AMERICAN FINANCIAL GROUP INC Form 10-O

August 08, 2013

#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15(d) of the

Securities Exchange Act of 1934

For the Quarterly Period Ended June 30, 2013

Commission File No. 1-13653

IRS Employer I.D. No. 31-1544320

#### AMERICAN FINANCIAL GROUP, INC.

Incorporated under the Laws of Ohio 301 East Fourth Street, Cincinnati, Ohio 45202 (513) 579-2121

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

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

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company:

Large Accelerated Filer b Accelerated Filer "Non-Accelerated Filer "Smaller Reporting Company" Indicate by check mark whether the Registrant is a shell company. Yes " No b As of August 1, 2013, there were 88,968,433 shares of the Registrant's Common Stock outstanding, excluding 14.9 million shares owned by subsidiaries.

## Table of Contents

## AMERICAN FINANCIAL GROUP, INC. 10-Q

#### TABLE OF CONTENTS

	Page
Part I — Financial Information	
<u>Item 1 — Financial Statements:</u>	
Consolidated Balance Sheet	<u>2</u>
Consolidated Statement of Earnings	<u>3</u>
Consolidated Statement of Comprehensive Income	<u>4</u>
Consolidated Statement of Changes in Equity	<u>5</u>
Consolidated Statement of Cash Flows	<u>6</u>
Notes to Consolidated Financial Statements	<u>7</u>
<u>Item 2 — Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>31</u>
<u>Item 3 — Quantitative and Qualitative Disclosure of Market Risk</u>	<u>78</u>
<u>Item 4 — Controls and Procedures</u>	<u>78</u>
Part II — Other Information	
<u>Item 2 — Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>78</u>
<u>Item 6 — Exhib</u> its	<u>79</u>
<u>Signature</u>	<u>79</u>

#### Table of Contents

AMERICAN FINANCIAL GROUP, INC. 10-Q

#### PART I

ITEM I — FINANCIAL STATEMENTS
AMERICAN FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET (UNAUDITED)
(Dollars in Millions)

	June 30, 2013	December 31, 2012
Assets:		
Cash and cash equivalents	\$1,271	\$ 1,705
Investments:		
Fixed maturities, available for sale at fair value (amortized cost — \$23,740 and \$22,083)		24,118
Fixed maturities, trading at fair value	293	321
Equity securities, at fair value (cost — \$984 and \$778)	1,199	939
Mortgage loans	599	607
Policy loans	242	228
Real estate and other investments	623	531
Total cash and investments	29,262	28,449
Recoverables from reinsurers	3,044	3,750
Prepaid reinsurance premiums	520	471
Agents' balances and premiums receivable	754	636
Deferred policy acquisition costs	818	550
Assets of managed investment entities	2,973	3,225
Other receivables	422	539
Variable annuity assets (separate accounts)	608	580
Other assets	828	786
Goodwill	185	185
Total assets	\$39,414	\$ 39,171
Liabilities and Equity:		
Unpaid losses and loss adjustment expenses	\$6,098	\$ 6,845
Unearned premiums	1,789	1,651
Annuity benefits accumulated	18,848	17,609
Life, accident and health reserves	2,017	2,059
Payable to reinsurers	367	475
Liabilities of managed investment entities	2,603	2,892
Long-term debt	949	953
Variable annuity liabilities (separate accounts)	608	580
Other liabilities	1,497	1,359
Total liabilities	34,776	34,423
Shareholders' equity:		
Common Stock, no par value		
— 200,000,000 shares authorized	89	89
— 88,820,940 and 88,979,303 shares outstanding		
Capital surplus	1,088	1,063
Retained earnings:		
Appropriated — managed investment entities	33	75
Unappropriated	2,664	2,520
Accumulated other comprehensive income, net of tax	599	831
•		

Total shareholders' equity	4,473	4,578
Noncontrolling interests	165	170
Total equity	4,638	4,748
Total liabilities and equity	\$39,414	\$ 39,171

#### Table of Contents

AMERICAN FINANCIAL GROUP, INC. 10-Q

## AMERICAN FINANCIAL GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS (UNAUDITED)

(In Millions, Except Per Share Data)

