

HARTFORD FINANCIAL SERVICES GROUP INC/DE
Form 10-Q
October 27, 2016

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

FORM 10-Q

(Mark One)

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

For the quarterly period ended September 30, 2016

or

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

For the transition period from _____ to _____

Commission file number 001-13958

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

(Exact name of registrant as specified in its charter)

Delaware

13-3317783

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

One Hartford Plaza, Hartford, Connecticut 06155

(Address of principal executive offices) (Zip Code)

(860) 547-5000

(Registrant's telephone number, including area code)

Indicate by check mark:

Yes No

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

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

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

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

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

As of October 26, 2016, there were outstanding 377,734,367 shares of Common Stock, \$0.01 par value per share, of the registrant.

THE HARTFORD FINANCIAL SERVICES GROUP, INC.
 QUARTERLY REPORT ON FORM 10-Q
 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2016
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Forward-Looking Statements

Certain of the statements contained herein are forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” “projects,” and similar references to future performance. Forward-looking statements are based on our current expectations and assumptions regarding economic, competitive, legislative and other developments. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. They have been made based upon management’s expectations and beliefs concerning future developments and their potential effect upon The Hartford Financial Services Group, Inc. and its subsidiaries (collectively, the “Company” or “The Hartford”). Future developments may not be in line with management’s expectations or may have unanticipated effects. Actual results could differ materially from expectations, depending on the evolution of various factors, including the risks and uncertainties identified below, as well as factors described in such forward-looking statements or in Part I, Item 1A, Risk Factors in The Hartford’s 2015 Form 10-K Annual Report, and those identified from time to time in our other filings with the Securities and Exchange Commission.

Risks Related to Economic, Market and Political Conditions:

challenges related to the Company’s current operating environment, including global political, economic and market conditions, and the effect of financial market disruptions, economic downturns or other potentially adverse macroeconomic developments on the attractiveness of our products, the returns in our investment portfolios and the hedging costs associated with our runoff annuity block;

the financial impacts on the Company relating to the referendum vote on June 23, 2016 by the United Kingdom to leave the European Union;

financial risk related to the continued reinvestment of our investment portfolios and performance of our hedge program for our runoff annuity block;

market risks associated with our business, including changes in interest rates, credit spreads, equity prices, market volatility and foreign exchange rates, commodities prices and implied volatility levels;

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

Risks Relating to Estimates, Assumptions and Valuations:

risk associated with the use of analytical models in making decisions in key areas such as underwriting, capital management, hedging, reserving, and catastrophe risk management;

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

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

the potential for further acceleration of deferred policy acquisition cost amortization;

the potential for further impairments of our goodwill or the potential for changes in valuation allowances against deferred tax assets;

the significant uncertainties that limit our ability to estimate the ultimate reserves necessary for asbestos and environmental claims;

Financial Strength, Credit and Counterparty Risks:

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

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

losses due to nonperformance or defaults by others, including sourcing partners, derivative counterparties and other third parties;

the potential for losses due to our reinsurers' unwillingness or inability to meet their obligations under reinsurance contracts and the availability, pricing and adequacy of reinsurance to protect the Company against losses;

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- Insurance Industry and Product-Related Risks:

the possibility of unfavorable loss development including with respect to long-tailed exposures;
the possibility of a pandemic, earthquake, or other natural or man-made disaster that may adversely affect our businesses;

- weather and other natural physical events, including the severity and frequency of storms, hail, winter storms, hurricanes and tropical storms, as well as climate change and its potential impact on weather patterns;
the possible occurrence of terrorist attacks and the Company's ability to contain its exposure as a result of, among other factors, the inability to exclude coverage for terrorist attacks from workers' compensation policies and limitations on reinsurance coverage from the federal government under applicable laws;

the uncertain effects of emerging claim and coverage issues;

- actions by our competitors, many of which are larger or have greater financial resources than we do;

technology changes, such as usage-based methods of determining premiums, advancement in automotive safety features, the development of autonomous vehicles, and platforms that facilitate ride sharing, which may alter demand for the Company's products, impact the frequency or severity of losses, and/or impact the way the Company markets, distributes and underwrites its products;

the Company's ability to market, distribute and provide insurance products and investment advisory services through current and future distribution channels and advisory firms;

the Company's ability to effectively price its property and casualty policies, including its ability to obtain regulatory consents to pricing actions or to non-renewal or withdrawal of certain product lines;

volatility in our statutory and United States ("U.S.") GAAP earnings and potential material changes to our results resulting from our adjustment of our risk management program to emphasize protection of economic value;

Regulatory and Legal Risks:

the cost and other effects of increased regulation as a result of the implementation of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010, and the potential effect of other domestic and foreign regulatory developments, including those that could adversely impact the demand for the Company's products, operating costs and required capital levels;

unfavorable judicial or legislative developments;

- regulatory limitations on the ability of the Company and certain of its subsidiaries to declare and pay dividends;

the impact of changes in federal or state tax laws;

regulatory requirements that could delay, deter or prevent a takeover attempt that shareholders might consider in their best interests;

the impact of potential changes in accounting principles and related financial reporting requirements;

Other Strategic and Operational Risks:

risks associated with the runoff of our Talcott Resolution business;

the risks, challenges and uncertainties associated with our capital management plan, including as a result of changes in our financial position and earnings, share price, capital position, legal restrictions, other investment opportunities, and other factors;

the risks, challenges and uncertainties associated with our expense reduction initiatives and other actions, which may include acquisitions, divestitures or restructurings;

the Company's ability to maintain the availability of its systems and safeguard the security of its data in the event of a disaster, cyber or other information security incident or other unanticipated event;

the risk that our framework for managing operational risks may not be effective in mitigating material risk and loss to the Company;

the potential for difficulties arising from outsourcing and similar third-party relationships; and

the Company's ability to protect its intellectual property and defend against claims of infringement.

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

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Part I. FINANCIAL INFORMATION

Item 1. Financial Statements

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

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

We have reviewed the accompanying condensed consolidated balance sheet of The Hartford Financial Services Group, Inc. and subsidiaries (the "Company") as of September 30, 2016, and the related condensed consolidated statements of operations and comprehensive income for the three-month and nine-month periods ended September 30, 2016 and 2015, and statements of changes in stockholders' equity and cash flows for the nine-month periods ended September 30, 2016 and 2015. These interim financial statements are the responsibility of the Company's management.

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

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

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of the Company as of December 31, 2015, and the related consolidated statements of operations, comprehensive income, changes in stockholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated February 26, 2016, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of December 31, 2015 is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

/s/ DELOITTE & TOUCHE LLP
Hartford, Connecticut
October 27, 2016

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Operations

(In millions, except for per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2016	2015	2016	2015
	(Unaudited)			
Revenues				
Earned premiums	\$3,484	\$3,404	\$10,332	\$10,117
Fee income	432	448	1,280	1,376
Net investment income	772	730	2,203	2,335
Net realized capital gains (losses):				
Total other-than-temporary impairment ("OTTI") losses	(15	)(42	)(50	)(67
OTTI losses recognized in other comprehensive income (loss) ("OCI") ¹	2	6	4	
Net OTTI losses recognized in earnings	(14	)(40	)(44	)(63
Other net realized capital gains (losses)	(3	)(4	)(75	)33
Total net realized capital losses	(17	)(44	)(119	)(30
Other revenues	24	24	67	66
Total revenues	4,695	4,562	13,763	13,864
Benefits, losses and expenses				
Benefits, losses and loss adjustment expenses	2,780	2,710	8,563	8,085
Amortization of deferred policy acquisition costs ("DAC")	403	434	1,145	1,212
Insurance operating costs and other expenses	898	971	2,719	2,829
Loss on extinguishment of debt	—	—	—	21
Reinsurance gain on dispositions	—	(20	) —	(28
Interest expense	86	88	257	271
Total benefits, losses and expenses	4,167	4,183	12,684	12,390
Income before income taxes	528	379	1,079	1,474
Income tax expense	90	7	102	222
Income from continuing operations, net of tax	438	372	977	1,252
Income from discontinued operations, net of tax	—	9	—	9
Net income	\$438	\$381	\$977	\$1,261
Income from continuing operations, net of tax, per common share				
Basic	\$1.14	\$0.90	\$2.50	\$2.99
Diluted	\$1.12	\$0.88	\$2.45	\$2.92
Net income per common share				
Basic	\$1.14	\$0.92	\$2.50	\$3.01
Diluted	\$1.12	\$0.90	\$2.45	\$2.94
Cash dividends declared per common share	\$0.21	\$0.21	\$0.63	\$0.57

See Notes to Condensed Consolidated Financial Statements.

