

HARTFORD FINANCIAL SERVICES GROUP INC/DE
Form 10-Q
October 26, 2017

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, 2017

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. Yes No

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

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

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

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

- whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.) ý
- As of October 24, 2017, there were outstanding 356,718,683 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, 2017
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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 management's current expectations and assumptions regarding future economic, competitive, legislative and other developments and their potential effect upon The Hartford Financial Services Group, Inc. and its subsidiaries (collectively, the "Company" or "The Hartford"). Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. 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 2016 Form 10-K Annual Report, and those identified from time to time in our other filings with the Securities and Exchange Commission ("SEC").

Risks Related to Economic, Political and Global Market 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 demand for our products, returns in our investment portfolios and the hedging costs associated with our run-off annuity block;

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

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

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

- **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 inability 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 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;

actions by competitors that may be 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 uncertain effects of emerging claim and coverage issues;

volatility in our statutory and United States ("U.S.") Generally Accepted Accounting Principles ("GAAP") earnings and potential material changes to our results resulting from our risk management program to emphasize protection of

economic value;

Financial Strength, Credit and Counterparty Risks:

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;

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;

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

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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;

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 Company's fair value estimates for its investments and the evaluation of other-than-temporary impairments on available-for-sale securities;

the potential for further acceleration of deferred policy acquisition cost amortization and an increase in reserve for certain guaranteed benefits in our variable annuities;

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;

Strategic and Operational Risks:

risks associated with the run off of our Talcott Resolution business;

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

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

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

Regulatory and Legal Risks:

the cost and other potential effects of increased regulatory and legislative 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;

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; and

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

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.

Part I - Item 1. Financial Statements

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, 2017, and the related condensed consolidated statements of operations and comprehensive income (loss) for the three-month and nine-month periods ended September 30, 2017 and 2016, and statements of changes in stockholders' equity and cash flows for the nine-month periods ended September 30, 2017 and 2016. 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, 2016, 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 24, 2017, 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, 2016 is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

DELOITTE & TOUCHE LLP
Hartford, Connecticut
October 26, 2017

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Operations

	Three Months		Nine Months	
	Ended		Ended September	
(In millions, except for per share data)	September 30,	September 30,	2017	2016
	2017	2016	2017	2016
	(Unaudited)			
Revenues				
Earned premiums	\$3,474	\$3,484	\$10,437	\$10,332
Fee income	460	452	1,381	1,338
Net investment income	729	772	2,172	2,203
Net realized capital gains (losses):				
Total other-than-temporary impairment ("OTTI") losses	(5	)(15	)(24	)(50
OTTI losses recognized in other comprehensive income ("OCI") ^β	1		7	6
Net OTTI losses recognized in earnings	(2	)(14	)(17	)(44
Other net realized capital gains (losses)	(1	)(3	69	(75
Total net realized capital gains (losses)	(3	)(17	52	(119
Other revenues	24	24	66	67
Total revenues	4,684	4,715	14,108	13,821
Benefits, losses and expenses				
Benefits, losses and loss adjustment expenses	2,994	2,780	8,518	8,563
Amortization of deferred policy acquisition costs ("DAC")	357	403	1,088	1,145
Insurance operating costs and other expenses	995	918	3,652	2,777
Interest expense	82	86	246	257
Total benefits, losses and expenses	4,428	4,187	13,504	12,742
Income before income taxes	256	528	604	1,079
Income tax expense	22	90	32	102
Net income	\$234	\$438	\$572	\$977
Net income per common share				
Basic	\$0.65	\$1.14	\$1.56	\$2.50
Diluted	\$0.64	\$1.12	\$1.54	\$2.45
Cash dividends declared per common share	\$0.23	\$0.21	\$0.69	\$0.63
See Notes to Condensed Consolidated Financial Statements.				

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Condensed Consolidated Statements of Comprehensive Income (Loss)

	Three		Nine Months	
	Months		Ended	
	Ended		September 30,	
(In millions)	September	September 30,	September 30,	September 30,
	2017	2016	2017	2016
	(Unaudited)			
Net income (loss)	\$234	\$438	\$572	\$977
Other comprehensive income (loss):				
Changes in net unrealized gain on securities	85	22	564	1,180
Changes in OTTI losses recognized in other comprehensive income	(1	)5	(1	)2
Changes in net gain on cash flow hedging instruments	(14	)28	)33	)42
Changes in foreign currency translation adjustments	14	78	21	65
Changes in pension and other postretirement plan adjustments	7	10	371	27
OCI, net of tax	91	87	922	1,316
Comprehensive income	\$325	\$525	\$1,494	\$2,293

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, 2017	December 31, 2016 (Unaudited)
Assets		
Investments:		
Fixed maturities, available-for-sale, at fair value (amortized cost of \$54,478 and \$53,805)	\$57,669	\$ 56,003
Fixed maturities, at fair value using the fair value option	82	293
Equity securities, available-for-sale, at fair value (cost of \$1,010 and \$1,020)	1,112	1,097
Mortgage loans (net of allowances for loan losses of \$1 and \$19)	6,058	5,697
Policy loans, at outstanding balance	1,418	1,444
Limited partnerships and other alternative investments	2,533	2,456
Other investments	365	403
Short-term investments	3,756	3,244
Total investments	72,993	70,637
Cash (includes variable interest entity assets, at fair value, of \$0 and \$5)	333	882
Premiums receivable and agents' balances, net	3,804	3,731
Reinsurance recoverables, net	23,323	23,311
Deferred policy acquisition costs	1,635	1,711
Deferred income taxes, net	2,766	3,281
Goodwill	567	567
Property and equipment, net	962	991
Other assets	2,202	1,786
Assets held for sale	—	870
Separate account assets	115,626	115,665
Total assets	\$224,211	\$ 223,432
Liabilities		
Unpaid losses and loss adjustment expenses	\$28,232	\$ 27,605
Reserve for future policy benefits	14,247	13,929
Other policyholder funds and benefits payable	30,151	31,176
Unearned premiums	5,528	5,499
Short-term debt	320	416
Long-term debt	4,818	4,636
Other liabilities (includes variable interest entity liabilities of \$0 and \$5)	8,056	6,992
Liabilities held for sale	—	611
Separate account liabilities	115,626	115,665
Total liabilities	\$206,978	\$ 206,529
Commitments and Contingencies (Note 12)		
Stockholders' Equity		
Common stock, \$0.01 par value — 1,500,000,000 shares authorized, 402,923,222 and 402,923,222 shares issued	\$4	\$ 4
Additional paid-in capital	5,191	5,247
Retained earnings	13,434	13,114
Treasury stock, at cost — 45,382,811 and 28,974,069 shares	(1,981)	(1,125)
Accumulated other comprehensive income ("AOCI"), net of tax	585	(337)
Total stockholders' equity	\$17,233	\$ 16,903
Total liabilities and stockholders' equity	\$224,211	\$ 223,432
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,	
	2017	2016 (Unaudited)
Common Stock	\$4	\$5
Additional Paid-in Capital		
Additional Paid-in Capital, beginning of period	5,247	8,973
Issuance of shares under incentive and stock compensation plans	(68	)(129)
Stock-based compensation plans expense	77	58
Tax benefit on employee stock options and share-based awards	—	2
Issuance of shares for warrant exercise	(65	)(11)
Additional Paid-in Capital, end of period	5,191	8,893
Retained Earnings		
Retained Earnings, beginning of period	13,114	12,550
Net income	572	977
Dividends declared on common stock	(252	)(245)
Retained Earnings, end of period	13,434	13,282
Treasury Stock, at cost		
Treasury Stock, at cost, beginning of period	(1,125	)(3,557)
Treasury stock acquired	(975	)(1,050)
Issuance of shares under incentive and stock compensation plans	90	134
Net shares acquired related to employee incentive and stock compensation plans	(36	)(47)
Issuance of shares for warrant exercise	65	11
Treasury Stock, at cost, end of period	(1,981	)(4,509)
Accumulated Other Comprehensive Income (Loss), net of tax		
Accumulated Other Comprehensive Loss, net of tax, beginning of period	(337	)(329)
Total other comprehensive income	922	1,316
Accumulated Other Comprehensive Income, net of tax, end of period	585	987
Total Stockholders' Equity	\$17,233	\$18,658
Common Shares Outstanding		
Common Shares Outstanding, beginning of period (in thousands)	373,949	401,821
Treasury stock acquired	(19,281	)(24,652)
Issuance of shares under incentive and stock compensation plans	2,078	3,297
Return of shares under incentive and stock compensation plans to treasury stock	(718	)(1,091)
Issuance of shares for warrant exercise	1,512	273
Common Shares Outstanding, at end of period	357,540	379,648

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,	
(In millions)	2017	2016
Operating Activities	(Unaudited)	
Net income	\$572	\$977
Adjustments to reconcile net income to net cash provided by operating activities:		
Net realized capital (gains) losses	(52)	119
Amortization of deferred policy acquisition costs	1,088	1,145
Additions to deferred policy acquisition costs	(1,039)	(1,052)
Depreciation and amortization	300	296
Pension settlement	747	—
Other operating activities, net	328	119
Change in assets and liabilities:		
Decrease in reinsurance recoverables	43	349
Increase (decrease) in deferred and accrued income taxes	64	(51)
Increase in unpaid losses and loss adjustment expenses, reserve for future policy benefits, and unearned premiums	845	403
Net change in other assets and other liabilities	(1,372)	(900)
Net cash provided by operating activities	1,524	1,405
Investing Activities		
Proceeds from the sale/maturity/prepayment of:		
Fixed maturities, available-for-sale	21,371	117,007
Fixed maturities, fair value option	140	163
Equity securities, available-for-sale	599	562
Mortgage loans	558	325
Partnerships	190	656
Payments for the purchase of:		
Fixed maturities, available-for-sale	(22,021)	(16,141)
Fixed maturities, fair value option	—	(94)
Equity securities, available-for-sale	(517)	(384)
Mortgage loans	(943)	(305)
Partnerships	(344)	(298)
Net (payments for) proceeds from derivatives	(98)	154
Net increase in policy loans	27	14
Net additions to property and equipment	(129)	(183)
Net payments for short-term investments	(523)	(388)
Other investing activities, net	(17)	32
Proceeds from business sold, net of cash transferred	222	—
Acquisitions, net of cash acquired	—	(175)
Net cash provided (used) by investing activities	(1,485)	945
Financing Activities		
Deposits and other additions to investment and universal life-type contracts	3,628	3,381
Withdrawals and other deductions from investment and universal life-type contracts	(10,628)	(11,737)
Net transfers from separate accounts related to investment and universal life-type contracts	6,080	7,734
Repayments at maturity or settlement of consumer notes	(12)	(14)
Net increase (decrease) in securities loaned or sold under agreements to repurchase	1,434	(38)

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Repayment of debt	(416)	—
Proceeds from the issuance of debt	500	—
Net (return) issuance of shares under incentive and stock compensation plans	(16)	10
Treasury stock acquired	(975)	(1,050)
Dividends paid on common stock	(258)	(253)
Net cash used for financing activities	(658)	(1,967)
Foreign exchange rate effect on cash	70	(21)
Net (decrease) increase in cash	(549)	362
Cash – beginning of period	882	448
Cash – end of period	\$333	\$810
Supplemental Disclosure of Cash Flow Information		
Income tax received (paid)	\$3	\$(131)
Interest paid	\$205	\$239
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)

1. Basis of Presentation and Significant Accounting Policies

Basis of Presentation

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 products to individual and business customers in the United States (collectively, “The Hartford”, the “Company”, “we” or “our”). Also, the Company continues to run off life and annuity products previously sold.

On May 10, 2017, the Company completed the sale of its United Kingdom ("U.K.") property and casualty run-off subsidiaries. For discussion of this transaction, see Note 2 - Business Disposition 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 2016 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 2016 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 and group long-term disability (LTD) 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; living benefits required to be fair valued; evaluation of goodwill for impairment; valuation of investments and derivative instruments, including evaluation of other-than-temporary impairments on available-for-sale securities; 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 year financial information to conform to the current year presentation. In particular, billing installment fees that were previously reflected as an offset to insurance operating costs and other expenses are now classified as revenues.

Adoption of New Accounting Standards

Stock Compensation

On January 1, 2017 the Company adopted new stock compensation guidance issued by the Financial Accounting Standards Board ("FASB") on a prospective basis. The updated guidance requires the excess tax benefit or tax deficiency on vesting or settlement of stock-based awards to be recognized in earnings as an income tax benefit or expense, respectively, instead of as an adjustment to additional paid-in capital. The new guidance also requires the related cash flows to be presented in operating activities instead of in financing activities. The amount of excess tax benefit or tax deficiency realized on vesting or settlement of awards depends upon the difference between the market value of awards at vesting or settlement and the grant date fair value recognized through compensation expense. The excess tax benefit or tax deficiency is a discrete item in the reporting period in which it occurs and is not considered in determining the annual estimated effective tax rate for interim reporting. The excess tax benefit recognized in earnings for the three and nine months ended September 30, 2017 was \$4 and \$12, respectively, and the excess tax benefit recognized in additional paid-in capital for the nine months ended September 30, 2016 was \$2.

Future Adoption of New Accounting Standards

Hedging Activities

In August 2017, the FASB issued updated guidance on hedge accounting. The updates allow hedge accounting for new types of interest rate hedges of financial instruments and simplify documentation requirements to qualify for hedge accounting. In addition, any gain or loss from hedge ineffectiveness will be reported in the same income statement line with the effective hedge results and the hedged transaction. For cash flow hedges, the ineffectiveness will be recognized in earnings only when the hedged transaction affects earnings; otherwise, the

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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)

ineffectiveness gains or losses will remain in accumulated other comprehensive income (AOCI). Under current accounting, total hedge ineffectiveness is reported separately in realized gains and losses apart from the hedged transaction. The updated guidance is effective January 1, 2019 through a cumulative effect adjustment that will reclassify cumulative ineffectiveness on open cash flow hedges from retained earnings to AOCI. Early adoption is permitted as of the beginning of a year. The Company has not yet determined the timing for adoption or estimated the effect on the Company's financial statements.

Revenue Recognition

In May 2014, the FASB issued updated guidance for recognizing revenue. The guidance excludes insurance contracts and financial instruments. Revenue is to be recognized when, or as, goods or services are transferred to customers in an amount that reflects the consideration that an entity is expected to be entitled in exchange for those goods or services, and this accounting guidance is similar to current accounting for many transactions. This guidance is effective retrospectively on January 1, 2018, with a choice of restating prior periods or recognizing a cumulative effect for contracts in place as of the adoption. The Company will adopt on January 1, 2018, and has not determined its method for adoption. Based on current evaluations, the Company will likely present fee income within the Mutual Funds segment gross of related distribution costs that are currently netted against revenues. Fee income has been reported net of distribution costs of \$139 and \$184 for the nine months ended September 30, 2017, and the year ended December 31, 2016, respectively. The adoption is not expected to have a material effect on the Company's financial position, cash flows or net income.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

2. Business Disposition

Sale of U.K. business

On May 10, 2017, the Company completed the sale of 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 U.K. Limited ("buyer"), for approximately \$272, 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. Prior to sale, revenues and earnings for 2017 and 2016 were not material to the Company's consolidated results of operations. The sale resulted in an after-tax capital loss from the transaction of \$5 in 2016.

Major Classes of Assets and Liabilities Transferred by the Company to the Buyer in Connection with the Sale

	Carrying Value as of Closing December 31, 2016 [2]	
Assets		
Cash and investments	\$669	\$657
Reinsurance recoverables and other [1]	268	213
	\$937	\$870
Liabilities		
Reserve for future policy benefits and unpaid losses and loss adjustment expenses	\$653	\$600
Other liabilities	12	11
	\$665	\$611

[1] Includes intercompany reinsurance recoverables of \$71 settled in cash at closing.

[2] Classified as assets and liabilities held for sale.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

3. Earnings Per Common Share

Computation of Basic and Diluted Earnings per Common Share

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
(In millions, except for per share data)	2017	2016	2017	2016
Earnings				
Net income	\$234	\$438	\$572	\$977
Shares				
Weighted average common shares outstanding, basic	360.2	383.8	365.9	391.4
Dilutive effect of stock compensation plans	4.5	3.2	4.1	3.5
Dilutive effect of warrants	2.3	3.5	2.6	3.6
Weighted average common shares outstanding and dilutive potential common shares	367.0	390.5	372.6	398.5
Net income per common share				
Basic	\$0.65	\$1.14	\$1.56	\$2.50
Diluted	\$0.64	\$1.12	\$1.54	\$2.45

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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.

Net Income (Loss)

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
Commercial Lines [1]	\$90	\$268	\$579	\$730
Personal Lines [1]	8	33	65	6
Property & Casualty Other Operations	18	31	62	(106)
Group Benefits	71	62	185	167
Mutual Funds	26	21	73	61
Talcott Resolution	80	78	253	199
Corporate	(59)	(55)	(645)	(80)
Net income	\$234	\$438	\$572	\$977

For the three and nine months ended September 30, 2016 there was a segment change which resulted in a [1] movement from Commercial Lines to Personal Lines of \$4 and \$10, respectively, of net servicing income associated with our participation in the National Flood Insurance Program.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Segment Information (continued)

Revenues

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
Earned premiums and fee income				
Commercial Lines				
Workers' compensation	\$828	\$775	\$2,461	\$2,309
Liability	150	156	450	447
Package business	325	318	965	940
Automobile	155	162	477	474
Professional liability	63	58	183	166
Bond	59	56	172	163
Property	152	162	451	480
Total Commercial Lines [1]	1,732	1,687	5,159	4,979
Personal Lines				
Automobile	653	693	1,975	2,065
Homeowners	279	297	843	895
Total Personal Lines [1] [2]	932	990	2,818	2,960
Group Benefits				
Group disability	386	378	1,146	1,128
Group life	383	383	1,176	1,134
Other	53	51	159	153
Total Group Benefits	822	812	2,481	2,415
Mutual Funds				
Mutual Fund	179	153	522	442
Talcott	24	25	73	75
Total Mutual Funds	203	178	595	517
Talcott Resolution	245	268	763	796
Corporate	—	1	2	3
Total earned premiums and fee income	3,934	3,936	11,818	11,670
Net investment income	729	772	2,172	2,203
Net realized capital gains (losses)	(3)	(17)	52	(119)
Other revenues	24	24	66	67
Total revenues	\$4,684	\$4,715	\$14,108	\$13,821

Commercial Lines includes installment fees of \$9 and \$28, respectively, for the three and nine months ended September 30, 2017 and \$10 and \$29, respectively, for the three and nine months ended September 30, 2016.

[1] Personal Lines includes installment fees of \$11 and \$33, respectively, for the three and nine months ended September 30, 2017 and \$10 and \$29, respectively, for the three and nine months ended September 30, 2016.

For the three months ended September 30, 2017 and 2016, AARP members accounted for earned premiums of [2] \$801 and \$825, respectively. For the nine months ended September 30, 2017 and 2016, AARP members accounted for earned premiums of \$2.4 billion and \$2.4 billion, respectively.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements

The Company carries certain financial assets and liabilities at estimated fair value. Fair value 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 in an orderly transaction between market participants. Our fair value framework includes a hierarchy that gives the highest priority to the use of quoted prices in active markets, followed by the use of market observable inputs, followed by the use of unobservable inputs. The fair value hierarchy levels are as follows:

Level 1 Fair values based primarily on 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 Fair values primarily based on observable inputs, other than quoted prices included in Level 1, or based on prices for similar assets and liabilities.

Fair values derived when one or more of the significant inputs are unobservable (including assumptions about risk). With little or no observable market, the determination of fair values uses considerable judgment and Level 3 represents the Company's best estimate of an amount that could be realized in a market exchange for the asset or liability. Also included are securities that are traded within illiquid markets and/or priced by independent brokers.

The Company will classify the financial asset or liability by level based upon the lowest level input that is significant to the determination of the fair value. In most cases, both observable inputs (e.g., changes in interest rates) and unobservable inputs (e.g., changes in risk assumptions) are used to determine fair values that the Company has classified within Level 3.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets and (Liabilities) Carried at Fair Value by Hierarchy Level as of September 30, 2017

	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")	\$2,305	\$ —	\$ 2,249	\$ 56
Collateralized debt obligations ("CDOs")	2,395	—	2,207	188
Commercial mortgage-backed securities ("CMBS")	5,120	—	5,027	93
Corporate	25,746	—	24,707	1,039
Foreign government/government agencies	1,365	—	1,332	33
Bonds of municipalities and political subdivisions ("municipal bonds")	12,435	—	12,349	86
Residential mortgage-backed securities ("RMBS")	4,205	—	2,255	1,950
U.S. Treasuries	4,098	338	3,760	—
Total fixed maturities	57,669	338	53,886	3,445
Fixed maturities, FVO				
Equity securities, trading [1]	11	11	—	—
Equity securities, AFS	1,112	840	155	117
Derivative assets				
Credit derivatives				
Foreign exchange derivatives	8	—	8	—
Interest rate derivatives	(4	)—	(4)—
Guaranteed minimum withdrawal benefit ("GMWB") hedging instruments	2	—	2	—
Macro hedge program	39	—	(1	)40
Total derivative assets [2]	158	—	—	158
Short-term investments	203	—	5	198
Reinsurance recoverable for GMWB	3,756	1,922	1,834	—
Modified coinsurance reinsurance contracts	51	—	—	51
Separate account assets [3]	57	—	57	—
Total assets accounted for at fair value on a recurring basis	113,197	74,053	38,019	226
Liabilities accounted for at fair value on a recurring basis				
Other policyholder funds and benefits payable (GMWB embedded derivative)				
Derivative liabilities	\$(93	)\$ —	\$—	\$ (93
Credit derivatives				
Equity derivatives	(3	)—	(3)—
Foreign exchange derivatives	2	—	—	2
Interest rate derivatives	(270	)—	(270)—
GMWB hedging instruments	(479	)—	(452	)(27
Macro hedge program	26	—	42	(16
Total derivative liabilities [4]	8	—	(17	)25
	(716	)—	(700	)(16

Contingent consideration [5]	(28)	—	—	(28)
Total liabilities accounted for at fair value on a recurring basis	\$ (837)	\$ —	\$ (700)	\$ (137)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Assets and (Liabilities) Carried at Fair Value by Hierarchy Level as of December 31, 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				
ABS	\$2,382	\$ —	\$ 2,300	\$ 82
CDOs	1,916	—	1,502	414
CMBS	4,936	—	4,856	80
Corporate	25,666	—	24,586	1,080
Foreign government/government agencies	1,171	—	1,107	64
Municipal bonds	11,486	—	11,368	118
RMBS	4,767	—	2,795	1,972
U.S. Treasuries	3,679	620	3,059	—
Total fixed maturities	56,003	620	51,573	3,810
Fixed maturities, FVO	293	1	281	11
Equity securities, trading [1]	11	11	—	—
Equity securities, AFS	1,097	821	177	99
Derivative assets				
Credit derivatives	17	—	17	—
Foreign exchange derivatives	27	—	27	—
Interest rate derivatives	(427)	)—	(427))—
GMWB hedging instruments	74	—	14	60
Macro hedge program	128	—	8	120
Other derivative contracts	1	—	—	1
Total derivative assets [2]	(180)	)—	(361)	)181
Short-term investments	3,244	878	2,366	—
Reinsurance recoverable for GMWB	73	—	—	73
Modified coinsurance reinsurance contracts	68	—	68	—
Separate account assets [3]	111,634	71,606	38,856	201
Total assets accounted for at fair value on a recurring basis	\$172,243	\$ 73,937	\$ 92,960	\$ 4,375
Liabilities accounted for at fair value on a recurring basis				
Other policyholder funds and benefits payable				
GMWB embedded derivative	\$(241)	)\$ —	\$ —	\$ (241)
Equity linked notes	(33)	)—	—	(33)
Total other policyholder funds and benefits payable	(274)	)—	—	(274)
Derivative liabilities				
Credit derivatives	(13)	)—	(13))—
Equity derivatives	33	—	33	—
Foreign exchange derivatives	(237)	)—	(237))—
Interest rate derivatives	(542))—	(521)) (21)
GMWB hedging instruments	20	—	(1))21
Macro hedge program	50	—	3	47

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Total derivative liabilities [4]	(689)	—	(736)	47
Contingent consideration [5]	(25)	—	—	(25)
Total liabilities accounted for at fair value on a recurring basis	\$(988)	\$ —	\$(736)	\$(252)

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

[2] Includes OTC and OTC-cleared derivative instruments in a net positive fair value position 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 footnote 4 to this table for derivative liabilities.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Approximately \$2.4 billion and \$4.0 billion of investment sales receivable, as of September 30, 2017, and December 31, 2016, 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 \$899 and \$1.0 billion of investments, as of September 30, 2017 and December 31, 2016, respectively, for which the fair value is estimated using the net asset value per unit as a practical expedient which are excluded from the disclosure requirement to classify amounts in the fair value hierarchy.

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

For additional information see the Contingent Consideration section below.

Fixed Maturities, Equity Securities, Short-term Investments, and Free-standing Derivatives

Valuation Techniques

The Company generally determines fair values using valuation techniques that use prices, rates, and other relevant information evident from market transactions involving identical or similar instruments. Valuation techniques also include, where appropriate, estimates of future cash flows that are converted into a single discounted amount using current market expectations. The Company uses a "waterfall" approach comprised of the following pricing sources and techniques, which are listed in priority order:

Quoted prices, unadjusted, for identical assets or liabilities in active markets, which are classified as Level 1.

Prices from third-party pricing services, which primarily utilize a combination of techniques. These services utilize recently reported trades of identical, similar, or benchmark securities making adjustments for market observable inputs available through the reporting date. If there are no recently reported trades, they may use a discounted cash flow technique to develop a price using expected cash flows based upon the anticipated future performance of the underlying collateral discounted at an estimated market rate. Both techniques develop prices that consider the time value of future cash flows and provide a margin for risk, including liquidity and credit risk. Most prices provided by third-party pricing services are classified as Level 2 because the inputs used in pricing the securities are observable. However, some securities that are less liquid or trade less actively are classified as Level 3. Additionally, certain long-dated securities, including certain municipal securities, foreign government/government agency securities, and bank loans, include benchmark interest rate or credit spread assumptions that are not observable in the marketplace and are thus classified as Level 3.

Internal matrix pricing, which is a valuation process internally developed for private placement securities for which the Company is unable to obtain a price from a third-party pricing service. Internal pricing matrices determine credit spreads that, when combined with risk-free rates, are applied to contractual cash flows to develop a price. The Company develops credit spreads 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 market-based reference credit spread considers the issuer's financial strength and term to maturity, using an

independent public security index and trade information, while the credit spread differential considers the non-public nature of the security. Securities priced using internal matrix pricing are classified as Level 2 because the inputs are observable or can be corroborated with observable data.

Independent broker quotes, which are typically non-binding and use inputs that can be difficult to corroborate with observable market based data. Brokers may use present value techniques using assumptions specific to the security types, or they may use recent transactions of similar securities. Due to the lack of transparency in the process that brokers use to develop prices, valuations that are based on independent broker quotes are classified as Level 3.

The fair value of free-standing derivative instruments is determined primarily using a discounted cash flow model or option model technique and incorporate counterparty credit risk. In some cases, quoted market prices for

exchange-traded and OTC-cleared derivatives may be used and in other cases independent broker quotes may be used. The pricing valuation models primarily use inputs that are observable in the market or can be corroborated by observable market data. The valuation of certain derivatives may include significant inputs that are unobservable, such as volatility levels, and reflect the Company's view of what other market participants would use when pricing such instruments. Unobservable market data is used in the valuation of customized derivatives that are used to hedge certain GMWB variable annuity riders. See the section "GMWB Embedded, Customized, and Reinsurance Derivatives" below for further discussion of the valuation model used to value these customized derivatives.

