	\$ 104	\$ (5)

Limited partnership interests produced income, excluding impairment write-downs, of \$51 million and \$209 million in the three months and nine months ended September 30, 2014, respectively, compared to \$37 million and \$104 million in the three months and nine months ended September 30, 2013, respectively. Higher EMA limited partnership income resulted from favorable equity and real estate valuations which increased the carrying value of the partnerships, while cost method limited partnerships experienced an increase in earnings distributed by the partnerships. Income on EMA limited partnerships is recognized on a delay due to the availability of the related financial statements. The recognition of income on private equity/debt funds and real estate funds are generally on a three month delay and the income recognition on other funds is primarily on a one month delay. Income on cost method limited partnerships is recognized only upon receipt of amounts distributed by the partnerships.

**Unrealized net capital gains** totaled \$2.29 billion as of September 30, 2014 compared to \$1.59 billion as of December 31, 2013. The increase was primarily due to a decrease in risk-free interest rates.

The following table presents unrealized net capital gains and losses.

(\$ in millions)	September 30, 2014	December 31, 2013
U.S. government and agencies	\$ 97	\$ 88
Municipal	418	169
Corporate	1,466	919
Foreign government	79	77
ABS	(5)	(4)
RMBS	54	38
CMBS	47	40
Redeemable preferred stock	3	2
Fixed income securities	2,159	1,329
Equity securities	138	85
Derivatives	(4)	(13)
EMA limited partnerships	(2)	(2)
Investments classified as held for sale	—	190
Unrealized net capital gains and losses, pre-tax	\$ 2,291	\$ 1,589

The unrealized net capital gain for the fixed income portfolio totaled \$2.16 billion and comprised \$2.32 billion of gross unrealized gains and \$159 million of gross unrealized losses as of September 30, 2014. This is compared to an unrealized net capital gain for the fixed income portfolio totaling \$1.33 billion, comprised of \$1.75 billion of gross unrealized gains and \$418 million of gross unrealized losses as of December 31, 2013.

Gross unrealized gains and losses on fixed income securities by type and sector as of September 30, 2014 are provided in the following table.

(\$ in millions)	Amortized cost	Gross unrealized		Fair value
		Gains	Losses	
Corporate:				
Banking	\$ 1,100	\$ 43	\$ (27)	\$ 1,116
Utilities	3,745	455	(14)	4,186
Capital goods	2,085	171	(14)	2,242
Consumer goods (cyclical and non-cyclical)	3,778	259	(14)	4,023
Energy	2,574	198	(11)	2,761
Basic industry	1,263	67	(10)	1,320
Technology	985	46	(7)	1,024
Transportation	1,006	107	(7)	1,106
Communications	1,495	111	(6)	1,600
Financial services	1,095	85	(2)	1,178
Other	424	37	(1)	460
Total corporate fixed income portfolio	19,550	1,579	(113)	21,016
U.S. government and agencies	683	97	—	780
Municipal	3,129	432	(14)	3,547
Foreign government	660	80	(1)	739
ABS	723	18	(23)	718
RMBS	602	59	(5)	656
CMBS	570	50	(3)	617
Redeemable preferred stock	14	3	—	17
Total fixed income securities	\$ 25,931	\$ 2,318	\$ (159)	\$ 28,090

The banking, utilities, capital goods and consumer goods sectors had the highest concentration of gross unrealized losses in our corporate fixed income securities portfolio as of September 30, 2014. In general, the gross unrealized losses are principally related to increasing risk-free interest rates or widening credit spreads since the time of initial purchase.

The unrealized net capital gain for the equity portfolio totaled \$138 million, comprised of all gross unrealized gains as of September 30, 2014. This is compared to an unrealized net capital gain for the equity portfolio totaling \$85 million, comprised of \$90 million of gross unrealized gains and \$5 million of gross unrealized losses as of December 31, 2013.