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Condensed Consolidated Statements of Comprehensive Income

(In millions)	Three		Nine Months	
	Months	Months	Months	Months
	Ended	Ended	Ended	Ended
	September	September	September	September
	30,	30,	30,	30,
	2016	2015	2016	2015
	(Unaudited)			
Net income	\$438	\$381	\$977	\$1,261
Other comprehensive income (loss):				
Changes in net unrealized gain on securities	22	(94)	1,180	(807)
Changes in OTTI losses recognized in other comprehensive income	5	3	2	1
Changes in net gain on cash flow hedging instruments	(28)	48	42	20
Changes in foreign currency translation adjustments	78	(14)	65	(30)
Changes in pension and other postretirement plan adjustments	10	9	27	28
OCI, net of tax	87	(48)	1,316	(788)
Comprehensive income	\$525	\$333	\$2,293	\$473

See Notes to Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Balance Sheets

(In millions, except for share and per share data)	September 30, 2016 (Unaudited)	December 31, 2015
Assets		
Investments:		
Fixed maturities, available-for-sale, at fair value (amortized cost of \$55,742 and \$56,965)	\$60,225	\$ 59,196
Fixed maturities, at fair value using the fair value option (includes variable interest entity assets of \$0 and \$150)	360	503
Equity securities, available-for-sale, at fair value (cost of \$812 and \$1,135) (includes equity securities, at fair value using the fair value option, of \$0 and \$282, and variable interest entity assets of \$0 and \$1)	875	1,121
Mortgage loans (net of allowances for loan losses of \$19 and \$23)	5,611	5,624
Policy loans, at outstanding balance	1,432	1,447
Limited partnerships and other alternative investments (includes variable interest entity assets of \$0 and \$2)	2,482	2,874
Other investments	515	120
Short-term investments (includes variable interest entity assets, at fair value, of \$0 and \$3)	2,219	1,843
Total investments	73,719	72,728
Cash (includes variable interest entity assets, at fair value, of \$5 and \$10)	810	448
Premiums receivable and agents' balances, net	3,663	3,537
Reinsurance recoverables, net	23,126	23,189
Deferred policy acquisition costs	1,683	1,816
Deferred income taxes, net	2,439	3,206
Goodwill	567	498
Property and equipment, net	1,001	974
Other assets	1,853	1,829
Assets held for sale	921	—
Separate account assets	118,648	120,123
Total assets	\$228,430	\$ 228,348
Liabilities		
Reserve for future policy benefits and unpaid losses and loss adjustment expenses	\$41,852	\$ 41,572
Other policyholder funds and benefits payable	31,245	31,670
Unearned premiums	5,622	5,385
Short-term debt	690	275
Long-term debt	4,635	5,084
Other liabilities (includes variable interest entity liabilities of \$5 and \$12)	6,427	6,597
Liabilities held for sale	653	—
Separate account liabilities	118,648	120,123
Total liabilities	\$209,772	\$ 210,706
Commitments and Contingencies (Note 8)		
Stockholders' Equity		
Common stock, \$0.01 par value — 1,500,000,000 shares authorized, 490,923,222 and 490,923,222 shares issued	5	5
Additional paid-in capital	8,893	8,973
Retained earnings	13,282	12,550
Treasury stock, at cost — 111,275,234 and 89,102,038 shares	(4,509)	(3,557)
Accumulated other comprehensive income ("AOCI"), net of tax	987	(329)

Total stockholders' equity	\$18,658	\$ 17,642
Total liabilities and stockholders' equity	\$228,430	\$ 228,348

See Notes to Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Changes in Stockholders' Equity

(In millions, except for share data)	Nine Months Ended September 30,	
	2016	2015
	(Unaudited)	
Common Stock	\$5	\$5
Additional Paid-in Capital, beginning of period	8,973	9,123
Issuance of shares under incentive and stock compensation plans	(129)	(164)
Stock-based compensation plans expense	58	57
Tax benefit on employee stock options and share-based awards	2	27
Issuance of shares for warrant exercise	(11)	(87)
Additional Paid-in Capital, end of period	8,893	8,956
Retained Earnings, beginning of period	12,550	11,191
Net income	977	1,261
Dividends declared on common stock	(245)	(237)
Retained Earnings, end of period	13,282	12,215
Treasury Stock, at cost, beginning of period	(3,557)	(2,527)
Treasury stock acquired	(1,050)	(800)
Issuance of shares under incentive and stock compensation plans	134	182
Net shares acquired related to employee incentive and stock compensation plans	(47)	(54)
Issuance of shares for warrant exercise	11	87
Treasury Stock, at cost, end of period	(4,509)	(3,112)
Accumulated Other Comprehensive Income (Loss), net of tax, beginning of period	(329)	928
Total other comprehensive income (loss)	1,316	(788)
Accumulated Other Comprehensive Income (Loss), net of tax, end of period	987	140
Total Stockholders' Equity	\$18,658	\$18,204
Common Shares Outstanding, beginning of period (in thousands)	401,821	424,416
Treasury stock acquired	(24,652)	(18,625)
Issuance of shares under incentive and stock compensation plans	3,297	4,617
Return of shares under incentive and stock compensation plans to treasury stock	(1,091)	(1,306)
Issuance of shares for warrant exercise	273	2,212
Common Shares Outstanding, at end of period	379,648	411,314

See Notes to Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Cash Flows

	Nine Months Ended	
	September 30,	2015
	(Unaudited)	
(In millions)	2016	2015
Operating Activities		
Net income	\$977	\$1,261
Adjustments to reconcile net income to net cash provided by operating activities:		
Net realized capital losses	119	30
Amortization of deferred policy acquisition costs	1,145	1,212
Additions to deferred policy acquisition costs	(1,052)	(1,055)
Depreciation and amortization	296	245
Loss on extinguishment of debt	—	21
Reinsurance gain on disposition	—	(28)
Other operating activities, net	119	78
Change in assets and liabilities:		
Decrease in reinsurance recoverables	349	161
Increase (decrease) in deferred and accrued income taxes	(51)	254
Increase in reserve for future policy benefits and unpaid losses and loss adjustment expenses and unearned premiums	403	449
Net change in other assets and other liabilities	(900)	(628)
Net cash provided by operating activities	1,405	2,000
Investing Activities		
Proceeds from the sale/maturity/prepayment of:		
Fixed maturities, available-for-sale	17,007	19,210
Fixed maturities, fair value option	163	111
Equity securities, available-for-sale	562	1,171
Mortgage loans	325	613
Partnerships	656	298
Payments for the purchase of:		
Fixed maturities, available-for-sale	(16,141)	(19,919)
Fixed maturities, fair value option	(94)	(180)
Equity securities, available-for-sale	(384)	(1,007)
Mortgage loans	(305)	(612)
Partnerships	(298)	(411)
Net proceeds from derivatives	154	64
Net increase (decrease) in policy loans	14	(12)
Net additions to property and equipment	(183)	(194)
Net proceeds from (payments for) short-term investments	(388)	1,472
Other investing activities, net	32	(1)
Acquisitions, net of cash acquired	(175)	—
Net cash provided by investing activities	945	603
Financing Activities		
Deposits and other additions to investment and universal life-type contracts	3,381	3,703
Withdrawals and other deductions from investment and universal life-type contracts	(11,737)	(12,935)
Net transfers from separate accounts related to investment and universal life-type contracts	7,734	8,218
Repayments at maturity or settlement of consumer notes	(14)	(31)
Net increase (decrease) in securities loaned or sold under agreements to repurchase	(38)	313

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Repayment of debt	—	(585)
Net issuance of shares under incentive and stock compensation plans and excess tax benefit	10	40
Treasury stock acquired	(1,050)	(800)
Dividends paid on common stock	(253)	(229)
Net cash used for financing activities	(1,967)	(2,306)
Foreign exchange rate effect on cash	(21)	(31)
Net increase in cash	362	266
Cash – beginning of period	448	399
Cash – end of period	\$810	\$665
Supplemental Disclosure of Cash Flow Information		
Income tax refunds received (paid)	\$(131)	\$80
Interest paid	\$239	\$258
See Notes to Condensed Consolidated Financial Statements		

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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

(Unaudited)

1. Basis of Presentation and Significant Accounting Policies

The Hartford Financial Services Group, Inc. is a holding company for insurance and financial services subsidiaries that provide property and casualty insurance, group life and disability products, and mutual funds and exchange traded funds to individual and business customers in the United States (collectively, "The Hartford", the "Company", "we" or "our"). Also, the Company continues to runoff life and annuity products previously sold.

On July 29, 2016, the Company completed the acquisition of Northern Homelands Company, the holding company of Maxum Specialty Insurance Group (collectively "Maxum"). On July 29, 2016, the Company completed the acquisition of Lattice Strategies LLC ("Lattice"). On July 26, 2016, the Company announced the signing of a definitive agreement to sell its United Kingdom ("U.K.") property and casualty run-off subsidiaries. For discussion of these transactions, see Note 2 - Business Acquisitions and Dispositions of Notes to Condensed Consolidated Financial Statements.

The Condensed Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") for interim financial information, which differ materially from the accounting practices prescribed by various insurance regulatory authorities. These Condensed Consolidated Financial Statements and Notes should be read in conjunction with the Consolidated Financial Statements and Notes thereto included in the Company's 2015 Form 10-K Annual Report. The results of operations for interim periods are not necessarily indicative of the results that may be expected for the full year.

The accompanying Condensed Consolidated Financial Statements and Notes are unaudited. These financial statements reflect all adjustments (generally consisting only of normal accruals) which are, in the opinion of management, necessary for the fair presentation of the financial position, results of operations and cash flows for the interim periods. The Company's significant accounting policies are summarized in Note 1 - Basis of Presentation and Significant Accounting Policies of Notes to Consolidated Financial Statements included in the Company's 2015 Form 10-K Annual Report.

Consolidation

The Condensed Consolidated Financial Statements include the accounts of The Hartford Financial Services Group, Inc., and entities in which the Company directly or indirectly has a controlling financial interest. Entities in which the Company has significant influence over the operating and financing decisions but does not control are reported using the equity method. All intercompany transactions and balances between The Hartford and its subsidiaries and affiliates have been eliminated.