(III MIIIIOIIS, Except Fer Share Data)	Throa mo	onths ended June		
	30,	mins ended June	Six month	hs ended June 30,
	2013	2012	2013	2012
Revenues:	2013	2012	2013	2012
Property and casualty insurance net earned premiums	\$709	\$640	\$1,396	\$1,243
Life, accident and health net earned premiums	28	105	58	210
Net investment income	332	329	658	646
Realized gains (losses) on:	332	32)	050	010
Securities (*)	41	16	98	60
Subsidiaries		(1	) —	(1)
Income (loss) of managed investment entities:		(1	,	(1 )
Investment income	32	32	66	61
Loss on change in fair value of assets/liabilities	(28		) (36	) (50
Other income	25	24	47	42
Total revenues	1,139	1,124	2,287	2,211
Total Tevendes	1,137	1,121	2,207	2,211
Costs and Expenses:				
Property and casualty insurance:				
Losses and loss adjustment expenses	430	363	823	707
Commissions and other underwriting expenses	260	232	511	443
Annuity benefits	120	147	254	277
Life, accident and health benefits	38	82	78	172
Annuity and supplemental insurance acquisition expenses	52	47	88	92
Interest charges on borrowed money	18	19	36	38
Expenses of managed investment entities	24	20	46	39
Other expenses	71	78	150	161
Total costs and expenses	1,013	988	1,986	1,929
Earnings before income taxes	126	136	301	282
Provision for income taxes	49	52	111	110
Net earnings, including noncontrolling interests	77	84	190	172
Less: Net earnings (loss) attributable to	(22	\ (15	(40)	\ (40
noncontrolling interests	(33	) (15	) (40	) (40
Net Earnings Attributable to Shareholders	\$110	\$99	\$230	\$212
Earnings Attributable to Shareholders per Common Share:				
Basic	\$1.23	\$1.02	\$2.57	\$2.18
Diluted	\$1.20	\$1.01	\$2.52	\$2.15
Average number of Common Shares:				
Basic	89.6	96.4	89.5	97.0
Diluted	91.5	98.0	91.3	98.7
Cash dividends per Common Share	\$0.195	\$0.175	\$0.39	\$0.35
(*) Consists of the following:				
Realized gains before impairments	\$42	\$23	\$99	\$71

Losses on securities with impairment	(1	) (7	) (1	) (12	)
Non-credit portion recognized in other comprehensive incom (loss)	ne	_	_	1	
Impairment charges recognized in earnings	(1	) (7	) (1	) (11	)
Total realized gains on securities	\$41	\$16	\$98	\$60	
3					

#### <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q

## AMERICAN FINANCIAL GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) (In Millions)

	Three months ended June 30,		Six months ende 30,		ended Jui	ne		
	2013		2012		2013		2012	
Net earnings, including noncontrolling interests	\$77		\$84		\$190		\$172	
Other comprehensive income (loss), net of tax:								
Net unrealized gains (losses) on securities:								
Unrealized holding gains (losses) on securities arising during the period	(245	)	78		(166	)	236	
Reclassification adjustment for realized gains included in net earnings	(27	)	(12	)	(63	)	(40	)
Total net unrealized gains (losses) on securities	(272	)	66		(229	)	196	
Foreign currency translation adjustments	(5	)	(8	)	(9	)	(1	)
Pension and other postretirement plans adjustments			_		_		1	
Other comprehensive income (loss), net of tax	(277	)	58		(238	)	196	
Total comprehensive income (loss), net of tax	(200	)	142		(48	)	368	
Less: Comprehensive income (loss) attributable to noncontrolling interests	(40	)	(16	)	(46	)	(37	)
Comprehensive income (loss) attributable to shareholders	\$(160	)	\$158		\$(2	)	\$405	

#### <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q

# AMERICAN FINANCIAL GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED) (Dollars in Millions)

	Common	Shareholders' Common Stoc and Capital	Retained		Accumulated Other Comp	1	Noncon- trolling	Total
Balance at December 31,	Shares	Surplus	Approp.	Unapprop	Inc. (Loss)	Total	Interests	Equity
2012	88,979,303	\$1,152	\$75	\$ 2,520	\$ 831	\$4,578	\$170	\$4,748
Net earnings	_	_	_	230	_	230	(40 )	190
Other comprehensive income	_	_	_	_	(232 )	(232 )	(6)	(238 )
Allocation of losses of managed investment entities	_	_	(42)	_	_	(42)	42	_
Dividends on Common Stock Shares issued:	_	_	_	(34)	_	(34)	_	(34)
Exercise of stock options	943,697	30				30		30
Other benefit plans	368,051	6	_	_	_	6	_	6
Dividend reinvestment plan	7,398	_	_	_	_	_	_	_
Stock-based compensation expense	<u> </u>	8	_	_	_	8	_	8
Shares acquired and retire	d(1,448,156)	(19)		(51)	_	(70 )	_	(70 )
Shares exchanged — bene	fit (29 353 )	_		(1)		(1)		(1)
plans Other	(2),000			(- )		(- )	(1 )	
Balance at June 30, 2013	<del>88,820,940</del>	<u>\$</u> 1,177	\$33	\$ 2,664	\$ 599	\$4,473	(1 ) \$165	(1 ) \$4,638
Balance at December 31, 2011	97,846,402	\$1,219	\$173	\$ 2,439	\$ 580	\$4,411	\$146	\$4,557
Net earnings		_		212	_	212	(40)	172
Other comprehensive income	_	_	_	_	193	193	3	196
Allocation of losses of managed investment entities	_	_	(46 )	_	_	(46 )	46	_
Dividends on Common Stock	_	_	_	(33)	_	(33 )	_	(33 )
Shares issued: Exercise of stock options	814,394	21			_	21	_	21
Other benefit plans	276,195	5				5		5
Dividend reinvestment plan	7,711	_	_	_	_	_	_	_
Stock-based compensation expense	1	12	_	_	_	12	_	12