Valuation Controls

The fair value process for investments is monitored by the Valuation Committee, which is a cross-functional group of senior management within the Company that meets at least quarterly. The purpose of the committee is to oversee the pricing policy and procedures, as well as to approve changes to valuation methodologies and pricing sources. Controls and procedures used to assess third-party pricing services are reviewed by the Valuation Committee, including the results of annual due-diligence reviews.

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"). The working groups, which include various investment, operations, accounting and risk management professionals, meet monthly to review market data trends, pricing and trading statistics and results, and any proposed pricing methodology changes.

The Securities Working Group reviews prices received from third parties to ensure that the prices represent a reasonable estimate of the fair value. The group considers trading volume, new

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

issuance activity, market trends, new regulatory rulings and other factors to determine whether the market activity is significantly different than normal activity in an active market. A dedicated pricing unit follows up with trading and investment sector professionals and challenges prices of third-party pricing services when the estimated assumptions used differ from what the unit believes a market participant would use. If the available evidence indicates that pricing from third-party pricing services or broker quotes is based upon transactions that are stale or not from trades made in an orderly market, the Company places little, if any, weight on the third party service's transaction price and will estimate fair value using an internal process, such as a pricing matrix.

The Derivatives Working Group reviews the inputs, assumptions and methodologies used to ensure that the prices represent a reasonable estimate of the fair value. A dedicated pricing team works directly with investment sector professionals to investigate the impacts of changes in the market environment on prices or valuations of derivatives. New models and any changes to current models are required to have detailed documentation and are validated to a second source. The model validation documentation and results of validation are presented to the Valuation Committee for approval.

The Company conducts other monitoring controls around securities and derivatives pricing including, but not limited to, the following:

• Review of daily price changes over specific thresholds and new trade comparison to third-party pricing services.

• Daily comparison of OTC derivative market valuations to counterparty valuations.

• Review of weekly price changes compared to published bond prices of a corporate bond index.

• Monthly reviews of price changes over thresholds, stale prices, missing prices, and zero prices.

• Monthly validation of prices to a second source for securities in most sectors and for certain derivatives.

In addition, the Company's enterprise-wide Operational Risk Management function, led by the Chief Risk Officer, is responsible for model risk management and provides an independent review of the suitability and reliability of model inputs, as well as an analysis of significant changes to current models.

Valuation Inputs

Quoted prices for identical assets in active markets are considered Level 1 and consist 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.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Valuation Inputs Used in Levels 2 and 3 Measurements for Securities and Freestanding Derivatives

Level 2	Level 3
Primary Observable Inputs	Primary Unobservable Inputs
Fixed Maturity Investments	
Structured securities (includes ABS, CDOs, CMBS and RMBS)	
<ul style="list-style-type: none"> • Benchmark yields and spreads • Monthly payment information • Collateral performance, which varies by vintage year and includes delinquency rates, loss severity rates and refinancing assumptions • Credit default swap indices 	<ul style="list-style-type: none"> • Independent broker quotes • Credit spreads beyond observable curve • Interest rates beyond observable curve
Other inputs for ABS and RMBS:	Other inputs for less liquid securities or those that trade less actively, including subprime RMBS:
<ul style="list-style-type: none"> • Estimate of future principal prepayments, derived from the characteristics of the underlying structure • Prepayment speeds previously experienced at the interest rate levels projected for the collateral 	<ul style="list-style-type: none"> • Estimated cash flows • Credit spreads, which include illiquidity premium • Constant prepayment rates • Constant default rates • Loss severity
Corporates	
<ul style="list-style-type: none"> • Benchmark yields and spreads • Reported trades, bids, offers of the same or similar securities • Issuer spreads and credit default swap curves 	<ul style="list-style-type: none"> • Independent broker quotes • Credit spreads beyond observable curve • Interest rates beyond observable curve
Other inputs for investment grade privately placed securities that utilize internal matrix pricing:	Other inputs for below investment grade privately placed securities:
<ul style="list-style-type: none"> • Credit spreads for public securities of similar quality, maturity, and sector, adjusted for non-public nature 	<ul style="list-style-type: none"> • Independent broker quotes • Credit spreads for public securities of similar quality, maturity, and sector, adjusted for non-public nature
U.S Treasuries, Municipals, and Foreign government/government agencies	
<ul style="list-style-type: none"> • Benchmark yields and spreads • Issuer credit default swap curves • Political events in emerging market economies • Municipal Securities Rulemaking Board reported trades and material event notices • Issuer financial statements 	<ul style="list-style-type: none"> • Independent broker quotes • Credit spreads beyond observable curve • Interest rates beyond observable curve
Equity Securities	
<ul style="list-style-type: none"> • Quoted prices in markets that are not active 	<ul style="list-style-type: none"> • For privately traded equity securities, internal discounted cash flow models utilizing earnings multiples or other cash flow assumptions that are not observable; or they may be held at cost
Short Term Investments	
<ul style="list-style-type: none"> • Benchmark yields and spreads • Reported trades, bids, offers • Issuer spreads and credit default swap curves • Material event notices and new issue money market rates 	Not applicable

Derivatives

Credit derivatives

- Swap yield curve
- Credit default swap curves
- Independent broker quotes
- Yield curves beyond observable limits

Equity derivatives

- Equity index levels
- Swap yield curve
- Independent broker quotes
- Equity volatility

Foreign exchange derivatives

- Swap yield curve
- Currency spot and forward rates
- Cross currency basis curves
- Independent broker quotes

Interest rate derivatives

- Swap yield curve
- Independent broker quotes
- Interest rate volatility

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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 - Securities

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]
As of September 30, 2017							
CMBS [3]	\$49	Discounted cash flows	Spread (encompasses prepayment, default risk and loss severity)	9 bps	1,816 bps	352 bps	Decrease
Corporate [4]	\$496	Discounted cash flows	Spread	102 bps	940 bps	270 bps	Decrease
Municipal [3]	\$70	Discounted cash flows	Spread	184 bps	239 bps	201 bps	Decrease
RMBS [3]	\$1,950	Discounted cash flows	Spread	26 bps	501 bps	76 bps	Decrease
			Constant prepayment rate	—%	13%	5%	Decrease [5]
			Constant default rate	2%	9%	4%	Decrease
			Loss severity	—%	100%	68%	Decrease
As of December 31, 2016							
CMBS [3]	\$52	Discounted cash flows	Spread (encompasses prepayment, default risk and loss severity)	10 bps	1,273 bps	366 bps	Decrease
Corporate [4]	\$510	Discounted cash flows	Spread	122 bps	1,302 bps	359 bps	Decrease
Municipal [3]	\$101	Discounted cash flows	Spread	135 bps	286 bps	221 bps	Decrease
RMBS [3]	\$1,963	Discounted cash flows	Spread	16 bps	1,830 bps	192 bps	Decrease
			Constant prepayment rate	—%	20%	4%	Decrease [5]
			Constant default rate	—%	11%	5%	Decrease
			Loss severity	—%	100%	75%	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.

[3] Excludes securities for which the Company based fair value on broker quotations.

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

[5] 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)

Significant Unobservable Inputs for Level 3 - Freestanding Derivatives

	Fair Value	Predominant Valuation Technique	Significant Unobservable Input	Minimum	Maximum	Impact of Increase in Input on Fair Value [1]
As of September 30, 2017						
Interest rate derivatives						
Interest rate swaps	\$(29)	Discounted cash flows	Swap curve beyond 30 years	2 %	3 %	Decrease
Interest rate swaptions [2]	\$2	Option model	Interest rate volatility	2 %	3 %	Increase
GMWB hedging instruments						
Equity variance swaps	\$(40)	Option model	Equity volatility	12 %	19 %	Increase
Equity options	\$2	Option model	Equity volatility	27 %	27 %	Increase
Customized swaps	\$62	Discounted cash flows	Equity volatility	7 %	30 %	Increase
Macro hedge program [3]						
Equity options	\$190	Option model	Equity volatility	15 %	30 %	Increase
As of December 31, 2016						
Interest rate derivatives						
Interest rate swaps	\$(29)	Discounted cash flows	Swap curve beyond 30 years	3 %	3 %	Decrease
Interest rate swaptions [2]	\$8	Option model	Interest rate volatility	2 %	2 %	Increase
GMWB hedging instruments						
Equity variance swaps	\$(36)	Option model	Equity volatility	20 %	23 %	Increase
Equity options	\$17	Option model	Equity volatility	27 %	30 %	Increase
Customized swaps	\$100	Discounted cash flows	Equity volatility	12 %	30 %	Increase
Macro hedge program [3]						
Equity options	\$188	Option model	Equity volatility	17 %	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.

The tables above exclude the portion of ABS, index options and certain corporate securities for which fair values are predominately based on independent broker quotes. While the Company does not have access to the significant unobservable inputs that independent brokers may use in their pricing process, the Company believes brokers likely use inputs similar to those used by the Company and third-party pricing services to price similar instruments. As such, in their pricing models, brokers likely use estimated loss severity rates, prepayment rates, constant default rates and credit spreads. Therefore, similar to non-broker priced securities, increases in these inputs would generally cause fair values to decrease. For the three and nine months ended September 30, 2017, no significant adjustments were made by the Company to broker prices received.

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 \$463 and \$1.8 billion for the three and nine months ended September 30, 2017 and \$508 and \$1.3 billion for three and nine months ended September 30, 2016, 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, 2017 and 2016, 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, 2017 and 2016, 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)

GMWB Embedded, Customized and Reinsurance Derivatives

GMWB Embedded Derivatives
 The Company formerly offered certain variable annuity products with GMWB riders that provide 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 a 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. When payments of the GRB are not life-contingent, the GMWB represents an embedded derivative carried at fair value reported in other policyholder funds and benefits payable in the Condensed Consolidated Balance Sheets with changes in fair value reported in net realized capital gains and losses.

Free-standing Customized Derivatives
 The Company holds free-standing customized derivative contracts to provide protection from certain capital markets risks for the remaining term of specified blocks of non-reinsured GMWB riders. These customized derivatives are based on policyholder behavior assumptions specified at the inception of the derivative contracts. The Company retains the risk for differences between assumed and actual policyholder behavior and between the performance of the actively managed funds underlying the separate accounts and their respective indices. These derivatives are reported in the Condensed Consolidated Balance Sheets within other investments or other liabilities, as appropriate, after considering the impact of master netting agreements.

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 carried at fair value and reported in reinsurance recoverables in the Condensed Consolidated Balance Sheets. Changes in the fair value of the reinsurance agreements are reported in net realized capital gains and losses.

Valuation Techniques

Fair values for GMWB embedded derivatives, free-standing customized derivatives and reinsurance derivatives are classified as Level 3 in the fair value hierarchy and are calculated using internally developed models that utilize significant unobservable inputs because active, observable markets do not exist for these items. In valuing the GMWB embedded derivative, the Company attributes to the derivative a portion of the expected fees to be collected over the expected life of the contract from the contract holder equal to the present value of future GMWB claims. The excess of fees collected from the contract holder in the current period over the portion of fees attributed to the embedded derivative in the current period are associated with the host variable annuity contract and reported in fee income.

Valuation Controls

Oversight of the Company's valuation policies and processes for GMWB embedded, reinsurance, and customized 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.

Valuation Inputs

The fair value for each of the non-life contingent GMWBs, the free-standing customized derivatives and the GMWB reinsurance derivative is calculated as an aggregation of the following components: Best Estimate Claim Payments; Credit Standing Adjustment; and Margins. The Company believes the aggregation of these components results in an amount that a market participant in an active liquid market would require, if such a market existed, to assume the risks associated with the guaranteed minimum benefits and the related reinsurance and customized derivatives. Each component described in the following discussion is unobservable in the marketplace and requires subjectivity by the Company in determining its value.

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 unobservable inputs including expectations concerning policyholder behavior. These assumptions are input into a stochastic risk neutral scenario process that is used to determine the valuation and involves numerous estimates and subjective judgments regarding a number of variables.

The Company monitors various aspects of policyholder behavior and may modify certain of its assumptions, including living benefit lapses and withdrawal rates, if credible emerging data indicates that changes are warranted. In addition, the Company will continue to evaluate policyholder behavior assumptions should we implement initiatives to reduce the size of the variable annuity business. At a minimum, all policyholder behavior assumptions are reviewed and updated at least annually as part of the Company's annual fourth-quarter comprehensive study to refine its estimate of future gross profits. In addition, the Company recognizes non-market-based updates driven by the relative outperformance (underperformance) of the underlying actively managed funds as compared to their respective indices.

Credit Standing Adjustment

The credit standing adjustment is an estimate of the additional amount that market participants would require in determining fair value to reflect the risk that GMWB 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.

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.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Valuation Inputs Used in Levels 2 and 3 Measurements for GMWB Embedded, Customized and Reinsurance Derivatives

Level 2 Primary Observable Inputs	Level 3 Primary Unobservable Inputs
<ul style="list-style-type: none"> • Risk-free rates as represented by the Eurodollar futures, LIBOR deposits and swap rates to derive forward curve rates • Correlations of 10 years of observed historical returns across underlying well-known market indices • Correlations of historical index returns compared to separate account fund returns • Equity index levels 	<ul style="list-style-type: none"> • Market implied equity volatility assumptions Assumptions about policyholder behavior, including: <ul style="list-style-type: none"> • Withdrawal utilization • Withdrawal rates • Lapse rates • Reset elections

Significant Unobservable Inputs for Level 3 GMWB Embedded Customized and Reinsurance Derivatives
As of September 30, 2017

Significant Unobservable Input	Unobservable Inputs (Minimum)	Unobservable Inputs (Maximum)	Impact of Increase in Input on Fair Value Measurement [1]
Withdrawal Utilization [2]	15%	100%	Increase
Withdrawal Rates [3]	—%	8%	Increase
Lapse Rates [4]	—%	40%	Decrease
Reset Elections [5]	20%	75%	Increase
Equity Volatility [6]	7%	30%	Increase

As of December 31, 2016

Significant Unobservable Input	Unobservable Inputs (Minimum)	Unobservable Inputs (Maximum)	Impact of Increase in Input on Fair Value Measurement [1]
Withdrawal Utilization [2]	15%	100%	Increase
Withdrawal Rates [3]	—%	8%	Increase
Lapse Rates [4]	—%	40%	Decrease
Reset Elections [5]	20%	75%	Increase
Equity Volatility [6]	12%	30%	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.

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, 45% and 39% were subject to significant liquidation restrictions as of September 30, 2017 and December 31, 2016, respectively. Total limited partnerships that do not allow any form of redemption were 16% and 11% as of September 30, 2017 and December 31, 2016, respectively. Separate account assets classified as Level 3 primarily include subprime RMBS and commercial mortgage loans.

Contingent Consideration

The acquisition of Lattice Strategies LLC ("Lattice") in 2016 requires the Company to make payments to former owners of Lattice of up to \$60 contingent upon growth in exchange-traded products ("ETP") AUM over a four-year period beginning on the date of acquisition. The contingent consideration is measured at fair value on a quarterly basis by projecting future eligible ETP AUM over the contingency period to estimate the amount of expected payout. The future expected payout is discounted back to the valuation date using a risk-adjusted discount rate of 18.8%. The risk-adjusted discount rate is an internally generated and significant unobservable input to fair value.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Level 3 Assets and Liabilities Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs
The Company uses 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 asset or liability. Therefore, the realized and unrealized gains and losses on derivatives reported in the Level 3 roll-forward may be offset by realized and unrealized gains and losses of the associated assets and liabilities in other line items of the financial statements.

Fair Value Roll-forwards for Financial Instruments Classified as Level 3 for the Three Months Ended September 30, 2017

	Fair value as of June 30, 2017	Total realized/unrealized gains (losses)			Purchases	Settlements	Sales	Transfers into Level 3 [4]	Transfers out of Level 3 [4]	Fair value as of September 30, 2017
		Included in net income [1]	Included in OCI [3]	Included in OCI [3]						
Assets										
Fixed Maturities, AFS										
ABS	\$96	\$ —	\$ —	\$ —	\$ (6	) \$(6	)\$ 7	\$ (35	) \$ 56	
CDOs	339	—	(1	) 29	—	—	—	(179	) 188	
CMBS	98	(1	) —	—	(4	) —	—	—	93	
Corporate	1,136	(1	) 8	42	1	(40	) 19	(126	) 1,039	
Foreign Govt./Govt. Agencies	29	—	1	9	—	—	—	(6	) 33	
Municipal	86	—	—	—	—	—	—	—	86	
RMBS	2,011	—	27	40	(119	) —	—	(9	) 1,950	
Total Fixed Maturities, AFS	3,795	(2	) 35	120	(128	) (46	) 26	(355	) 3,445	
Equity Securities, AFS	98	—	(4	) 23	—	—	—	—	117	
Freestanding Derivatives, net [5]										
Equity	2	—	—	—	—	—	—	—	2	
Interest rate	(26	) (1	) —	—	—	—	—	—	(27)
GMWB hedging instruments	40	(16	) —	—	—	—	—	—	24	
Macro hedge program	160	14	—	9	—	—	—	—	183	
Total Freestanding Derivatives, net [5]	176	(3	) —	9	—	—	—	—	182	
Reinsurance Recoverable for GMWB	57	(9	) —	—	3	—	—	—	51	
Separate Accounts	192	—	3	37	(1	) (2	) —	(3	) 226	
Total Assets	\$4,318	\$ (14	) \$ 34	\$ 189	\$ (126	) \$(48)	\$ 26	\$ (358	) \$ 4,021	
Liabilities										
Other Policyholder Funds and Benefits Payable										
Guaranteed Withdrawal Benefits	\$(134) \$ 58	\$ —	\$ —	\$ (17) \$ —	\$ —	\$ —	\$ (93)

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Equity Linked Notes	(37)	—	—	37	—	—	—	—
Total Other Policyholder Funds and Benefits Payable	(171)	58	—	20	—	—	—	(93)
Contingent Consideration [7]	(27)	(1)	—	—	—	—	—	(28)
Total Liabilities	\$(198)	\$ 57	\$ —	\$ —	\$ 20	\$—	\$ —	\$— (121)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Fair Value Roll-forwards for Financial Instruments Classified as Level 3 for the Nine Months Ended September 30, 2017

	Fair value as of January 1, 2017	Total realized/unrealized gains (losses) Included in net income [1] [2]	Included in OCI [3]	Purchases	Settlements	Sales	Transfers into Level 3 [4]	Transfers out of Level 3 [4]	Fair value as of September 30, 2017
Assets									
Fixed Maturities, AFS									
ABS	\$82	\$ —	\$ —	\$ 70	\$ (12)	\$(6)	\$ 33	\$(111)	\$ 56
CDOs	414	—	(2)	329	(208)	—	—	(345)	188
CMBS	80	(2)	1	75	(10)	—	—	(51)	93
Corporate	1,080	(7)	38	257	(39)	(230)	111	(171)	1,039
Foreign Govt./Govt. Agencies	64	—	4	15	(2)	(2)	—	(46)	33
Municipal	118	4	4	—	—	(40)	—	—	86
RMBS	1,972	—	60	263	(329)	(7)	—	(9)	1,950
Total Fixed Maturities, AFS	3,810	(5)	105	1,009	(600)	(285)	144	(733)	3,445
Fixed Maturities, FVO	11	—	—	4	(2)	(13)	—	—	—
Equity Securities, AFS	99	—	(9)	27	—	—	—	—	117
Freestanding Derivatives, net [5]									
Equity	—	(3)	—	5	—	—	—	—	2
Interest rate	(21)	(6)	—	—	—	—	—	—	(27)
GMWB hedging instruments	81	(57)	—	—	—	—	—	—	24
Macro hedge program	167	7	—	9	—	—	—	—	183
Other contracts	1	(1)	—	—	—	—	—	—	—
Total Freestanding Derivatives, net [5]	228	(60)	—	14	—	—	—	—	182
Reinsurance Recoverable for GMWB	73	(33)	—	—	11	—	—	—	51
Separate Accounts	201	3	5	148	(7)	(45)	10	(89)	226
Total Assets	\$4,422	\$(95)	\$ 101	\$ 1,202	\$(598)	\$(343)	\$ 154	\$(822)	\$ 4,021
Liabilities									
Other Policyholder Funds and Benefits Payable									
Guaranteed Withdrawal Benefits	\$(241)	\$ 197	\$ —	\$ —	\$(49)	\$ —	\$ —	\$ —	\$(93)
Equity Linked Notes	(33)	(4)	—	—	37	—	—	—	—
Total Other Policyholder Funds and Benefits Payable	(274)	193	—	—	(12)	—	—	—	(93)
Contingent Consideration [7]	(25)	(3)	—	—	—	—	—	—	(28)
Total Liabilities	\$(299)	\$ 190	\$ —	\$ —	\$(12)	\$ —	\$ —	\$ —	\$(121)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Fair Value Roll-forwards for Financial Instruments Classified as Level 3 for the Three Months Ended September 30, 2016

	Fair value as of June 30, 2016	Total realized/unrealized gains (losses)			Purchases	Settlements	Sales	Transfers into Level 3 [4]	Transfers out of Level 3 [4]	Fair value as of September 30, 2016
		Included in net income [1]	Included in OCI [3]	[2] [6]						
Assets										
Fixed Maturities, AFS										
ABS	\$41	\$ —	\$ —	\$ 18	\$ —	\$(2)	\$ —	\$(26)	\$ 31	
CDOs	478	—	(3)	1	(7)	—	—	—	469	
CMBS	79	(1)	—	15	(6)	—	—	(10)	77	
Corporate	1,136	(12)	27	69	3	(52)	115	(192)	1,094	
Foreign Govt./Govt. Agencies	72	—	2	9	(1)	(8)	—	—	74	
Municipal	90	—	2	34	—	—	—	—	126	
RMBS	1,873	—	15	253	(78)	(8)	—	—	2,055	
Total Fixed Maturities, AFS	3,769	(13)	43	399	(89)	(70)	115	(228)	3,926	
Fixed Maturities, FVO	6	—	—	5	(1)	(1)	—	—	9	
Equity Securities, AFS	97	(1)	—	4	—	—	—	—	100	
Freestanding Derivatives, net [5]										
Equity	1	(1)	—	—	—	—	—	—	—	
Interest rate	(32)	—	—	—	—	—	—	—	(32)	
GMWB hedging instruments	165	(34)	—	—	—	—	—	—	131	
Macro hedge program	141	(32)	—	63	(4)	—	—	—	168	
Other contracts	4	(2)	—	—	—	—	—	—	2	
Total Freestanding Derivatives, net [5]	279	(69)	—	63	(4)	—	—	—	269	
Reinsurance Recoverable for GMWB	106	(12)	—	—	4	—	—	—	98	
Separate Accounts	171	1	(1)	165	(3)	(11)	10	(7)	325	
Total Assets	\$4,428	\$(94)	\$ 42	\$ 636	\$(93)	\$(82)	\$ 125	\$(235)	\$ 4,727	
Liabilities										
Other Policyholder Funds and Benefits Payable										
Guaranteed Withdrawal Benefits	\$(412)	\$ 81	\$ —	\$ —	\$(17)	\$ —	\$ —	\$ —	\$(348)	
Equity Linked Notes	(28)	(3)	—	—	—	—	—	—	(31)	
Total Other Policyholder Funds and Benefits Payable	(440)	78	—	—	(17)	—	—	—	(379)	
Contingent Consideration [7]	—	23	—	—	—	—	—	—	23	
Total Liabilities	\$(440)	\$ 101	\$ —	\$ —	\$(17)	\$ —	\$ —	\$ —	\$(356)	

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Fair Value Roll-forwards for Financial Instruments Classified as Level 3 for the Nine Months Ended September 30, 2016

	Fair value as of January 1, 2016	Total realized/unrealized gains (losses)			Purchases	Settlements	Sales	Transfers into Level 3 [4]	Transfers out of Level 3 [4]	Fair value as of September 30, 2016
		Included in net income [2] [6]	Included in OCI [3]							
Assets										
Fixed Maturities, AFS										
ABS	\$37	\$ —	\$ —	\$ 18	\$ (7	) \$(2	)\$ 18	\$ (33	) \$ 31
CDOs	541	(1	) (5	) 1	(67	) —	—	—	469
CMBS	150	(2	) (3	) 65	(24	) (3	)1	(107	) 77
Corporate	854	(26	) 39	136	(52	) (143	)628	(342	) 1,094
Foreign Govt./Govt. Agencies	60	1	11	24	(3	) (19	)—	—	74
Municipal	49	—	7	54	—	—	16	—	126	
RMBS	1,622	—	11	683	(236	) (8	)5	(22	) 2,055
Total Fixed Maturities, AFS	3,313	(28	) 60	981	(389	) (175	)668	(504	) 3,926
Fixed Maturities, FVO	16	(1	) —	11	(3	) (4	)—	(10	) 9
Equity Securities, AFS	93	(1	) 7	6	—	(5	)—	—	100
Freestanding Derivatives, net [5]										
Equity	—	(16	) —	16	—	—	—	—	—
Interest rate	(22) (10) —	—	—	—	—	—	(32)
GMWB hedging instruments	135	(10	) —	—	—	—	—	6	131
Macro hedge program	147	(36	) —	63	(6	) —	—	—	168
Other contracts	7	(5	) —	—	—	—	—	—	2
Total Freestanding Derivatives, net [5]	267	(77	) —	79	(6	) —	—	6	269
Reinsurance Recoverable for GMWB	83	4	—	—	11	—	—	—	98	
Separate Accounts	139	1	5	226	(12	) (27	)16	(23	) 325
Total Assets	\$3,911	\$ (102	) \$ 72	\$ 1,303	\$ (399	) \$(211)	\$ 684	\$ (531	) \$ 4,727
Liabilities										
Other Policyholder Funds and Benefits Payable										
Guaranteed Withdrawal Benefits	\$(262) \$(36) \$ —	\$ —	\$ (50) \$—	\$ —	\$ —	\$ (348)
Equity Linked Notes	(26) (5) —	—	—	—	—	—	(31)
Total Other Policyholder Funds and Benefits Payable	(288) (41) —	—	(50) —	—	—	(379)
Contingent Consideration [7]	—	23	—	—	—	—	—	—	23	
Total Liabilities	\$(288) \$(18) \$ —	\$ —	\$ (50) \$—	\$ —	\$ —	\$ (356)

The Company classifies realized and unrealized gains (losses) on GMWB reinsurance derivatives and GMWB
[1] 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.

Amounts in these rows are generally reported in net realized capital gains (losses). The realized/unrealized gains
[2] (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] For additional information, see the Contingent Consideration section of this Note 5 - Fair Value Measurements of Notes to Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Changes in Unrealized Gains (Losses) Included in Net
Income for Financial Instruments Classified as Level 3 Still
Held at End of Period

	Three months ended September 30, 2017		Nine months ended September 30, 2017	
	2017	2016	[1]	[2]
Assets				
Fixed Maturities, AFS				
CMBS	\$—	\$—	\$(1)	\$(1)
Corporate	(1)	(13)	(13)	(14)
Total Fixed Maturities, AFS	(1)	(13)	(14)	(15)
Fixed Maturities, FVO	—	—	—	—
Equity Securities, AFS	—	(1)	—	(1)
Freestanding Derivatives, net				
Equity	—	—	(2)	—
Interest rate	(1)	—	(6)	(10)
GMWB hedging instruments	(16)	(34)	(57)	(2)
Macro hedge program	14	(34)	8	(31)
Other Contracts	—	(2)	—	(5)
Total Freestanding Derivatives, net	(3)	(70)	(57)	(48)
Reinsurance Recoverable for GMWB	(9)	(12)	(33)	4
Separate Accounts	—	—	1	—
Total Assets	\$(13)	\$(96)	\$(103)	\$(60)
Liabilities				
Other Policyholder Funds and Benefits Payable				
Guaranteed Withdrawal Benefits	\$58	\$81	\$197	\$(36)
Equity Linked Notes	—	(3)	(4)	(5)
Total Other Policyholder Funds and Benefits Payable	58	78	193	(41)
Contingent Consideration [3]	(1)	—	(3)	—
Total Liabilities	\$57	\$78	\$190	\$(41)

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.