Use of Estimates

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

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

Reclassifications

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

Adoption of New Accounting Standards

On January 1, 2016 the Company adopted new consolidation guidance issued by the Financial Accounting Standards Board ("FASB"). The updates revise when to consolidate variable interest entities ("VIEs") and general partners' investments in limited partnerships, end the deferral granted for applying the VIE guidance to certain investment companies, and reduce the number of circumstances where a decision maker's or service provider's fee arrangement is deemed to be a variable interest in an entity. The updates also modify guidance for determining whether limited partnerships are VIEs or voting interest entities. The new guidance did not have a material effect on the Company's Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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

Future Adoption of New Accounting Standards

Financial Instruments - Credit Losses

In June 2016, the FASB issued updated guidance for recognition and measurement of credit losses on financial instruments. The new guidance will replace the “incurred loss” approach with an “expected loss” model for recognizing credit losses for instruments carried at other than fair value, which will initially result in the recognition of greater allowances for losses. The allowance will be an estimate of credit losses expected over the life of debt instruments, such as mortgage loans, reinsurance recoverables and receivables. Credit losses on available-for-sale (“AFS”) debt securities carried at fair value will continue to be measured as other-than-temporary impairments (“OTTI”) when incurred; however, the losses will be recognized through an allowance and no longer as an adjustment to the cost basis. Recoveries of OTTI will be recognized as reversals of valuation allowances and no longer accreted as investment income through an adjustment to the investment yield. The allowance on AFS securities cannot cause the net carrying value to be below fair value and, therefore, it is possible that increases in fair value due to decreases in market interest rates could cause the reversal of a valuation allowance and increase net income. The new guidance will also require purchased financial assets with a more-than-insignificant amount of credit deterioration since original issuance to be recorded based on contractual amounts due and an initial allowance recorded at the date of purchase. The guidance is effective January 1, 2020 through a cumulative-effect adjustment to retained earnings for the change in the allowance for credit losses for debt instruments carried at other than fair value. No allowance will be recognized at adoption for AFS debt securities; rather, their cost basis will be evaluated for an allowance for OTTI prospectively. Early adoption is permitted as of January 1, 2019. The Company has not yet determined the timing for adoption or estimated the effect on the Company’s consolidated financial statements.

Leases

In February 2016, the FASB issued updated guidance on lease accounting. Under the new guidance, lessees with operating leases will be required to recognize a liability for the present value of future minimum lease payments with a corresponding asset for the right of use of the property. Under existing guidance, future minimum lease payments on operating leases are commitments that are not recognized as liabilities on the balance sheet. The updated guidance is to be adopted effective January 1, 2019 through a cumulative effect adjustment to retained earnings for the earliest period presented, with early application permitted. Leases will be classified as financing or operating leases similar to capital and operating leases, respectively, under current accounting guidance. Where the lease is economically similar to a purchase because The Hartford obtains control of the underlying asset, the lease will be a financing lease and the Company will recognize amortization of the right of use asset and interest expense on the liability. Where the lease provides The Hartford with only the right to control the use of the underlying asset over the lease term and the lease term is greater than one year, the lease will be an operating lease and the amortization and interest cost will be recognized as rental expense over the lease term on a straight-line basis. Leases with a term of one year or less will also be expensed over the lease term but will not be recognized on the balance sheet. The Company is currently evaluating the potential impact of the new guidance to the consolidated financial statements, including the timing of adoption. We do not expect a material impact to the consolidated financial statements; however, it is expected that assets and liabilities will increase based on the present value of remaining lease payments for leases in place at the adoption date.

Stock Compensation

In March 2016, the FASB issued updated guidance on accounting for share-based payments to employees. The updated guidance requires the excess tax benefit or deficiency on vesting or settlement of awards to be recognized in earnings as an income tax benefit or expense, respectively. This recognition of excess tax benefits and deficiencies will result in earnings volatility as current accounting guidance recognizes these amounts as an adjustment to additional paid-in capital. The excess tax benefit was \$27 and \$6 for the years ended December 31, 2015 and 2014, respectively, which would have increased net income in each of those years. The excess tax benefits or deficiencies are discrete items in the reporting period in which they occur, and so will not be considered in determining the annual

estimated effective tax rate. The excess tax benefits or deficiencies will be presented as a cash flow within operating activities instead of within financing activities as is the case under current accounting. The Hartford will adopt the updated guidance January 1, 2017 and will recognize excess tax benefits or deficiencies in net income, as well as the related cash flows in operating activities, on a prospective basis. The impact of the adoption will depend on the excess tax benefits or deficiencies realized on vesting or settlement of awards resulting from the difference between the market value of awards at vesting or settlement and the grant date fair value recognized through compensation expense.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

2. Business Acquisitions and Dispositions

Business Acquisitions

Maxum

On July 29, 2016, the Company acquired 100% of the outstanding shares of Northern Homelands Company, the holding company of Maxum Specialty Insurance Group headquartered in Alpharetta, Georgia in a cash transaction for approximately \$169, subject to post closing adjustments. The acquisition adds excess and surplus lines capability to the Company's Small Commercial line of business. Maxum will maintain its brand and limited wholesale distribution model. Maxum's revenues and earnings since the acquisition date are included in the Company's Condensed Consolidated Statements of Operations and are not material to the Company's consolidated results of operations for the three and nine months ended September 30, 2016.

The following table summarizes the fair value of assets acquired and liabilities assumed at the acquisition date.

	As of July 29, 2016
Assets	
Cash and investments (including cash of \$12)	\$ 274
Reinsurance recoverables	113
Intangible assets [1]	11
Other assets	80
Total assets acquired	478
Liabilities	
Unpaid losses	235
Unearned premiums	77
Other liabilities	34
Total liabilities assumed	346
Net identifiable assets acquired	132
Goodwill [2]	37
Net assets acquired	\$ 169

[1] Comprised of indefinite lived intangibles of \$5 related to state insurance licenses acquired and other intangibles of \$6 related to agency distribution relationships of Maxum which will amortize over 10 years.

[2] Non-deductible for income tax purposes.

The goodwill recognized is attributable to expected growth from the opportunity to sell both existing products and excess and surplus lines coverage to a broader customer base and will be allocated to the Small Commercial reporting unit within the Commercial Lines reporting segment.

The Company recognized \$1 of acquisition related costs in the three months ended September 30, 2016. These costs are included in insurance operating costs and other expenses in the Condensed Consolidated Statement of Operations.

Lattice

On July 29, 2016, an indirect wholly-owned subsidiary of the Company acquired 100% of the membership interests outstanding of Lattice Strategies LLC, an investment management firm and provider of strategic beta exchange-traded funds ("ETF") with approximately \$200 of assets under management ("AUM") at the acquisition date. The following table summarizes the fair value of the consideration transferred at the acquisition date.

Fair value of consideration transferred	
Cash	\$ 19
Contingent consideration	23
Total	\$ 42

The following table summarizes the fair value of assets acquired and liabilities assumed at the acquisition date.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

2. Business Acquisitions and Dispositions (continued)

	As of July 29, 2016
Assets	
Intangible assets [1]	\$ 11
Other assets (including cash of \$1)	2
Total assets acquired	13
Liabilities	
Total liabilities assumed	1
Net identifiable assets acquired	12
Goodwill [2]	30
Net assets acquired	\$ 42

[1] Comprised of an indefinite lived intangible asset of \$10 related to customer relationships and \$1 of other intangibles, which are amortizable over 5 to 8 years.

[2] Deductible for federal income tax purposes.

Lattice's revenues and earnings since the acquisition date are included in the Company's Condensed Consolidated Statements of Operations in the Mutual Funds reporting segment and are not material to the Company's consolidated results of operations for the three and nine months ended September 30, 2016.

In addition to the initial cash consideration, the Company is required to make future payments to the former owners of Lattice of up to \$60 based upon growth in ETF AUM over a four-year period beginning on the date of acquisition. The contingent consideration was measured at fair value at the acquisition date by projecting future ETF AUM and discounting expected payments back to the valuation date. The projected ETF AUM and risk-adjusted discount rate are significant unobservable inputs to fair value.

The goodwill recognized is attributable to the fact that the acquisition of Lattice enables the Company to offer ETFs which are expected to be a significant source of future revenue and earnings growth. Goodwill will be allocated to the Mutual Funds reporting segment.

The Company recognized \$1 of acquisition related costs in the three months ended September 30, 2016. These costs are included in insurance operating costs and other expenses in the Condensed Consolidated Statement of Operations.

Business Disposition**Sale of U.K. businesses**

On July 26, 2016, the Company announced it had entered into an agreement to sell its U.K. property and casualty run-off subsidiaries, Hartford Financial Products International Limited and Downlands Liability Management Limited, in a cash transaction to Catalina Holdings UK Limited ("buyer"), for approximately \$268, net of transaction costs. The Company's U.K. property and casualty run-off subsidiaries are included in the P&C Other Operations reporting segment. Revenues and earnings are not material to the Company's consolidated results of operations for the three and nine months ended September 30, 2016 and 2015.

The Company recognized an estimated capital loss of \$59, before tax, and related income tax benefit of \$65, for an estimated after-tax net gain of \$6 on the sale for the three and nine months ended September 30, 2016. The accrual for the estimated before tax loss is included as a reduction of the carrying value of assets held for sale in the Company's Condensed Consolidated Balance Sheets as of September 30, 2016. The transaction is expected to close in the fourth quarter of 2016, subject to regulatory approvals and other customary closing conditions.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

2. Business Acquisitions and Dispositions (continued)

The carrying values of the assets and liabilities to be transferred by the Company to the buyer in connection with the sale are as follows:

	As of September 30, 2016
Assets	
Cash and investments	\$ 695
Reinsurance recoverables [1]	226
Total assets held for sale	921
Liabilities	
Reserve for future policy benefits and unpaid loss and loss adjustment expenses	638
Other liabilities	15
Total liabilities held for sale	\$ 653

[1] Includes intercompany reinsurance recoverables of \$58 to be settled in cash or securities prior to closing.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

3. Earnings Per Common Share

The following table presents the computation of basic and diluted earnings per common share.

	Three Months Ended September 30, 2016		Nine Months Ended September 30, 2015	
(In millions, except for per share data)				
Earnings				
Income from continuing operations				
Income from continuing operations, net of tax	\$438	\$372	\$977	\$1,252
Income from discontinued operations, net of tax	—	9	—	9
Net income	\$438	\$381	\$977	\$1,261
Shares				
Weighted average common shares outstanding, basic	383.8	413.8	391.4	418.4
Dilutive effect of stock compensation plans	3.2	5.1	3.5	5.0
Dilutive effect of warrants	3.5	4.1	3.6	4.9
Weighted average common shares outstanding and dilutive potential common shares	390.5	423.0	398.5	428.3
Net income per common share				
Basic				
Income from continuing operations, net of tax	\$1.14	\$0.90	\$2.50	\$2.99
Income from discontinued operations, net of tax	—	0.02	—	0.02
Net income per common share	\$1.14	\$0.92	\$2.50	\$3.01
Diluted				
Income from continuing operations, net of tax	\$1.12	\$0.88	\$2.45	\$2.92
Income from discontinued operations, net of tax	—	0.02	—	0.02
Net income per common share	\$1.12	\$0.90	\$2.45	\$2.94

4. Segment Information

The Company currently conducts business principally in six reporting segments including Commercial Lines, Personal Lines, Property & Casualty Other Operations, Group Benefits, Mutual Funds and Talcott Resolution, as well as a Corporate category. The Company's revenues are generated primarily in the United States ("U.S."). Any foreign sourced revenue is immaterial.