Shares acquired and retire	d(3,985,470)	(50	) —	(103)	_	(153)		(153)
Other	_		_	_	_	_	(2)	(2)
Balance at June 30, 2012	94,959,232	\$1,207	\$127	\$ 2,515	\$ 773	\$4,622	\$153	\$4,775

#### Table of Contents

AMERICAN FINANCIAL GROUP, INC. 10-Q

# AMERICAN FINANCIAL GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED) (In Millions)

(III MIIIIOIIS)		
	Six months 2013	ended June 30, 2012
Operating Activities:		
Net earnings, including noncontrolling interests	\$190	\$172
Adjustments:	,	
Depreciation and amortization	78	83
Annuity benefits	254	277
Realized gains on investing activities	(105	) (57
Net sales of trading securities	24	5
Deferred annuity and life policy acquisition costs	(83	) (129
Change in:	`	, ,
Reinsurance and other receivables	659	212
Other assets	(41	) 50
Insurance claims and reserves	(617	) (167 )
Payable to reinsurers	(108	) (79
Other liabilities	45	(179)
Managed investment entities' assets/liabilities	(115	) 40
Other operating activities, net	15	(2)
Net cash provided by operating activities	196	226
Investing Activities:		
Purchases of:		
Fixed maturities	(3,009	) (1,976 )
Equity securities	(274	) (194 )
Mortgage loans	(73	) (97
Real estate, property and equipment	(38	) (52
Proceeds from:		
Maturities and redemptions of fixed maturities	1,456	993
Repayments of mortgage loans	82	6
Sales of fixed maturities	139	239
Sales of equity securities	142	107
Managed investment entities:		
Purchases of investments	(829	) (925 )
Proceeds from sales and redemptions of investments	1,215	1,106
Other investing activities, net	(3	) (33
Net cash used in investing activities	(1,192	) (826 )
Financing Activities:		
Annuity receipts	1,685	1,710
Annuity surrenders, benefits and withdrawals	(749	) (696 )
Net transfers from variable annuity assets	12	9
Additional long-term borrowings		223
Reductions of long-term debt	(4	) (6
Issuances of managed investment entities' liabilities	652	359
Retirement of managed investment entities' liabilities	(960	) (633

Issuances of Common Stock	31	22	
Repurchases of Common Stock	(70	) (153	)
Cash dividends paid on Common Stock	(34	) (33	)
Other financing activities, net	(1	) (3	)
Net cash provided by financing activities	562	799	
Net Change in Cash and Cash Equivalents	(434	) 199	
Cash and cash equivalents at beginning of period	1,705	1,324	
Cash and cash equivalents at end of period	\$1,271	\$1,523	
6			

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### **INDEX TO NOTES**

- A. Accounting Policies
- B. Sale of Subsidiaries
- C. Segments of Operations
- D. Fair Value Measurements
- E. Investments
- F. Derivatives
- G. Deferred Policy Acquisition Costs

- H. Managed Investment Entities
- I. Goodwill and Other Intangibles
- J. Long-Term Debt
- K. Shareholders' Equity
- L. Income Taxes
- M. Contingencies

#### A. Accounting Policies

Basis of Presentation The accompanying consolidated financial statements for American Financial Group, Inc. ("AFG") and its subsidiaries are unaudited; however, management believes that all adjustments (consisting only of normal recurring accruals unless otherwise disclosed herein) necessary for fair presentation have been made. The results of operations for interim periods are not necessarily indicative of results to be expected for the year. The financial statements have been prepared in accordance with the instructions to Form 10-Q and, therefore, do not include all information and footnotes necessary to be in conformity with U.S. generally accepted accounting principles.

Certain reclassifications have been made to prior periods to conform to the current year's presentation, primarily the reclassification of investment expenses and real estate income and expenses to net investment income. All significant intercompany balances and transactions have been eliminated. The results of operations of companies since their formation or acquisition are included in the consolidated financial statements. Events or transactions occurring subsequent to June 30, 2013, and prior to the filing date of this Form 10-Q, have been evaluated for potential recognition or disclosure herein.