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

[3]

For additional information, see the Contingent Consideration section of this Note 5 - Fair Value Measurements of Notes to Condensed Consolidated Financial Statements.

Fair Value Option

The Company has elected the fair value option for certain securities that contain embedded credit derivatives with underlying credit risk primarily related to residential real estate, and these securities are included within Fixed Maturities, FVO on the Condensed Consolidated Balance Sheets. The Company previously classified the underlying fixed maturities held in certain consolidated investment funds within Fixed Maturities, FVO. The Company reported the underlying fixed maturities of 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 Company also previously elected the fair value option for certain equity securities in order to align the accounting with total return swap contracts that hedged the risk associated with the investments. The swaps did not qualify for hedge accounting and the change in value of both the equity securities and the total return swaps were recorded in net realized capital gains and

losses. These equity securities were classified within equity securities, AFS on the Condensed Consolidated Balance Sheets. Income earned from FVO securities was recorded in net investment income and changes in fair value were recorded in net realized capital gains and losses. The Company did not hold any of these equity securities as of September 30, 2017 or December 31, 2016.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

Changes in Fair Value of Assets using Fair Value Option

	Three Months Ended September 30, 2017	Nine Months Ended September 30, 2016	Three Months Ended September 30, 2017	Nine Months Ended September 30, 2016
Assets				
Fixed maturities, FVO				
Corporate	\$ —	\$ 1	\$(1)	\$ 1
Foreign government	—	—	—	(1)
RMBS	(1)	3	—	8
Total fixed maturities, FVO	(1)	4	(1)	8
Equity, FVO	—	—	2	(34)
Total realized capital gains (losses)	\$(1)	\$ 4	\$ 1	\$(26)

Fair Value of Assets and Liabilities using the Fair Value Option

	September 30, 2017	December 31, 2016
Assets		
Fixed maturities, FVO		
ABS	\$ —	\$ 7
CDOs	—	3
CMBS	—	8
Corporate	—	40
U.S government	—	7
RMBS	82	228
Total fixed maturities, FVO	\$ 82	\$ 293

Financial Assets and Liabilities Not Carried at Fair Value

	Fair Value Hierarchy Level	Carrying Amount	Fair Value
September 30, 2017			
Assets			
Policy loans	Level 3	\$ 1,418	\$ 1,418
Mortgage loans	Level 3	\$ 6,058	\$ 6,215
Liabilities			
Other policyholder funds and benefits payable [1]	Level 3	\$ 6,285	\$ 6,484
Senior notes [2]	Level 2	\$ 3,556	\$ 4,218
Junior subordinated debentures [2]	Level 2	\$ 1,582	\$ 1,724
Consumer notes [3] [4]	Level 3	\$ 9	\$ 9
Assumed investment contracts [3]	Level 3	\$ 517	\$ 540
December 31, 2016			
Assets			

Policy loans	Level 3	\$ 1,444	\$ 1,444
Mortgage loans	Level 3	\$ 5,697	\$ 5,721
Liabilities			
Other policyholder funds and benefits payable [1]	Level 3	\$ 6,714	\$ 6,906
Senior notes [2]	Level 2	\$ 3,969	\$ 4,487
Junior subordinated debentures [2]	Level 2	\$ 1,083	\$ 1,246
Consumer notes [3] [4]	Level 3	\$ 20	\$ 20
Assumed investment contracts [3]	Level 3	\$ 487	\$ 526

[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] Excludes amounts carried at fair value and included in preceding disclosures.

[4] 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.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Fair Value Measurements (continued)

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,		Nine Months Ended September 30,	
(Before tax)	2017	2016	2017	2016
Gross gains on sales	\$80	\$114	\$332	\$328
Gross losses on sales	(26)	(24)	(132)	(157)
Net OTTI losses recognized in earnings	(2)	(14)	(17)	(44)
Valuation allowances on mortgage loans	—	—	2	—
Results of variable annuity hedge program				
GMWB derivatives, net	15	6	53	(8)
Macro hedge program	(65)	(64)	(189)	(98)
Total results of variable annuity hedge program	(50)	(58)	(136)	(106)
Transactional foreign currency revaluation	2	(13)	2	(144)
Non-qualifying foreign currency derivatives	(3)	17	(9)	138
Other, net [1]	(4)	(39)	10	(134)
Net realized capital gains (losses)	\$(3)	\$(17)	\$52	\$(119)

Includes non-qualifying derivatives, excluding variable annuity hedge program and foreign currency derivatives, of \$(5) and \$6, respectively for the three months ended September 30, 2017 and 2016. For the nine months ended [1] September 30, 2017 and 2016, the non-qualifying derivatives, excluding variable annuity hedge program and foreign currency derivatives were \$0 and \$(50), respectively.

Net realized capital gains and losses from investment sales are reported as a component of revenues and are determined on a specific identification basis. Before tax, net gains (and losses) on sales and impairments previously reported as unrealized gains (or losses) in AOCI were \$52 and \$183 for the three and nine months ended September 30, 2017, and \$77 and \$128 for the three and nine months ended September 30, 2016. Proceeds from sales of AFS securities totaled \$4.3 billion and \$17.3 billion for the three and nine months ended September 30, 2017, and \$4.3 billion and \$13.3 billion for the three and nine months ended September 30, 2016.

Recognition and Presentation of Other-Than-Temporary Impairments

The Company will record an other-than-temporary impairment (“OTTI”) for fixed maturities and certain equity securities with debt-like characteristics (collectively “debt securities”) if the Company intends to sell or it is more likely than not that the Company will be required to sell the security before a recovery in value. A corresponding charge is recorded in net realized capital losses equal to the difference between the fair value and amortized cost basis of the security.

The Company will also record an OTTI for those debt securities for which the Company does not expect to recover the entire amortized cost basis. For these securities, the excess of the amortized cost basis over its fair value is separated into the

portion representing a credit OTTI, which is recorded in net realized capital losses, and the remaining non-credit amount, which is recorded in OCI. The credit OTTI amount is the excess of its amortized cost basis over the Company’s best estimate of discounted expected future cash flows. The non-credit amount is the excess of the best estimate of the discounted expected future cash flows over the fair value. The Company’s best estimate of discounted expected future cash flows becomes the new cost basis and accretes prospectively into net investment income over the estimated remaining life of the security.

The Company's best estimate of expected future cash flows is a quantitative and qualitative process that incorporates information received from third-party sources along with certain internal assumptions regarding the future performance. The Company's considerations include, but are not limited to, (a) changes in the financial condition of the issuer and the underlying collateral, (b) whether the issuer is current on contractually obligated interest and principal payments, (c) credit ratings, (d) payment structure of the security and (e) the extent to which the fair value has been less than the amortized cost of the security.

For non-structured securities, assumptions include, but are not limited to, economic and industry-specific trends and fundamentals, security-specific developments, industry earnings multiples and the issuer's ability to restructure and execute asset sales.

For structured securities, assumptions include, but are not limited to, various performance indicators such as historical and projected default and recovery rates, credit ratings, current and projected delinquency rates, loan-to-value ("LTV") ratios, average cumulative collateral loss rates that vary by vintage year, prepayment speeds, and property value declines. These assumptions require the use of significant management judgment and include the probability of issuer default and estimates regarding timing and amount of expected recoveries which may include estimating the underlying collateral value.

The Company will also record an OTTI for equity securities where the decline in the fair value is deemed to be other-than-temporary. A corresponding charge is recorded in net realized capital losses equal to the difference between the fair value and cost basis of the security. The previous cost basis less the impairment becomes the new cost basis. The Company's evaluation and assumptions used to determine an equity OTTI include, but are not limited to, (a) the length of time and extent to which the fair value has been less than the cost of the security, (b) changes in the financial condition, credit rating and near-term prospects of the issuer, (c) whether the issuer is current on preferred stock dividends and (d) the intent and ability of the Company to retain the investment for a period of time sufficient to allow for recovery. For the remaining equity securities which are determined to be temporarily impaired, the Company asserts its intent and ability to retain those equity securities until the price recovers.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Impairments in Earnings by Type

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
Credit impairments	\$ 1	\$ 13	\$ 15	\$ 36
Intent-to-sell impairments	—	—	—	3
Impairments on equity securities	1	1	2	5
Total impairments	\$ 2	\$ 14	\$ 17	\$ 44

Cumulative Credit Impairments

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
(Before tax)				
Balance as of beginning of period	\$ (236)	\$ (293)	\$ (280)	\$ (324)
Additions for credit impairments recognized on [1]:				
Securities not previously impaired	—	(4)	(1)	(25)
Securities previously impaired	(1)	(9)	(14)	(11)
Reductions for credit impairments previously recognized on:				
Securities that matured or were sold during the period	2	14	43	50
Securities due to an increase in expected cash flows	6	5	23	23
Balance as of end of period	\$ (229)	\$ (287)	\$ (229)	\$ (287)

[1] These additions are included in the net OTTI losses recognized in earnings in the Condensed Consolidated Statements of Operations.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Available-for-Sale Securities

AFS Securities by Type

	September 30, 2017					December 31, 2016				
	Cost or Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Non-Credit OTTI [1]	Cost or Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Non-Credit OTTI [1]
ABS	\$2,300	\$ 20	\$ (15)	\$2,305	\$ —	\$2,396	\$ 17	\$ (31)	\$2,382	\$ —
CDOs	2,364	33	(2)	2,395	—	1,853	67	(4)	1,916	—
CMBS	5,034	123	(37)	5,120	(6)	4,907	97	(68)	4,936	(6)
Corporate	23,925	1,901	(80)	25,746	—	24,380	1,510	(224)	25,666	—
Foreign govt./govt. agencies	1,300	71	(6)	1,365	—	1,164	33	(26)	1,171	—
Municipal	11,585	869	(19)	12,435	—	10,825	732	(71)	11,486	—
RMBS	4,083	127	(5)	4,205	—	4,738	66	(37)	4,767	—
U.S. Treasuries	3,887	224	(13)	4,098	—	3,542	182	(45)	3,679	—
Total fixed maturities, AFS	54,478	3,368	(177)	57,669	(6)	53,805	2,704	(506)	56,003	(6)
Equity securities, AFS	1,010	130	(28)	1,112	—	1,020	96	(19)	1,097	—
Total AFS securities	\$55,488	\$ 3,498	\$ (205)	\$58,781	\$ (6)	\$54,825	\$ 2,800	\$ (525)	\$57,100	\$ (6)

Represents the amount of cumulative non-credit OTTI losses recognized in OCI on securities that also had credit [1] impairments. These losses are included in gross unrealized losses as of September 30, 2017, and December 31, 2016.

Fixed maturities, AFS, by Contractual Maturity Year

	September 30, 2017		December 31, 2016	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
One year or less	\$2,289	\$2,305	\$1,896	\$1,912
Over one year through five years	8,896	9,168	9,015	9,289
Over five years through ten years	8,975	9,352	9,038	9,245
Over ten years	20,537	22,819	19,962	21,556
Subtotal	40,697	43,644	39,911	42,002
Mortgage-backed and asset-backed securities	13,781	14,025	13,894	14,001
Total fixed maturities, AFS	\$54,478	\$57,669	\$53,805	\$56,003

Estimated maturities may differ from contractual maturities due to security call or prepayment provisions. Due to the potential for variability in payment speeds (i.e. prepayments or extensions), mortgage-backed and asset-backed securities are not categorized by contractual maturity.

Concentration of Credit Risk

The Company aims to maintain a diversified investment portfolio including issuer, sector and geographic stratification, where

applicable, and has established certain exposure limits, diversification standards and review procedures to mitigate credit risk. The Company had no investment exposure to any credit concentration risk of a single issuer greater than 10% of the Company's stockholders' equity, other than the U.S. government and certain U.S. government agencies as of September 30, 2017 and December 31, 2016.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Unrealized Losses on AFS Securities

Unrealized Loss Aging for AFS Securities by Type and Length of Time as of September 30, 2017

	Less Than 12 Months			12 Months or More			Total		
	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses
ABS	\$523	\$522	\$ (1)	\$230	\$216	\$ (14)	\$753	\$738	\$ (15)
CDOs	1,138	1,136	(2)	145	145	—	1,283	1,281	(2)
CMBS	1,490	1,472	(18)	288	269	(19)	1,778	1,741	(37)
Corporate	2,317	2,289	(28)	1,447	1,395	(52)	3,764	3,684	(80)
Foreign govt./govt. agencies	170	167	(3)	59	56	(3)	229	223	(6)
Municipal	783	774	(9)	156	146	(10)	939	920	(19)
RMBS	363	359	(4)	60	59	(1)	423	418	(5)
U.S. Treasuries	1,716	1,705	(11)	30	28	(2)	1,746	1,733	(13)
Total fixed maturities, AFS	8,500	8,424	(76)	2,415	2,314	(101)	10,915	10,738	(177)
Equity securities, AFS	195	170	(25)	29	26	(3)	224	196	(28)
Total securities in an unrealized loss position	\$8,695	\$8,594	\$ (101)	\$2,444	\$2,340	\$ (104)	\$11,139	\$10,934	\$ (205)

Unrealized Loss Aging for AFS Securities by Type and Length of Time as of December 31, 2016

	Less Than 12 Months			12 Months or More			Total		
	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses
ABS	\$582	\$579	\$ (3)	\$368	\$340	\$ (28)	\$950	\$919	\$ (31)
CDOs	641	640	(1)	370	367	(3)	1,011	1,007	(4)
CMBS	2,076	2,027	(49)	293	274	(19)	2,369	2,301	(68)
Corporate	5,418	5,248	(170)	835	781	(54)	6,253	6,029	(224)
Foreign govt./govt. agencies	573	550	(23)	27	24	(3)	600	574	(26)
Municipal	1,567	1,498	(69)	43	41	(2)	1,610	1,539	(71)
RMBS	1,655	1,624	(31)	591	585	(6)	2,246	2,209	(37)
U.S. Treasuries	1,432	1,387	(45)	—	—	—	1,432	1,387	(45)
Total fixed maturities, AFS	13,944	13,553	(391)	2,527	2,412	(115)	16,471	15,965	(506)
Equity securities, AFS	330	315	(15)	38	34	(4)	368	349	(19)
Total securities in an unrealized loss position	\$14,274	\$13,868	\$ (406)	\$2,565	\$2,446	\$ (119)	\$16,839	\$16,314	\$ (525)

As of September 30, 2017, AFS securities in an unrealized loss position consisted of 2,491 securities, primarily in the corporate sector, which were depressed primarily due to an increase in interest rates and/or widening of credit spreads since the securities were purchased. As of September 30, 2017, 92% of these securities were depressed less than 20% of amortized cost. The decrease in unrealized losses during the nine months ended September 30, 2017 was primarily attributable to tighter credit spreads and a decrease in long-term interest rates.

Most of the securities depressed for twelve months or more relate to corporate securities, student loan ABS and structured securities with exposure to commercial real estate. Corporate financial services securities and student loan ABS were primarily

depressed because the securities have floating-rate coupons and long-dated maturities, and current credit spreads are wider than when these securities were purchased. For certain other corporate securities and commercial real estate securities, current spreads are wider than market spreads at the securities' respective purchase dates. The Company

neither has an intention to sell nor does it expect to be required to sell the securities outlined in the preceding discussion.

Mortgage Loans

Mortgage Loan Valuation Allowances

Commercial mortgage loans are considered to be impaired when management estimates that, based upon current information and

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

events, it is probable that the Company will be unable to collect amounts due according to the contractual terms of the loan agreement. The Company reviews mortgage loans on a quarterly basis to identify potential credit losses. Among other factors, management reviews current and projected macroeconomic trends, such as unemployment rates and property-specific factors such as rental rates, occupancy levels, LTV ratios and debt service coverage ratios (“DSCR”). In addition, the Company considers historical, current and projected delinquency rates and property values. Estimates of collectibility require the use of significant management judgment and include the probability and timing of borrower default and loss severity estimates. In addition, cash flow projections may change based upon new information about the borrower's ability to pay and/or the value of underlying collateral such as changes in projected property value estimates.

For mortgage loans that are deemed impaired, a valuation allowance is established for the difference between the carrying amount and estimated fair value. The mortgage loan's estimated fair value is most frequently the Company's share of the fair value of the collateral but may also be the Company's share of either (a) the present value of the expected future cash flows discounted at the loan's effective interest rate or (b) the loan's observable market price. A valuation allowance may be recorded for an individual loan or for a group of loans that have an LTV ratio of 90% or greater, a low DSCR or have other lower credit quality characteristics. Changes in valuation allowances are recorded in net realized capital gains and losses. Interest income on impaired loans is accrued to the extent it is deemed collectible and the borrowers continue to make payments under the original or restructured loan terms. The Company stops accruing interest income on loans when it is probable that the Company will not receive interest and principal payments according to the contractual terms of the loan agreement. The Company resumes accruing interest income when it determines that sufficient collateral exists to satisfy the full amount of the loan principal and interest payments and when it is probable cash will be received in the foreseeable future. Interest income on defaulted loans is recognized when received.

As of September 30, 2017, commercial mortgage loans had an amortized cost of \$6.1 billion, with a valuation allowance of \$1 and a carrying value of \$6.1 billion. As of December 31, 2016, commercial mortgage loans had an amortized cost of \$5.7 billion, with a valuation allowance of \$19 and a carrying value of \$5.7 billion.

As of September 30, 2017 and December 31, 2016, the carrying value of mortgage loans that had a valuation allowance was \$43 and \$31, respectively. There were no mortgage loans held-for-sale as of September 30, 2017 or December 31, 2016. As of September 30, 2017, the Company had an immaterial amount of mortgage loans that have had extensions or restructurings other than what is allowable under the original terms of the contract.

The following table presents the activity within the Company's valuation allowance for mortgage loans. These loans have been evaluated both individually and collectively for impairment. Loans evaluated collectively for impairment are immaterial.

Valuation Allowance Activity

	2017	2016
Balance, as of January 1	\$(19)	\$(23)
(Additions)/Reversals	(2)	—
Deductions	20	4
Balance, as of September 30	\$(1)	\$(19)

The weighted-average LTV ratio of the Company's commercial mortgage loan portfolio was 50% as of September 30, 2017, while the weighted-average LTV ratio at origination of these loans was 62%. LTV ratios compare the loan amount to the value of the underlying property collateralizing the loan. The loan collateral values are updated no less than annually through reviews of the underlying properties. Factors considered in estimating property values include, among other things, actual and expected property cash flows, geographic market data and the ratio of the property's net operating income to its value. DSCR compares a property's net operating income to the borrower's principal and

interest payments. As of September 30, 2017, the Company held no delinquent commercial mortgage loans past due by 90 days or more. As of December 31, 2016, the Company held one delinquent commercial mortgage loan past due by 90 days or more. The loan had a total carrying value and valuation allowance of \$15 and \$16, respectively, and was not accruing income. Following the conclusion of the loan's foreclosure process, the property transferred at its carrying value, net of the valuation allowance, to a real-estate owned investment during 2017.

Commercial Mortgage Loans Credit Quality

Loan-to-value	September 30, 2017		December 31, 2016	
	Carrying Value	Avg. Debt-Service Coverage Ratio	Carrying Value	Avg. Debt-Service Coverage Ratio
Greater than 80%	\$5	1.36x	\$20	0.59x
65% - 80%	371	2.07x	568	2.17x
Less than 65%	5,682	2.71x	5,109	2.78x
Total commercial mortgage loans	\$6,058	2.67x	\$5,697	2.70x

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Mortgage Loans by Region

	September 30, 2017		December 31, 2016	
	Carrying Value	Percent of Total	Carrying Value	Percent of Total
East North Central	\$305	5.0 %	\$293	5.1 %
East South Central	14	0.2 %	14	0.2 %
Middle Atlantic	592	9.8 %	534	9.4 %
Mountain	85	1.4 %	61	1.1 %
New England	386	6.4 %	345	6.1 %
Pacific	1,604	26.5 %	1,609	28.3 %
South Atlantic	1,296	21.4 %	1,198	21.0 %
West North Central	149	2.5 %	40	0.7 %
West South Central	474	7.8 %	338	5.9 %
Other [1]	1,153	19.0 %	1,265	22.2 %
Total mortgage loans	\$6,058	100.0 %	\$5,697	100.0 %

[1] Primarily represents loans collateralized by multiple properties in various regions.

Mortgage Loans by Property Type

	September 30, 2017		December 31, 2016	
	Carrying Value	Percent of Total	Carrying Value	Percent of Total
Commercial				
Industrial	\$1,495	24.7 %	\$1,468	25.7 %
Lodging	25	0.4 %	25	0.4 %
Multifamily	1,699	28.0 %	1,365	24.0 %
Office	1,436	23.7 %	1,361	23.9 %
Retail	967	16.0 %	1,036	18.2 %
Other	436	7.2 %	442	7.8 %
Total mortgage loans	\$6,058	100.0 %	\$5,697	100.0 %

Mortgage Servicing

The Company originates, sells and services commercial mortgage loans on behalf of third parties and recognizes servicing fee income over the period that services are performed. As of September 30, 2017, under this program, the Company serviced commercial mortgage loans with a total outstanding principal of \$1.3 billion, of which \$379 was serviced on behalf of third parties and \$879 was retained and reported on the Company's Condensed Consolidated Balance Sheets, including \$140 in separate account assets. As of December 31, 2016, the Company serviced commercial mortgage loans with a total outstanding principal balance of \$901, of which \$251 was serviced on behalf of third parties and \$650 was retained and reported as assets on the Company's Condensed Consolidated Balance Sheets, including \$124 in separate account assets. Servicing rights are carried at the lower of cost or fair value and were zero as of September 30, 2017 and December 31, 2016, because servicing fees were market-level fees at origination and remain adequate to

compensate the Company for servicing the loans.

Variable Interest Entities

The Company is engaged with various special purpose entities and other entities that are deemed to be VIEs primarily as an investor through normal investment activities but also as an investment manager and previously as a means of accessing capital through a contingent capital facility ("facility").

A VIE is an entity that either has investors that lack certain essential characteristics of a controlling financial interest, such as simple majority kick-out rights, or lacks sufficient funds to finance its own activities without financial support provided by other entities. The Company performs ongoing qualitative assessments of its VIEs to determine whether the Company has a controlling financial interest in the VIE and therefore is the primary beneficiary. The Company is deemed to have a controlling financial interest when it has both the ability to direct the activities that most significantly impact the economic performance of the VIE and the obligation to absorb losses or right to receive benefits from the VIE that could potentially be significant to the VIE. Based on the Company's assessment, if it determines it is the primary beneficiary, the Company consolidates the VIE in the Company's Condensed Consolidated Financial Statements.

Consolidated VIEs

As of September 30, 2017, the Company did not hold any securities for which it is the primary beneficiary. As of December 31, 2016, the Company held one CDO for which it was the primary beneficiary. The CDO represented a structured investment vehicle for which the Company had a controlling financial interest. As of December 31, 2016 the Company held total CDO assets of \$5 included in cash with an associated liability of \$5 included in other liabilities on the Company's Condensed Consolidated Balance Sheets. The Company did not have any additional exposure to loss associated with this investment.

Non-Consolidated VIEs

The Company, through normal investment activities, makes passive investments in limited partnerships and other alternative investments. For these non-consolidated VIEs, the Company has determined it is not the primary beneficiary as it has no ability to direct activities that could significantly affect the economic performance of the investments. The Company's maximum exposure to loss as of September 30, 2017 and December 31, 2016 was limited to the total carrying value of \$1.8 billion and \$1.7 billion which are included in limited partnerships and other alternative investments in the Company's Condensed Consolidated Balance Sheets. As of September 30, 2017 and December 31, 2016, the Company has outstanding commitments totaling \$1.0 billion and \$1.2 billion, respectively, whereby the Company is committed to fund these investments and may be called by the partnership during the commitment period to fund the purchase of new investments and partnership expenses. These investments are generally of a passive nature in that the Company does not take an active role in management. For further discussion of these investments, see Equity Method Investments within Note 6 - Investments of Notes to

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Consolidated Financial Statements included in the Company's 2016 Form 10-K Annual Report.

In addition, the Company also makes passive investments in structured securities issued by VIEs for which the Company is not the manager and, therefore, does not consolidate. These investments are included in ABS, CDOs, CMBS and RMBS in the Available-for-Sale Securities table and fixed maturities, FVO, in the Company's Condensed Consolidated Balance Sheets. The Company has not provided financial or other support with respect to these investments other than its original investment. For these investments, the Company determined it is not the primary beneficiary due to the relative size of the Company's investment in comparison to the principal amount of the structured securities issued by the VIEs, the level of credit subordination which reduces the Company's obligation to absorb losses or right to receive benefits and the Company's inability to direct the activities that most significantly impact the economic performance of the VIEs. The Company's maximum exposure to loss on these investments is limited to the amount of the Company's investment.

As of December 31, 2016, the Company held a significant variable interest in a VIE for which it is not the primary beneficiary. This VIE represented a contingent capital facility that was held by the Company since February 2007. Assets and liabilities recorded were \$1 and \$3, respectively, as of December 31, 2016, as well as a maximum exposure to loss of \$3. The Company did not have a controlling financial interest and as such, did not consolidate its variable interest in the facility. As of September 30, 2017, the Company no longer held an interest in the facility. For further information on the facility, see Note 10 - Debt of Notes to Condensed Consolidated Financial Statements.

Securities Lending, Repurchase Agreements and Other Collateral Transactions

The Company enters into securities financing transactions as a way to earn additional income or manage liquidity, primarily through securities lending and repurchase agreements.

Securities Lending

Under a securities lending program, the Company lends certain fixed maturities within the corporate, foreign government/government agencies, and municipal sectors as well as equity securities to qualifying third-party borrowers in return for collateral in the form of cash or securities. For domestic and non-domestic loaned securities, respectively, borrowers provide collateral of 102% and 105% of the fair value of the securities lent at the time of the loan. Borrowers will return the securities to the Company for cash or securities collateral at maturity dates generally of 90 days or less. Security collateral on deposit from counterparties in connection with securities lending transactions may not be sold or re-pledged, except in the event of default by the counterparty, and is not reflected on the Company's Condensed Consolidated Balance Sheets. Additional collateral is obtained if the fair value of the collateral falls below 100% of the fair value of the loaned securities. The agreements provide the counterparty the right to sell or re-pledge the securities loaned. If

cash, rather than securities, is received as collateral, the cash is typically invested in short-term investments or fixed maturities and is reported as an asset on the Company's Condensed Consolidated Balance Sheets. Income associated with securities lending transactions is reported as a component of net investment income in the Company's Condensed Consolidated Statements of Operations.

Repurchase Agreements

From time to time, the Company enters into repurchase agreements to manage liquidity or to earn incremental income. A repurchase agreement is a transaction in which one party (transferor) agrees to sell securities to another party (transferee) in return for cash (or securities), with a simultaneous agreement to repurchase the same securities at a specified price at a later date. These transactions generally have a contractual maturity of ninety days or less. Repurchase agreements include master netting provisions that provide both counterparties the right to offset claims and apply securities held by them with respect to their obligations in the event of a default. Although the Company has the contractual right to offset claims, the Company's current positions do not meet the specific conditions for net presentation.