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

	Three Months Ended September 30, 2016		Nine Months Ended September 30, 2015	
Net Income (Loss)				
Commercial Lines	\$272	\$211	\$740	\$710
Personal Lines	29	19	(4)	136
Property & Casualty Other Operations	31	16	(106)	(72)
Group Benefits	62	42	167	150
Mutual Funds	21	22	61	66
Talcott Resolution	78	74	199	402

Corporate	(55)	(3)	(80)	(131)
Net income	\$438	\$381	\$977	\$1,261

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Segment Information (continued)

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

	Three Months		Nine Months	
	Ended September 30, 2016	2015	Ended September 30, 2016	2015
Revenues				
Earned premiums and fee income				
Commercial Lines				
Workers' compensation	\$772	\$769	\$2,299	\$2,273
Liability	156	146	447	423
Package business	313	305	925	896
Automobile	162	156	472	456
Professional liability	57	58	165	168
Bond	56	55	163	163
Property	161	158	479	474
Total Commercial Lines	1,677	1,647	4,950	4,853
Personal Lines				
Automobile	686	674	2,044	1,994
Homeowners	294	303	887	901
Total Personal Lines [1]	980	977	2,931	2,895
Property & Casualty Other Operations	—	1	—	1
Group Benefits				
Group disability	378	361	1,128	1,106
Group life	383	365	1,134	1,106
Other	51	43	153	133
Total Group Benefits	812	769	2,415	2,345
Mutual Funds				
Mutual Fund	153	154	442	457
Talcott	25	28	75	88
Total Mutual Funds	178	182	517	545
Talcott Resolution	268	275	796	848
Corporate	1	1	3	6
Total earned premiums and fee income	3,916	3,852	11,612	11,493
Net investment income	772	730	2,203	2,335
Net realized capital losses	(17)	(44)	(119)	(30)
Other revenues	24	24	67	66
Total revenues	\$4,695	\$4,562	\$13,763	\$13,864

[1] For the three months ended September 30, 2016 and 2015, AARP members accounted for earned premiums of \$825 and \$797, respectively. For the nine months ended September 30, 2016 and 2015, AARP members accounted for earned premiums of \$2.4 billion and \$2.3 billion.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements

Fair value is determined based on the "exit price" notion which is defined as the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. Financial instruments carried at fair value in the Company's Condensed Consolidated Financial Statements include fixed maturity and equity securities, available-for-sale ("AFS"); fixed maturities and equity securities at fair value using the fair value option ("FVO"); short-term investments; freestanding and embedded derivatives; certain limited partnerships and other alternative investments; separate account assets and certain other liabilities.

The Company's estimates of fair value for financial assets and financial liabilities are based on the framework established in the fair value accounting guidance. The framework is based on the inputs used in valuation, gives the highest priority to quoted prices in active markets and requires that observable inputs be used in the valuations when available. The Company categorizes its assets and liabilities measured at estimated fair value based on whether the significant inputs into the valuation are observable. The fair value hierarchy categorizes the inputs in the valuation techniques used to measure fair value into three broad Levels (Level 1, 2 or 3).

Level 1 Unadjusted quoted prices for identical assets, or liabilities, in active markets that the Company has the ability to access at the measurement date.

Level 2 Observable inputs, other than quoted prices included in Level 1, for the asset or liability, or prices for similar assets and liabilities.

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

In many situations, inputs used to measure the fair value of an asset or liability position may fall into different levels of the fair value hierarchy. In these situations, the Company will determine the level in which the fair value falls based upon the lowest level input that is significant to the determination of the fair value. In most cases, both observable (e.g., changes in interest rates) and unobservable (e.g., changes in risk assumptions) inputs are used in the determination of fair values that the Company has classified within Level 3. Consequently, these values and the related gains and losses are based upon both observable and unobservable inputs. The Company's fixed maturities included in Level 3 are classified as such because these securities are primarily within illiquid markets and/or priced by independent brokers.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

The following tables present assets and (liabilities) carried at fair value by hierarchy level. Upon implementation of the new disclosure guidance effective in 2016, certain NAV-based fair values are no longer included in the fair value level disclosures; however, these amounts are included in the total fair value disclosed. As a result, prior period values for limited partnerships and other alternative investments and certain separate account assets have been removed from Level 2 and Level 3.

	September 30, 2016				
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Assets accounted for at fair value on a recurring basis					
Fixed maturities, AFS					
Asset-backed-securities ("ABS")	\$2,685	\$ —	\$ 2,654	\$ 31	
Collateralized debt obligations ("CDOs")	2,573	—	2,104	469	
Commercial mortgage-backed securities ("CMBS")	5,268	—	5,191	77	
Corporate	26,904	—	25,810	1,094	
Foreign government/government agencies	1,186	—	1,112	74	
Municipal	12,594	—	12,468	126	
Residential mortgage-backed securities ("RMBS")	4,936	—	2,881	2,055	
U.S. Treasuries	4,079	348	3,731	—	
Total fixed maturities	60,225	348	55,951	3,926	
Fixed maturities, FVO	360	—	351	9	
Equity securities, trading [1]	11	11	—	—	
Equity securities, AFS	875	645	130	100	
Derivative assets					
Credit derivatives	8	—	8	—	
Foreign exchange derivatives	2	—	2	—	
Interest rate derivatives	104	—	104	—	
Guaranteed minimum withdrawal benefit ("GMWB") hedging instruments	66	—	(15	) 81
Macro hedge program	96	—	—	96	
Other derivative contracts	2	—	—	2	
Total derivative assets [2]	278	—	99	179	
Short-term investments	2,219	494	1,725	—	
Limited partnerships and other alternative investments [3]	—	—	—	—	
Reinsurance recoverable for GMWB	98	—	—	98	
Modified coinsurance reinsurance contracts	31	—	31	—	
Separate account assets [4]	116,163	74,870	40,028	325	
Total assets accounted for at fair value on a recurring basis	\$180,260	\$ 76,368	\$ 98,315	\$ 4,637	
Liabilities accounted for at fair value on a recurring basis					
Other policyholder funds and benefits payable					
GMWB	\$(348)\$ —	\$ —	\$(348)
Equity linked notes	(31)—	—	(31)
Total other policyholder funds and benefits payable	(379)—	—	(379)
Derivative liabilities					

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Credit derivatives	(10)—	(10)—
Equity derivatives	30 —	30 —
Foreign exchange derivatives	(257)—	(257)—
Interest rate derivatives	(961)—	(929)(32)
GMWB hedging instruments	103 —	53 50
Macro hedge program	40 —	(32)72
Total derivative liabilities [5]	(1,055)—	(1,145)90
Contingent consideration [6]	23 —	— 23
Total liabilities accounted for at fair value on a recurring basis	\$(1,411)\$ —	\$(1,145)\$ (266)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

	December 31, 2015			
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a recurring basis				
Fixed maturities, AFS				
ABS	\$2,499	\$ —	\$ 2,462	\$ 37
CDOs	3,038	—	2,497	541
CMBS	4,717	—	4,567	150
Corporate	26,802	—	25,948	854
Foreign government/government agencies	1,308	—	1,248	60
Municipal	12,121	—	12,072	49
RMBS	4,046	—	2,424	1,622
U.S. Treasuries	4,665	740	3,925	—
Total fixed maturities	59,196	740	55,143	3,313
Fixed maturities, FVO	503	2	485	16
Equity securities, trading [1]	11	11	—	—
Equity securities, AFS	1,121	874	154	93
Derivative assets				
Credit derivatives	21	—	21	—
Foreign exchange derivatives	15	—	15	—
Interest rate derivatives	(227)	)—	(227))—
GMWB hedging instruments	111	—	27	84
Macro hedge program	74	—	—	74
Other derivative contracts	7	—	—	7
Total derivative assets [2]	1	—	(164)	)165
Short-term investments	1,843	333	1,510	—
Limited partnerships and other alternative investments [3]	622	—	—	—
Reinsurance recoverable for GMWB	83	—	—	83
Modified coinsurance reinsurance contracts	79	—	79	—
Separate account assets [4]	118,174	78,110	38,700	140
Total assets accounted for at fair value on a recurring basis	\$181,633	\$ 80,070	\$ 95,907	\$ 3,810
Liabilities accounted for at fair value on a recurring basis				
Other policyholder funds and benefits payable				
GMWB	\$(262)	)\$ —	\$ —	\$ (262)
Equity linked notes	(26)	)—	—	(26)
Total other policyholder funds and benefits payable	(288)	)—	—	(288)
Derivative liabilities				
Credit derivatives	(16)	)—	(16))—
Equity derivatives	41	—	41	—
Foreign exchange derivatives	(374)	)—	(374))—
Interest rate derivatives	(569)	)—	(547)	)22
GMWB hedging instruments	47	—	(4)	)51
Macro hedge program	73	—	—	73

Total derivative liabilities [5]	(798)—	(900)102
Total liabilities accounted for at fair value on a recurring basis	\$(1,086)\$ —	\$ (900)\$ (186)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

[1] Included in other investments on the Condensed Consolidated Balance Sheets.

Includes over-the-counter ("OTC") and OTC-cleared derivative instruments in a net positive fair value position [2] after consideration of the accrued interest and impact of collateral posting requirements which may be imposed by agreements, clearing house rules and applicable law. See the following footnote 5 for derivative liabilities.