**Net investment income** The following table presents net investment income.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Fixed income securities	\$ 349	\$ 487	\$ 1,179	1,477
Mortgage loans	48	91	188	269
Equity securities	7	3	17	8
Limited partnership interests	51	37	209	104
Short-term investments	—	—	1	1
Policy loans	10	12	30	36
Other	15	18	43	50
Investment income, before expense	480	648	1,667	1,945
Investment expense	(19)	(27)	(55)	(84)
Net investment income	\$ 461	\$ 621	\$ 1,612	\$ 1,861

Net investment income decreased 25.8% or \$160 million in the third quarter of 2014 and 13.4% or \$249 million in the first nine months of 2014 compared to the same periods of 2013. Excluding results of the LBL business for third quarter 2013 of \$135 million, net investment income decreased \$25 million in the third quarter of 2014 compared to the third quarter of 2013, primarily due to lower average investment balances. Excluding results of the LBL business for second and third quarter 2013 of \$271 million, net investment income increased \$22 million in the first nine months of 2014 compared to the first nine months of 2013, primarily due to higher limited partnership income, partially offset by lower average investment balances. Higher EMA limited partnership income resulted from favorable equity and real estate valuations which increased the carrying value of the partnerships, while cost method limited partnerships experienced an increase in earnings distributed by the partnerships.

**Realized capital gains and losses** The following table presents the components of realized capital gains and losses and the related tax effect.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Impairment write-downs	\$ 2	\$ (10)	\$ (2)	\$ (28)
Change in intent write-downs	(21)	(7)	(40)	(15)
Net other-than-temporary impairment losses recognized in earnings	(19)	(17)	(42)	(43)
Sales	43	6	51	90
Valuation and settlements of derivative instruments	4	(5)	9	14
Realized capital gains and losses, pre-tax	28	(16)	18	61
Income tax (expense) benefit	(9)	4	(6)	(23)
Realized capital gains and losses, after-tax	\$ 19	\$ (12)	\$ 12	\$ 38

*Impairment write-downs*, which include changes in the mortgage loan valuation allowance, are presented in the following table.

(\$ in millions)	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Fixed income securities	\$ (3)	\$ (2)	\$ (2)	\$ (31)
Mortgage loans	2	(6)	6	11
Limited partnership interests	3	(1)	(6)	(5)
Other investments	—	(1)	—	(3)
Impairment write-downs	\$ 2	\$ (10)	\$ (2)	\$ (28)

Impairment write-downs on fixed income securities for the three and nine months ended September 30, 2014 were primarily driven by corporate fixed income securities impacted by issuer specific circumstances. In the three months ended September 30, 2014, limited partnership write-downs included the recovery in value of a limited partnership, based upon reported EMA net income, that was previously written-down, to the extent of the original loss.

*Change in intent write-downs* totaling \$21 million and \$40 million in the three months and nine months ended September 30, 2014, respectively, were primarily related to the repositioning and ongoing portfolio management of our equity securities.

*Sales* generated \$43 million and \$51 million of net realized capital gains in the three months and nine months ended September 30, 2014, respectively, primarily related to equity securities in connection with ongoing portfolio management.

*Valuation and settlements of derivative instruments* generated net realized capital gains of \$4 million and \$9 million for the three months and nine months ended September 30, 2014, respectively. The gains for the three month period primarily comprised gains on foreign currency contracts due to the strengthening of the U.S. Dollar. The gains for the nine month period primarily comprised gains on credit default swaps due to the tightening of credit spreads on the underlying credit names and gains on foreign currency contracts due to the strengthening of the U.S. Dollar.

## CAPITAL RESOURCES AND LIQUIDITY

**Capital resources** consist of shareholder's equity and notes due to related parties, representing funds deployed or available to be deployed to support business operations. The following table summarizes our capital resources.

(\$ in millions)	December 31,	
	September 30, 2014	2013
Common stock, retained income and additional capital paid-in	\$ 4,785	\$ 5,142
Accumulated other comprehensive income	1,274	928
Total shareholder's equity	6,059	6,070
Notes due to related parties	275	282
Total capital resources	\$ 6,334	\$ 6,352

*Shareholder's equity* decreased in the first nine months of 2014, primarily due to a \$700 million return of capital paid to AIC, partially offset by increased unrealized net capital gains on investments and net income.

*Notes due to related parties* decreased in the first nine months of 2014 as the Company repaid the remaining \$7 million of notes issued to AIC.

**Financial ratings and strength** Our ratings are influenced by many factors including our operating and financial performance, asset quality, liquidity, asset/liability management, overall portfolio mix, financial leverage (i.e., debt), exposure to risks, the current level of operating leverage and AIC's ratings. In January 2014, A.M. Best affirmed our financial strength rating of A+ and the outlook for the rating remained stable. In June 2014, S&P affirmed our financial strength ratings of A+ and the outlook for the rating remained stable. There have been no changes to our insurance financial strength rating from Moody's since December 31, 2013.