The preparation of the financial statements requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Changes in circumstances could cause actual results to differ materially from those estimates.

Accounting Standards Adopted in 2013 Effective January 1, 2013, AFG prospectively adopted Accounting Standards Update ("ASU") 2013-02, which requires companies to disclose, in a single location within the financial statements or footnotes, reclassifications out of accumulated other comprehensive income ("AOCI") separately for each component of other comprehensive income. For significant reclassifications, the disclosure is required to include the respective line items in net earnings affected by the reclassification. Disclosures required by the guidance are included in Note K— "Shareholders' Equity." This new disclosure requirement had no impact on AFG's results of operations or financial position.

Fair Value Measurements Accounting standards define fair value as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants on the measurement date. The standards establish a hierarchy of valuation techniques based on whether the assumptions that market participants would use in pricing the asset or liability ("inputs") are observable or unobservable. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect AFG's assumptions about the assumptions market participants would use in pricing the asset or liability. AFG did not have any significant

nonrecurring fair value measurements of nonfinancial assets and liabilities in the first six months of 2013 or 2012.

Investments Fixed maturity and equity securities classified as "available for sale" are reported at fair value with unrealized gains and losses included in AOCI in AFG's Balance Sheet. Fixed maturity and equity securities classified as "trading" are reported at fair value with changes in unrealized holding gains or losses during the period included in investment income. Mortgage and policy loans are carried primarily at the aggregate unpaid balance.

Premiums and discounts on fixed maturity securities are amortized using the interest method; mortgage-backed securities ("MBS") are amortized over a period based on estimated future principal payments, including prepayments. Prepayment assumptions are reviewed periodically and adjusted to reflect actual prepayments and changes in expectations.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Gains or losses on securities are determined on the specific identification basis. When a decline in the value of a specific investment is considered to be other-than-temporary at the balance sheet date, a provision for impairment is charged to earnings (included in realized gains (losses) on securities) and the cost basis of that investment is reduced. If management can assert that it does not intend to sell an impaired fixed maturity security and it is not more likely than not that it will have to sell the security before recovery of its amortized cost basis, then the other-than-temporary impairment is separated into two components: 1) the amount related to credit losses (recorded in earnings) and 2) the amount related to all other factors (recorded in other comprehensive income). The credit-related portion of an other-than-temporary impairment is measured by comparing a security's amortized cost to the present value of its current expected cash flows discounted at its effective yield prior to the impairment charge. Both components are shown in the Statement of Earnings. If management intends to sell an impaired security, or it is more likely than not that it will be required to sell the security before recovery, an impairment charge to earnings is recorded to reduce the amortized cost of that security to fair value.

Derivatives Derivatives included in AFG's Balance Sheet are recorded at fair value and consist primarily of (i) components of certain fixed maturity securities (primarily interest-only MBS) and (ii) the equity-based component of certain annuity products (included in annuity benefits accumulated) and related call options (included in other investments) designed to be consistent with the characteristics of the liabilities and used to mitigate the risk embedded in those annuity products. Changes in the fair value of derivatives are included in earnings.

Goodwill Goodwill represents the excess of cost of subsidiaries over AFG's equity in their underlying net assets. Goodwill is not amortized, but is subject to an impairment test at least annually. An entity is not required to complete the quantitative annual goodwill impairment test on a reporting unit if the entity elects to perform a qualitative analysis and determines that it is more likely than not that the reporting unit's fair value exceeds its carrying amount.

Reinsurance Amounts recoverable from reinsurers are estimated in a manner consistent with the claim liability associated with the reinsured policies. AFG's property and casualty insurance subsidiaries report as assets (a) the estimated reinsurance recoverable on paid and unpaid losses, including an estimate for losses incurred but not reported, and (b) amounts paid or due to reinsurers applicable to the unexpired terms of policies in force. Payable to reinsurers includes ceded premiums due to reinsurers as well as ceded premiums retained by AFG's property and casualty insurance subsidiaries under contracts to fund ceded losses as they become due. AFG's insurance subsidiaries also assume reinsurance from other companies. Earnings on reinsurance assumed is recognized based on information received from ceding companies.

A subsidiary cedes life insurance policies to a third party on a funds withheld basis whereby the subsidiary retains the assets (securities) associated with the reinsurance contract. Interest is credited to the reinsurer based on the actual investment performance of the retained assets. This reinsurance contract is considered to contain an embedded derivative (that must be adjusted to fair value) because the yield on the payable is based on a specific block of the ceding company's assets, rather than the overall creditworthiness of the ceding company. AFG determined that changes in the fair value of the underlying portfolio of fixed maturity securities is an appropriate measure of the value of the embedded derivative. The securities related to this contract are classified as "trading." The adjustment to fair value on the embedded derivative offsets the investment income recorded on the adjustment to fair value of the related trading portfolio.