[3] Represents hedge funds where investment company accounting was applied to a wholly-owned fund of funds measured at fair value. During 2016, the Company liquidated this fund of funds.

Approximately \$2.5 billion and \$1.8 billion of investment sales receivable, as of September 30, 2016, and December 31, 2015, respectively, are excluded from this disclosure requirement because they are trade receivables in the ordinary course of business where the carrying amount approximates fair value. Included in the total fair value amount are \$0.9 billion and \$1.2 billion of investments, as of September 30, 2016 and December 31, 2015, [4] for which the fair value is estimated using the net asset value per unit as a practical expedient and which are excluded from the disclosure requirement to classify amounts in the fair value hierarchy in connection with the retrospective adoption of ASU 2015-07, Disclosure for Investments in Certain Entities That Calculate Net Asset Value per Share (or its Equivalent), on January 1, 2016.

Includes OTC and OTC-cleared derivative instruments in a net negative fair value position (derivative liability) [5] after consideration of the accrued interest and impact of collateral posting requirements, which may be imposed by agreements, clearing house rules and applicable law.

[6] For additional information on the Lattice acquisition, see Note 2 - Business Acquisitions and Dispositions of Notes to Condensed Consolidated Financial Statements.

Valuation Techniques, Procedures and Controls

The Company determines the fair values of certain financial assets and liabilities based on quoted market prices where available, and where prices represent a reasonable estimate of fair value. The Company also determines fair value based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for counterparty credit quality, the Company's default spreads, liquidity, and where appropriate, risk margins on unobservable parameters.

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

The Company also has an enterprise-wide Operational Risk Management function, led by the Chief Operational Risk Officer, which is responsible for establishing, maintaining and communicating the framework, principles and guidelines of the Company's operational risk management program. This includes model risk management which provides an independent review of the suitability, characteristics and reliability of model inputs as well as an analysis of significant changes to current models.

Fixed Maturities, Equity Securities, and Short-term Investments

The fair value of fixed maturities, equity securities, and short-term investments in an active and orderly market (e.g., not distressed or forced liquidation) are determined by management using a "waterfall" approach after considering the following pricing sources: quoted prices for identical assets or liabilities, prices from third-party pricing services, independent broker quotations, or internal matrix pricing processes. Typical inputs used by these pricing sources include, but are not limited to, benchmark yields, reported trades, broker/dealer quotes, issuer spreads, benchmark

securities, bids, offers, and/or estimated cash flows, prepayment speeds, and default rates. Most fixed maturities do not trade daily. Based on the typical trading volumes and the lack of quoted market prices for fixed maturities, third-party pricing services utilize matrix pricing to derive security prices. Matrix pricing relies on securities' relationships to other benchmark quoted securities, which trade more frequently. Pricing services utilize recently reported trades of identical or similar securities making adjustments through the reporting date based on the preceding outlined available market observable information. If there are no recently reported trades, the third-party pricing services may develop a security price using expected future cash flows based upon collateral performance and discounted at an estimated market rate. Both matrix pricing and discounted cash flow techniques develop prices by factoring in the time value for cash flows and risk, including liquidity and credit.

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

The Company utilizes an internally developed matrix pricing process for private placement securities for which the Company is unable to obtain a price from a third-party pricing service. The Company's process is similar to the third-party pricing services. The Company develops credit spreads each month using market based data for public securities adjusted for credit spread differentials between public and private securities which are obtained from a survey of multiple private placement brokers. The credit spreads determined through this survey approach are based upon the issuer's financial strength and term to maturity, utilizing independent public security index and trade information and adjusting for the non-public nature of the securities. Credit spreads combined with risk-free rates are applied to contractual cash flows to develop a price.

The Securities Working Group performs ongoing analyses of the prices and credit spreads received from third parties to ensure that the prices represent a reasonable estimate of the fair value. This process involves quantitative and qualitative analysis and is overseen by investment and accounting professionals. As a part of these analyses, the Company considers trading volume, new issuance activity and other factors to determine whether the market activity is significantly different than normal activity in an active market, and if so, whether transactions may not be orderly considering the weight of available evidence. If the available evidence indicates that pricing is based upon transactions that are stale or not orderly, the Company places little, if any, weight on the transaction price and will estimate fair value utilizing an internal pricing model. In addition, the Company ensures that prices received from independent brokers represent a reasonable estimate of fair value through the use of internal and external cash flow models utilizing spreads, and when available, market indices. As a result of this analysis, if the Company determines that there is a more appropriate fair value based upon the available market data, the price received from the third party is adjusted accordingly and approved by the Valuation Committee.

The Company conducts other specific monitoring controls around pricing. Daily analyses identify price changes over 3% for fixed maturities and 5% for equity securities and trade prices for both debt and equity securities that differ over 3% to the current day's price. Weekly analyses identify prices that differ more than 5% from published bond prices of a corporate bond index. Monthly analyses identify price changes over 3%, prices that have not changed, and missing prices. Also on a monthly basis, a second source validation is performed on most sectors. Analyses are conducted by a dedicated pricing unit that follows up with trading and investment sector professionals and challenges prices with vendors when the estimated assumptions used differ from what the Company feels a market participant would use. Examples of other procedures performed include, but are not limited to, initial and on-going review of third-party pricing services' methodologies, review of pricing statistics and trends, and back testing recent trades.

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

Derivative Instruments, including Embedded Derivatives within Investments

Derivative instruments are fair valued using pricing valuation models for OTC derivatives that utilize independent market data inputs, quoted market prices for exchange-traded and OTC-cleared derivatives, or independent broker quotations. Excluding embedded and reinsurance related derivatives, as of September 30, 2016 and December 31, 2015, 97% and 96%, respectively, of derivatives, based upon notional values, were priced by valuation models, including discounted cash flow models and option-pricing models that utilize present value techniques, or quoted market prices. The remaining derivatives were priced by broker quotations.

The Derivatives Working Group performs ongoing analyses of the valuations, assumptions and methodologies used to ensure that the prices represent a reasonable estimate of the fair value. The Company performs various controls on derivative valuations which include both quantitative and qualitative analyses. Analyses are conducted by a dedicated

derivative pricing team that works directly with investment sector professionals to analyze impacts of changes in the market environment and investigate variances. On a daily basis, market valuations are compared to counterparty valuations for OTC derivatives. There are monthly analyses to identify market value changes greater than pre-defined thresholds, stale prices, missing prices, and zero prices. Also on a monthly basis, a second source validation, typically to broker quotations, is performed for certain of the more complex derivatives and all new deals during the month. A model validation review is performed on any new models, which typically includes detailed documentation and validation to a second source. The model validation documentation and results of validation are presented to the Valuation Committee for approval.

The Company utilizes derivative instruments to manage the risk associated with certain assets and liabilities. However, the derivative instrument may not be classified with the same fair value hierarchy level as the associated assets and liabilities. Therefore, the realized and unrealized gains and losses on derivatives reported in the Level 3 rollforward may be offset by realized and unrealized gains and losses of the associated assets and liabilities in other line items of the financial statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Limited Partnerships and Other Alternative Investments

The portion of limited partnerships and other alternative investments recorded at fair value represents hedge funds for which investment company accounting has been applied to a wholly-owned fund of funds measured at fair value.

During 2016, the Company liquidated this wholly-owned hedge fund of funds. Fair value was determined for these funds using the fund's NAV, as a practical expedient, calculated on a monthly basis, and is the amount at which a unit or shareholder may have redeemed their investment, if redemption was allowed.

Valuation Inputs for Investments

For Level 1 investments, which are comprised of on-the-run U.S. Treasuries, money market funds, exchange-traded equity securities, open-ended mutual funds, short-term investments, and exchange traded futures and option contracts, valuations are based on quoted prices for identical assets in active markets that the Company has the ability to access at the measurement date.

For the Company's Level 2 and 3 debt securities, typical inputs used by pricing techniques include, but are not limited to, benchmark yields, reported trades, broker/dealer quotes, issuer spreads, benchmark securities, bids, offers, and/or estimated cash flows, prepayment speeds, and default rates. Derivative instruments are valued using mid-market inputs that are predominantly observable in the market.

A description of additional inputs used in the Company's Level 2 and Level 3 measurements is included in the following discussion:

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

ABS, CDOs, CMBS and RMBS – Primary inputs also include monthly payment information, collateral performance, which varies by vintage year and includes delinquency rates, collateral valuation loss severity rates, collateral refinancing assumptions, and credit default swap indices. ABS and RMBS prices also include estimates of the rate of future principal prepayments over the remaining life of the securities. These estimates are derived based on the characteristics of the underlying structure and prepayment speeds previously experienced at the interest rate levels projected for the underlying collateral.

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

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

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

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

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

Equity derivatives – Primary inputs include equity index levels.

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

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Most of the Company's securities classified as Level 3 include less liquid securities such as lower quality ABS, CMBS, commercial real estate ("CRE") CDOs and RMBS primarily backed by sub-prime loans. Also included in Level 3 are securities valued based on broker prices or broker spreads, without adjustments. Primary inputs for non-broker priced investments, including structured securities, are consistent with the typical inputs used in the preceding noted Level 2 measurements, but are Level 3 due to their less liquid markets. Additionally, certain long-dated securities are priced based on third party pricing services, including Level 3 certain municipal securities, foreign government/government agency securities, and bank loans, which are included with corporate fixed maturities. Primary inputs for these long-dated securities are consistent with the typical inputs used in the preceding noted Level 1 and Level 2 measurements, but include benchmark interest rate or credit spread assumptions that are not observable in the marketplace. Significant inputs for Level 3 derivative contracts primarily include the typical inputs used in the preceding noted Level 1 and Level 2 measurements, but also include equity and interest rate volatility and swap yield curves beyond observable limits.