Under repurchase agreements, the Company transfers collateral of U.S. government and government agency securities and receives cash. For repurchase agreements, the Company obtains cash in an amount equal to at least 95% of the fair value of the securities transferred. The agreements require additional collateral to be transferred when necessary and provide the counterparty the right to sell or re-pledge the securities transferred. The cash received from the repurchase program is typically invested in short-term investments or fixed maturities and is reported as an asset on the Company's Condensed Consolidated Balance Sheets. The Company accounts for the repurchase agreements as collateralized borrowings. The securities transferred under repurchase agreements are included in fixed maturities, AFS with the obligation to repurchase those securities recorded in other liabilities on the Company's Condensed Consolidated Balance Sheets.

From time to time, the Company enters into reverse repurchase agreements where the Company purchases securities and simultaneously agrees to resell the same or substantially the same securities. The agreements require additional collateral to be transferred to the Company when necessary and the Company has the right to sell or re-pledge the securities received. The Company accounts for reverse repurchase agreements as collateralized financing.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

6. Investments (continued)

Securities Lending and Repurchase Agreements

	September 30, 2017	December 31, 2016
	Fair Value	Fair Value
Securities Lending Transactions:		
Gross amount of securities on loan	\$ 1,584	\$ 488
Gross amount of associated liability for collateral received [1]	\$ 1,623	\$ 500
Repurchase agreements:		
Gross amount of recognized liabilities for repurchase agreements	\$ 520	\$ 241
Gross amount of collateral pledged related to repurchase agreements [2]	\$ 524	\$ 248
<p>Cash collateral received is reinvested in fixed maturities, AFS and short term investments which are included in the Condensed Consolidated Balance Sheets. Amount includes additional securities collateral received of \$10 and \$39 million which are excluded from the Company's Condensed Consolidated Balance Sheets as of September 30, 2017 and December 31, 2016, respectively.</p> <p>[1]</p> <p>Collateral pledged is included within fixed maturities, AFS and short term investments in the Company's Condensed Consolidated Balance Sheets.</p> <p>[2]</p>		
Other Collateral Transactions		
<p>The Company is required by law to deposit securities with government agencies in certain states in which it conducts business. As of September 30, 2017 and December 31, 2016, the fair value of securities on deposit was \$2.6 billion and \$2.5 billion, respectively.</p> <p>As of September 30, 2017 and December 31, 2016, the Company has pledged collateral of \$102 and \$102, respectively, of U.S. government securities and government agency securities or cash primarily related to certain bank loan participations committed to through a limited partnership agreement. These amounts also include collateral related to letters of credit.</p> <p>For disclosure of collateral in support of derivative transactions, refer to the Derivative Collateral Arrangements section of Note 7 - Derivative Instruments of Notes to Condensed Consolidated Financial Statements.</p>		

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments

The Company utilizes a variety of OTC, OTC-cleared and exchange traded derivative instruments as a part of its overall risk management strategy as well as to enter into replication transactions. Derivative instruments are used to manage risk associated with interest rate, equity market, credit spread, issuer default, price, and currency exchange rate risk or volatility. Replication transactions are used as an economical means to synthetically replicate the characteristics and performance of assets that are permissible investments under the Company's investment policies. The Company also may enter into and has previously issued financial instruments and products that either are accounted for as free-standing derivatives, such as certain reinsurance contracts, or as embedded derivative instruments, such as GMWB riders included with certain variable annuity products.

Strategies that Qualify for Hedge Accounting

Some of the Company's derivatives satisfy the hedge accounting requirements as outlined in Note 1 - Basis of Presentation and Significant Accounting Policies of Notes to Consolidated Financial Statements, included in The Hartford's 2016 Form 10-K Annual Report. Typically, these hedging instruments include interest rate swaps and, to a lesser extent, foreign currency swaps where the terms or expected cash flows of the hedged item closely match the terms of the swap. The interest rate swaps are typically used to manage interest rate duration of certain fixed maturity securities or liability contracts. The hedge strategies by hedge accounting designation include:

Cash Flow Hedges

Interest rate swaps are predominantly used to manage portfolio duration and better match cash receipts from assets with cash disbursements required to fund liabilities. These derivatives primarily convert interest receipts on floating-rate fixed maturity securities to fixed rates. During 2017, the Company entered into interest rate swaps to convert the variable interest payments on junior subordinated debt to fixed interest payments. For further information, see the Junior Subordinated Debentures section within Note 10 - Debt of Notes to the Condensed Consolidated Financial Statements.

The Company also enters into forward starting swap agreements to hedge the interest rate exposure related to the future purchase of fixed-rate securities, primarily to hedge interest rate risk inherent in the assumptions used to price certain product liabilities.

Foreign currency swaps are used to convert foreign currency-denominated cash flows related to certain investment receipts and liability payments to U.S. dollars in order to reduce cash flow fluctuations due to changes in currency rates.

Fair Value Hedges

The Company previously used interest rate swaps to hedge the changes in fair value of fixed maturity securities due to fluctuations in interest rates. These swaps were typically used to manage interest rate duration.

Non-qualifying Strategies

Derivative relationships that do not qualify for hedge accounting ("non-qualifying strategies") primarily include the hedge program for the Company's variable annuity products as well as the hedging and replication strategies that utilize credit default swaps. In addition, hedges of interest rate, foreign currency and equity risk of certain fixed maturities, equities and liabilities do not qualify for hedge accounting. The non-qualifying strategies include:

Interest Rate Swaps, Swaptions and Futures

The Company uses interest rate swaps, swaptions and futures to manage interest rate duration between assets and liabilities in certain investment portfolios. In addition, the Company enters into interest rate swaps to terminate existing swaps, thereby offsetting the changes in value of the original swap. As of September 30, 2017 and December 31, 2016, the notional amount of interest rate swaps in offsetting relationships was \$9.9 billion and \$10.6 billion, respectively.

Foreign Currency Swaps and Forwards

The Company enters into foreign currency swaps to convert the foreign currency exposures of certain foreign currency-denominated fixed maturity investments to U.S. dollars. The Company previously entered into foreign currency forwards to hedge currency impacts on changes in equity of the U.K. property and casualty run-off subsidiaries that were sold in May 2017. For further information on the disposition, see Note 2 - Business Acquisitions and Dispositions of Notes to Consolidated Financial Statements. The Company also previously entered into foreign currency forwards to hedge non-U.S. dollar denominated cash and equity securities.

Fixed Payout Annuity Hedge

The Company has obligations for certain yen denominated fixed payout annuities under an assumed reinsurance contract. The Company invests in U.S. dollar denominated assets to support the assumed reinsurance liability. The Company has in place pay U.S. dollar, receive yen swap contracts to hedge the currency and yen interest rate exposure between the U.S. dollar denominated assets and the yen denominated fixed liability reinsurance payments.

Credit Contracts

Credit default swaps are used to purchase credit protection on an individual entity or referenced index to economically hedge against default risk and credit-related changes in the value of fixed maturity securities. Credit default swaps are also used to assume credit risk related to an individual entity or referenced index as a part of replication transactions.

These contracts require the Company to pay or receive a periodic fee in exchange for compensation from the counterparty should the referenced security issuers experience a credit event, as defined in the contract. In addition, the Company enters into credit default swaps to terminate existing credit default swaps, thereby offsetting the changes in value of the original swap going forward.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

Equity Index Swaps and Options

The Company enters into equity index options to hedge the impact of a decline in the equity markets on the investment portfolio. The Company previously entered into total return swaps to hedge equity risk of specific common stock investments which were accounted for using fair value option in order to align the accounting treatment within net realized capital gains (losses). In addition, the Company formerly offered certain equity indexed products that remain in force, a portion of which contain embedded derivatives that require changes in value to be bifurcated from the host contract. The Company uses equity index swaps to economically hedge the equity volatility risk associated with the equity indexed products.

GMWB Derivatives, net

The Company formerly offered certain variable annuity products with GMWB riders. The GMWB product is a bifurcated embedded derivative ("GMWB product derivatives") that has a notional value equal to the GRB. The Company uses reinsurance contracts to transfer a portion of its risk of loss due to GMWB. The reinsurance contracts covering GMWB ("GMWB reinsurance contracts") are accounted for as free-standing derivatives with a notional amount equal to the GRB reinsured.

The Company utilizes derivatives ("GMWB hedging instruments") as part of a dynamic hedging program designed to hedge a portion of the capital market risk exposures of the non-reinsured GMWB riders. The GMWB hedging instruments hedge changes in interest rates, equity market levels, and equity volatility. These derivatives include customized swaps, interest rate swaps and futures, and equity swaps, options and futures, on certain indices including the S&P 500 index, EAFE index and NASDAQ index. The Company retains the risk for differences between assumed and actual policyholder behavior and between the performance of the actively managed funds underlying the separate accounts and their respective indices.

GMWB Hedging Instruments

	Notional Amount		Fair Value	
	Sep. 30, 2017	Dec. 31, 2016	Sep. 30, 2017	Dec. 31, 2016
Customized swaps	\$5,035	\$5,191	\$62	\$100
Equity swaps, options, and futures	1,370	1,362	(41)	(27)
Interest rate swaps and futures	2,986	3,703	44	21
Total	\$9,391	\$10,256	\$65	\$94

Macro Hedge Program

The Company utilizes equity swaps, options, forwards and futures to provide partial protection against the statutory tail scenario risk arising from GMWB and guaranteed minimum death benefit ("GMDB") liabilities on the Company's statutory surplus. These derivatives cover some of the residual risks not otherwise covered by the dynamic hedging program.

Contingent Capital Facility Put Option

The Company previously entered into a put option agreement that provided the Company the right to require a third-party trust to purchase, at any time, The Hartford's junior subordinated notes in a maximum aggregate principal amount of \$500. On February 8, 2017, The Hartford exercised the put option resulting in the issuance of \$500 in junior subordinated notes with proceeds received on February 15, 2017. Under the put option agreement, The Hartford had been paying premiums on a periodic basis and had agreed to reimburse the trust for certain fees and ordinary expenses. For further information on the put option agreement, see the Contingent Capital Facility section within Note 13 - Debt of Notes to Consolidated Financial Statements, included in The Hartford's 2016 Form 10-K Annual Report.

Modified Coinsurance Reinsurance Contracts

As of September 30, 2017, and December 31, 2016, the Company had \$882 and \$875, respectively, of invested assets supporting other policyholder funds and benefits payable reinsured under a modified coinsurance arrangement in connection with the sale of the Individual Life business, which was structured as a reinsurance transaction. The assets are primarily held in a trust established by the Company. The Company pays or receives cash quarterly to settle the operating results of the reinsured business, including the investment results. As a result of this modified coinsurance arrangement, the Company has an embedded derivative that transfers to the reinsurer certain unrealized changes in fair value of investments subject to interest rate and credit risk. The notional amount of the embedded derivative reinsurance contracts are the invested assets which are carried at fair value and support the reinsured reserves.

Derivative Balance Sheet Classification

For reporting purposes, the Company has elected to offset within assets or liabilities based upon the net of the fair value amounts, income accruals, and related cash collateral receivables and payables of OTC derivative instruments executed in a legal entity and with the same counterparty under a master netting agreement, which provides the Company with the legal right of offset. The following fair value amounts do not include income accruals or related cash collateral receivables and payables, which are netted with derivative fair value amounts to determine balance sheet presentation. Derivative fair value reported as liabilities after taking into account the master netting agreements was \$809 and \$963 as of September 30, 2017, and December 31, 2016, respectively. Derivatives in the Company's separate accounts, where the associated gains and losses accrue directly to policyholders, are not included in the table below. The Company's derivative instruments are held for risk management purposes, unless otherwise noted in the following table. The notional amount of derivative contracts represents the basis upon which pay or receive amounts are calculated and is presented in the table to quantify the volume of the Company's derivative activity. Notional amounts are not necessarily reflective of credit risk. The following tables exclude investments that contain an embedded credit derivative for which the Company has elected the fair value

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

option. For further discussion, see the Fair Value Option section in Note 5 - Fair Value Measurements of Notes to the Condensed Consolidated Financial Statements.

Derivative Balance Sheet Presentation

Hedge Designation/ Derivative Type	Net Derivatives				Asset Derivatives		Liability Derivatives	
	Notional Amount		Fair Value		Fair Value		Fair Value	
	Sep. 30, 2017	Dec. 31, 2016	Sep. 30, 2017	Dec. 31, 2016	Sep. 30, 2017	Dec. 31, 2016	Sep. 30, 2017	Dec. 31, 2016
Cash flow hedges								
Interest rate swaps	\$3,855	\$3,440	\$(1)	\$(79)	\$79	\$11	\$(80)	\$(90)
Foreign currency swaps	299	239	(18)	(15)	6	11	(24)	(26)
Total cash flow hedges	4,154	3,679	(19)	(94)	85	22	(104)	(116)
Non-qualifying strategies								
Interest rate contracts								
Interest rate swaps, swaptions, and futures	11,228	11,743	(476)	(890)	634	264	(1,110)	(1,154)
Foreign exchange contracts								
Foreign currency swaps and forwards	165	1,064	(1)	68	—	70	(1)	(2)
Fixed payout annuity hedge	804	804	(255)	(263)	—	—	(255)	(263)
Credit contracts								
Credit derivatives that purchase credit protection	144	209	(3)	(4)	—	—	(3)	(4)
Credit derivatives that assume credit risk [1]	1,105	1,309	4	10	23	15	(19)	(5)
Credit derivatives in offsetting positions	1,842	3,317	4	(1)	25	39	(21)	(40)
Equity contracts								
Equity index swaps and options	167	105	2	—	2	33	—	(33)
Variable annuity hedge program								
GMWB product derivatives [2]	11,797	13,114	(93)	(241)	—	—	(93)	(241)
GMWB reinsurance contracts	2,450	2,709	51	73	51	73	—	—
GMWB hedging instruments	9,391	10,256	65	94	130	190	(65)	(96)
Macro hedge program	8,157	6,532	166	178	192	201	(26)	(23)
Other								
Contingent capital facility put option	—	500	—	1	—	1	—	—
Modified coinsurance reinsurance contracts	882	875	57	68	57	68	—	—
Total non-qualifying strategies	48,132	52,537	(479)	(907)	1,114	954	(1,593)	(1,861)
Total cash flow hedges and non-qualifying strategies	\$52,286	\$56,216	\$(498)	\$(1,001)	\$1,199	\$976	\$(1,697)	\$(1,977)
Balance Sheet Location								
Fixed maturities, available-for-sale	\$156	\$322	\$—	\$1	\$—	\$1	\$—	\$—
Other investments	12,797	23,620	203	(180)	281	377	(78)	(557)
Other liabilities	24,203	15,526	(716)	(689)	810	457	(1,526)	(1,146)
Reinsurance recoverables	3,333	3,584	108	141	108	141	—	—
Other policyholder funds and benefits payable	11,797	13,164	(93)	(274)	—	—	(93)	(274)
Total derivatives	\$52,286	\$56,216	\$(498)	\$(1,001)	\$1,199	\$976	\$(1,697)	\$(1,977)

[1] The derivative instruments related to this strategy are held for other investment purposes.

[2] These derivatives are embedded within liabilities and are not held for risk management purposes.

Offsetting of Derivative Assets/Liabilities

The following tables present the gross fair value amounts, the amounts offset, and net position of derivative instruments eligible for offset in the Company's Condensed Consolidated Balance

Sheets. Amounts offset include fair value amounts, income accruals and related cash collateral receivables and payables associated with derivative instruments that are traded under a common master netting agreement, as described in the preceding discussion. Also included in the tables are financial collateral receivables and payables, which are contractually permitted to be

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

offset upon an event of default, although are disallowed for offsetting under U.S. GAAP.

Offsetting Derivative Assets and Liabilities

	(i)	(ii)	(iii) = (i) - (ii)		(iv)	(v) = (iii) - (iv)
			Net Amounts Presented in the Statement of Financial Position		Collateral Disallowed for Offset in the Statement of Financial Position	
	Gross Amounts of Recognized Assets (Liabilities)	Gross Amounts Offset in the Statement of Financial Position	Derivative Assets [1] (Liabilities) [2]	Accrued Interest and Cash Collateral (Received) [3] Pledged [2]	Financial Collateral (Received) Pledged [4]	Net Amount
As of September 30, 2017						
Other investments	\$ 1,091	\$ 1,006	\$ 203	\$ (118)	\$ 42	\$ 43
Other liabilities	\$ (1,604)	\$ (703)	\$ (716)	\$ (185)	\$ (888)	\$ (13)
As of December 31, 2016						
Other investments	\$ 834	\$ 670	\$ (180)	\$ 344	\$ 103	\$ 61
Other liabilities	\$ (1,703)	\$ (884)	\$ (689)	\$ (130)	\$ (763)	\$ (56)

[1] Included in other investments in the Company's Condensed Consolidated Balance Sheets.

[2] Included in other liabilities in the Company's Condensed Consolidated Balance Sheets and is limited to the net derivative payable associated with each counterparty.

[3] Included in other investments in the Company's Condensed Consolidated Balance Sheets and is limited to the net derivative receivable associated with each counterparty.

[4] Excludes collateral associated with exchange-traded derivative instruments.

Cash Flow Hedges

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

Derivatives in Cash Flow Hedging Relationships

	Gain (Loss) Recognized in OCI on Derivative (Effective Portion)			
	Three Months Ended September 30, 2017		Nine months ended September 30, 2016	
Interest rate swaps	\$(1)	\$(26)	\$13	\$120
Foreign currency swaps	(2)	—	(2)	1
Total	\$(3)	\$(26)	\$11	\$121

	Gain (Loss) Reclassified from AOCI into Income (Effective Portion)			
	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2017	
Interest rate swaps				
Net realized capital gain/(loss)	\$—	\$—	\$4	\$7
Net investment income	15	16	47	46
Foreign currency swaps				
Net realized capital gain/(loss)	4	1	10	3
Total	\$19	\$17	\$61	\$56

Interest rate swaps

Net realized
capital gain/(loss) \$— \$— \$4 \$7

Net investment income 15 16 47 46

Foreign currency swaps

Net realized
capital gain/(loss) 4 1 10 3

Total \$19 \$17 \$61 \$56

During the three and nine months ended September 30, 2017, and September 30, 2016, the Company had no ineffectiveness recognized in income within net realized capital gains (losses).

As of September 30, 2017, the before-tax deferred net gains on derivative instruments recorded in AOCI that are expected to be

reclassified to earnings during the next twelve months are \$35. This expectation is based on the anticipated interest payments on hedged investments in fixed maturity securities that will occur over the next twelve months, at which time the Company will recognize the deferred net gains (losses) as an adjustment to net investment income over the term of the investment cash flows. The maximum term over which the Company is hedging its exposure to the variability of future cash flows for forecasted transactions, excluding interest payments on existing variable-rate financial instruments, is less than one year.

During the three and nine months ended September 30, 2017, and September 30, 2016, the Company had no net reclassifications from AOCI to earnings resulting from the discontinuance of cash-flow hedges due to forecasted transactions that were no longer probable of occurring.

Fair Value Hedges

For derivative instruments that are designated and qualify as fair value hedges, the gain or loss on the derivatives as well as the offsetting loss or gain on the hedged items attributable to the hedged risk are recognized in current earnings. The Company includes the gain or loss on the derivative in the same line item as the offsetting loss or gain on the hedged item. All components of each derivative's gain or loss were included in the assessment of hedge effectiveness.

For the three and nine months ended September 30, 2017, the Company did not hold any fair value hedges. For the three and nine months ended September 30, 2016, the Company recognized in income immaterial gains and (losses) for the ineffective portion of fair value hedges related to the derivative instrument and the hedged item.

Non-Qualifying Strategies

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

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

Non-Qualifying Strategies Recognized within Net Realized Capital Gains
(Losses)

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
Variable annuity hedge program				
GMWB product derivatives	\$58	\$87	\$198	\$(22)
GMWB reinsurance contracts	(9)	(15)	(33)	(2)
GMWB hedging instruments	(34)	(66)	(112)	16
Macro hedge program	(65)	(64)	(189)	(98)
Total variable annuity hedge program	(50)	(58)	(136)	(106)
Foreign exchange contracts				
Foreign currency swaps and forwards	—	4	(17)	25
Fixed payout annuity hedge	(3)	13	8	109
Total foreign exchange contracts	(3)	17	(9)	134
Other non-qualifying derivatives				
Interest rate contracts				
Interest rate swaps, swaptions, and futures	(9)	(2)	(3)	(22)
Credit contracts				
Credit derivatives that purchase credit protection	10	(12)	40	(19)
Credit derivatives that assume credit risk	(3)	24	(19)	28
Equity contracts				
Equity index swaps and options	(3)	(2)	(7)	15
Other				
Contingent capital facility put option	—	(1)	(1)	(4)
Modified coinsurance reinsurance contracts	—	(1)	(10)	(48)
Total other non-qualifying derivatives	(5)	6	—	(50)
Total [1]	\$(58)	\$(35)	\$(145)	\$(22)

[1] Excludes investments that contain an embedded credit derivative for which the Company has elected the fair value option. For further discussion, see the Fair Value Option section in Note 5 - Fair Value Measurements.

Credit Risk Assumed through Credit Derivatives

The Company enters into credit default swaps that assume credit risk of a single entity or referenced index in order to synthetically replicate investment transactions that are permissible under the Company's investment policies. The Company will receive periodic payments based on an agreed upon rate and notional amount and will only make a payment if there is a credit event. A credit event payment will typically be equal to the notional value of the swap contract less the value of the referenced security

issuer's debt obligation after the occurrence of the credit event. A credit event is generally defined as a default on contractually obligated interest or principal payments or bankruptcy of the referenced entity. The credit default swaps in which the Company assumes credit risk primarily reference investment grade single corporate issuers and baskets, which include standard diversified portfolios of corporate and CMBS issuers. The diversified portfolios of corporate issuers are established within sector concentration limits and may be divided into tranches that possess different credit

ratings.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

Credit Derivatives by Type

	Notional Amount [2]	Fair Value	Weighted Average Years to Maturity	Underlying Referenced Credit Obligation(s) [1] Type	Average Credit Rating	Offsetting Notional Amount [3]	Offsetting Fair Value [3]
As of September 30, 2017							
Single name credit default swaps							
Investment grade risk exposure	\$ 240	\$5	4 years	Corporate Credit/ Foreign Gov.	A-	\$ 15	\$ —
Below investment grade risk exposure	52	—	Less than 1 year	Corporate Credit	B	52	—
Basket credit default swaps [4]							
Investment grade risk exposure	1,579	4	3 years	Corporate Credit	BBB+	719	(3)
Below investment grade risk exposure	50	4	4 years	Corporate Credit	B+	50	—
Investment grade risk exposure	37	(2)	4 years	CMBS Credit	A+	17	1
Below investment grade risk exposure	68	(13)	Less than 1 year	CMBS Credit	CCC+	68	12
Total [5]	\$ 2,026	\$(2)				\$ 921	\$ 10
As of December 31, 2016							
Single name credit default swaps							
Investment grade risk exposure	\$ 169	\$—	4 years	Corporate Credit/ Foreign Gov.	A-	\$ 50	\$ —
Below investment grade risk exposure	77	—	1 year	Corporate Credit	B+	77	—
Basket credit default swaps [4]							
Investment grade risk exposure	2,065	22	3 years	Corporate Credit	BBB+	1,204	(10)
Below investment grade risk exposure	50	3	4 years	Corporate Credit	B	50	(3)
Investment grade risk exposure	297	(5)	4 years	CMBS Credit	AA	167	1
Below investment grade risk exposure	110	(26)	1 year	CMBS Credit	CCC	111	26
Embedded credit derivatives							
Investment grade risk exposure	200	201	Less than 1 year	Corporate Credit	A+	—	—
Total [5]	\$ 2,968	\$195				\$ 1,659	\$ 14

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

[2] Notional amount is equal to the maximum potential future loss amount. These derivatives are governed by agreements, clearing house rules and applicable law, which include collateral posting requirements. There is no additional specific collateral related to these contracts or recourse provisions included in the contracts to offset losses.

[3] The Company has entered into offsetting credit default swaps to terminate certain existing credit default swaps, thereby offsetting the future changes in value of, or losses paid related to, the original swap.

[4] Includes \$1.7 billion and \$2.5 billion as of September 30, 2017, and December 31, 2016, respectively, of notional amount on swaps of standard market indices of diversified portfolios of corporate and CMBS issuers referenced through credit default swaps. These swaps are subsequently valued based upon the observable standard market index.

[5] Excludes investments that contain an embedded credit derivative for which the Company has elected the fair value option. For further discussion, see the Fair Value Option section in Note 5 - Fair Value Measurements.

Derivative Collateral Arrangements

The Company enters into various collateral arrangements in connection with its derivative instruments, which require both the pledging and accepting of collateral. As of September 30, 2017 and December 31, 2016, the Company pledged cash collateral associated with derivative instruments with a fair value of \$38 and \$623, respectively, for which the collateral receivable has been primarily included within other investments on the

Company's Condensed Consolidated Balance Sheets. As of September 30, 2017 and December 31, 2016, the Company also pledged securities collateral associated with derivative instruments with a fair value of \$952 and \$1.1 billion, respectively, which have been included in fixed maturities on the Condensed Consolidated Balance Sheets. The counterparties have the right to sell or re-pledge these securities.

As of September 30, 2017 and December 31, 2016, the Company accepted cash collateral associated with derivative instruments of \$416 and \$387, respectively, which was invested and recorded

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

7. Derivative Instruments (continued)

in the Company's Condensed Consolidated Balance Sheets in fixed maturities and short-term investments with corresponding amounts recorded in other liabilities. The Company also accepted securities collateral as of September 30, 2017 and December 31, 2016, with a fair value of \$43 and \$109, respectively, of which the Company has the ability to sell or repledge \$10 and \$81, respectively. As of September 30, 2017 and December 31, 2016, the Company had no repledged securities and did not sell any securities. In addition, as of September 30, 2017 and December 31, 2016, non-cash collateral accepted was held in separate custodial accounts and was not included in the Company's Condensed Consolidated Balance Sheets.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)

8. Reserve for Unpaid Losses and Loss Adjustment Expenses

Property and Casualty Insurance Products

Roll-forward of Liabilities for Unpaid Losses and Loss Adjustment Expenses

	For the nine months ended September 30,	
	2017	2016
Beginning liabilities for unpaid losses and loss adjustment expenses, gross	\$21,833	\$21,825
Reinsurance and other recoverables	2,776	2,882
Beginning liabilities for unpaid losses and loss adjustment expenses, net	19,057	18,943
Add: Maxum acquisition	—	122
Provision for unpaid losses and loss adjustment expenses		
Current accident year	5,587	5,215
Prior accident year development	1	409
Total provision for unpaid losses and loss adjustment expenses	5,588	5,624
Less: payments		
Current accident year	1,770	1,901
Prior accident years	3,143	3,380
Total payments	4,913	5,281
Less: net reserves transferred to liabilities held for sale	—	487
Ending liabilities for unpaid losses and loss adjustment expenses, net	19,732	18,921
Reinsurance and other recoverables [1]	2,817	2,694
Ending liabilities for unpaid losses and loss adjustment expenses, gross	\$22,549	\$21,615

[1] Includes reinsurance recoverables of \$2,355 and \$2,313 for the nine months ended September 30, 2017 and 2016, respectively.