Deferred Policy Acquisition Costs ("DPAC") Policy acquisition costs (principally commissions, premium taxes and certain underwriting and policy issuance costs) directly related to the successful acquisition or renewal of an insurance contract are deferred. DPAC also includes capitalized costs associated with sales inducements offered to fixed annuity

policyholders such as enhanced interest rates and premium and persistency bonuses.

For the property and casualty companies, DPAC is limited based upon recoverability without any consideration for anticipated investment income and is charged against income ratably over the terms of the related policies. A premium deficiency is recognized if the sum of expected claims costs, claims adjustment expenses and unamortized acquisition costs exceed the related unearned premiums. A premium deficiency is first recognized by charging any unamortized acquisition costs to expense to the extent required to eliminate the deficiency. If the premium deficiency is greater than unamortized acquisition costs, a liability is accrued for the excess deficiency and reported with unpaid losses and loss adjustment expenses.

DPAC related to annuities is deferred to the extent deemed recoverable and amortized, with interest, in relation to the present value of actual and expected gross profits on the policies. Expected gross profits consist principally of estimated future investment margin (estimated future net investment income less interest credited on policyholder funds) and surrender, mortality, and other life and annuity policy charges, less death, annuitization and guaranteed withdrawal benefits in excess of account balances and estimated future policy administration expenses. To the extent that realized gains and losses result in

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

adjustments to the amortization of DPAC related to annuities, such adjustments are reflected as components of realized gains (losses) on securities.

DPAC related to traditional life and health insurance is amortized over the expected premium paying period of the related policies, in proportion to the ratio of annual premium revenues to total anticipated premium revenues. See Note A, "Accounting Policies — Life, Accident and Health Reserves" for details on the impact of loss recognition on the accounting for traditional life and health insurance contracts.

DPAC includes the present value of future profits on business in force of annuity and life, accident and health insurance companies acquired ("PVFP"). PVFP represents the portion of the costs to acquire companies that is allocated to the value of the right to receive future cash flows from insurance contracts existing at the date of acquisition. PVFP is amortized with interest in relation to expected gross profits of the acquired policies for annuities and universal life products and in relation to the premium paying period for traditional life and health insurance products.

DPAC and certain other balance sheet amounts related to annuity, long-term care and life businesses are also adjusted, net of tax, for the change in expense that would have been recorded if the unrealized gains (losses) from securities had actually been realized. These adjustments are included in unrealized gains (losses) on marketable securities, a component of AOCI in AFG's Balance Sheet.

Managed Investment Entities A company is considered the primary beneficiary of, and therefore must consolidate, a variable interest entity ("VIE") based primarily on its ability to direct the activities of the VIE that most significantly impact that entity's economic performance and the obligation to absorb losses of, or receive benefits from, the entity that could potentially be significant to the VIE.

AFG manages, and has investments in, collateralized loan obligations ("CLOs") that are VIEs (see Note H — "Managed Investment Entities"). Both the management fees (payment of which is subordinate to other obligations of the CLOs) and the investments in the CLOs are considered variable interests. AFG has determined that it is the primary beneficiary of the CLOs because (i) its role as asset manager gives it the power to direct the activities that most significantly impact the economic performance of the CLOs and (ii) it has exposure to CLO losses (through its investments in the CLO debt tranches) and the right to receive benefits (through its subordinated management fees and returns on its investments), both of which could potentially be significant to the CLOs.

Because AFG has no right to use the CLO assets and no obligation to pay the CLO liabilities, the assets and liabilities of the CLOs are shown separately in AFG's Balance Sheet (at fair value). AFG has elected the fair value option for reporting on the CLO assets and liabilities to improve the transparency of financial reporting related to the CLOs. The excess of fair value of the CLOs' assets over the fair value of the liabilities is recorded in AFG's Balance Sheet as appropriated retained earnings — managed investment entities, representing amounts that ultimately will inure to the benefit of the CLO debt holders.

The net gain or loss from accounting for the CLO assets and liabilities at fair value is separately presented in AFG's Statement of Earnings. CLO earnings attributable to AFG's shareholders represent the change in fair value of AFG's investments in the CLOs (including distributions) and management fees earned. All other CLO earnings (losses) are not attributable to AFG's shareholders and will ultimately inure to the benefit of the CLO debt holders. As a result, such CLO earnings (losses) are included in net earnings (loss) attributable to noncontrolling interests in AFG's Statement of Earnings and in appropriated retained earnings — managed investment entities in the Balance Sheet. As the CLOs approach maturity (2016 to 2025), it is expected that losses attributable to noncontrolling interests will reduce

appropriated retained earnings towards zero as the fair values of the assets and liabilities converge and the CLO assets are used to pay the CLO debt.