Transfers between Levels

Transfers of securities among the levels occur at the beginning of the reporting period. The amount of transfers from Level 1 to Level 2 was \$508 and \$1,316, for the three and nine months ended September 30, 2016 and \$471 and \$995 for the three and nine months ended September 30, 2015, respectively, which represented previously on-the-run U.S. Treasury securities that are now off-the-run. For the three and nine months ended September 30, 2016 and 2015, there were no transfers from Level 2 to Level 1. See the fair value roll-forward tables for the three and nine months ended September 30, 2016 and 2015, for the transfers into and out of Level 3.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Significant Unobservable Inputs for Level 3 Assets Measured at Fair Value

The following tables present information about significant unobservable inputs used in Level 3 assets measured at fair value. The tables exclude ABS, CRE CDOs, certain CMBS, corporate and municipal securities as well as index options for which fair values are based on broker quotations.

Securities Unobservable Inputs

As of September 30, 2016

Assets

Accounted for at Fair Value on a Recurring Basis	Fair Value	Predominant Valuation Technique	Significant Unobservable Input	Minimum	Maximum	Weighted Average [1]	Impact of Increase in Input on Fair Value [2]
CMBS [3]	\$53	Discounted cash flows	Spread (encompasses prepayment, default risk and loss severity)	11 bps	1,274 bps	331 bps	Decrease
Corporate [3]	508	Discounted cash flows	Spread	87 bps	1,364 bps	421 bps	Decrease
Municipal [3]	109	Discounted cash flows	Spread	195 bps	326 bps	252 bps	Decrease
RMBS	2,055	Discounted cash flows	Spread	43 bps	1,736 bps	194 bps	Decrease
			Constant prepayment rate	—%	20%	3%	Decrease [4]
			Constant default rate	—%	11%	6%	Decrease
			Loss severity	—%	100%	79%	Decrease
As of December 31, 2015							
CMBS [3]	\$122	Discounted cash flows	Spread (encompasses prepayment, default risk and loss severity)	31 bps	1,505 bps	266 bps	Decrease
Corporate [3]	339	Discounted cash flows	Spread	63 bps	800 bps	306 bps	Decrease
Municipal [3]	31	Discounted cash flows	Spread	193 bps	193 bps	193 bps	Decrease
RMBS	1,622	Discounted cash flows	Spread	30 bps	1,696 bps	178 bps	Decrease
			Constant prepayment rate	—%	20%	2%	Decrease [4]
			Constant default rate	1%	10%	6%	Decrease
			Loss severity	—%	100%	78%	Decrease

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

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

Excludes securities for which the Company bases fair value on broker quotations; however, included are broker [3] priced lower-rated private placement securities for which the Company receives spread and yield information to corroborate the fair value.

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Freestanding Derivatives	Unobservable Inputs		Significant Unobservable Input	Minimum		Maximum		Impact of Increase in Input on Fair Value [1]
	Fair Value	Predominant Valuation Technique						
	As of September 30, 2016							
Interest rate derivative								
Interest rate swaps	\$(34)	Discounted cash flows	Swap curve beyond 30 years	2	%	2	%	Decrease
Interest rate swaptions [2]	2	Option model	Interest rate volatility	1	%	1	%	Increase
GMWB hedging instruments								
Equity variance swaps	(36)	Option model	Equity volatility	20	%	23	%	Increase
Equity options	25	Option model	Equity volatility	27	%	29	%	Increase
Customized swaps	142	Discounted cash flows	Equity volatility	12	%	30	%	Increase
Macro hedge program [3]								
Equity options	195	Option model	Equity volatility	15	%	27	%	Increase
	As of December 31, 2015							
Interest rate derivative								
Interest rate swaps	\$(30)	Discounted cash flows	Swap curve beyond 30 years	3	%	3	%	Decrease
Interest rate swaptions [2]	8	Option model	Interest rate volatility	1	%	2	%	Increase
GMWB hedging instruments								
Equity variance swaps	(31)	Option model	Equity volatility	19	%	21	%	Increase
Equity options	35	Option model	Equity volatility	27	%	29	%	Increase
Customized swaps	131	Discounted cash flows	Equity volatility	10	%	40	%	Increase
Macro hedge program [3]								
Equity options	179	Option model	Equity volatility	14	%	28	%	Increase

Conversely, the impact of a decrease in input would have the opposite impact to the fair value as that presented in [1] the table. Changes are based on long positions, unless otherwise noted. Changes in fair value will be inversely impacted for short positions.

[2] The swaptions presented are purchased options that have the right to enter into a pay-fixed swap.

[3] Excludes derivatives for which the Company bases fair value on broker quotations as noted in the following discussion.

Securities and derivatives for which the Company bases fair value on broker quotations include ABS, CDOs, CMBS, corporate, and index options. Due to the lack of transparency in the process brokers use to develop prices for these investments, the Company does not have access to the significant unobservable inputs brokers use to price these securities and derivatives. The Company believes however, the types of inputs brokers may use would likely be

similar to those used to price securities and derivatives for which inputs are available to the Company, and therefore may include but not be limited to, loss severity rates, constant prepayment rates, constant default rates and credit spreads. Therefore, similar to non broker priced securities and derivatives, generally, increases in these inputs would cause fair values to decrease. For the three and nine months ended September 30, 2016, no significant adjustments were made by the Company to broker prices received.

Product Derivatives

The Company formerly offered certain variable annuity products with GMWB riders. The GMWB provides the policyholder with a guaranteed remaining balance (“GRB”) which is generally equal to premiums less withdrawals. If the policyholder’s account value is reduced to the specified level through a combination of market declines and withdrawals but the GRB still has value, the Company is obligated to continue to make annuity payments to the policyholder until the GRB is exhausted. Certain contract provisions can increase the GRB at contractholder election or after the passage of time. GMWB payments that are not life-contingent represent an embedded derivative in the variable annuity contract. When it is determined that (1) the embedded derivative possesses economic characteristics that are not clearly and closely related to the economic characteristics of the host contract, and (2) a separate instrument with the same terms would qualify as a derivative instrument, the embedded derivative is bifurcated from the host for measurement purposes. The embedded derivative is carried at fair value, with changes in fair value reported in net realized capital gains and losses. The Company’s GMWB liability, excluding life-contingent benefits, is carried at fair value and reported in other policyholder funds and benefits payable in the Condensed Consolidated Balance Sheets. The notional value of the embedded derivative is the GRB.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

In valuing the embedded derivative, the Company attributes to the derivative a portion of the fees collected from the contract holder equal to the present value of future GMWB claims (the “Attributed Fees”) as determined at contract issuance. All changes in the fair value of the embedded derivative are recorded in net realized capital gains and losses. The excess of fees collected from the contract holder over the Attributed Fees are associated with the host variable annuity contract and are reported in fee income.

GMWB Reinsurance Derivative

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

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

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

Fair values for GMWBs classified as embedded derivatives are calculated using the income approach based upon internally developed models because active, observable markets do not exist for those items. The fair value of these GMWBs and the related reinsurance and customized freestanding derivatives are calculated as an aggregation of the following components: Best Estimate Claim Payments; Credit Standing Adjustment; and Margins. The resulting aggregation is reconciled or calibrated, if necessary, to market information that is, or may be, available to the Company, but may not be observable by other market participants, including reinsurance discussions and transactions. The Company believes the aggregation of these components, as necessary and as reconciled or calibrated to the market information available to the Company, results in an amount that the Company would be required to transfer to or receive from market participants in an active liquid market, if one existed, for those market participants to assume the risks associated with the guaranteed minimum benefits and the related reinsurance and customized derivatives. The fair value is likely to materially diverge from the ultimate settlement of the liability as the Company believes settlement will be based on our best estimate assumptions rather than those best estimate assumptions plus risk margins. In the absence of any transfer of the guaranteed benefit liability to a third party, the release of risk margins is likely to be reflected as realized gains in future periods’ net income. Each component described in the following discussion is unobservable in the marketplace and requires subjectivity by the Company in determining its value. Oversight of the Company’s valuation policies and processes for product and GMWB reinsurance derivatives is performed by a multidisciplinary group comprised of finance, actuarial and risk management professionals. This multidisciplinary group reviews and approves changes and enhancements to the Company’s valuation model as well as associated controls.

Best Estimate Claim Payments

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

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

risk-free rates as represented by the Eurodollar futures, LIBOR deposits and swap rates to derive forward curve rates;
market implied volatility assumptions for each underlying index based primarily on a blend of observed market
“implied volatility” data;
correlations of historical returns across underlying well known market indices based on actual observed returns over
the ten years preceding the valuation date; and
three years of history for fund indexes compared to separate account fund regression.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

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

Credit Standing Adjustment

This assumption makes an adjustment that market participants would make, in determining fair value, to reflect the risk that guaranteed benefit obligations, or the GMWB reinsurance recoverables will not be fulfilled. The Company incorporates a blend of observable Company and reinsurer credit default spreads from capital markets, adjusted for market recoverability. The credit standing adjustment assumption, net of reinsurance, resulted in pre-tax realized gains (losses) of \$0 and \$0, for the three months ended September 30, 2016 and 2015, respectively and \$(1) and \$(1) for the nine months ended September 30, 2016 and 2015, respectively. As of September 30, 2016 and December 31, 2015 the credit standing adjustment was \$(1) and \$0, respectively.

Margins

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

There were no policyholder assumption updates related to the behavior risk margin for the three and nine months ended September 30, 2016 and 2015. As of September 30, 2016 and December 31, 2015 the behavior risk margin was \$42 and \$45.

In addition to the non-market-based update described in the preceding discussion, the Company recognized non-market-based updates driven by the relative outperformance (underperformance) of the underlying actively managed funds as compared to their respective indices resulting in pre-tax realized gains (losses) of approximately \$11 and \$(21), for the three months ended September 30, 2016 and 2015, respectively and \$24 and \$(10) for the nine months ended September 30, 2016 and 2015, respectively.

The following table provides quantitative information about the significant unobservable inputs and is applicable to the GMWB embedded derivative and the GMWB reinsurance derivative.