The Company, AIC and The Allstate Corporation (the "Corporation") are party to the Amended and Restated Intercompany Liquidity Agreement ("Liquidity Agreement") which allows for short-term advances of funds to be made between parties for liquidity and other general corporate purposes. The Liquidity Agreement does not establish a commitment to advance funds on the part of any party. The Company and AIC each serve as a lender and borrower and the Corporation serves only as a lender. The Company also has a capital support agreement with AIC. Under the capital support agreement, AIC is committed to provide capital to the Company to maintain an adequate capital level. The maximum amount of potential funding under each of these agreements is \$1.00 billion.

In addition to the Liquidity Agreement, the Company also has an intercompany loan agreement with the Corporation. The amount of intercompany loans available to the Company is at the discretion of the Corporation. The maximum amount of loans the Corporation will have outstanding to all its eligible subsidiaries at any given point in time is limited to \$1.00 billion. The Corporation may use commercial paper borrowings, bank lines of credit and securities lending to fund intercompany borrowings.

**Liquidity sources and uses** We actively manage our financial position and liquidity levels in light of changing market, economic, and business conditions. Liquidity is managed at both the entity and enterprise level across the Company, and is assessed on both base and stressed level liquidity needs. We believe we have sufficient liquidity to meet these needs. Additionally, we have existing intercompany agreements in place that facilitate liquidity management across the Company to enhance flexibility.

*Allstate parent company capital capacity* The Corporation has at the parent holding company level deployable assets totaling \$2.33 billion as of September 30, 2014 comprising cash and investments that are generally saleable within one quarter. This provides funds for the parent company's fixed charges and other corporate purposes.

The Company has access to additional borrowing to support liquidity through the Corporation as follows. The amount available to the Company is at the discretion of the Corporation.

- A commercial paper facility with a borrowing limit of \$1.00 billion to cover short-term cash needs. As of September 30, 2014, there were no balances outstanding and therefore the remaining borrowing capacity was \$1.00 billion; however, the outstanding balance can fluctuate daily.
- A \$1.00 billion unsecured revolving credit facility is available for short-term liquidity requirements and backs the commercial paper facility. In April 2014, the Corporation amended the maturity date of this facility to April 2019 and also amended the option to extend the expiration by one year to the first and second anniversary of the amendment, upon approval of existing or replacement lenders. The facility is fully subscribed among 12 lenders with the largest commitment being \$115 million. The commitments of the lenders are several and no lender is responsible for any other lender's commitment if such lender fails to make a loan under the facility. This facility contains an increase provision that would allow up to an additional \$500 million of borrowing. This facility has a financial covenant requiring that the Corporation not exceed a 37.5% debt to capitalization ratio as defined in the agreement. This ratio was 11.9% as of September 30, 2014. Although the right to borrow under the facility is not subject to a minimum rating requirement, the costs of maintaining the facility and borrowing under it are based on the ratings of the Corporation's senior unsecured, unguaranteed long-term debt. There were no borrowings under the credit facility during the third quarter and first nine months of 2014. The total amount outstanding at any point in time under the combination of the commercial paper program and the credit facility cannot exceed the amount that can be borrowed under the credit facility.
- A universal shelf registration statement was filed by the Corporation with the Securities and Exchange Commission on April 30, 2012. The Corporation can use this shelf registration to issue an unspecified amount of debt securities, common stock (including 481 million shares of treasury stock as of September 30, 2014), preferred stock, depositary shares, warrants, stock purchase contracts, stock purchase units and securities of trust subsidiaries. The specific terms of any securities the Corporation issues under this registration statement will be provided in the applicable prospectus supplements.

*Liquidity exposure* Contractholder funds were \$22.14 billion as of September 30, 2014. The following table summarizes contractholder funds by their contractual withdrawal provisions as of September 30, 2014.

(\$ in millions)		<b>Percent to total</b>
Not subject to discretionary withdrawal	\$ 3,635	16.4%
Subject to discretionary withdrawal with adjustments:		
Specified surrender charges <sup>(1)</sup>	6,221	28.1
Market value adjustments <sup>(2)</sup>	2,470	11.2
Subject to discretionary withdrawal without adjustments <sup>(3)</sup>	9,813	44.3
<b>Total contractholder funds <sup>(4)</sup></b>	<b>\$ 22,139</b>	<b>100.0%</b>

<sup>(1)</sup> Includes \$2.58 billion of liabilities with a contractual surrender charge of less than 5% of the account balance.