At June 30, 2013, assets and liabilities of managed investment entities included \$96 million in assets and \$66 million in liabilities of a temporary warehousing entity that was established in connection with the formation of a new CLO that is expected to close in the second half of 2013. Upon closing, all warehoused assets are expected to be transferred to the new CLO and the liabilities will be repaid. At December 31, 2012, assets and liabilities of managed investment entities included \$107 million in assets and \$87 million in liabilities of a temporary warehousing entity that was established in connection with the formation of a new CLO. All warehoused assets were transferred to that new CLO and the liabilities were repaid when the CLO formation was completed and the CLO issued securities in April 2013.

Unpaid Losses and Loss Adjustment Expenses The net liabilities stated for unpaid claims and for expenses of investigation and adjustment of unpaid claims are based upon (a) the accumulation of case estimates for losses reported prior to the close of

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

the accounting period on direct business written; (b) estimates received from ceding reinsurers and insurance pools and associations; (c) estimates of unreported losses (including possible development on known claims) based on past experience; (d) estimates based on experience of expenses for investigating and adjusting claims; and (e) the current state of the law and coverage litigation. Establishing reserves for asbestos, environmental and other mass tort claims involves considerably more judgment than other types of claims due to, among other things, inconsistent court decisions, an increase in bankruptcy filings as a result of asbestos-related liabilities, novel theories of coverage, and judicial interpretations that often expand theories of recovery and broaden the scope of coverage.

Loss reserve liabilities are subject to the impact of changes in claim amounts and frequency and other factors. Changes in estimates of the liabilities for losses and loss adjustment expenses are reflected in the Statement of Earnings in the period in which determined. Despite the variability inherent in such estimates, management believes that the liabilities for unpaid losses and loss adjustment expenses are adequate.

Annuity Benefits Accumulated Annuity receipts and benefit payments are recorded as increases or decreases in annuity benefits accumulated rather than as revenue and expense. Increases in this liability for interest credited are charged to expense and decreases for policy charges are credited to other income.

For certain products, annuity benefits accumulated also includes reserves for accrued persistency and premium bonuses, guaranteed withdrawals and excess benefits expected to be paid on future deaths and annuitizations ("EDAR"). The liability for EDAR is accrued for and modified using assumptions consistent with those used in determining DPAC and DPAC amortization, except that amounts are determined in relation to the present value of total expected assessments. Total expected assessments consist principally of estimated future investment margin, surrender, mortality, and other life and annuity policy charges, and unearned revenues once they are recognized as income.

Annuity benefits accumulated also includes amounts advanced from the Federal Home Loan Bank of Cincinnati.

Unearned Revenue Certain upfront policy charges on annuities are deferred as unearned revenue (included in other liabilities) and recognized in net earnings using the same assumptions and estimated gross profits used to amortize DPAC.

Life, Accident and Health Reserves Liabilities for future policy benefits under traditional life, accident and health policies are computed using the net level premium method. Computations are based on the original projections of investment yields, mortality, morbidity and surrenders and include provisions for unfavorable deviations unless a loss recognition event (premium deficiency) occurs. Claim reserves and liabilities established for accident and health claims are modified as necessary to reflect actual experience and developing trends.

For long-duration contracts (such as traditional life and long-term care policies), loss recognition occurs when, based on current expectations as of the measurement date, existing contract liabilities plus the present value of future premiums (including reasonably expected rate increases) are not expected to cover the present value of future claims payments and related settlement and maintenance costs (excluding overhead) as well as unamortized acquisition costs. If a block of business is determined to be in loss recognition, a charge is recorded in earnings in an amount equal to the excess of the present value of expected future claims costs and unamortized acquisition costs over existing reserves plus the present value of expected future premiums (with no provision for adverse deviation). The charge is recorded first to reduce unamortized acquisition costs and then as an additional reserve (if unamortized acquisition costs have been reduced to zero).

In addition, reserves for traditional life and long-term care policies are subject to adjustment for loss recognition charges that would have been recorded if the unrealized gains from securities had actually been realized. This adjustment is included in unrealized gains (losses) on marketable securities, a component of AOCI in AFG's Balance Sheet.

Variable Annuity Assets and Liabilities Separate accounts related to variable annuities represent the fair value of deposits invested in underlying investment funds on which AFG earns a fee. Investment funds are selected and may be changed only by the policyholder, who retains all investment risk.