As of September 30, 2016

Significant Unobservable Input	Unobservable Inputs (Minimum)	Unobservable Inputs (Maximum)	Impact of Increase in Input on Fair Value Measurement [1]
Withdrawal Utilization [2]	20%	100%	Increase
Withdrawal Rates [3]	—%	8%	Increase
Lapse Rates [4]	—%	75%	Decrease
Reset Elections [5]	20%	75%	Increase
Equity Volatility [6]	12%	30%	Increase

As of December 31, 2015

Significant Unobservable Input	Unobservable Inputs (Minimum)	Unobservable Inputs (Maximum)	Impact of Increase in Input on Fair Value Measurement [1]
Withdrawal Utilization [2]	20%	100%	Increase
Withdrawal Rates [3]	—%	8%	Increase

Lapse Rates [4]	—%	75%	Decrease
Reset Elections [5]	20%	75%	Increase
Equity Volatility [6]	10%	40%	Increase

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

[2] Range represents assumed cumulative percentages of policyholders taking withdrawals.

[3] Range represents assumed cumulative annual amount withdrawn by policyholders.

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

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

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

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

Separate Account Assets

Separate account assets are primarily invested in mutual funds. Other separate account assets include fixed maturities, limited partnerships, equity securities, short-term investments and derivatives that are valued in the same manner, and using the same pricing sources and inputs, as those investments held by the Company. For limited partnerships in which fair value represents the separate account's share of the NAV, 39% and 28% were subject to significant liquidation restrictions due to lock-up or gating provisions as of September 30, 2016 and December 31, 2015, respectively. Limited partnerships where redemptions are not allowed consisted of 19% and 4% as of September 30, 2016 and December 31, 2015, respectively. Separate account assets classified as Level 3 primarily include long-dated bank loans, subprime RMBS, and commercial mortgage loans.

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

The following tables provide fair value roll-forwards for the three and nine months ended September 30, 2016 and 2015, for the financial instruments classified as Level 3.

For the three months ended September 30, 2016

Assets	Fixed Maturities, AFS							Total Fixed Maturities AFS	Fixed Maturities, FVO
	ABS CDOs	CMBS	Corporate	Foreign Govt./Govt. Agencies	Municipal	RMBS			
Fair value as of June 30, 2016	\$41	\$478	\$79	\$1,136	\$72	\$90	\$1,873	\$3,769	\$6
Total realized/unrealized gains (losses)									
Included in net income [1] [2] [6]	—	—	(1)	(12)	—	—	—	(13)	—
Included in OCI [3]	—	(3)	—	27	2	2	15	43	—
Purchases	18	1	15	69	9	34	253	399	5
Settlements	—	(7)	(6)	3	(1)	—	(78)	(89)	(1)
Sales	(2)	—	—	(52)	(8)	—	(8)	(70)	(1)
Transfers into Level 3 [4]	—	—	—	115	—	—	—	115	—
Transfers out of Level 3 [4]	(26)	—	(10)	(192)	—	—	—	(228)	—
Fair value as of September 30, 2016	\$31	\$469	\$77	\$1,094	\$74	\$126	\$2,055	\$3,926	\$9
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$—	\$—	\$—	\$(13)	\$—	\$—	\$—	\$(13)	\$—

Assets (Liabilities)	Freestanding Derivatives [5]						Total Free-Standing Derivatives [5]
	Equity Securities AFS	Equity	Interest Rate	GMWB Hedging	Macro Hedge Program	Other Contracts	
Fair value as of June 30, 2016	\$97	\$1	\$(32)	\$165	\$141	\$4	\$279
Total realized/unrealized gains (losses)							
Included in net income [1] [2] [6]	(1)	(1)	—	(34)	(32)	(2)	(69)
Included in OCI [3]	—	—	—	—	—	—	—
Purchases	4	—	—	—	63	—	63
Settlements	—	—	—	—	(4)	—	(4)
Sales	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—	—

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Transfers out of Level 3 [4]	—	—	—	—	—	—
Fair value as of September 30, 2016	\$ 100	\$—	\$(32)	\$ 131	\$ 168	\$ 2
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$ (1)	\$—	\$—	\$ (34)	\$ (34)	\$ (2)
				\$ (70)		

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets	Reinsurance Recoverable for GMWB	Separate Accounts
Fair value as of June 30, 2016	\$ 106	\$ 171
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	(12	) 1
Included in OCI [3]	—	(1)
Purchases	—	165
Settlements	4	(3)
Sales	—	(11)
Transfers into Level 3 [4]	—	10
Transfers out of Level 3 [4]	—	(7)
Fair value as of September 30, 2016	\$ 98	\$ 325
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$ (12) \$ —
		Other Policyholder Funds and Benefits Payable
		Total Other
		Guaranteed Policyholder Benefits [8]
		Equity Withdrawals
		Contingent Consideration
		Payable
Liabilities		
Fair value as of June 30, 2016	\$(412)	\$ (28) \$ (440) \$ —
Issuance	—	— 23
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	81	(3) 78 —
Insurance operating costs and other expenses	—	— —
Settlements	(17	)— (17) —
Fair value as of September 30, 2016	\$(348)	\$ (31) \$ (379) \$ 23
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$81	\$ (3) \$ 78 \$ —

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

For the nine months ended September 30, 2016

Assets	Fixed Maturities, AFS							Total Fixed Maturities, AFS	Fixed Maturities, FVO
	ABS CDOs	CMBS	Corporate	Foreign Govt./Govt. Agencies	Municipal	RMBS			
Fair value as of January 1, 2016	\$37	\$541	\$150	\$854	\$60	\$49	\$1,622	\$3,313	\$16
Total realized/unrealized gains (losses) included in net income [1] [2] [6]	—	(1)	(2)	(26)	1	—	—	(28)	(1)
Included in OCI [3]	—	(5)	(3)	39	11	7	11	60	—
Purchases	18	1	65	136	24	54	683	981	11
Settlements	(7)	(67)	(24)	(52)	(3)	—	(236)	(389)	(3)
Sales	(2)	—	(3)	(143)	(19)	—	(8)	(175)	(4)
Transfers into Level 3 [4]	18	—	1	628	—	16	5	668	—
Transfers out of Level 3 [4]	(33)	—	(107)	(342)	—	—	(22)	(504)	(10)
Fair value as of September 30, 2016	\$31	\$469	\$77	\$1,094	\$74	\$126	\$2,055	\$3,926	\$9
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$—	\$—	\$(1)	\$(14)	\$—	\$—	\$—	\$(15)	\$—

Assets (Liabilities)	Freestanding Derivatives [5]					Total Free-Standing Derivatives [5]
	Equity Securities AFS	Interest Rate	GMWB Hedging	Macro Hedge Program	Other Contracts	
Fair value as of January 1, 2016	\$93	\$(22)	\$135	\$147	\$7	\$267
Total realized/unrealized gains (losses) included in net income [1] [2] [6]	(1)	(10)	(10)	(36)	(5)	(77)
Included in OCI [3]	7	—	—	—	—	—
Purchases	6	16	—	63	—	79
Settlements	—	—	—	(6)	—	(6)
Sales	(5)	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—
Transfers out of Level 3 [4]	—	—	6	—	—	6
Fair value as of September 30, 2016	\$100	\$(32)	\$131	\$168	\$2	\$269
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$(1)	\$(10)	\$(2)	\$(31)	\$(5)	\$(48)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets	Reinsurance Recoverable for GMWB	Separate Accounts
Fair value as of January 1, 2016	\$ 83	\$ 139
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	4	1
Included in OCI [3]	—	5
Purchases	—	226
Settlements	11	(12)
Sales	—	(27)
Transfers into Level 3 [4]	—	16
Transfers out of Level 3 [4]	—	(23)
Fair value as of September 30, 2016	\$ 98	\$ 325
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$ 4	\$ —
	Other Policyholder Funds and Benefits Payable	
	Guaranteed Withdrawal Benefit	Total Other Policyholder Benefits Payable
Liabilities	Equity Linked Notes	Contingent Consideration [8]
Fair value as of January 1, 2016	\$(262)	\$ (288)
Issuance	—	23
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	(36)	(41)
Included in OCI [3]	—	—
Insurance operating costs and other expenses	—	—
Settlements	(50)	(50)
Fair value as of September 30, 2016	\$(348)	\$ (379)
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2016 [2] [7]	\$(36)	\$ (41)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

For the three months ended September 30, 2015

Assets	Fixed Maturities, AFS							Total Fixed Maturities, AFS	Fixed Maturities, FVO
	ABS CDOs	CMBS	Corporate	Foreign Govt./Govt. Agencies	Municipal	RMBS			
Fair value as of June 30, 2015	\$53	\$564	\$214	\$931	\$40	\$49	\$1,540	\$3,391	\$86
Total realized/unrealized gains (losses)									
Included in net income [1] [2] [6]	—	(1)	1	(9)	—	—	—	(9)	—
Included in OCI [3]	—	(9)	(5)	1	(1)	1	(6)	(19)	—
Purchases	8	—	6	38	3	—	71	126	2
Settlements	(2)	(9)	(26)	(22)	(1)	—	(56)	(116)	(24)
Sales	(3)	—	—	(47)	(2)	—	(57)	(109)	(1)
Transfers into Level 3 [4]	—	—	2	51	11	—	—	64	—
Transfers out of Level 3 [4]	(29)	—	(23)	(38)	—	—	—	(90)	(2)
Fair value as of September 30, 2015	\$27	\$545	\$169	\$905	\$50	\$50	\$1,492	\$3,238	\$61
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$—	\$—	\$(1)	\$(11)	\$—	\$—	\$—	\$(12)	\$—