(Favorable) Unfavorable Prior Accident Year Development

	For the nine months ended September 30,	
	2017	2016
Workers' compensation	\$(29)	\$(87)
Workers' compensation discount accretion	21	21
General liability	10	67
Package business	(22)	50
Commercial property	(5)	2
Professional liability	—	(35)
Bond	10	(6)
Automobile liability - Commercial Lines	20	19
Automobile liability - Personal Lines	—	140
Homeowners	—	(4)
Net asbestos reserves	—	197
Net environmental reserves	—	71
Catastrophes	(12)	(7)
Uncollectible reinsurance	—	(30)

Other reserve re-estimates, net	8	11
Total prior accident year development	\$1	\$409

Re-estimates of prior accident year reserves for the nine months ended September 30, 2017

Workers' compensation reserves were reduced, primarily in Small Commercial, given the continued emergence of favorable frequency for accident years 2013 to 2015. Management has placed additional weight on this favorable experience as it becomes more credible.

General liability reserves were increased for the 2013 to 2016 accident years on a class of business that insures service and maintenance contractors. This increase was partially offset by a decrease in recent accident year reserves for other Middle Market general liability reserves.

Package reserves were reduced for accident years 2013 and prior largely due to reducing the Company's estimate of allocated loss adjustment expenses incurred to settle the claims.

Bond business reserves increased for customs bonds written between 2000 and 2010 which was partly offset by a reduction in reserves for recent accident years as reported losses for commercial and contract surety have emerged favorably.

Automobile liability reserves within Commercial Lines were increased in Small Commercial and large national accounts for the 2013 to 2016 accident years, driven by higher frequency of more severe accidents, including litigated claims.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)

8. Reserve for Unpaid Losses and Loss Adjustment Expenses (continued)

Catastrophes reserves were reduced primarily due to lower estimates of 2016 wind and hail event losses and a decrease in losses on a 2015 wildfire.

Re-estimates of prior accident year reserves for the nine months ended September 30, 2016

Workers' compensation reserves consider favorable emergence on reported losses for recent accident years as well as a partially offsetting adverse impact related to two recent Florida Supreme Court rulings that have increased the Company's exposure to workers' compensation claims in that state. The favorable emergence has been driven by lower frequency and, to a lesser extent, lower medical severity and management has placed additional weight on this favorable experience as it becomes more credible.

General liability reserves increased for accident years 2012 through 2015 primarily due to higher severity losses incurred on a class of business that insures service and maintenance contractors and, in second quarter 2016, increased reserves in general liability for accident years 2008 and 2010 primarily due to indemnity losses and legal costs associated with a litigated claim.

Small Commercial package business reserves increased due to higher than expected severity on liability claims, principally for accident years 2013 through 2015. Severity for these accident years has developed unfavorably and management has placed more weight on emerged experience.

Professional liability reserves decreased for claims made years 2008 through 2013, primarily for large accounts, including on non-securities class action cases. Claim costs have emerged favorably as these years have matured and management has placed more weight on the emerged experience.

Automobile liability reserves increased in commercial lines, predominantly for the 2015 accident year, primarily due to increased frequency of large claims. Automobile liability reserves also increased in personal lines, primarily related to increased bodily injury frequency and severity for the 2015 accident year, including for uninsured and under-insured motorist claims, and increased bodily injury severity for the 2014 accident year. Increases in auto liability loss costs were across both the direct and agency distribution channels.

Asbestos and environmental reserves increased during the period as a result of the 2016 comprehensive annual review. For a discussion of the Company's 2016 review of asbestos and environmental reserves, see Part II, Item 7 MD&A, Critical Accounting Estimates, Property & Casualty Other Operations section in the Company's 2016 Form 10-K Annual Report.

Uncollectible reinsurance reserves decreased as a result of giving greater weight to favorable collectibility experience in recent calendar periods in estimating future collections.

Group Life, Disability and Accident Products

Roll-forward of Liabilities for Unpaid Losses and Loss Adjustment Expenses

	For the nine months ended September 30,	
	2017	2016
Beginning liabilities for unpaid losses and loss adjustment expenses, gross	\$5,772	\$5,889
Reinsurance recoverables	208	218
Beginning liabilities for unpaid losses and loss adjustment expenses, net	5,564	5,671
Provision for unpaid losses and loss adjustment expenses		
Current incurral year	1,960	1,930
Prior year's discount accretion	148	155
Prior incurral year development [2]	(162)	(126)
Total provision for unpaid losses and loss adjustment expenses [3]	1,946	1,959

Less: payments		
Current incurral year	917	932
Prior incurral years	1,118	1,126
Total payments	2,035	2,058
Ending liabilities for unpaid losses and loss adjustment expenses, net	5,475	5,572
Reinsurance recoverables	208	211
Ending liabilities for unpaid losses and loss adjustment expenses, gross	\$5,683	\$5,783

[1] Certain prior year amounts have been reclassified to conform to the current year presentation for unpaid losses and loss adjustment expenses.

[2] Prior incurral year development represents the change in estimated ultimate incurred losses and loss adjustment expenses for prior incurral years on a discounted basis.

[3] Includes unallocated loss adjustment expenses of \$74, and \$76 for the nine months ended September 30, 2017 and 2016, respectively, that are recorded in insurance operating costs and other expenses in the Condensed Consolidated Statements of Operations.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)

8. Reserve for Unpaid Losses and Loss Adjustment Expenses (continued)

Re-estimates of prior incurral years reserves for the nine months ended September 30, 2017

Group Disability- Prior period reserve estimates decreased by approximately \$105 largely driven by group long-term disability claim recoveries and deaths higher than prior reserve assumptions. This favorability was partially reduced by lower expectation of future benefit offsets, particularly lower Social Security Disability Income approval rates and longer decision turnaround times in the Social Security Administration.

Group Life and Accident (including Group Life Premium Waiver)- Prior period reserve estimates decreased by approximately \$55 largely driven by lower than previously expected claim incidence in Group Life and Group Life Premium Waiver.

Re-estimates of prior incurral years reserves for the nine months ended September 30, 2016

Group Disability- Prior period reserve estimates decreased by approximately \$85 largely driven by group long-term disability claim recoveries higher than prior reserve assumptions. This favorability was partially offset by lower Social Security Disability Income approvals driven by lower approval rates and ongoing backlogs in the Social Security Administration.

Group Life and Accident (including Group Life Premium Waiver)- Prior period reserve estimates decreased by approximately \$30 largely driven by lower than previously expected incidence on Group Life Premium Waiver.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

9. Reserve for Future Policy Benefits and Separate Account Liabilities

Changes in Reserves for Future Policy Benefits

	Universal Life - Type Contracts			
	GMDB/ [1]	Universal Life Secondary Guarantees	Traditional Annuity and Other Contracts [2]	Total Future Policy Benefits
Liability balance as of January 1, 2017	\$ 786	\$ 2,627	\$ 10,516	\$ 13,929
Incurred [3]	57	231	582	870
Paid	(76)	—	(603)	(679)
Change in unrealized investment gains and losses	—	—	127	127
Liability balance as of September 30, 2017	\$ 767	\$ 2,858	\$ 10,622	\$ 14,247
Reinsurance recoverable asset, as of January 1, 2017	\$ 432	\$ 2,627	\$ 1,392	\$ 4,451
Incurred [3]	37	231	60	328
Paid	(63)	—	(44)	(107)
Reinsurance recoverable asset, as of September 30, 2017	\$ 406	\$ 2,858	\$ 1,408	\$ 4,672

	Universal Life - Type Contracts			
	GMDB/ [1]	Universal Life Secondary Guarantees	Traditional Annuity and Other Contracts [2]	Total Future Policy Benefits
Liability balance as of January 1, 2016	\$ 863	\$ 2,313	\$ 10,683	\$ 13,859
Incurred [3]	50	234	575	859
Paid	(92)	—	(604)	(696)
Change in unrealized investment gains and losses	—	—	433	433
Liability balance as of September 30, 2016	\$ 821	\$ 2,547	\$ 11,087	\$ 14,455
Reinsurance recoverable asset, as of January 1, 2016	\$ 523	\$ 2,313	\$ 1,478	\$ 4,314
Incurred [3]	40	234	(14)	260
Paid	(73)	—	(48)	(121)
Reinsurance recoverable asset, as of September 30, 2016	\$ 490	\$ 2,547	\$ 1,416	\$ 4,453

These liability balances include all GMDB benefits, plus the life-contingent portion of GMWB benefits in excess [1] of the return of the GRB. GMWB benefits that make up a shortfall between the account value and the GRB are embedded derivatives held at fair value and are excluded from these balances.

[2] Represents life-contingent reserves for which the company is subject to insurance and investment risk.

[3] Includes the portion of assessments established as additions to reserves as well as changes in estimates affecting the reserves.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)

9. Reserve for Future Policy Benefits and Separate Account Liabilities (continued)

Account Value by GMDB/GMWB Type as of September 30, 2017

	Account Value ("AV") [8]	Net Amount at Risk ("NAR") [9]	Retained Net Amount at Risk ("RNAR") [9]	Weighted Average Annuitant Attained Age of
Maximum anniversary value ("MAV") [1]				
MAV only	\$13,674	\$ 2,047	\$ 305	71
With 5% rollup [2]	1,149	143	45	72
With Earnings Protection Benefit Rider ("EPB") [3]	3,482	522	80	71
With 5% rollup & EPB	476	105	23	73
Total MAV	18,781	2,817	453	
Asset Protection Benefit ("APB") [4]	10,175	102	70	70
Lifetime Income Benefit ("LIB") — Death Benefit [5]	454	4	4	70
Reset [6] (5-7 years)	2,445	6	5	70
Return of Premium ("ROP") [7]/Other	8,852	55	52	71
Subtotal Variable Annuity with GMDB/GMWB [10]	40,707	\$ 2,984	\$ 584	71
Less: General Account Value with GMDB/GMWB	3,665			
Subtotal Separate Account Liabilities with GMDB	37,042			
Separate Account Liabilities without GMDB	78,584			
Total Separate Account Liabilities	\$115,626			

[1] MAV GMDB is the greatest of current AV, net premiums paid and the highest AV on any anniversary before age 80 years (adjusted for withdrawals).

[2] Rollup GMDB is the greatest of the MAV, current AV, net premium paid and premiums (adjusted for withdrawals) accumulated at generally 5% simple interest up to the earlier of age 80 years or 100% of adjusted premiums.

[3] EPB GMDB is the greatest of the MAV, current AV, or contract value plus a percentage of the contract's growth. The contract's growth is AV less premiums net of withdrawals, subject to a cap of 200% of premiums net of withdrawals.

[4] APB GMDB is the greater of current AV or MAV, not to exceed current AV plus 25% times the greater of net premiums and MAV (each adjusted for premiums in the past 12 months).

[5] LIB GMDB is the greatest of current AV; net premiums paid; or, for certain contracts, a benefit amount generally based on market performance that ratchets over time.

[6] Reset GMDB is the greatest of current AV, net premiums paid and the most recent five to seven year anniversary AV before age 80 years (adjusted for withdrawals).

[7] ROP GMDB is the greater of current AV or net premiums paid.

[8] AV includes the contract holder's investment in the separate account and the general account.

NAR is defined as the guaranteed minimum death benefit in excess of the current AV. RNAR represents NAR reduced for reinsurance. NAR and RNAR are highly sensitive to equity markets movements and increase when equity markets decline.

[10] Some variable annuity contracts with GMDB also have a life-contingent GMWB that may provide for benefits in excess of the return of the GRB. Such contracts included in this amount have \$6.3 billion of total account value and

weighted average attained age of 73 years. There is no NAR or retained NAR related to these contracts. Includes \$1.7 billion of account value for contracts that had a GMDB at issue but no longer have a GMDB due to certain elections made by policyholders or their beneficiaries.

Account Balance Breakdown of Variable Separate Account
Investments for Contracts with Guarantees

Asset type	As of September 30, 2017	As of December 31, 2016
Equity securities (including mutual funds)	\$ 34,267	\$ 33,880
Cash and cash equivalents	2,775	3,045
Total	\$ 37,042	\$ 36,925

As of September 30, 2017 and December 31, 2016, approximately 15% and 16%, respectively, of the equity securities (including mutual funds), in the preceding table were funds invested in fixed income securities and approximately 85% and 84%, respectively, were funds invested in equity securities.

For further information on guaranteed living benefits that are accounted for at fair value, such as GMWB, see Note 5 - Fair Value Measurements of Notes to Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

10. Debt

Senior Notes

On March 15, 2017, the Company repaid its \$416, 5.375% senior notes at maturity.

Junior Subordinated Debentures

On February 15, 2017, pursuant to a put option agreement with the Glen Meadow ABC Trust, the Company issued \$500 junior subordinated notes with a scheduled maturity of February 12, 2047, and a final maturity of February 12, 2067. The junior subordinated notes bear interest at an annual rate of three-month LIBOR plus 2.125%, payable quarterly. The Hartford will have the right, on one or more occasions, to defer interest payments due on the junior subordinated notes under specified circumstances.

Upon receipt of the proceeds, the Company entered into a replacement capital covenant (the "RCC"). Under the terms of the RCC, if the Company redeems the notes at any time prior to February 12, 2047 (or such earlier date on which the RCC terminates by its terms) it can only do so with the proceeds from the sale of certain qualifying replacement securities. The RCC also prohibits the Company from redeeming all or any portion of the notes on or prior to February 15, 2022.

In April 2017, the Company entered into an interest rate swap agreement expiring February 15, 2027 to effectively convert the variable interest payments into fixed interest payments of approximately 4.39%.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

11. Income Taxes

Income Tax Rate Reconciliation

	Three		Nine	
	Months		Months	
	Ended		Ended	
	September		September	
	30,		30,	
	2017	2016	2017	2016
Tax provision at U.S. federal statutory rate	\$89	\$185	\$211	\$378
Tax-exempt interest	(31)	(31)	(91)	(94)
Dividends-received deduction ("DRD")	(37)	(14)	(75)	(57)
Decrease in deferred tax valuation allowance	—	—	—	(78)
Stock-based compensation	(4)	—	(12)	—
Sale of U.K. business	—	(50)	5	(50)
Other	5	—	(6)	3
Provision for income taxes	\$22	\$90	\$32	\$102

In addition to the effect of tax-exempt interest and DRD, the Company's effective tax rate for the three and nine months ended September 30, 2017 reflects a \$4 and \$12, respectively, federal income tax benefit related to a deduction for stock-based compensation that vested at a fair value per share greater than the fair value on the date of grant.

Additionally, the Company's effective tax rate for the nine months ended September 30, 2016 reflects a \$78 federal income tax benefit from the reduction of the deferred tax asset valuation allowance on the capital loss carryover due to taxable gains on sales of investments during the period.

The separate account DRD is estimated for the current year using information from the most recent return, adjusted for current year equity market performance and other appropriate factors, including estimated levels of corporate dividend payments and level of policy owner equity account balances. The actual current year DRD can vary from estimates based on, but not limited to, changes in eligible dividends received in the mutual funds,

amounts of distribution from these mutual funds, amounts of short-term capital gains at the mutual fund level and the Company's taxable income before the DRD. The Company evaluates its DRD computations on a quarterly basis.

Roll-forward of Unrecognized Tax Benefits

	Three		Nine	
	Months		Months	
	Ended		Ended	
	September		September	
	30,		30,	
	2017	2016	2017	2016
Balance, beginning of period	\$ 12	\$ 12	\$ 12	\$ 12
Gross increases - tax positions in prior period	3	—	3	—
Gross decreases - tax positions in prior period	—	—	—	—
Balance, end of period	\$ 15	\$ 12	\$ 15	\$ 12

The Company's unrecognized tax benefits were increased by \$3 for the three and nine months ended September 30, 2017 due to the filing of the Company's 2016 federal consolidated income tax return.

The entire amount of unrecognized tax benefits, if recognized, would affect the effective tax rate in the period of the release.

The federal audit of the years 2012 and 2013 was completed as of March 31, 2017 with no additional adjustments. The federal audit of The Company's recently acquired subsidiary Maxum for the 2014 tax year is expected to be completed in the fourth quarter of 2017 with no significant adjustments. Management believes that adequate provision has been made in the consolidated financial statements for any potential adjustments that may result from tax examinations and other tax-related matters for all open tax years.

Net deferred income taxes include the future tax benefits associated with the net operating loss carryover, foreign tax credit carryover, capital loss carryover, and alternative minimum tax credit carryover.

Future Tax Benefits

	As of				Expiration	Amount
	September 30, 2017	December 31, 2016	Expected Carryover amount	Expected Carryover amount		
	gross benefit,	gross benefit,	gross benefit,	gross benefit,	Dates	
Net operating loss carryover - U.S.	\$4,938	\$1,728	\$5,412	\$1,894	2020 2023-2036	\$1 \$4,937
Net operating loss carryover - foreign	\$3	\$—	\$48	\$9	No expiration	\$3
Foreign tax credit carryover	\$33	\$33	\$56	\$56	2021-2024	\$33
Alternative minimum tax credit carryover	\$742	\$742	\$640	\$640	No expiration	\$742
General business credit carryover	\$3	\$3	\$99	\$99	2031-2036	\$3
Capital loss carryover	\$44	\$15	\$—	\$—	2022	\$44

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

11. Income Taxes (continued)

Net Operating Loss Carryover

Utilization of these loss carryovers is dependent upon the generation of sufficient future taxable income. Most of the net operating loss carryover originated from the Company's U.S. and international annuity business, including from the hedging program. Given the continued run off of the U.S. fixed and variable annuity business, the exposure to taxable losses from the Talcott Resolution business is significantly lessened. Given the expected earnings of its property and casualty, group benefits and mutual fund businesses, the Company expects to generate sufficient taxable income in the future to utilize its net operating loss carryover. Although the Company projects there will be sufficient future taxable income to fully recover the remainder of the loss carryover, the Company's estimate of the likely realization may change over time.

Tax Credit Carryovers

Alternative Minimum Tax Credits- These credit carryovers are available to offset regular federal income taxes from future taxable income and have no expiration date. Since the Company believes there will be sufficient regular federal taxable income in the future, and these credits have no expiration date, the Company believes it is more likely than not they will be fully utilized and thus no valuation allowance has been provided.

Foreign Tax Credits- As with the alternative minimum tax credits, these credits are available to offset regular federal income taxes from future taxable income. The use of these credits prior to expiration depends on the generation of sufficient taxable income to first utilize all U.S. net operating loss carryovers. However, the Company has identified and begun to purchase certain investments which allow for utilization of the foreign tax credits without first using the net operating loss carryover. Consequently, the Company believes it is more likely than not the foreign tax credit carryover will be fully realized. Accordingly, no valuation allowance has been provided.

Capital Loss Carryover- The Capital loss carryover is a result of the sale of Hartford Financial Products International Limited in May 2017, partially offset by year to date realized taxable capital gains. Utilization of the capital loss carryover requires the Company to realize sufficient taxable capital gains. The Company expects to generate sufficient taxable capital gains in the future to utilize the capital loss carryover, and thus no valuation allowance has been provided. Although the Company projects there will be sufficient future taxable capital gains to fully recover the remainder of the capital loss carryover, the Company's estimate of the likely realization may change over time.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

12. Commitments and Contingencies

Litigation

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

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

In addition to the inherent difficulty of predicting litigation outcomes, the Mutual Funds Litigation identified below purports to seek substantial damages for unsubstantiated conduct spanning a multi-year period based on novel applications of complex legal theories. The alleged damages are not quantified or factually supported in the complaint, and, in any event, the Company’s experience shows that demands for damages often bear little relation to a reasonable estimate of potential loss. The application of the legal standard identified by the court for assessing the potentially available damages, as described below, is inherently unpredictable, and no legal precedent has been identified that would aid in determining a reasonable estimate of potential loss. Accordingly, management cannot reasonably estimate the possible loss or range of loss, if any.

Mutual Funds Litigation — In February 2011, a derivative action was brought on behalf of six Hartford retail mutual funds in the United States District Court for the District of New Jersey, alleging that Hartford Investment Financial Services,

LLC (“HIFSCO”), an indirect subsidiary of the Company, received excessive advisory and distribution fees in violation of its statutory fiduciary duty under Section 36(b) of the Investment Company Act of 1940. During the course of the litigation, the claims regarding distribution fees were dismissed without prejudice, the lineup of funds as plaintiffs changed several times, and the plaintiffs added as a defendant Hartford Funds Management Company (“HFMC”), an indirect subsidiary of the Company that assumed the role of advisor to the funds as of January 2013. In June 2015, HFMC and HIFSCO moved for summary judgment, and plaintiffs cross-moved for partial summary judgment with respect to one fund. In March 2016, the court denied the plaintiff’s motion, and granted summary judgment for HIFSCO and HFMC with respect to one fund, leaving six funds as plaintiffs: The Hartford Balanced Fund, The Hartford Capital Appreciation Fund, The Hartford Floating Rate Fund, The Hartford Growth Opportunities Fund, The Hartford Healthcare Fund, and The Hartford Inflation Plus Fund. The court further ruled that the appropriate measure of damages on the surviving claims would be the difference, if any, between the actual advisory fees paid through trial

and the fees permitted under the applicable legal standard. A bench trial on the issue of liability was held in November 2016. In February 2017, the court granted judgment for HIFSCO and HFMC as to all claims. Plaintiffs have appealed to the United States Court of Appeals for the Third Circuit.

Asbestos and Environmental Claims –The Company continues to receive asbestos and environmental claims. Asbestos claims relate primarily to bodily injuries asserted by people who came in contact with asbestos or products containing asbestos. Environmental claims relate primarily to pollution and related clean-up costs.

The Company principally relies on exposure-based analysis to estimate the ultimate costs of these claims, both gross and net of reinsurance, and regularly evaluates new account information in assessing its potential asbestos and environmental exposures. The Company supplements this exposure-based analysis with evaluations of the Company's historical direct net loss and expense paid and reported experience, and net loss and expense paid and reported experience by calendar and/or report year.

While the Company believes that its current asbestos and environmental reserves are appropriate, significant uncertainties limit the ability of insurers and reinsurers to estimate the ultimate reserves necessary for unpaid losses and related expenses. The ultimate liabilities, thus, could exceed the currently recorded reserves, and any such additional liability, while not reasonably estimable now, could be material to The Hartford's consolidated operating results and liquidity.

Under an adverse development cover ("ADC") reinsurance agreement with National Indemnity Company ("NICO"), a subsidiary of Berkshire Hathaway Inc., the Company paid premium to reinsure adverse development of net asbestos and environmental loss and allocated loss adjustment expense reserves of a set amount above the Company's net asbestos and environmental reserves as of December 31, 2016. For further information on the reinsurance agreement, see Note 8 - Reinsurance of Notes to Consolidated Financial Statements, included in The Hartford's 2016 Form 10-K Annual Report.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

12. Commitments and Contingencies (continued)

Derivative Commitments

Certain of the Company's derivative agreements contain provisions that are tied to the financial strength ratings, as set by nationally recognized statistical agencies, of the individual legal entity that entered into the derivative agreement. If the legal entity's financial strength were to fall below certain ratings, the counterparties to the derivative agreements could demand immediate and ongoing full collateralization and in certain instances enable the counterparties to terminate the agreements and demand immediate settlement of all outstanding derivative positions traded under each impacted bilateral agreement. The settlement amount is determined by netting the derivative positions transacted under each agreement. If the termination rights were to be exercised by the counterparties, it could impact the legal entity's ability to conduct hedging activities by increasing the associated costs and decreasing the willingness of counterparties to transact with the legal entity. The aggregate fair value of all derivative instruments with credit-risk-related contingent features that are in a net liability position as of September 30, 2017 was \$1.3 billion. For this \$1.3 billion, the legal entities have posted collateral of \$955 in the normal course of business. In addition, the Company has posted collateral of \$31 associated with a customized GMWB derivative. Based on derivative market values as of September 30, 2017, a downgrade of one level below the current financial strength ratings by either Moody's or S&P would require an additional \$7 of assets to be posted as collateral. Based on derivative market values as of September 30, 2017, a downgrade of two levels below the current financial strength ratings by either Moody's or S&P would require an additional \$17 of assets to be posted as collateral. These collateral amounts could change as derivative market values change, as a result of changes in our hedging activities or to the extent changes in contractual terms are negotiated. The nature of the collateral that we post, when required, is primarily in the form of U.S. Treasury bills, U.S. Treasury notes and government agency securities.

On October 23, 2017, Moody's lowered its counterparty credit and insurer financial strength ratings on Hartford Life and Annuity Insurance Company and Hartford Life Insurance Company to Baa3. Given this downgrade action, termination rating triggers in three derivative counterparty relationships were impacted. The Company is in the process of re-negotiating the rating triggers which it expects to successfully complete. Accordingly, the Company does not expect the current hedging programs to be adversely impacted by the announcement of the downgrade of Hartford Life and Annuity Insurance Company and Hartford Life Insurance Company. As of September 30, 2017, the notional amount and fair value related to these three derivative counterparties is \$989 and \$43, respectively. These counterparties have not exercised their right to terminate these relationships and, if they did, would have to settle all of the outstanding derivatives. In addition, as a result of the downgrade of Hartford Life and Annuity Insurance Company, the Company is required to post an additional \$7 of collateral related to a single counterparty relationship.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

13. Equity

Capital Purchase Program ("CPP") Warrants

As of September 30, 2017 and December 31, 2016, respectively, the Company has 2.3 million and 4.0 million of CPP warrants outstanding and exercisable.

CPP warrant exercises were 0.6 million and 0.1 million for the three months ended September 30, 2017 and 2016, respectively. CPP warrant exercises were 1.7 million and 0.3 million for the nine months ended September 30, 2017 and 2016, respectively.

The declaration of common stock dividends by the Company in excess of a threshold triggers a provision in the Company's warrant agreement with The Bank of New York Mellon resulting in adjustments to the CPP warrant exercise price. Accordingly, the declaration of a common stock dividend during the three months ended September 30, 2017 resulted in an adjustment to

the CPP warrant exercise price. The CPP warrant exercise price was \$9.030 as of September 30, 2017 and \$9.126 as of December 31, 2016.

Equity Repurchase Program

The Company's authorization for equity repurchases is \$1.3 billion for the period October 31, 2016 through December 31, 2017.

Effective October 13, 2017 the Company suspended 2017 equity repurchases. The company does not currently expect to authorize an equity repurchase plan in 2018.

During the period October 1, 2017 through October 12, 2017, the Company repurchased approximately 0.9 million common shares for \$52.