AFG's variable annuity contracts contain a guaranteed minimum death benefit ("GMDB") to be paid if the policyholder dies before the annuity payout period commences. In periods of declining equity markets, the GMDB may exceed the value of the policyholder's account. A GMDB liability is established for future excess death benefits using assumptions together with a range of reasonably possible scenarios for investment fund performance that are consistent with DPAC capitalization and amortization assumptions.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Premium Recognition Property and casualty premiums are earned generally over the terms of the policies on a pro rata basis. Unearned premiums represent that portion of premiums written which is applicable to the unexpired terms of policies in force. On reinsurance assumed from other insurance companies or written through various underwriting organizations, unearned premiums are based on information received from such companies and organizations. For traditional life, accident and health products, premiums are recognized as revenue when legally collectible from policyholders. For interest-sensitive life and universal life products, premiums are recorded in a policyholder account, which is reflected as a liability. Revenue is recognized as amounts are assessed against the policyholder account for mortality coverage and contract expenses.

Noncontrolling Interests For Balance Sheet purposes, noncontrolling interests represents the interests of shareholders other than AFG in consolidated entities. In the Statement of Earnings, net earnings and losses attributable to noncontrolling interests represents such shareholders' interest in the earnings and losses of those entities.

Income Taxes Deferred income taxes are calculated using the liability method. Under this method, deferred income tax assets and liabilities are determined based on differences between financial reporting and tax bases and are measured using enacted tax rates. A valuation allowance is established to reduce total deferred tax assets to an amount that will more likely than not be realized.

AFG recognizes the tax benefits of uncertain tax positions only when the position is more likely than not to be sustained under examination by the appropriate taxing authority. Interest and penalties on AFG's reserve for uncertain tax positions are recognized as a component of tax expense.

Stock-Based Compensation All share-based grants are recognized as compensation expense on a straight-line basis over their vesting periods based on their calculated fair value at the date of grant. AFG uses the Black-Scholes pricing model to measure the fair value of employee stock options. See Note K — "Shareholders' Equity" for further information.

Benefit Plans AFG provides retirement benefits to qualified employees of participating companies through the AFG 401(k) Retirement and Savings Plan, a defined contribution plan. AFG makes all contributions to the retirement fund portion of the plan and matches a percentage of employee contributions to the savings fund. Company contributions are expensed in the year for which they are declared. AFG and many of its subsidiaries provide health care and life insurance benefits to eligible retirees. AFG also provides postemployment benefits to former or inactive employees (primarily those on disability) who were not deemed retired under other company plans. The projected future cost of providing these benefits is expensed over the period employees earn such benefits.

Earnings Per Share Although basic earnings per share only considers shares of common stock outstanding during the period, the calculation of diluted earnings per share includes adjustments to weighted average common shares related to stock-based compensation plans: second quarter of 2013 and 2012 — 1.9 million and 1.6 million; first six months of 2013 and 2012 — 1.8 million and 1.7 million, respectively.

AFG's weighted average diluted shares outstanding excludes the following anti-dilutive potential common shares related to stock compensation plans: second quarter of 2013 and 2012 — 1.3 million and 2.1 million; first six months of 2013 and 2012 — 1.4 million and 1.8 million, respectively. Adjustments to net earnings attributable to shareholders in the calculation of diluted earnings per share were nominal in the 2013 and 2012 periods.

Statement of Cash Flows For cash flow purposes, "investing activities" are defined as making and collecting loans and acquiring and disposing of debt or equity instruments and property and equipment. "Financing activities" include

obtaining resources from owners and providing them with a return on their investments, borrowing money and repaying amounts borrowed. Annuity receipts, benefits and withdrawals are also reflected as financing activities. All other activities are considered "operating." Short-term investments having original maturities of three months or less when purchased are considered to be cash equivalents for purposes of the financial statements.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

#### B. Sale of Subsidiaries

Medicare Supplement and Critical Illness Segment In August 2012, AFG completed the sale of its Medicare supplement and critical illness businesses, which included Loyal American Life Insurance Company and four other insurance companies, to Cigna Corporation for \$326 million in cash resulting in a pretax gain of \$170 million (including post-closing adjustments). Since the transaction includes the ongoing cessions of certain business to Cigna, the operations sold are not reported as discontinued operations. Summarized Statement of Earnings information for the Medicare supplement and critical illness segment for the second quarter and first six months of 2012 is shown below (in millions):

	Three months	Six months
	ended	ended
	June 30, 2012	June 30, 2012
Total revenues	\$79	\$159
Total costs and expenses	67	141
Earnings before income taxes	\$12	\$18

#### C. Segments of Operations

AFG manages its business as five segments: (i) Property and casualty insurance, (ii) Annuity, (iii) Run-off long-term care and life, (iv) Medicare supplement and critical illness (sold in August 2012) and (v) Other, which includes holding company costs, and the operations attributable to the noncontrolling interests of the managed investment entities.