<sup>(2)</sup> \$1.76 billion of the contracts with market value adjusted surrenders have a 30-45 day period at the end of their initial and subsequent interest rate guarantee periods (which are typically 5, 6, 7 or 10 years) during which there is no surrender charge or market value adjustment.

<sup>(3)</sup> 84% of these contracts have a minimum interest crediting rate guarantee of 3% or higher.

<sup>(4)</sup> Includes \$862 million of contractholder funds on variable annuities reinsured to The Prudential Insurance Company of America, a subsidiary of Prudential Financial Inc., in 2006.

Retail life and annuity products may be surrendered by customers for a variety of reasons. Reasons unique to individual customers include a current or unexpected need for cash or a change in life insurance coverage needs. Other key factors that may impact the likelihood of customer surrender include the level of the contract surrender charge, the length of time the contract has been in force, distribution channel, market interest rates, equity market conditions and potential tax implications. In addition, the propensity for retail life insurance policies to lapse is lower than it is for fixed annuities because of the need for the insured to be re-underwritten upon policy replacement. The annualized surrender and partial withdrawal rate on deferred fixed annuities and interest-sensitive life insurance products, based on the beginning of year contractholder funds, was 10.9% and 10.7% in the first nine months of 2014 and 2013, respectively. We strive to promptly pay customers who request cash surrenders; however, statutory regulations generally provide up to six months in most states to fulfill surrender requests.

Our asset-liability management practices enable us to manage the differences between the cash flows generated by our investment portfolio and the expected cash flow requirements of our life insurance and annuity product obligations.

*Cash flows* As reflected in our Condensed Consolidated Statements of Cash Flows, lower cash provided by operating activities in the first nine months of 2014 compared to the first nine months of 2013 was primarily due to lower net investment income and income tax payments in the first nine months of 2014 compared to income tax refunds in the first nine months of 2013, partially offset by higher premiums on traditional life insurance products.

Lower cash was provided by investing activities in the first nine months of 2014 compared to the first nine months of 2013 as proceeds from the sale of LBL were more than offset by lower collections and sales, partially offset by lower purchases. Lower collections resulted from funding a large institutional product maturity in 2013 from the portfolio.

Lower cash used in financing activities in the first nine months of 2014 compared to the first nine months of 2013 was primarily due to a \$1.75 billion institutional product maturity in 2013 and lower contractholder benefits and withdrawals on fixed annuities and interest-sensitive life insurance, partially offset by lower deposits.

#### **Item 4. Controls and Procedures**

*Evaluation of Disclosure Controls and Procedures.* We maintain disclosure controls and procedures as defined in Rules 13a-15(e) under the Securities Exchange Act of 1934. Under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, we conducted an evaluation of the effectiveness of our disclosure controls and procedures as of the end of the period covered by this report. Based upon this evaluation, the principal executive officer and the principal financial officer concluded that our disclosure controls and procedures are effective in providing reasonable assurance that material information required to be disclosed in our reports filed with or submitted to the Securities and Exchange Commission under the Securities Exchange Act is made known to management, including the principal executive officer and the principal financial officer, as appropriate to allow timely decisions regarding required disclosure.

*Changes in Internal Control over Financial Reporting.* During the fiscal quarter ended September 30, 2014, there have been no changes in our internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## **PART II. OTHER INFORMATION**

### **Item 1. Legal Proceedings**

Information required for Part II, Item 1 is incorporated by reference to the discussion under the heading “Regulation and Compliance” in Note 8 of the condensed consolidated financial statements in Part I, Item 1 of this Form 10-Q.

### **Item 1A. Risk Factors**

This document contains “forward-looking statements” that anticipate results based on our estimates, assumptions and plans that are subject to uncertainty. These statements are made subject to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. We assume no obligation to update any forward-looking statements as a result of new information or future events or developments.

These forward-looking statements do not relate strictly to historical or current facts and may be identified by their use of words like “plans,” “seeks,” “expects,” “will,” “should,” “anticipates,” “estimates,” “intends,” “believes,” “likely,” “targets” and other words with similar meanings. These statements may address, among other things, our strategy for growth, product development, investment results, regulatory approvals, market position, expenses, financial results, litigation and reserves. We believe that these statements are based on reasonable estimates, assumptions and plans. However, if the estimates, assumptions or plans underlying the forward-looking statements prove inaccurate or if other risks or uncertainties arise, actual results could differ materially from those communicated in these forward-looking statements. Risk factors which could cause actual results to differ materially from those suggested by such forward-looking statements include but are not limited to those discussed or identified in this document (including the risks below), in our public filings with the Securities and Exchange Commission, and those incorporated by reference in Part I, Item 1A of the Allstate Life Insurance Company Annual Report on Form 10-K for 2013.