Equity Repurchase Activity and Remaining Repurchase Capacity

Three months ended	Common Shares Repurchased	Cost of Shares Repurchased	Average Price Paid per Share	Remaining Capacity Under Share Repurchase Authorization
(In millions, except for per share data)				
March 31, 2017	6.7	\$ 325	\$ 48.47	\$ 975
June 30, 2017	6.6	\$ 325	\$ 49.34	\$ 650
September 30, 2017	6.0	\$ 325	\$ 54.35	\$ 325
Total	19.3	\$ 975		

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

14. Changes In and Reclassifications From Accumulated Other Comprehensive Income

Changes in AOCI, Net of Tax for the Three Months Ended September 30, 2017

	Changes in					
	Net Unrealized Gain on Securities	OTTI Losses in OCI	Net Gain on Cash Flow Hedging Instruments	Foreign Currency Translation Adjustments	Pension and Other Postretirement Plan Adjustments	AOCI, net of tax
Beginning balance	\$1,755	\$ (3)	\$ 57	\$ 13	\$ (1,328)	\$494
OCI before reclassifications	119	(1)	(2)	14	1	131
Amounts reclassified from AOCI	(34)	—	(12)	—	6	(40)
OCI, net of tax	85	(1)	(14)	14	7	91
Ending balance	\$1,840	\$ (4)	\$ 43	\$ 27	\$ (1,321)	\$585

Changes in AOCI, Net of Tax for the Nine Months Ended September 30, 2017

	Changes in					
	Net Unrealized Gain on Securities	OTTI Losses in OCI	Net Gain on Cash Flow Hedging Instruments	Foreign Currency Translation Adjustments	Pension and Other Postretirement Plan Adjustments	AOCI, net of tax
Beginning balance	\$1,276	\$ (3)	\$ 76	\$ 6	\$ (1,692)	\$(337)
OCI before reclassifications	683	(1)	7	21	(144)	566
Amounts reclassified from AOCI	(119)	—	(40)	—	515	356
OCI, net of tax	564	(1)	(33)	21	371	922
Ending balance	\$1,840	\$ (4)	\$ 43	\$ 27	\$ (1,321)	\$585

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

14. Changes In and Reclassifications From Accumulated Other Comprehensive Income (continued)

Reclassifications from AOCI

	Three Months Ended September 30, 2017	Nine Months Ended September 30, 2017	Affected Line Item in the Condensed Consolidated Statement of Operations
Net Unrealized Gain on Securities Available-for-sale securities	\$ 52	\$ 183	Net realized capital gains (losses)
	52	183	Income before income taxes
	18	64	Income tax expense
	\$ 34	\$ 119	Net income
Net Gains on Cash Flow Hedging Instruments			
Interest rate swaps	\$ —	\$ 4	Net realized capital gains (losses)
Interest rate swaps	15	47	Net investment income
Foreign currency swaps	4	10	Net realized capital gains (losses)
	19	61	Income before income taxes
	7	21	Income tax expense
	\$ 12	\$ 40	Net income
Pension and Other Postretirement Plan Adjustments			
Amortization of prior service credit	\$ 2	\$ —	Insurance operating costs and other expenses
Amortization of actuarial loss	(12	) (45	) Insurance operating costs and other expenses
Settlement loss	—	(747	) Insurance operating costs and other expenses
	(10	) (792	) Income before income taxes
	(4) (277) Income tax expense
	\$ (6) \$ (515) Net income
Total amounts reclassified from AOCI	\$ 40	\$ (356) Net income

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

14. Changes In and Reclassifications From Accumulated Other Comprehensive Income (continued)

Changes in AOCI, Net of Tax for the Three Months Ended September 30, 2016

	Changes in					
	Net Unrealized Gain on Securities	OTTI Losses in OCI	Net Gain on Cash Flow Hedging Instruments	Foreign Currency Translation Adjustments	Pension and Other Postretirement Plan Adjustments	AOCI, net of tax
Beginning balance	\$2,437	\$(10)	\$ 200	\$ (68)	\$ (1,659)	\$900
OCI before reclassifications	72	4	(17)	78	—	137
Amounts reclassified from AOCI	(50)	1	(11)	—	10	(50)
OCI, net of tax	22	5	(28)	78	10	87
Ending balance	\$2,459	\$(5)	\$ 172	\$ 10	\$ (1,649)	\$987

Changes in AOCI, Net of Tax for the Nine Months Ended September 30, 2016

	Changes in					
	Net Unrealized Gain on Securities	OTTI Losses in OCI	Net Gain on Cash Flow Hedging Instruments	Foreign Currency Translation Adjustments	Pension and Other Postretirement Plan Adjustments	AOCI, net of tax
Beginning balance	\$1,279	\$(7)	\$ 130	\$ (55)	\$ (1,676)	\$(329)
OCI before reclassifications	1,263	(1)	78	65	—	1,405
Amounts reclassified from AOCI	(83)	3	(36)	—	27	(89)
OCI, net of tax	1,180	2	42	65	27	1,316
Ending balance	\$2,459	\$(5)	\$ 172	\$ 10	\$ (1,649)	\$987

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

14. Changes In and Reclassifications From Accumulated Other Comprehensive Income (continued)

Reclassifications of AOCI

	Three Months Ended September 30, 2016	Nine Months Ended September 30, 2016	Affected Line Item in the Condensed Consolidated Statement of Operations
Net Unrealized Gain on Securities			
Available-for-sale securities	\$ 77	\$ 128	Net realized capital gains (losses)
	77	128	Income before income taxes
	27	45	Income tax expense
	\$ 50	\$ 83	Net income
OTTI Losses in OCI			
Other than temporary impairments	\$ (1)	\$ (5)	Net realized capital gains (losses)
	(1)	(5)	Income before income taxes
	—	(2)	Income tax expense
	\$ (1)	\$ (3)	Net Income
Net Gains on Cash Flow Hedging Instruments			
Interest rate swaps	\$ —	\$ 7	Net realized capital gains (losses)
Interest rate swaps	16	46	Net investment income
Foreign currency swaps	1	3	Net realized capital gains (losses)
	17	56	Income before income taxes
	6	20	Income tax expense
	\$ 11	\$ 36	Net income
Pension and Other Postretirement Plan Adjustments			
Amortization of prior service credit	\$ 2	\$ 5	Insurance operating costs and other expenses
Amortization of actuarial loss	(17)	(46)	Insurance operating costs and other expenses
	(15)	(41)	Income before income taxes
	(5)	(14)	Income tax expense
	\$ (10)	\$ (27)	Net income
Total amounts reclassified from AOCI	\$ 50	\$ 89	Net income

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

15. Employee Benefit Plans

The Company's employee benefit plans are described in Note 18 - Employee Benefit Plans of Notes to Consolidated Financial Statements included in The Hartford's 2016 Annual Report on Form 10-K.

On June 30, 2017, the Company transferred invested assets and cash from pension plan assets to purchase a group annuity contract that transferred approximately \$1.6 billion of the Company's outstanding pension benefit obligations related to certain U.S. retirees, terminated vested participants, and beneficiaries. As a result of this transaction, in the second quarter of 2017, the Company recognized a pre-tax settlement charge of \$750 (\$488 after-tax) and a reduction to shareholders' equity of \$144.

In connection with this transaction, the Company made a contribution of \$280 in September 2017 to the U.S. qualified pension plan in order to maintain the plan's pre-transaction funded status.

Beginning with the first quarter of 2017, the Company adopted the full yield curve approach in the estimation of the interest cost component of net periodic benefit costs for its qualified and non-qualified pension plans and the postretirement benefit plan. The full yield curve approach applies the specific spot rates along the yield curve that are used in its determination of the projected

benefit obligation at the beginning of the year. The change has been made to provide a better estimate of the interest cost component of net periodic benefit cost by better aligning projected benefit cash flows with corresponding spot rates on the yield curve rather than using a single weighted average discount rate derived from the yield curve as had been done historically.

This change does not affect the measurement of the Company's total benefit obligations as the change in the interest cost in net income is completely offset in the actuarial (gain) loss reported for the period in other comprehensive income. The change reduced the before tax interest cost component of net periodic benefit cost by \$9 and \$28 for the three and nine months ended September 30, 2017, respectively. The discount rate being used to measure interest cost during 2017 is 3.58%, 3.55% and 3.13% for the qualified pension plan, non-qualified pension plan and postretirement benefit plan, respectively. Under the Company's historical estimation approach, the weighted average discount rate for the interest cost component would have been 4.22%, 4.19% and 3.97% for the qualified pension plan, non-qualified pension plan and postretirement benefit plan, respectively. The Company accounted for the change in estimation approach as a change in estimate, and accordingly, is recognizing the effect prospectively beginning in 2017.

Components of Net Periodic Cost (Benefit)

	Pension Benefits		Other Postretirement Benefits	
	Three Months Ended September 30, 2017	Three Months Ended September 30, 2016	Three Months Ended September 30, 2017	Three Months Ended September 30, 2016
Service cost	\$ 1	\$ 1	\$ —	\$ —
Interest cost	36	60	2	2
Expected return on plan assets	(55)	(78)	(2)	(2)
Amortization of prior service credit	—	—	(2)	(2)
Amortization of actuarial loss	11	15	1	2
Settlements	—	—	—	—
Net periodic cost (benefit)	\$ (7)	\$ (2)	\$ (1)	\$ —

Components of Net Periodic Cost (Benefit)

	Pension Benefits		Other Postretirement Benefits	
	Nine months ended September 30, 2017	Nine months ended September 30, 2016	Nine months ended September 30, 2017	Nine months ended September 30, 2016
Service cost	\$ 1	\$ 1	\$ —	\$ —
Interest cost	36	60	2	2
Expected return on plan assets	(55)	(78)	(2)	(2)
Amortization of prior service credit	—	—	(2)	(2)
Amortization of actuarial loss	11	15	1	2
Settlements	—	—	—	—
Net periodic cost (benefit)	\$ (7)	\$ (2)	\$ (1)	\$ —

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Service cost	\$ 3	\$ 2	\$ 6	\$ —
Interest cost	134	178	(6) 8
Expected return on plan assets	(214) (231) (5) (7)
Amortization of prior service credit	—	—	—	(5)
Amortization of actuarial loss	41	42	4	4
Settlements	750	—	—	—
Net periodic cost (benefit)	\$ 714	\$ (9)	\$ (1) \$ —

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

16. Subsequent Event

On October 23, 2017, the Company announced that Hartford Life and Accident Insurance Company (HLA), a wholly owned subsidiary of the Company, entered into a definitive agreement to purchase the U.S. group life and disability insurance business of Aetna, Inc. (“Aetna”) through a reinsurance transaction. HLA will pay cash consideration of \$1.45 billion, primarily in the form of a ceding commission to an Aetna subsidiary that is ceding the business to HLA. Under the reinsurance agreement, the Company will receive invested assets with a fair value of approximately \$3.4 billion and will assume fair value reserves of approximately \$3.3 billion after taking into account estimated purchase accounting adjustments. The transaction is expected to close in the fourth quarter of 2017, subject to customary closing conditions.

Part I - Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

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

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

The Hartford provides projections and other forward-looking information in the following discussions, which contain many forward-looking statements, particularly relating to the Company's future financial performance. These forward-looking statements are estimates based on information currently available to the Company, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and are subject to the cautionary statements set forth on pages 3 and 4 of this Form 10-Q. Actual results are likely to differ, and in the past have differed, materially from those forecast by the Company, depending on the outcome of various factors, including, but not limited to, those set forth in the following discussion and in Part I, Item 1A, Risk Factors in The Hartford's 2016 Form 10-K Annual Report, and those identified from time to time in our other filings with the Securities and Exchange Commission. The Hartford undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future developments or otherwise.

On October 23, 2017, the Company announced that Hartford Life and Accident Insurance Company (HLA), a wholly owned subsidiary of the Company, entered into a definitive agreement to purchase Aetna's group life and disability insurance business through a reinsurance transaction. For discussion of this transaction see Note 16 - Subsequent Events of Notes to Condensed Consolidated Financial Statements.

On May 10, 2017, the Company completed the sale of its U.K. property and casualty run-off subsidiaries. The operating results of the Company's U.K. property and casualty run-off subsidiaries are included in the P&C Other Operations reporting segment. For discussion of this transaction, see Note 2 - Business Disposition of Notes to Condensed Consolidated Financial Statements.

On July 29, 2016, the Company completed the acquisition of Maxum Specialty Insurance Group and Lattice Strategies LLC. Maxum's revenue and earnings since the acquisition date are included in the operating results of the Company's Commercial Lines reporting segment. Lattice's revenue and earnings since the acquisition date are included in the operating results of the Company's Mutual Funds reporting segment.

Certain reclassifications have been made to historical financial information presented in Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") to conform to the current period presentation. Fee income from installment fees reported by the Commercial Lines and Personal Lines reporting segments has been reclassified from underwriting expenses to fee income and included in total revenues. The reclassification of installment fees did not impact previously reported underwriting gain (loss), underwriting ratios, or net income (loss) either in the Commercial Lines or Personal Lines reporting segments and did not impact previously reported consolidated net income or core earnings.

Separately, the flood servicing business has been realigned from Specialty Commercial within the Commercial Lines reporting segment to the Personal Lines reporting segment. This realignment did not materially impact previously reported Commercial Lines or Personal Lines underwriting results or net income. The realignment of the flood servicing business did not impact previously reported consolidated net income or core earnings.

The Hartford defines increases or decreases greater than or equal to 200% as "NM" or not meaningful.

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KEY PERFORMANCE MEASURES AND RATIOS

The Company considers the measures and ratios in the following discussion to be key performance indicators for its businesses. Management believes that these ratios and measures are useful in understanding the underlying trends in The Hartford's businesses. However, these key performance indicators should only be used in conjunction with, and not in lieu of, the results presented in the segment discussions that follow in this MD&A. These ratios and measures may not be comparable to other performance measures used by the Company's competitors.

Part I - Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Definitions of Non-GAAP and Other Measures and Ratios

Account Value- includes policyholders' balances for investment and insurance contracts and reserves for certain future policy benefits insurance contracts. Account value is a measure used by the Company because a significant portion of the Company's fee income is based upon the level of account value. These revenues increase or decrease with a rise or fall in assets under management whether caused by changes in the market or through net flows.

Assets Under Management ("AUM")- include account values, mutual fund and ETP assets. AUM is a measure used by the Company because a significant portion of the Company's revenues are based upon asset values. These revenues increase or decrease with a rise or fall in AUM whether caused by changes in the market or through net flows.

Book Value per Diluted Share- excluding AOCI, is calculated based upon a non-GAAP financial measure. It is calculated by dividing (a) total stockholders' equity, excluding AOCI, after tax, by (b) common shares outstanding and dilutive potential common shares. The Company provides this measure to enable investors to analyze the amount of the Company's net worth that is primarily attributable to the Company's business operations. The Company believes it is useful to investors because it eliminates the effect of items that can fluctuate significantly from period to period, primarily based on changes in interest rates.

Catastrophe Ratio- (a component of the loss and loss adjustment expense ratio) represents the ratio of catastrophe losses incurred in the current calendar year (net of reinsurance) to earned premiums and includes catastrophe losses incurred for both the current and prior accident years. A catastrophe is an event that causes \$25 or more in industry insured property losses and affects a significant number of property and casualty policyholders and insurers. The catastrophe ratio includes the effect of catastrophe losses, but does not include the effect of reinstatement premiums.

Combined Ratio- the sum of the loss and loss adjustment expense ratio, the expense ratio and the policyholder dividend ratio. This ratio is a relative measurement that describes the related cost of losses and expenses for every \$100 of earned premiums. A combined ratio below 100 demonstrates underwriting profit; a combined ratio above 100 demonstrates underwriting losses.

Core Earnings- a non-GAAP measure, is an important measure of the Company's operating performance. The Company believes that core earnings provides investors with a valuable measure of the underlying performance of the Company's businesses because it reveals trends in our insurance and financial services businesses that may be obscured by including the net effect of certain realized capital gains and losses, certain restructuring and other costs, pension settlements, loss on extinguishment of debt, reinsurance gains and losses from disposal of businesses, income tax benefit from reduction in deferred income tax valuation allowance, discontinued operations, and the impact of Unlocks to deferred policy acquisition costs ("DAC"), sales inducement assets ("SIA"), and death and other insurance benefit reserve balances. Some realized capital gains and losses are primarily driven by investment decisions and external economic developments, the nature and timing of which are unrelated to the insurance and underwriting aspects of our business. Accordingly, core earnings excludes the effect of all realized gains and losses (net of tax and the effects of DAC) that tend to be highly variable from period to period based on capital market conditions. The Company believes, however, that some realized capital gains and losses are integrally related to our insurance operations, so core earnings includes net realized gains and losses such as net periodic settlements on credit derivatives. These net realized gains and losses are directly related to an offsetting item included in the income statement such as net investment income. Net income (loss) is the most directly comparable U.S. GAAP measure. Core earnings should not be considered as a substitute for net income (loss) and does not reflect the overall profitability of the Company's business. Therefore, the Company believes that it is useful for investors to evaluate both net income (loss) and core earnings when reviewing the Company's performance.

Reconciliation of Net Income (Loss) to Core Earnings

Three	Nine
Months	Months
Ended	Ended

	September 30, 2017		September 30, 2016	
Net income	\$234	\$438	\$572	\$977
Less: Unlock benefit (charge), before tax	23	(13)	61	18
Less: Net realized capital gains (losses) after DAC, excluded from core earnings, before tax	(5)	(13)	50	(110)
Less: Pension settlement, before tax	—	—	(750)	—
Less: Income tax benefit (expense) [1]	(6)	51	222	149
Core earnings	\$222	\$413	\$989	\$920

[1] Includes income tax benefit on items not included in core earnings and other federal income tax benefits.

Core Earnings Margin- a non-GAAP financial measure that the Company uses to evaluate, and believes is an important measure of, the Group Benefits segment's operating performance. Core earnings margin is calculated by dividing core

earnings by revenues excluding buyouts and realized gains (losses). Net income margin is the most directly comparable U.S. GAAP measure. The Company believes that core earnings margin provides investors with a valuable measure of the performance of

Part I - Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Group Benefits because it reveals trends in the business that may be obscured by the effect of buyouts and realized gains (losses). Core earnings margin should not be considered as a substitute for net income margin and does not reflect the overall profitability of Group Benefits. Therefore, the Company believes it is important for investors to evaluate both core earnings margin and net income margin when reviewing performance. A reconciliation of net income margin to core earnings margin is set forth in the Results of Operations section within MD&A - Group Benefits.

Expense Ratio- for the underwriting segments of Commercial Lines and Personal Lines is the ratio of underwriting expenses less fee income, to earned premiums. Underwriting expenses include the amortization of deferred policy acquisition costs and insurance operating costs and expenses, including certain centralized services costs and bad debt expense. Deferred policy acquisition costs include commissions, taxes, licenses and fees and other incremental direct underwriting expenses and are amortized over the policy term.

The expense ratio for Group Benefits is expressed as the ratio of insurance operating costs and other expenses and amortization of deferred policy acquisition costs, to premiums and other considerations, excluding buyout premiums.

Fee Income- largely driven from amounts earned as a result of contractually defined percentages of assets under management, including account value of annuities and other products. These fees are generally earned on a daily basis. Therefore, the growth in assets under management either through positive net flows or net sales, or favorable market performance will have a favorable impact on fee income. Conversely, either negative net flows or net sales, or unfavorable market performance will reduce fee income. Fee income also includes installment billing fees charged to Commercial Lines and Personal Lines insureds.

Full Surrender Rates- an internal measure of contract surrenders calculated using annualized full surrenders divided by a two-point average of annuity account values. The full surrender rate represents full contract liquidation and excludes partial withdrawals.

Loss and Loss Adjustment Expense Ratio- a measure of the cost of claims incurred in the calendar year divided by earned premium and includes losses incurred for both the current and prior accident years, as well as the costs of mortality and morbidity and other contractholder benefits to policyholders. Among other factors, the loss and loss adjustment expense ratio needed for the Company to achieve its targeted return on equity fluctuates from year to year based on changes in the expected investment yield over the claim settlement period, the timing of expected claim settlements and the targeted returns set by management based on the competitive environment.

The loss and loss adjustment expense ratio is affected by claim frequency and claim severity, particularly for shorter-tail property lines of business, where the emergence of claim frequency and severity is credible and likely indicative of ultimate losses. Claim frequency represents the percentage change in the average number of reported claims per unit of exposure in the current accident year compared to that of the previous accident year. Claim severity represents the percentage change in the estimated average cost per claim in the current accident year compared to that of the previous accident year. As one of the

factors used to determine pricing, the Company's practice is to first make an overall assumption about claim frequency and severity for a given line of business and then, as part of the ratemaking process, adjust the assumption as appropriate for the particular state, product or coverage.

Loss and Loss Adjustment Expense Ratio before Catastrophes and Prior Accident Year Development- a measure of the cost of non-catastrophe claims incurred in the current accident year divided by earned premiums. Management believes that the current accident year loss and loss adjustment expense ratio before catastrophes is a performance measure that is useful to investors as it removes the impact of volatile and unpredictable catastrophe losses and prior accident year development.

Loss Ratio, excluding Buyouts- utilized for the Group Benefits segment and is expressed as a ratio of benefits, losses and loss adjustment expenses to premiums and other considerations, excluding buyout premiums. Since Group Benefits occasionally buys a block of claims for a stated premium amount, the Company excludes this buyout from

the loss ratio used for evaluating the underwriting results of the business as buyouts may distort the loss ratio. Buyout premiums represent takeover of open claim liabilities and other non-recurring premium amounts.

Mutual Fund and Exchange-Traded Product Assets- owned by the shareholders of those products and not by the Company and therefore are not reflected in the Company's consolidated financial statements. Mutual fund and ETP assets are a measure used by the Company primarily because a significant portion of the Company's revenues are based upon asset values. These revenues increase or decrease with a rise or fall in AUM whether caused by changes in the market or through net flows.

New Business Written Premium- represents the amount of premiums charged for policies issued to customers who were not insured with the Company in the previous policy term. New business written premium plus renewal policy written premium equals total written premium.

Policies in Force- represent the number of policies with coverage in effect as of the end of the period. The number of policies in force is a growth measure used for Personal Lines and standard commercial lines within Commercial Lines and is affected by both new business growth and policy count retention.

Policy Count Retention- represents the ratio of the number of policies renewed during the period divided by the number of policies available to renew. The number of policies available to renew represents the number of policies, net of any cancellations, written in the previous policy term. Policy count retention is affected by a number of factors, including the percentage of renewal policy quotes accepted and decisions by the Company to non-renew policies because of specific policy underwriting concerns or because of a decision to reduce premium writings in certain classes of business or states. Policy count retention is also affected by advertising and rate actions taken by competitors.

Policyholder Dividend Ratio- the ratio of policyholder dividends to earned premium.

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Prior Accident Year Loss and Loss Adjustment Expense Ratio- represents the increase (decrease) in the estimated cost of settling catastrophe and non-catastrophe claims incurred in prior accident years as recorded in the current calendar year divided by earned premiums.

Reinstatement Premiums- represents additional ceded premium paid for the reinstatement of the amount of reinsurance coverage that was reduced as a result of a reinsurance loss payment.

Renewal Earned Price Increase (Decrease)- Written premiums are earned over the policy term, which is six months for certain Personal Lines automobile business and twelve months for substantially all of the remainder of the Company's Property and Casualty business. Since the Company earns premiums over the six to twelve month term of the policies, renewal earned price increases (decreases) lag renewal written price increases (decreases) by six to twelve months.

Renewal Written Price Increase (Decrease)- for Commercial Lines, represents the combined effect of rate changes, amount of insurance and individual risk pricing decisions per unit of exposure on policies that renewed. For Personal Lines, renewal written price increases represent the total change in premium per policy on those policies that renewed and includes the combined effect of rate changes, amount of insurance and other changes in exposure. For Personal Lines, other changes in exposure include, but are not limited to, the effect of changes in number of drivers, vehicles and incidents, as well as changes in customer policy elections, such as deductibles and limits. The rate component represents the change in rate filed with and approved by state regulators during the period and the amount of insurance represents the change in the value of the rating base, such as model year/vehicle symbol for automobiles, building replacement costs for property and wage inflation for workers' compensation. A number of factors affect renewal written price increases (decreases) including expected loss costs as projected by the Company's pricing actuaries, rate filings approved by state regulators, risk selection decisions made by the Company's underwriters and marketplace competition. Renewal written price changes reflect the property and casualty insurance market cycle. Prices tend to increase for a particular line of business when insurance carriers have incurred significant losses in that line of business in the recent past or the industry as a whole commits less of its capital to writing exposures in that line of business. Prices tend to decrease when recent loss experience has been favorable or when competition among insurance carriers increases. Renewal written price statistics are subject to change from period to period, based on a number of factors, including changes in actuarial estimates and the effect of subsequent cancellations and non-renewals, and modifications made to better reflect ultimate pricing achieved.

Return on Assets ("ROA"), Core Earnings- a non-GAAP financial measure that the Company uses to evaluate, and believes is an important measure of, certain of the segment's operating performance. ROA is the most directly comparable U.S. GAAP measure. The Company believes that ROA, core earnings, provides investors with a valuable measure of the performance of certain of the Company's on-going businesses because it reveals trends in our businesses that may be obscured by the effect of realized gains (losses). ROA, core earnings, should not be

considered as a substitute for ROA and does not reflect the overall profitability of our businesses. Therefore, the Company believes it is important for investors to evaluate both ROA, core earnings, and ROA when reviewing the Company's performance. ROA, core earnings is calculated by dividing core earnings by a daily average AUM. A reconciliation of ROA to ROA, core earnings is set forth in the Results of Operations section within MD&A - Mutual Funds.

Underlying Combined Ratio- a non-GAAP financial measure, represents the combined ratio before catastrophes and prior accident year development. Combined ratio is the most directly comparable U.S. GAAP measure. The Company believes the underlying combined ratio is an important measure of the trend in profitability since it removes the impact of volatile and unpredictable catastrophe losses and prior accident year loss and loss adjustment expense reserve development. A reconciliation of combined ratio to underlying combined ratio is set forth in the Results of Operations section within MD&A - Commercial Lines and Personal Lines.

Underwriting Gain (Loss)- The Company's management evaluates profitability of the P&C businesses primarily on the basis of underwriting gain (loss). Underwriting gain (loss) is a before-tax measure that represents earned premiums

less incurred losses, loss adjustment expenses and underwriting expenses. Underwriting gain (loss) is influenced significantly by earned premium growth and the adequacy of the Company's pricing. Underwriting profitability over time is also greatly influenced by the Company's pricing and underwriting discipline, which seeks to manage exposure to loss through favorable risk selection and diversification, its management of claims, its use of reinsurance and its ability to manage its expense ratio, which it accomplishes through economies of scale and its management of acquisition costs and other underwriting expenses. Net income (loss) is the most directly comparable GAAP measure. The Company believes that underwriting gain (loss) provides investors with a valuable measure of before-tax profitability derived from underwriting activities, which are managed separately from the Company's investing activities. A reconciliation of underwriting gain (loss) to net income (loss) for Commercial Lines, Personal Lines and Property & Casualty Other Operations is set forth in segment sections of MD&A.

Written and Earned Premiums- Written premium is a statutory accounting financial measure which represents the amount of premiums charged for policies issued, net of reinsurance, during a fiscal period. Earned premium is a U.S. GAAP and statutory measure. Premiums are considered earned and are included in the financial results on a pro rata basis over the policy period. Management believes that written premium is a performance measure that is useful to investors as it reflects current trends in the Company's sale of property and casualty insurance products. Written and earned premium are recorded net of ceded reinsurance premium.

Traditional life insurance type products, such as those sold by Group Benefits, collect premiums from policyholders in exchange for financial protection for the policyholder from a specified insurable loss, such as death or disability.

These premiums together with net investment income earned from the overall investment strategy are used to pay the contractual obligations under these insurance contracts. Two major factors, new sales and persistency, impact premium growth. Sales can increase or

Part I - Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

decrease in a given year based on a number of factors, including but not limited to, customer demand for the Company's product offerings, pricing competition, distribution channels and the Company's reputation and ratings. Persistency refers to the percentage of policies remaining in-force from year-to-year.

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THE HARTFORD'S OPERATIONS

Overview

The Hartford 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 Hartford includes in its Corporate category the Company's capital raising activities (including debt financing and related interest expense, purchase accounting adjustments related to goodwill and other expenses not allocated to the reporting segments).

The Company derives its revenues principally from: (a) premiums earned for insurance coverage provided to insureds; (b) fee income, including asset management fees, on separate account, mutual fund and ETP assets, mortality and expense fees, as well as cost of insurance charges; (c) net investment income; (d) fees earned for services provided to third parties; and (e) net realized capital gains and losses. Premiums charged for insurance coverage are earned principally on a pro rata basis over the terms of the related policies in-force. Asset management fees and mortality and expense fees are primarily generated from separate account assets and assets under management. Cost of insurance charges are assessed on the net amount at risk for investment-oriented life insurance products.