Assets (Liabilities)	Freestanding Derivatives [5]							Total Free-Standing Derivatives [5]
	Equity Securities AFS	Commodities	Equity	Interest Rate	GMWB Hedging	Macro Hedge Program	Other Contracts	
Fair value as of June 30, 2015	\$97	\$—	\$3	\$(14)	\$125	\$165	\$9	\$291
Total realized/unrealized gains (losses)								
Included in net income [1] [2] [6]	(6)	—	(3)	(6)	46	18	(1)	58
Included in OCI [3]	5	—	—	—	—	—	—	—
Purchases	4	—	—	—	—	—	—	—
Settlements	—	—	—	—	—	—	—	—
Sales	(1)	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—	—	—
Transfers out of Level 3 [4]	—	—	—	—	—	—	—	—
Fair value as of September 30, 2015	\$99	\$—	\$7	\$(20)	\$171	\$183	\$8	\$349
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$(6)	\$—	—	\$(5)	\$48	\$12	\$(1)	\$58

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets	Reinsurance Recoverable	Separate Accounts for GMWB		
Fair value as of June 30, 2015	\$ 50	\$ 285		
Total realized/unrealized gains (losses)				
Included in net income [1] [2] [6]	46	28		
Included in OCI [3]	—	(2)	
Purchases	—	57		
Settlements	(23	)	(6)
Sales	—	(200)	
Transfers into Level 3 [4]	—	1		
Transfers out of Level 3 [4]	—	1		
Fair value as of September 30, 2015	\$ 73	\$ 164		
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$ 46	\$ 31		
			Other Policyholder Funds and Benefits Payable	
			Total Other	
			Guaranteed	Consumer
Liabilities	Withdrawal	Equity	Policyholder	Notes
	Benefits	Notes	Benefits	Payable
Fair value as of June 30, 2015	\$(112)	\$ (26	)	\$ (138
Total realized/unrealized gains (losses)				) \$ (3
Included in net income [1] [2] [6]	(177	)	5	(172
Included in OCI [3]	—	—	—)
Settlements	19	—	19	—
Fair value as of September 30, 2015	\$(270)	\$ (21	)	\$ (291
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$(177)	\$ 5	\$ (172) \$ 3

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

For the nine months ended September 30, 2015

Assets	Fixed Maturities, AFS							Total Fixed Maturities AFS	Fixed Maturities, FVO
	ABS	CDOs	CMBS	Corporate	Foreign Govt./Govt Agencies	Municipal	RMBS		
Fair value as of January 1, 2015	\$ 122	\$ 623	\$ 284	\$ 1,040	\$ 59	\$ 66	\$ 1,281	\$ 3,475	\$ 92
Total realized/unrealized gains (losses)									
Included in net income [1] [2] [6]	1	(5)	2	(13)	—	1	(2)	(16)	(7)
Included in OCI [3]	(2)	8	(8)	(41)	(4)	(4)	(6)	(57)	—
Purchases	79	—	45	61	15	—	516	716	21
Settlements	(6)	(34)	(64)	(51)	(3)	(13)	(149)	(320)	(24)
Sales	(16)	—	(6)	(80)	(28)	—	(142)	(272)	(8)
Transfers into Level 3 [4]	1	—	7	202	11	—	47	268	—
Transfers out of Level 3 [4]	(152)	(47)	(91)	(213)	—	—	(53)	(556)	(13)
Fair value as of September 30, 2015	\$ 27	\$ 545	\$ 169	\$ 905	\$ 50	\$ 50	\$ 1,492	\$ 3,238	\$ 61
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$ 1	\$(1)	\$(2)	\$(11)	\$ —	\$ —	\$ —	\$(13)	\$(2)

Assets (Liabilities)	Freestanding Derivatives [5]							Total Free-Standing Derivatives [5]	
	Equity Securities AFS	Credit	Commodity	Equity	Interest Rate	GMWB Hedging	Macro Hedge Program		Other Contracts
Fair value as of January 1, 2015	\$ 98	\$(9)	\$ —	\$ 6	\$(7)	\$ 170	\$ 141	\$ 12	\$ 313
Total realized/unrealized gains (losses)									
Included in net income [1] [2] [6]	6	(1)	(3)	9	(8)	21	(5)	(4)	9
Included in OCI [3]	1	—	—	—	—	—	—	—	—
Purchases	16	(13)	—	—	—	—	47	—	34
Settlements	—	—	—	(15)	(5)	(20)	—	—	(40)
Sales	(17)	—	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	10	—	—	—	—	—	10
Transfers out of Level 3 [4]	(5)	23	—	—	—	—	—	—	23
Fair value as of September 30, 2015	\$ 99	\$ —	\$ 7	\$ —	\$(20)	\$ 171	\$ 183	\$ 8	\$ 349
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$(6)	\$ 2	\$(4)	\$ 3	\$(17)	\$ 32	\$(3)	\$(5)	\$ 8

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets	Reinsurance Recoverable for GMWB	Separate Accounts
Fair value as of January 1, 2015	\$ 56	\$ 112
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	31	29
Included in OCI [3]	—	(3)
Purchases	—	317
Settlements	(14)	(16)
Sales	—	(226)
Transfers into Level 3 [4]	—	7
Transfers out of Level 3 [4]	—	(56)
Fair value as of September 30, 2015	\$ 73	\$ 164
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$ 31	\$ 32
	Other Policyholder Funds and Benefits Payable	
	Guaranteed Withdrawal Benefits	Total Other Policyholder Funds and Benefits Payable
Liabilities	Equity Linked Notes	Consumer Notes
Fair value as of January 1, 2015	\$(139)	\$(26) \$ (165) \$ (3)
Total realized/unrealized gains (losses)		
Included in net income [1] [2] [6]	(118)	5 (113) 3
Settlements	(13)	— (13) —
Fair value as of September 30, 2015	\$(270)	\$(21) \$ (291) \$ —
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2015 [2] [7]	\$(118)	\$ 5 \$ (113) \$ 3

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

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

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

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

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

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

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

For additional information, see Note 2 - Business Acquisitions and Dispositions of Notes to Condensed Consolidated Financial Statements for discussion of the contingent consideration in connection with the acquisition of Lattice.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Fair Value Option

FVO investments include certain securities that contain embedded credit derivatives with underlying credit risk primarily related to residential and commercial real estate, for which the Company has elected the fair value option. The Company also classifies the underlying fixed maturities held in certain consolidated investment funds within the Fixed Maturities, FVO line on the Condensed Consolidated Balance Sheets. The Company reports these consolidated investment companies at fair value with changes in the fair value of these securities recognized in net realized capital gains and losses, which is consistent with accounting requirements for investment companies. The investment funds hold fixed income securities in multiple sectors and the Company has management and control of the funds as well as a significant ownership interest.

The Company also elected the fair value option for certain equity securities in order to align the accounting with total return swap contracts that hedge the risk associated with the investments. The swaps do not qualify for hedge accounting and the change in value of both the equity securities and the total return swaps are recorded in net realized capital gains and losses. These equity securities are classified within equity securities, AFS on the Condensed Consolidated Balance Sheets. As of September 30, 2016, the Company no longer holds these investments. Income earned from FVO securities is recorded in net investment income and changes in fair value are recorded in net realized capital gains and losses.

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

	Three Months Ended September 30, 2016	Nine Months Ended September 30, 2015	2015
Assets			
Fixed maturities, FVO			
Corporate	\$ 1	\$(2)	\$(5)
CDOs	—	1	2
Foreign government	—	(3)	(4)
RMBS	3	—	8
Total fixed maturities, FVO	\$ 4	\$(4)	\$(7)
Equity, FVO	—	—	(34)
Total realized capital gains (losses)	\$ 4	\$(4)	\$(26)

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

	September 30, 2016	December 31, 2015
Assets		
Fixed maturities, FVO		
ABS	\$ 6	\$ 13
CDOs	3	6
CMBS	8	24
Corporate	34	87
Foreign government	—	2
U.S government	2	3

RMBS	307	368
Total fixed maturities, FVO	\$ 360	\$ 503
Equity, FVO [1]	\$ —	\$ 282

[1] Included in equity securities, AFS on the Condensed Consolidated Balance Sheets. The Company did not hold any equity securities, FVO as of September 30, 2016.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Financial Instruments Not Carried at Fair Value

The following table presents carrying amounts and fair values of the Company's financial instruments not carried at fair value.

	Fair Value Hierarchy Level	September 30, 2016		December 31, 2015	
		Carrying Amount	Fair Value	Carrying Amount	Fair Value
Assets					
Policy loans	Level 3	\$1,432	\$1,432	\$1,447	\$1,447
Mortgage loans	Level 3	5,611	5,857	5,624	5,736
Liabilities					
Other policyholder funds and benefits payable [1]	Level 3	\$6,607	\$6,887	\$6,706	\$6,898
Senior notes [2]	Level 2	4,242	4,894	4,259	4,811
Junior subordinated debentures [2]	Level 2	1,083	1,299	1,100	1,304
Consumer notes [3]	Level 3	24	24	38	38
Assumed investment contracts [3]	Level 3	754	806	619	682

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

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

[3] Included in other liabilities in the Condensed Consolidated Balance Sheets.

Fair values for policy loans were determined using current loan coupon rates, which reflect the current rates available under the contracts. As a result, the fair value approximates the carrying value of the policy loans.

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

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

Fair values for senior notes and junior subordinated debentures are determined using the market approach based on reported trades, benchmark interest rates and issuer spread for the Company which may consider credit default swaps. Fair values for consumer notes were estimated using discounted cash flow calculations using current interest rates adjusted for estimated loan durations.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments

Net Realized Capital Gains (Losses)

	Three Months Ended September 30, 2016	Nine Months Ended September 30, 2015	2016	2015
(Before tax)				
Gross gains on sales	\$114	\$83	\$328	\$401
Gross losses on sales	(24)	(73)	(157)	(333)
Net OTTI losses recognized in earnings	(14)	(40)	(44)	(63)
Valuation allowances on mortgage loans	—	1	—	(2)
Periodic net coupon settlements on credit derivatives	2	3	2	8
Results of variable annuity hedge program				
GMWB derivatives, net	6	(32)	(8)	(35)
Macro hedge program	(64)	51	(98)	24
Total results of variable annuity hedge program	(58			