#### **The financial strength ratings of LBL could have an adverse effect on the marketability of product offerings**

Following the closing of the sale, LBL was rated A- from A. M. Best and BBB+ from S&P as an independent company. It is no longer a subsidiary of The Allstate Corporation consolidated group and as a result, its ratings are not made on the same basis and may not be considered by policyholders in the same manner when purchasing or surrendering policies.

### **Item 6. Exhibits**

(a) Exhibits

An Exhibit Index has been filed as part of this report on page E-1.



**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Allstate Life Insurance Company  
(Registrant)

October 31, 2014

By /s/ Samuel H. Pilch  
Samuel H. Pilch  
(chief accounting officer and duly  
authorized officer of Registrant)

		Incorporated by Reference				
Exhibit Number	Exhibit Description	Form	File Number	Exhibit	Filing Date	Filed or Furnished Herewith
15	Acknowledgment of awareness from Deloitte & Touche LLP, dated October 31, 2014, concerning unaudited interim financial information					X
31(i)	Rule 13a-14(a) Certification of Principal Executive Officer					X
31(i)	Rule 13a-14(a) Certification of Principal Financial Officer					X
32	Section 1350 Certifications					X
101.INS	XBRL Instance Document					X
101.SCH	XBRL Taxonomy Extension Schema					X
101.CAL	XBRL Taxonomy Extension Calculation Linkbase					X
101.DEF	XBRL Taxonomy Extension Definition Linkbase					X
101.LAB	XBRL Taxonomy Extension Label Linkbase					X
101.PRE	XBRL Taxonomy Extension Presentation Linkbase					X

Allstate Life Insurance Company  
 3100 Sanders Road  
 Northbrook, IL 60062

We have reviewed, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the unaudited interim financial information of Allstate Life Insurance Company and subsidiaries for the periods ended September 30, 2014 and 2013, as indicated in our report dated October 31, 2014; because we did not perform an audit, we expressed no opinion on that information.

We are aware that our report referred to above, which is included in your Quarterly Report on Form 10-Q for the quarter ended September 30, 2014, is incorporated by reference in the following Registration Statements:

**Form S-3 Registration Statement Nos.**

333-150286  
 333-150577  
 333-150583  
 333-177476  
 333-177478  
 333-177479  
 333-177480  
 333-177481  
 333-177666  
 333-177671  
 333-177672  
 333-177673  
 333-177675  
 333-178570  
 333-187073

**Form N-4 Registration Statement Nos.**

333-102934  
 333-114560  
 333-114561  
 333-114562  
 333-121687  
 333-121691  
 333-121692  
 333-121693  
 333-121695

We also are aware that the aforementioned report, pursuant to Rule 436(c) under the Securities Act of 1933, is not considered a part of the Registration Statement prepared or certified by an accountant or a report prepared or certified by an accountant within the meaning of Sections 7 and 11 of that Act.

/s/ Deloitte & Touche LLP

Chicago, Illinois  
 October 31, 2014

**CERTIFICATIONS**

**EXHIBIT 31 (i)**

I, Don Civgin, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Allstate Life Insurance Company;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 31, 2014

/s/ Don Civgin

Don Civgin  
President and Chief Executive Officer

## CERTIFICATIONS

## EXHIBIT 31 (i)

I, Jesse E. Merten, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Allstate Life Insurance Company;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 31, 2014

/s/ Jesse E. Merten

Jesse E. Merten  
Senior Vice President and  
Chief Financial Officer

**SECTION 1350 CERTIFICATIONS**

Each of the undersigned hereby certifies that to his knowledge the quarterly report on Form 10-Q for the fiscal period ended September 30, 2014 of Allstate Life Insurance Company filed with the Securities and Exchange Commission fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that the information contained in such report fairly presents, in all material respects, the financial condition and result of operations of Allstate Life Insurance Company.

Date: October 31, 2014

/s/ Don Civgin

Don Civgin

President and Chief Executive Officer

/s/ Jesse E. Merten

Jesse E. Merten

Senior Vice President and Chief Financial Officer