The profitability of the Company's property and casualty insurance businesses over time is greatly influenced by the Company's underwriting discipline, which seeks to manage exposure to loss through favorable risk selection and diversification, its management of claims, its use of reinsurance, the size of its in force block, actual mortality and morbidity experience, and its ability to manage its expense ratio which it accomplishes through economies of scale and its management of acquisition costs and other underwriting expenses. Pricing adequacy depends on a number of factors, including the ability to obtain regulatory approval for rate changes, proper evaluation of underwriting risks, the ability to project future loss cost frequency and severity based on historical loss experience adjusted for known trends, the Company's response to rate actions taken by competitors, its expense levels and expectations about regulatory and legal developments. The Company seeks to price its insurance policies such that insurance premiums and future net investment income earned on premiums received will cover underwriting expenses and the ultimate cost of paying claims reported on the policies and provide for a profit margin. For many of its insurance products, the Company is required to obtain approval for its premium rates from state insurance departments.

The financial results in the Company's mutual fund, ETP and variable annuity businesses depend largely on the amount of the contractholder or shareholder account value or assets under management on which it earns fees and the level of fees charged. Changes in account value or assets under management are driven by two main factors: net flows, and the market return of the funds, which is heavily influenced by the return realized in the equity and fixed income markets. Net flows are comprised of deposits less withdrawals and surrenders, redemptions, death benefits, policy charges and annuitizations of investment type contracts, such as variable annuity contracts. In the mutual fund and ETP business, net flows are known as net sales. Net sales are comprised of new sales less redemptions by mutual fund and ETP shareholders. The Company uses the average daily value of the S&P 500 Index as an indicator for evaluating market returns of the underlying account portfolios for the variable annuity business. Financial results of variable products are highly correlated to the growth in account values or assets under management since these products generally earn fee income on a daily basis. Equity and fixed income market movements could also result in benefits for or charges against DAC.

The profitability of fixed annuities and other "spread-based" products depends largely on the Company's ability to earn target spreads between earned investment rates on its general account assets and interest credited to policyholders. The investment return, or yield, on invested assets is an important element of the Company's earnings since insurance products are priced with the assumption that premiums received can be invested for a period of time before benefits, loss and loss adjustment expenses are paid. Due to the need to maintain sufficient liquidity to satisfy claim obligations, the majority of the Company's invested assets have been held in available-for-sale securities, including, among other asset classes, equities, corporate bonds, municipal bonds, government debt, short-term debt,

mortgage-backed securities and asset-backed securities and collateralized debt obligations.

The primary investment objective for the Company is to maximize economic value, consistent with acceptable risk parameters, including the management of credit risk and interest rate sensitivity of invested assets, while generating sufficient after-tax income to meet policyholder and corporate obligations. Investment strategies are developed based on a variety of factors including business needs, regulatory requirements and tax considerations.

For further information on the Company's reporting segments refer to Part I, Item 1, Business - Reporting Segments in The Hartford's 2016 Form 10-K Annual Report.

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Financial Highlights

Net Income Net Income per Diluted Share Book Value per Diluted Share

Net income decreased to \$234, or \$0.65 per basic share and \$0.64 per diluted share, from third quarter 2016 net income of \$438, or \$1.14 per basic share and \$1.12 per diluted share, primarily due to catastrophe losses from hurricanes Harvey and Irma in the third quarter 2017, partially offset by the accretive effect of share repurchases over the past year.

Common share repurchases during third quarter 2017 totaled \$325, or 6 million shares and \$258 of dividends were paid to shareholders.

Book value per diluted share increased to \$47.33 from \$44.35 as of December 31, 2016 as a result of a 4% decrease in common shares outstanding and dilutive potential common shares and a 2% increase in stockholders' equity resulting primarily from net income and an increase in accumulated other comprehensive income (AOCI) over the nine month period, partially offset by common dividends and share repurchases. AOCI increased due to higher net unrealized capital gains and a reduction in unamortized actuarial losses on benefit plans due to a pension settlement in second quarter 2017.

Net Investment Income Annualized Investment Yield After-tax

Net investment income of \$729 decreased 6% compared with third quarter 2016 primarily due to lower income from limited partnerships and other alternative investments as well as lower asset levels as a result of the continued run off of Talcott Resolution.

Net realized capital losses improved by \$14 from the third quarter 2016 primarily due to losses related to the sale of the Company's U.K. property and casualty run-off subsidiaries in the prior year, lower impairments and lower losses on the variable annuity hedge program, partially offset by lower net gains on sales.

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Annualized investment yield of 3.0%, after-tax, decreased from 3.1%, after-tax, compared with third quarter 2016, primarily due to reinvesting at lower rates.

Net unrealized gains, after-tax, in the investment portfolio increased by \$85 in third quarter 2017 primarily due to the effect of tighter credit spreads.

Written Premiums Combined Ratio

Written premiums decreased 2% compared with third quarter 2016 for Property & Casualty reflecting a decrease in Personal Lines, partially offset by an increase in Commercial Lines.

Combined ratio for Property & Casualty increased 10.6 points to 107.1 compared with a combined ratio of 96.5 in third quarter 2016, largely due to catastrophe losses from hurricanes Harvey and Irma.

Catastrophe losses of \$352, before tax, increased from catastrophe losses of \$80, before tax, in third quarter 2016, largely due to losses of \$175, before tax, from hurricane Harvey and losses of \$157, before tax, from hurricane Irma. Prior accident year development was a net favorable \$1, before tax, in third quarter 2017, primarily due to a decrease in reserves for Small Commercial package business offset by a reserve increase for customs bond claims. Reserve development was a net unfavorable \$25, before tax, in third quarter 2016, largely due to an increase in commercial auto liability reserves.

Net Income Margin - Group Benefits Net Income - Talcott Resolution

Net income margin for Group Benefits increased to 7.7% from 6.7% in third quarter 2016, primarily due to lower incurred loss costs in both group disability and group life.

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Net income for Talcott Resolution was \$80 compared with \$78 in third quarter 2016, as a change to net unlock benefit compared to an unlock charge in the prior year period and the effect of lower operating expenses was largely offset by lower net investment income and fee income due to the continued run off of the business.

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CONSOLIDATED RESULTS OF OPERATIONS

The Consolidated Results of Operations should be read in conjunction with the Company's Consolidated Financial Statements and the related Notes beginning on page F-1 as well as with the segment operating results sections of MD&A.

	Three Months Ended			Nine Months Ended		
	September 30,			September 30,		
	2017	2016	Change	2017	2016	Change
Earned premiums	\$3,474	\$3,484	— %	\$10,437	\$10,332	1 %
Fee income	460	452	2 %	1,381	1,338	3 %
Net investment income	729	772	(6 %)	2,172	2,203	(1 %)
Net realized capital gains (losses)	(3)	(17)	)82 %	52	(119)	)144 %
Other revenues	24	24	— %	66	67	(1 %)
Total revenues	4,684	4,715	(1 %)	14,108	13,821	2 %
Benefits, losses and loss adjustment expenses	2,994	2,780	8 %	8,518	8,563	(1 %)
Amortization of deferred policy acquisition costs	357	403	(11 %)	1,088	1,145	(5 %)
Insurance operating costs and other expenses	995	918	8 %	3,652	2,777	32 %
Interest expense	82	86	(5 %)	246	257	(4 %)
Total benefits, losses and expenses	4,428	4,187	6 %	13,504	12,742	6 %
Income before income taxes	256	528	(52 %)	604	1,079	(44 %)
Income tax expense	22	90	(76 %)	32	102	(69 %)
Net income	\$234	\$438	(47 %)	\$572	\$977	(41 %)

Three months ended September 30, 2017 compared to the three months ended September 30, 2016

Net income decreased by \$204 primarily due to an increase in current accident year catastrophe losses of \$177 after-tax, primarily due to hurricanes Harvey and Irma, and, to a lesser extent, a decrease in net investment income. Apart from those impacts, net income was relatively flat as a change to a net unlock benefit compared to an unlock charge in the prior year period and more favorable prior accident year development in P&C was offset by higher variable incentive compensation costs.

Earned premiums decreased by \$10, before tax, reflecting a 6% decline in Personal Lines, largely offset by growth of 3% in Commercial Lines, including the effect of the Maxum acquisition, and 1% in Group Benefits. For a discussion of the Company's operating results by segment, see MD&A - Results of Operations by Segment.

Fee income increased by 2% reflecting a 14% increase in Mutual Funds, partially offset by a 6% decline in Talcott Resolution. For a discussion of the Company's operating results by segment, see MD&A - Results of Operations by segment.

Net investment income decreased by 6% primarily due to lower asset levels as a result of the continued run off of Talcott Resolution as well as lower income from limited partnerships and other alternative investments. For further discussion of investment results, see MD&A - Investment Results, Net Investment Income (Loss).

Net realized capital losses improved by \$14 from third quarter 2016 largely due to losses related to the sale of the Company's U.K. property and casualty run-off subsidiaries in the prior year, lower impairments and lower losses on the variable annuity hedge program, partially offset by lower net gains on sales. For further discussion of investment results, see MD&A - Investment Results, Net Realized Capital Gains (Losses).

Benefits, losses and loss adjustment expenses increased in Property & Casualty driven by an increase in catastrophe losses and decreased in Group Benefits due to lower losses on group disability and life business. The net increase in incurred losses for Property & Casualty was driven by:

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Current accident year losses and loss adjustment expenses before catastrophes in Property & Casualty decreased \$16, before tax, primarily resulting from the effect of lower Personal Lines earned premium and lower Personal Lines auto liability loss costs, largely offset by the effect of earned premium growth in Small Commercial and higher workers' compensation loss costs.

Current accident year catastrophe losses of \$352, before tax, for the three months ended September 30, 2017, compared to \$80, before tax, for the prior year period. Catastrophe losses in 2017 were primarily from hurricanes Harvey and Irma which accounted for \$332, before tax, of catastrophe losses in the quarter. Catastrophe losses in 2016 were primarily due to multiple wind and hail events across various U.S. geographic regions. For additional information, see MD&A - Critical Accounting Estimates, Property & Casualty Insurance Product Reserves, Net of Reinsurance.

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Net prior accident year reserve development in Property & Casualty was favorable \$1, before tax, for the three months ended September 30, 2017, compared to unfavorable reserve development of \$25, before tax, for the prior year period. Prior accident year development in 2017 included a decrease in reserves for Small Commercial package business offset by a reserve increase for customs bond claims. Prior accident year development in 2016 was largely due to an increase in commercial auto liability. For additional information, see MD&A - Critical Accounting Estimates, Reserve Roll Forwards and Development.

Amortization of deferred policy acquisition costs decreased year over year due to the run off of the Talcott Resolution business, the effect of a favorable unlock in the 2017 period compared to an unfavorable unlock in the 2016 period and lower amortization in Personal Lines, partially offset by higher amortization in Commercial Lines.

Insurance operating costs and other expenses increased primarily due to higher variable incentive compensation costs, higher IT costs in Commercial Lines and higher variable expenses in Mutual Funds.

Income tax expense decreased primarily due to a \$272 decrease in pre-tax income partially offset by the effect of a federal income tax benefit of \$65 for the three months ended September 30, 2016 related to the sale of the Company's U.K. property and casualty run-off subsidiaries.

Differences between the Company's effective income tax rate and the U.S. statutory rate of 35% are due primarily to tax-exempt interest earned on invested assets, the dividends received deduction and changes in the valuation allowance recorded on capital loss carryovers. For further discussion of income taxes, see Note 11 - Income Taxes of Notes to Condensed Consolidated Financial Statements.

Nine months ended September 30, 2017 compared to the nine months ended September 30, 2016

Net income decreased by \$405 primarily due to a pension settlement charge of \$488, after-tax, in the nine months ended September 30, 2017 and a \$196 after-tax increase in catastrophe losses partially offset by the effect of adverse prior accident year development of \$266 after-tax, in the first nine months of 2016. Apart from those impacts, net income was slightly higher largely due to a higher unlock benefit and lower group disability and life loss costs offset by lower net investment income and higher variable incentive compensation.

Earned premiums increased by \$35, before tax, reflecting growth of 4% in Commercial Lines, including the effect of the Maxum acquisition, and 3% in Group Benefits, partially offset by a 5% decrease in Personal Lines. For a discussion of the Company's operating results by segment, see MD&A - Results of Operations by segment.

Fee income increased reflecting a 15% increase in Mutual Funds, partially offset by a 6% decline in Talcott Resolution. For a discussion of the Company's operating results by segment, see MD&A - Results of Operations by segment.

Net investment income decreased 1%, primarily due to

lower asset levels and lower reinvestment rates, largely offset by higher income from limited partnerships and other alternative investments. For further discussion of investment results, see MD&A - Investment Results, Net Investment Income (Loss).

Net realized capital gains of \$52 in the nine months ended September 30, 2017 compared to net realized capital losses of \$119 in the first nine months of 2016, were primarily due to losses in 2016 related to the sale of the Company's U.K. property and casualty run-off subsidiaries and derivatives, higher net gains on sales of securities and lower impairment losses, partially offset by higher variable annuity hedge program losses in 2017. For further discussion of investment results, see MD&A - Investment Results, Net Realized Capital Gains (Losses).

Benefits, losses and loss adjustment expenses decreased in Property & Casualty and were relatively flat in Group Benefits as the effect on losses of growth in Group Benefits earned premium was offset by the effect of lower loss ratios for group disability and group life. The net decrease in incurred losses for Property & Casualty was driven by: Losses and loss adjustment expenses before catastrophes in Property & Casualty increased \$70, before tax, primarily resulting from the effect of Commercial Lines earned premium growth in Small Commercial and higher loss costs in workers' compensation, commercial auto and non-catastrophe property, partially offset by the effect of lower Personal

Lines earned premium.

Current accident year catastrophe losses of \$657, before tax, for the nine months ended September 30, 2017, compared to \$355, before tax, for the prior year period. Catastrophe losses in 2017 were primarily due to hurricanes Harvey and Irma in the third quarter and multiple wind and hail events across various U.S. geographic regions, primarily in the Midwest, Colorado, Texas and the Southeast. Catastrophe losses in 2016 were primarily due to multiple wind and hail and winter storm events across various U.S. geographic regions, concentrated in Texas and the central and southern plains and, to a lesser extent, winter storms. For additional information, see MD&A - Critical Accounting Estimates, Property & Casualty Insurance Product Reserves, Net of Reinsurance.

Unfavorable prior accident year reserve development in Property & Casualty of \$1, before tax, for the nine months ended September 30, 2017, compared to unfavorable reserve development of \$409, before tax, for the prior year period. Prior accident year development in 2017 included a decrease in reserves for Small Commercial package business offset by a reserve increase for commercial auto liability. Prior accident year development in 2016 was largely due to a \$268 increase in asbestos and environmental reserves and a \$140 increase in Personal Lines auto liability reserves. For additional information, see MD&A - Critical Accounting Estimates, Reserve Roll Forwards and Development.

Amortization of deferred policy acquisition costs decreased primarily due to lower amortization on lower earned premium for Personal Lines, the effect of the run off of Talcott Resolution, and a larger unlock benefit in 2017, partially offset by higher amortization on higher earned premium for Commercial Lines.

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Insurance operating costs and other expenses increased primarily due to a \$750 pre-tax pension settlement charge in second quarter 2017. Apart from the pension settlement charge, insurance operating costs and other expenses increased by 5%, primarily driven by higher variable incentive plan compensation, increased IT costs in Commercial Lines, higher variable expenses in Mutual Funds and \$20, before tax, of state guaranty fund assessments in Group Benefits, partially offset by lower direct marketing costs in Personal Lines. Effective with awards granted in March, 2017, long-term incentive compensation awards to retirement-eligible employees now fully vest when they are granted, which resulted in an accelerated recognition of compensation expense in the first nine months of 2017 of \$21 pre-tax. For additional information on the pension settlement charge in second quarter 2017, see Note 15 - Employee Benefit Plans of Notes to Condensed Consolidated Financial Statements.

Income tax expense decreased for the nine months ended September 30, 2017, primarily due to a \$475 decrease in

income before income taxes, partially offset by the effect of federal income tax benefits of \$78 for the nine months ended September 30, 2016 arising from a reduction of the deferred tax asset valuation allowance on capital loss carryovers and the effect of a federal income tax benefit of \$65 for the nine months ended September 30, 2016 related to the sale of the Company's U.K. property and casualty run-off subsidiaries.

Differences between the Company's effective income tax rate and the U.S. statutory rate of 35% are due primarily to tax-exempt interest earned on invested assets, the dividends received deduction and changes in the valuation allowance recorded on capital loss carryovers. For further discussion of income taxes, see Note 11 - Income Taxes of Notes to Condensed Consolidated Financial Statements.

INVESTMENT RESULTS

	September 30, 2017		December 31, 2016	
	Amount	Percent	Amount	Percent
Fixed maturities, available-for-sale ("AFS"), at fair value	\$57,669	79.0 %	\$56,003	79.3 %
Fixed maturities, at fair value using the fair value option ("FVO")	82	0.1 %	293	0.4 %
Equity securities, AFS, at fair value	1,112	1.5 %	1,097	1.6 %
Mortgage loans	6,058	8.3 %	5,697	8.1 %
Policy loans, at outstanding balance	1,418	2.0 %	1,444	1.9 %
Limited partnerships and other alternative investments	2,533	3.5 %	2,456	3.5 %
Other investments [1]	365	0.5 %	403	0.6 %
Short-term investments	3,756	5.1 %	3,244	4.6 %
Total investments	\$72,993	100.0 %	\$70,637	100.0 %

[1] Primarily relates to derivative instruments.

September 30, 2017 compared to December, 31, 2016

Total investments increased primarily due to an increase in fixed maturities, AFS, short-term investments and mortgage loans.

Fixed maturities, AFS increased primarily due to an increase in valuations as a result of tighter credit spreads and lower long-term interest rates as well as the purchases of Collateralized Loan Obligations ("CLOs") and tax-exempt municipal bonds.

Short-term investments increased largely due to an increase in short-term investments held as part of the Company's securities lending agreements. For more information on the securities lending agreements, see Note 6 - Investments. Mortgage Loans increased largely due to originations of multifamily commercial whole loans.

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Net Investment Income

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2017		2016		2017		2016	
(Before tax)	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield
	[1]	[1]	[1]	[1]	[1]	[1]	[1]	[1]
Fixed maturities [2]	\$579	4.2 %	\$589	4.2 %	\$1,734	4.2 %	\$1,788	4.2 %
Equity securities	6	2.2 %	5	2.7 %	19	2.2 %	22	3.3 %
Mortgage loans	62	4.2 %	62	4.4 %	185	4.2 %	182	4.3 %
Policy loans	20	5.5 %	20	5.3 %	59	5.4 %	62	5.7 %
Limited partnerships and other alternative investments	71	11.7 %	93	15.2 %	189	10.7 %	141	7.3 %
Other [3]	23		29		78		90	
Investment expense	(32)		(26)		(92)		(82)	
Total net investment income	\$729	4.3 %	\$772	4.5 %	\$2,172	4.3 %	\$2,203	4.2 %
Total net investment income excluding limited partnerships and other alternative investments	\$658	4.0 %	\$679	4.1 %	\$1,983	4.0 %	\$2,062	4.1 %

Yields calculated using annualized net investment income divided by the monthly average invested assets at [1] amortized cost as applicable, excluding repurchase agreement and securities lending collateral, if any, and derivatives amortized cost.

[2] Includes net investment income on short-term investments.

[3] Primarily includes income from derivatives that qualify for hedge accounting and hedge fixed maturities.

Three and nine months ended September 30, 2017, compared to the three and nine months ended September 30, 2016. Total net investment income decreased for the three month period primarily due to lower income from limited partnerships and other alternative investments as well as lower asset levels as a result of the continued run off of Talcott Resolution. Income from limited partnership and other alternative investments was below the prior year due to lower returns on private equity investments, partially offset by stronger returns on real estate investments. Total net investment income decreased for the nine month period primarily due to lower asset levels, partially offset by higher income from limited partnerships and other alternative investments. For the nine month period, income from limited partnerships and other alternative investments increased due to strong returns on real estate investments as well as losses on hedge funds during 2016.

Annualized net investment income yield, excluding limited partnerships and other alternative investments, was 4.0% for the nine month period in 2017, down slightly from 4.1% for the nine month period in 2016. Excluding non-routine

items, which primarily include make-whole payments on fixed maturities and income received from previously impaired securities, the annualized investment income yield was 4.0% for the nine month periods for both years. Average reinvestment rate for the nine month period in 2017, excluding certain U.S. Treasury securities and cash equivalent securities, was approximately 3.5% which was below the average yield of sales and maturities of 3.9% for the same period. For the nine month period in 2017, the average reinvestment rate of 3.5% increased slightly from 3.4% for the nine month period in 2016, due to higher interest rates.

We expect the annualized net investment income yield for the 2017 calendar year, excluding limited partnerships and other alternative investments, to be slightly below the portfolio yield earned in 2016. This assumes the Company earns less income in 2017 from make-whole payments on fixed maturities and recoveries on previously impaired securities than it did in 2016 and that reinvestment rates continue to be below the average yield of sales and maturities. The estimated impact on net investment income is subject to change as the composition of the portfolio changes through portfolio management and trading activities and changes in market conditions.

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Net Realized Capital Gains (Losses)

	Three Months Ended September 30,		Nine Months Ended September 30,	
(Before tax)	2017	2016	2017	2016
Gross gains on sales	\$ 80	\$ 114	\$ 332	\$ 328
Gross losses on sales	(26)	(24)	(132)	(157)
Net other-than-temporary impairment ("OTTI") losses recognized in earnings [1]	(2)	(14)	(17)	(44)
Valuation allowances on mortgage loans	—	—	2	—
Results of variable annuity hedge program				
GMWB derivatives, net	15	6	53	(8)
Macro hedge program	(65)	(64)	(189)	(98)
Total results of variable annuity hedge program	(50)	(58)	(136)	(106)
Transactional foreign currency revaluation	2	(13)	2	(144)
Non-qualifying foreign currency derivatives	(3)	17	(9)	138
Other, net [2]	(4)	(39)	10	(134)
Net realized capital gains (losses)	\$ (3)	\$ (17)	\$ 52	\$ (119)

[1] See Other-Than-Temporary Impairments within the Investment Portfolio Risks and Risk Management section of the MD&A.

Primarily consists of changes in value of non-qualifying derivatives, including credit derivatives, interest rate [2] derivatives used to manage duration, and embedded derivatives associated with modified coinsurance reinsurance contracts.

Three and nine months ended September 30, 2017

Gross gains and losses on sales were primarily the result of duration, liquidity and credit management within corporate securities, U.S. treasury securities, equity securities, and municipal bonds.

Variable annuity hedge program losses for the three and nine months included losses on the macro hedge program which were primarily due to losses of \$42 and \$109, respectively, driven by an improvement in domestic equity markets and \$15 and \$51, respectively, driven by time decay of options. Also included were losses of \$8 and \$37 driven by a decline in equity market volatility. For the three and nine month periods these losses were partially offset by net gains on the combined GMWB derivatives, net, which include the GMWB product, reinsurance, and hedging derivatives, primarily driven by gains of \$8 and \$19, respectively, driven by a decline in equity market volatility, \$7 and \$18, respectively, driven by time decay of options, and \$4 and \$15, respectively, due to policyholder behavior. Other, net gains and losses for the three month period were primarily due to losses of \$9 on interest rate derivatives due to an increase in interest rates, partially offset by gains of \$5 related to credit derivatives driven by credit spread tightening. For the nine month period gains were primarily related to \$19 of credit derivatives due to credit spread tightening, partially offset by losses of \$10 associated with modified coinsurance reinsurance contracts driven by a decline in interest rates. Modified coinsurance reinsurance contracts are accounted for as embedded derivatives and transfer to the reinsurer the investment experience related to the assets supporting the reinsured policies.

Three and nine months ended September 30, 2016

Gross gains and losses on sales were primarily due to the sale of U.S. treasury securities, corporate securities, including tender offers, municipal bonds, and equity securities. The sales were primarily a result of duration, liquidity and credit management.

Variable annuity hedge program gain and losses for the three and nine month periods included losses on the macro hedge program of \$25 and \$58, respectively, driven by an increase in equity markets and losses of \$19 and \$40, respectively, driven by time decay on options. Additional losses of \$9 for the three month period were driven by a decline in equity volatility. For the three month period, gain on the combined GMWB derivatives, net, was primarily due to gains of \$16 due to favorable policyholder behavior and gains of \$11 driven by outperformance of the underlying actively managed funds as compared to their respective indices, partially offset by losses of \$(11) primarily resulting from assumption updates and losses of \$6 due to an increase in interest rates. For the nine month period the net loss related to the combined GMWB hedging program was primarily due to losses of \$(19) driven by an increase in U.S equity markets, partially offset by non-market gains of \$14. The non-market gains include favorable policyholder behavior and outperformance of the underlying actively managed funds compared to their respective indices, partially offset by assumption and fund regression updates.

Other, net loss for the three and nine month periods were primarily due to losses of \$59 associated with the Company's U.K. property and casualty run-off subsidiaries that were sold in May 2017. The three month period also included gains of \$10 on credit derivatives driven by credit spreads tightening. The nine month period also included losses of \$48 associated with modified coinsurance reinsurance contracts driven by a decline in interest rates, losses of \$28 on equity derivatives which were hedging

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against a decline in the equity market on the investment portfolio and losses of \$16 on interest rate derivatives driven by a decline in interest rates.

CRITICAL ACCOUNTING 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 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, and in the past have differed, from those estimates.

The Company has identified the following estimates as critical in that they involve a higher degree of judgment and are subject to a significant degree of variability:

- property and casualty insurance product reserves, net of reinsurance;
- group benefit long-term disability (LTD) 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;
- living benefits required to be fair valued (in other policyholder funds and benefits payable);
- evaluation of goodwill for impairment;
- valuation of investments and derivative instruments including evaluation of other-than-temporary impairments on available-for-sale securities and valuation allowances on mortgage loans;
- 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. In developing these estimates, management makes subjective and complex judgments that are inherently uncertain and subject to material change as facts and circumstances develop. Although variability is inherent in these estimates, management believes the amounts provided are appropriate based upon the facts available upon compilation of the financial statements.

The Company's critical accounting estimates are discussed in Part II, Item 7 MD&A in the Company's 2016 Form 10-K Annual Report. In addition, Note 1 - Basis of Presentation and Significant Accounting Policies of Notes to Consolidated Financial Statements included in the Company's 2016 Form 10-K Annual

Report should be read in conjunction with this section to assist with obtaining an understanding of the underlying accounting policies related to these estimates. The following discussion updates certain of the Company's critical accounting estimates as of September 30, 2017.

Property & Casualty Insurance Product Reserves, Net of Reinsurance

P&C Loss and Loss Adjustment Expense ("LAE") Reserves of \$19,732, Net of Reinsurance, by Segment as of September 30, 2017

Based on the results of the quarterly reserve review process, the Company determines the appropriate reserve adjustments, if any, to record. Recorded reserve estimates are adjusted after consideration of numerous factors, including but not limited to, the magnitude of the difference between the actuarial indication and the recorded reserves, improvement or deterioration of actuarial indications in the period, the maturity of the accident year, trends observed over the recent past and the level of volatility within a particular line of business. In general, adjustments are made more quickly to more mature accident years and less volatile lines of business. Such adjustments of reserves are referred to as "prior accident year development". Increases in previous estimates of ultimate loss costs are referred to as either an increase in prior accident year reserves or as unfavorable reserve development. Decreases in previous estimates of ultimate loss costs are referred to as either a decrease in prior accident year reserves or as favorable reserve development. Reserve development can influence the comparability of year over year underwriting results and is set forth in the paragraphs and tables that follow.

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Roll-forward of Property and Casualty Insurance Product Liabilities for Unpaid Losses and Loss Adjustment Expenses for the Nine Months Ended September 30, 2017

	Commercial Lines	Personal Lines	Casualty Other Operations	Property & Total Property & Casualty Insurance
Beginning liabilities for unpaid losses and loss adjustment expenses, gross	\$ 17,238	\$ 2,094	\$ 2,501	\$ 21,833
Reinsurance and other recoverables	2,325	25	426	2,776
Beginning liabilities for unpaid losses and loss adjustment expenses, net	14,913	2,069	2,075	19,057
Provision for unpaid losses and loss adjustment expenses				
Current accident year before catastrophes	2,971	1,959	—	4,930
Current accident year ("CAY") catastrophes ("CATS")	404	253	—	657
Prior accident year development ("PYD")	12	(12)	1	1
Total provision for unpaid losses and loss adjustment expenses	3,387	2,200	1	5,588
Less: payments	2,602	2,118	193	4,913
Ending liabilities for unpaid losses and loss adjustment expenses, net	15,698	2,151	1,883	19,732
Reinsurance and other recoverables	2,404	24	389	2,817
Ending liabilities for unpaid losses and loss adjustment expenses, gross	\$ 18,102	\$ 2,175	\$ 2,272	\$ 22,549
Earned premiums	\$ 5,159	\$ 2,818		
Loss and loss expense paid ratio [1]	50.4	75.2		
Loss and loss expense incurred ratio	66.0	79.0		
Prior accident year development (pts) [2]	0.2	(0.4)		

[1] The "loss and loss expense paid ratio" represents the ratio of paid losses and loss adjustment expenses to earned premiums.

[2] "Prior accident year development (pts)" represents the ratio of prior accident year development to earned premiums. Catastrophe Losses of \$657 for the Nine Months Ended September 30, 2017

[1] These amounts represent an aggregation of multiple catastrophes.

[2] Includes Commercial Lines of \$1 and Personal Lines of \$3.

[3] Includes catastrophe losses from Hurricane Harvey and Hurricane Irma of \$175 and \$157, respectively.

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(Favorable) Unfavorable Prior Accident Year Development for the Three Months Ended September 30, 2017

	Commercial Lines	Personal Lines	Casualty Other Operations	Property & Total Property & Casualty Insurance
Workers' compensation	\$ (9)	\$ —	\$ —	—\$ (9)
Workers' compensation discount accretion	5	—	—	5
Package business	(22)	—	—	(22)
Commercial property	1	—	—	1
Bond	20	—	—	20
Catastrophes	1	—	—	1
Other reserve re-estimates, net	1	2	—	3
Total prior accident year development	\$ (3)	\$ 2	\$ —	—\$ (1)

(Favorable) Unfavorable Prior Accident Year Development for the Nine Months Ended September 30, 2017

	Commercial Lines	Personal Lines	Casualty Other Operations	Property & Total Property & Casualty Insurance
Workers' compensation	\$ (29)	\$ —	\$ —	\$ (29)
Workers' compensation discount accretion	21	—	—	21
General liability	10	—	—	10
Package business	(22)	—	—	(22)
Commercial property	(5)	—	—	(5)
Bond	10	—	—	10
Automobile liability	20	—	—	20
Catastrophes	(1)	(11)	—	(12)
Other reserve re-estimates, net	8	(1)	1	8
Total prior accident year development	\$ 12	\$ (12)	\$ 1	\$ 1

Workers' compensation reserves were reduced, primarily in Small Commercial, given the continued emergence of favorable frequency for accident years 2013 to 2015. Management has placed additional weight on this favorable experience as it becomes more credible.

General liability reserves were increased for the 2013 to 2016 accident years on a class of business that insures service and maintenance contractors. This increase was partially offset by a decrease in recent accident year reserves for other Middle Market general liability reserves.

Package reserves were reduced for accident years 2013 and prior largely due to reducing the Company's estimate of allocated loss adjustment expenses incurred to settle the claims.

Bond business reserves increased for customs bonds written between 2000 and 2010 which was partly offset by a reduction in reserves for recent accident years as reported losses for commercial and contract surety have emerged favorably.

Automobile liability reserves within Commercial Lines were increased in Small Commercial and large national accounts for the 2013 to 2016 accident years, driven by higher frequency of more severe accidents, including litigated claims.

Catastrophes reserves were reduced primarily due to lower estimates of 2016 wind and hail event losses and a decrease in losses on a 2015 wildfire.

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Roll-forward of Property and Casualty Insurance Product Liabilities for Unpaid Losses and LAE for the Nine Months Ended September 30, 2016

	Commercial Lines	Personal Lines	Casualty Other Operations	Total Property & Casualty Insurance
Beginning liabilities for unpaid losses and loss adjustment expenses, gross	\$ 16,559	\$ 1,845	\$ 3,421	\$ 21,825
Reinsurance and other recoverables	2,293	19	570	2,882
Beginning liabilities for unpaid losses and loss adjustment expenses, net	14,266	1,826	2,851	18,943
Add: Maxum acquisition	122	—	—	122
Provision for unpaid losses and loss adjustment expenses				
Current accident year before catastrophes	2,820	2,040	—	4,860
Current accident year catastrophes	167	188	—	355
Prior accident year development	8	131	270	409
Total provision for unpaid losses and loss adjustment expenses	2,995	2,359	270	5,624
Less: payments	2,582	2,228	471	5,281
Less: net reserves transferred to liabilities held for sale	—	—	487	487
Ending liabilities for unpaid losses and loss adjustment expenses, net	14,801	1,957	2,163	18,921
Reinsurance and other recoverables	2,299	18	377	2,694
Ending liabilities for unpaid losses and loss adjustment expenses, gross	\$ 17,100	\$ 1,975	\$ 2,540	\$ 21,615
Earned premiums	\$ 4,950	\$ 2,931		
Loss and loss expense paid ratio [1]	52.2	76.0		
Loss and loss expense incurred ratio	60.5	80.5		
Prior accident year development (pts) [2]	0.2	4.5		

[1] The "loss and loss expense paid ratio" represents the ratio of paid losses and loss adjustment expenses to earned premiums.

[2] "Prior accident year development (pts)" represents the ratio of prior accident year development to earned premiums. Catastrophe Losses of \$355 for the Nine Months Ended September 30, 2016

[1] These amounts represent an aggregation of multiple catastrophes.

[2] This amount is related to Personal Lines.

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(Favorable) Unfavorable Prior Accident Year Development for the Three Months Ended September 30, 2016

	Commercial Lines	Personal Lines	Casualty Other Operations	Property & Total Property & Casualty Insurance
Workers' compensation	\$ (4)	\$ —	\$ —	—\$ (4)
Workers' compensation discount accretion	7	—	—	7
General liability	1	—	—	1
Package business	(2)	—	—	(2)
Commercial property	5	—	—	5
Professional liability	(2)	—	—	(2)
Automobile liability	18	—	—	18
Homeowners	—	1	—	1
Catastrophes	(3)	1	—	(2)
Other reserve re-estimates, net	2	1	—	3
Total prior accident year development	\$ 22	\$ 3	\$ —	—\$ 25

(Favorable) Unfavorable Prior Accident Year Development for the Nine Months Ended September 30, 2016

	Commercial Lines	Personal Lines	Casualty Other Operations	Property & Total Property & Casualty Insurance
Workers' compensation	\$ (87)	\$ —	\$ —	\$ (87)
Workers' compensation discount accretion	21	—	—	21
General liability	67	—	—	67
Package business	50	—	—	50
Commercial property	2	—	—	2
Professional liability	(35)	—	—	(35)
Bond	(6)	—	—	(6)
Automobile liability	19	140	—	159
Homeowners	—	(4)	—	(4)
Net asbestos reserves	—	—	197	197
Net environmental reserves	—	—	71	71
Catastrophes	(4)	(3)	—	(7)
Uncollectible reinsurance	(30)	—	—	(30)
Other reserve re-estimates, net	11	(2)	2	11
Total prior accident year development	\$ 8	\$ 131	\$ 270	\$ 409

Workers' compensation reserves consider favorable emergence on reported losses for recent accident years as well as a partially offsetting adverse impact related to two recent Florida Supreme Court rulings that have increased the Company's exposure to workers' compensation claims in that state. The favorable emergence has been driven by lower frequency and, to a lesser extent, lower medical severity and management has placed additional weight on this favorable experience as it becomes more credible.

General liability reserves increased for accident years 2012 through 2015 primarily due to higher severity losses incurred on a class of business that insures service and maintenance contractors and, in second quarter 2016, increased reserves in general liability for accident years 2008 and 2010 primarily due to indemnity losses and legal costs associated with a litigated claim.

Small Commercial package business reserves increased due to higher than expected severity on liability claims, principally for accident years 2013 through 2015. Severity for these accident years has developed unfavorably and management has placed more weight on emerged experience.

Professional liability reserves decreased for claims made years 2008 through 2013, primarily for large accounts, including on non-securities class action cases. Claim costs have emerged favorably as these years have matured and management has placed more weight on the emerged experience.

Automobile liability reserves increased in commercial lines, predominantly for the 2015 accident year, primarily due to increased frequency of large claims. Automobile liability reserves also increased in personal lines, primarily related to increased bodily injury frequency and severity for the 2015

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accident year, including for uninsured and under-insured motorist claims, and increased bodily injury severity for the 2014 accident year. Increases in auto liability loss costs were across both the direct and agency distribution channels. Asbestos and environmental reserves increased during the period as a result of the 2016 comprehensive annual review. For a discussion of the Company's 2016 review of asbestos and environmental reserves, see Part II, Item 7 MD&A, Critical Accounting Estimates, Property & Casualty Other Operations section in the Company's 2016 Form 10-K Annual Report.

Uncollectible reinsurance reserves decreased as a result of giving greater weight to favorable collectibility experience in recent calendar periods in estimating future collections.

P&C Other Operations Total Reserves, Net of Reinsurance

Asbestos and Environmental Reserves

Reserves for asbestos and environmental are primarily within P&C Other Operations with less significant amounts of asbestos and environmental reserves included within Commercial Lines and Personal Lines reporting segments (collectively "Ongoing Operations"). The following tables include all asbestos and environmental reserves, including reserves in P&C Other Operations and Ongoing Operations.

Asbestos and Environmental Net Reserves

	Asbestos		Environmental	
September 30, 2017				
Property and Casualty Other Operations	\$ 1,179	\$	188	
Commercial Lines and Personal Lines	74		56	
Ending liability — net	\$ 1,253	\$	244	
December 31, 2016				
Property and Casualty Other Operations	\$ 1,282	\$	234	
Commercial Lines and Personal Lines	81		58	
Ending liability — net	\$ 1,363	\$	292	

Property & Casualty Reserves Asbestos and Environmental ("A&E") Summary as of September 30, 2017

	Asbestos		Environmental		Total
					A&E
Gross					
Direct	\$ 1,450	\$	262		\$1,712
Assumed Reinsurance	143		—		143
Total	1,593		262		1,855
Ceded	(340)	(18)	(358)
Net	\$ 1,253	\$	244		\$1,497

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Roll-Forward of Asbestos and Environmental Losses and LAE for the Nine Months Ended September 30, 2017 and September 30, 2016

	Asbestos		Environmental	
2017				
Beginning liability—net	\$ 1,363	\$	292	
Reclassification of allowance for uncollectible reinsurance [1]	1		—	
Less: losses and loss adjustment expenses paid	111		48	
Ending liability – net	\$ 1,253	\$	244	
2016				
Beginning liability—net	\$ 1,803	\$	318	
Losses and loss adjustment expenses incurred	197		71	
Less: losses and loss adjustment expenses paid [2]	389		35	
Less: net reserves transferred to liabilities held for sale	205		41	
Ending liability – net	\$ 1,406	\$	313	

[1] Related to the reclassification of an allowance for uncollectible reinsurance from the "All Other" category of P&C Other Operations reserves.

[2] Included \$262 related to the settlement in 2016 of PPG Industries ("PPG") asbestos liabilities, net of reinsurance billed to third-party reinsurers.

The Company classifies its asbestos and environmental reserves into two categories: Direct and Assumed Reinsurance.

Direct Insurance- includes primary and excess coverage. Of the two categories of claims, direct policies tend to have the greatest factual development from which to estimate the Company's exposures.

Assumed Reinsurance- includes both "treaty" reinsurance (covering broad categories of claims or blocks of business) and "facultative" reinsurance (covering specific risks or individual policies of primary or excess insurance companies).

Assumed Reinsurance exposures are less predictable than direct insurance exposures because the Company does not generally receive notice of a reinsurance claim until the underlying direct insurance claim is mature. This causes a delay in the receipt of information at the reinsurer level and adds to the uncertainty of estimating related reserves.

Net Survival Ratio

Net survival ratio is the quotient of the net carried reserves divided by average annual payments net of reinsurance and is an indication of the number of years that net carried reserves would last (i.e. survive) if future annual net payments were consistent with the calculated historical average.

The net survival ratios shown below are calculated for the one and three year periods ended September 30, 2017 and are calculated excluding the effect of net reserves for asbestos and environmental related to the second quarter 2017 sale of the Company's U.K. Property & Casualty run-off subsidiaries. See

section that follows entitled Adverse Development Cover which could materially affect the survival ratio of net reserves given that adverse development of asbestos and environmental reserves, if any, subsequent to December 31, 2016 will be ceded to NICO up to the reinsurance limit. For asbestos, the table also presents the net survival ratios excluding the effect of the PPG Industries ("PPG") settlement in the second quarter of 2016.

Net Survival Ratios

	Asbestos		Environmental	
One year net survival ratio	6.9		3.5	
Three year net survival ratio	4.8		4.2	
One year net survival ratio - excluding PPG settlement	8.1			
Three year net survival ratio - excluding PPG settlement	7.5			

Asbestos and Environmental Paid and Incurred Losses and LAE Development for the Nine Months Ended September 30, 2017

	Asbestos		Environmental	
	Paid Losses & LAE	Incurred Losses & LAE	Paid Losses & LAE	Incurred Losses & LAE
Gross				
Direct	\$ 105	\$ —	-\$ 51	\$ —
Assumed Reinsurance	34	—	7	—
Total	139	—	58	—
Ceded	(28)	—	(10)	—
Net	\$ 111	\$ —	-\$ 48	\$ —

Annual Reserve Reviews

Review of Asbestos Reserves

In 2017, the Company expects to perform its regular comprehensive annual review of asbestos reserves in the fourth quarter.

As part of its evaluation in the second quarter of 2016, the Company reviewed all of its open direct domestic insurance accounts exposed to asbestos liability, as well as assumed reinsurance accounts. Based on this evaluation, the Company increased its net asbestos reserves for prior year development by \$197 in second quarter 2016.

Review of Environmental Reserves

In 2017, the Company expects to perform its regular comprehensive annual review of environmental reserves in the fourth quarter.

As part of its evaluation in the second quarter of 2016, the Company reviewed all of its open direct domestic insurance accounts exposed to environmental liability, as well as assumed reinsurance accounts and its London Market exposures for both direct and assumed reinsurance. Based on this evaluation, the

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Company increased its net environmental reserves for prior year development by \$71 in second quarter 2016.

2016 Reserve Reviews

For a discussion of the Company's 2016 comprehensive annual review of asbestos and environmental reserves, see Part II, Item 7 MD&A, Critical Accounting Estimates, Property & Casualty Other Operations section in the Company's 2016 Form 10-K Annual Report.

Adverse Development Cover

Effective December 31, 2016, the Company entered into an asbestos and environmental adverse development cover ("ADC") reinsurance agreement with National Indemnity Company ("NICO"), a subsidiary of Berkshire Hathaway Inc., to reduce uncertainty about potential adverse development. Under the ADC, the Company paid a reinsurance premium of \$650 for NICO to assume adverse net loss and allocated loss adjustment expense reserve development up to \$1.5 billion above the Company's existing net asbestos and environmental ("A&E") reserves as of December 31, 2016 of approximately \$1.7 billion. The \$650 reinsurance premium was placed in a collateral trust account as security for NICO's claim payment obligations to the Company. The Company has retained the risk of collection on amounts due from other third-party reinsurers and continues to be responsible for claims handling and other administrative services, subject to certain conditions. The ADC covers substantially all the Company's A&E reserve development up to the reinsurance limit. The ADC excludes risk of adverse development on net asbestos and environmental reserves that were part of the Company's U.K. Property and Casualty run-off subsidiaries that were sold in May 2017, which have been accounted for as liabilities held for sale in the consolidated balance sheets as of December 31, 2016.

The ADC has been accounted for as retroactive reinsurance and the Company reported the \$650 cost as a loss on reinsurance transaction in the fourth quarter of 2016. Under retroactive reinsurance accounting, net adverse asbestos and environmental reserve development after December 31, 2016, if any, will result in an offsetting reinsurance recoverable up to the \$1.5 billion limit. Cumulative ceded losses up to the \$650 reinsurance premium paid would be recognized as a dollar-for-dollar offset to direct losses incurred. Cumulative ceded losses exceeding the \$650 reinsurance premium paid would result in a deferred gain. The deferred gain would be recognized over the claim settlement period in the proportion of the amount of cumulative ceded losses collected from the reinsurer to the estimated ultimate reinsurance recoveries. Consequently, until periods when the deferred gain is recognized as a benefit to earnings, cumulative adverse development of asbestos and environmental claims after December 31, 2016 in excess of \$650 may result in significant charges against earnings.

Uncertainties Regarding Adequacy of Asbestos and Environmental Reserves

A number of factors affect the variability of estimates for asbestos and environmental reserves before considering the effect of the reinsurance agreement with NICO, including assumptions with respect to the frequency of claims, the average severity of those claims settled with payment, the dismissal rate of claims with no payment, resolution of coverage disputes with

our policyholders and the expense to indemnity ratio. The uncertainty with respect to the underlying reserve assumptions for asbestos and environmental adds a greater degree of variability to these reserve estimates than reserve estimates for more traditional exposures.

As of September 30, 2017, the Company reported \$1.3 billion of net asbestos reserves and \$244 million of net environmental reserves. The Company believes that its current asbestos and environmental reserves are appropriate. However, analyses of future developments could cause The Hartford to change its estimates of its asbestos and environmental reserves. As discussed above the effect of these changes could be material to the Company's liquidity and, if cumulative adverse development subsequent to December 31, 2016 exceeded \$650, the effect of the changes could be material to the Company's consolidated operating results. The process of estimating asbestos and environmental reserves remains subject to a wide variety of uncertainties, which are detailed in the Company's 2016 Form 10-K Annual Report.

Consistent with the Company's long-standing reserve practices, the Company will continue to review and monitor its reserves in Property & Casualty Other Operations regularly, including its annual reviews of asbestos liabilities, reinsurance recoverables and the allowance for uncollectible reinsurance, and environmental liabilities, and where future developments indicate, make appropriate adjustments to the reserves. For a discussion of the Company's reserving practices, see MD&A - Critical Accounting Estimates, Property & Casualty Insurance Product Reserves, Net of Reinsurance in the Company's 2016 Form 10-K Annual Report.

Estimated Gross Profits

Estimated gross profits (“EGPs”) are used in the valuation and amortization of assets, including DAC and SIA. Portions of EGPs are also used in the valuation of reserves for death and other insurance benefit features on variable annuity and other universal life type contracts.

Talcott Resolution Significant EGP - based Balances

	As of September 30, 2017	As of December 31, 2016
DAC	\$ 986	\$ 1,066
SIA	\$ 51	\$ 53
Death and Other Insurance Benefit Reserves, net of reinsurance [1]	\$ 361	\$ 354

[1] For additional information on death and other insurance benefit reserves, see Note 9 - Reserve for Future Policy Benefits and Separate Account Liabilities of Notes to Condensed Consolidated Financial Statements.

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Talcott Resolution Benefit (Charge) to Income, Net of Tax, as a Result of Unlock

	Three Months Ended September 30, 2017		Nine Months Ended September 30, 2016	
DAC	\$ 18	\$(29)	\$ 40	\$(17)
SIA	1	4	2	5
Death and Other Insurance Benefit Reserves	4	12	19	30
Total (before tax)	23	(13)	61	18
Income tax effect	8	(4)	21	7
Total (after-tax)	\$ 15	\$(9)	\$ 40	\$ 11

The Unlock benefit for the three and nine month 2017 periods was primarily due to separate account returns being above our aggregated estimated returns during the period largely due to an increase in equity markets.

The Unlock charge for the three months ended September 30, 2016 was primarily due to the reduction of the fixed annuity DAC balance to zero due to the impact of the sustained low interest rates on estimated gross profits, partially offset by an off-cycle assumption change that reduced future expected lapse rates given recent experience and an unlock benefit on variable annuity DAC due to separate account returns being above our aggregated estimated returns during the period largely due to an increase in equity markets.

The Unlock benefit for the nine months ended September 30, 2016 was primarily due to separate account returns being above our aggregated estimated returns during the period largely due to an increase in equity markets partially offset by the reduction of the fixed annuity DAC balance to zero.

Use of Estimated Gross Profits in Amortization and Reserving

For most annuity contracts, the Company estimates gross profits over 20 years as EGPs emerging subsequent to that time frame are immaterial. Products sold in a particular year are aggregated into cohorts. Future gross profits for each cohort are projected over the estimated lives of the underlying contracts, based on future account value projections for variable annuity products. The projection of future account values requires the use of certain assumptions including: separate account returns; separate account fund mix; fees assessed against the contract holder's account balance; surrender and lapse rates; interest margin; mortality; and the extent and duration of hedging activities and hedging costs. Changes in these assumptions and changes to other policyholder behavior assumptions such as resets, partial surrenders, reaction to price increases, and asset allocations cause EGPs to fluctuate, which impacts earnings.

The Company determines EGPs from a single deterministic reversion to mean ("RTM") separate account return projection which is an estimation technique commonly used by insurance entities to project future separate account returns. Through this estimation technique, the Company's DAC model is adjusted to reflect actual account values at the end of each quarter. Through

consideration of recent market returns, the Company will unlock, or adjust, projected returns over a future period so that the account value returns to the long-term expected rate of return, providing that those projected returns do not exceed certain caps.

Market Unlocks

In addition to updating assumptions in the fourth quarter of each year, an Unlock revises EGPs, on a quarterly basis, to reflect the Company's current best estimate assumptions and market updates of policyholder account value. The Unlock for future separate account returns is determined each quarter. Under RTM, the expected long-term weighted average rate of return is 8.3%. The annual return assumed over the next five years of approximately 0.1% was

calculated based on the return needed over that period to produce an 8.3% return since March of 2009, the date the Company adopted the RTM estimation technique to project future separate account returns. Based on the expected trend of policy lapses and annuitizations, the Company expects approximately 55% of its block of variable annuities to run off in the next 5 years.

Aggregate Recoverability

After each quarterly Unlock, the Company also tests the aggregate recoverability of DAC by comparing the DAC balance to the present value of future EGPs. The margin between the DAC balance and the present value of future EGPs for variable annuities was 42% as of September 30, 2017. If the margin between the DAC asset and the present value of future EGPs is exhausted, then further reductions in EGPs would cause portions of DAC to be unrecoverable and the DAC asset would be written down to equal future EGPs.

Valuation Allowance on Deferred Tax Assets

Deferred tax assets represent the tax benefit of future deductible temporary differences and tax carryforwards. Deferred tax assets are measured using the enacted tax rates expected to be in effect when such benefits are realized if there is no change in tax law. Under U.S. GAAP, we test the value of deferred tax assets for impairment on a quarterly basis at the entity level within each tax jurisdiction, consistent with our filed tax returns. Deferred tax assets are reduced by a valuation allowance if, based on the weight of available evidence, it is more likely than not that some portion, or all, of the deferred tax assets will not be realized. The determination of the valuation allowance for our deferred tax assets requires management to make certain judgments and assumptions. In evaluating the ability to recover deferred tax assets, we have considered all available evidence as of September 30, 2017, including past operating results, forecasted earnings, future taxable income, and prudent and feasible tax planning strategies. In the event we determine it is not more likely than not that we will be able to realize all or part of our deferred tax assets in the future, an increase to the valuation allowance would be charged to earnings in the period such determination is made. Likewise, if it is later determined that it is more likely than not that those deferred tax assets would be realized, the previously provided valuation allowance would be reversed. Our judgments and assumptions are subject to change given the inherent uncertainty in predicting future performance and specific industry and investment market conditions.

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As of September 30, 2017 and December 31, 2016, the Company had no valuation allowance. In assessing the need for a valuation allowance, management considered future taxable temporary difference reversals, future taxable income exclusive of reversing temporary differences and carryovers, taxable income in open carry back years and other tax planning strategies. From time to time, tax planning strategies could include holding a portion of debt securities with market value losses until recovery, altering the level of tax exempt securities held, making investments which have specific tax characteristics, and business considerations such as asset-liability matching. Management views such tax planning strategies as prudent and feasible, and would implement them, if necessary, to realize the deferred tax assets.

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SEGMENT OPERATING SUMMARIES

COMMERCIAL LINES

Results of Operations

Underwriting Summary

	Three Months Ended			Nine Months Ended		
	September 30,			September 30,		
	2017	2016	Change	2017	2016	Change
Written premiums	\$1,702	\$1,673	2 %	\$5,229	\$5,068	3 %
Change in unearned premium reserve	(21)	(4)	NM	98	118	(17 %)
Earned premiums	1,723	1,677	3 %	5,131	4,950	4 %
Fee income	9	10	(10 %)	28	29	(3 %)
Losses and loss adjustment expenses						
Current accident year before catastrophes	1,009	969	4 %	2,971	2,820	5 %
Current accident year catastrophes	270	43	NM	404	167	142 %
Prior accident year development	(3)	(22)	(114 %)	12	8	50 %
Total losses and loss adjustment expenses	1,276	1,034	23 %	3,387	2,995	13 %
Amortization of deferred policy acquisition costs	253	243	4 %	754	727	4 %
Underwriting expenses	348	303	15 %	995	915	9 %
Dividends to policyholders	4	4	— %	11	12	(8 %)
Underwriting gain (loss)	(149)	(103)	NM	12	330	(96 %)
Net servicing income	1	2	(50 %)	2	2	— %
Net investment income [1]	241	239	1 %	724	674	7 %
Net realized capital gains [1]	13	39	(67 %)	56	31	81 %
Other income (expenses)	(1)	(3)	(67 %)	—	(2)	100 %
Income before income taxes	105	380	(72 %)	794	1,035	(23 %)
Income tax expense [2]	15	112	(87 %)	215	305	(30 %)
Net income	\$90	\$268	(66 %)	\$579	\$730	(21 %)

[1] For discussion of consolidated investment results, see MD&A - Investment Results, Net Investment Income (Loss) and Net Realized Capital Gains (Losses).

[2] For discussion of income taxes, see Note 11 - Income Taxes of Notes to Condensed Consolidated Financial Statements.

Premium Measures [1]

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
New business premium	\$274	\$270	\$864	\$832
Standard commercial lines policy count retention	83 %	85 %	84 %	84 %
Standard commercial lines renewal written price increase	3.5 %	2.0 %	3.4 %	2.1 %
Standard commercial lines renewal earned price increase	3.1 %	2.2 %	2.7 %	2.4 %
Standard commercial lines policies in-force as of end of period (in thousands)			1,341	1,345

[1] Standard commercial lines consists of Small Commercial and Middle Market. Standard Commercial premium measures exclude Middle Market programs and livestock lines of business.

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Underwriting Ratios
Three Nine
Months Months
Ended Ended
September September
30, 30,