AFG reports its property and casualty insurance business in the following Specialty sub-segments: (i) Property and transportation, which includes physical damage and liability coverage for buses, trucks and recreational vehicles, inland and ocean marine, agricultural-related products and other property coverages, (ii) Specialty casualty, which includes primarily excess and surplus, general liability, executive liability, umbrella and excess liability, customized programs for small to mid-sized businesses and workers' compensation, and (iii) Specialty financial, which includes risk management insurance programs for leasing and financing institutions (including collateral and lender-placed mortgage property insurance), surety and fidelity products and trade credit insurance. AFG's annuity business markets traditional fixed and fixed-indexed annuities in the retail, financial institutions and education markets. AFG's reportable segments and their components were determined based primarily upon similar economic characteristics, products and services.

## <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

The following tables (in millions) show AFG's revenues and earnings before income taxes by segment and sub-segment.

sub-segment.					
	Three months ended June 30,		Six months ended June 3		
	2013	2012	2013	2012	
Revenues					
Property and casualty insurance:					
Premiums earned:					
Specialty					
Property and transportation	\$301	\$290	\$594	\$553	
Specialty casualty	277	236	536	456	
Specialty financial	113	98	229	201	
Other specialty	18	16	37	33	
Total premiums earned	709	640	1,396	1,243	
Net investment income	65	69	131	139	
Other income	6	8	9	11	
Total property and casualty insurance	780	717	1,536	1,393	
Annuity:					
Net investment income	257	245	505	473	
Other income	15	12	29	25	
Total annuity	272	257	534	498	
Run-off long-term care and life	47	49	97	96	
Medicare supplement and critical illness (a)		79		159	
Other	(1	) 7	22	6	
Total revenues before realized gains	1,098	1,109	2,189	2,152	
Realized gains on securities	41	16	98	60	
Realized losses on subsidiaries		(1)		(1)	
Total revenues	\$1,139	\$1,124	\$2,287	\$2,211	
Earnings Before Income Taxes					
Property and casualty insurance:					
Underwriting:					
Specialty					
Property and transportation		) \$6	\$(21)	\$33	
Specialty casualty	32	33	51	37	
Specialty financial	15	11	28	27	
Other specialty	5	2	11	3	
Other lines, primarily A&E charges	(2	) (7	(7)	) (7	
Total underwriting	19	45	62	93	
Investment and other income, net	60	60	116	115	
Total property and casualty insurance	79 	105	178	208	
Annuity (b)	77	59	153	119	
Run-off long-term care and life	(2	) 5	(3)	) 6	
Medicare supplement and critical illness (a)		12		18	
Other (c)				(128)	
Total earnings before realized gains and income taxes	85	121	203	223	
Realized gains on securities	41	16	98	60	

Realized losses on subsidiaries - (1 ) - (1 ) Total earnings before income taxes \$126 \$136 \$301 \$282

- (a) Sold in August 2012.
- (b) Includes a \$5 million charge in the second quarter of 2013 to cover expected assessments from state guaranty funds related to the insolvency and liquidation of an unaffiliated life insurance company.

  Includes holding company expenses and losses of managed investment entities attributable to noncontrolling
- (c)interest of \$31 million and \$18 million for the second quarter and \$42 million and \$46 million for the first six months of 2013 and 2012, respectively.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

#### D. Fair Value Measurements

Accounting standards for measuring fair value are based on inputs used in estimating fair value. The three levels of the hierarchy are as follows:

Level 1 — Quoted prices for identical assets or liabilities in active markets (markets in which transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis). AFG's Level 1 financial instruments consist primarily of publicly traded equity securities and highly liquid government bonds for which quoted market prices in active markets are available and short-term investments of managed investment entities.

Level 2 — Quoted prices for similar instruments in active markets; quoted prices for identical or similar assets or liabilities in inactive markets (markets in which there are few transactions, the prices are not current, price quotations vary substantially over time or among market makers, or in which little information is released publicly); and valuations based on other significant inputs that are observable in active markets. AFG's Level 2 financial instruments include separate account assets, corporate and municipal fixed maturity securities, mortgage-backed securities ("MBS") and investments of managed investment entities priced using observable inputs. Level 2 inputs include benchmark yields, reported trades, corroborated broker/dealer quotes, issuer spreads and benchmark securities. When non-binding broker quotes can be corroborated by comparison to similar securities priced using observable inputs, they are classified as Level 2.

Level 3 — Valuations derived from market valuation techniques generally consistent with those used to estimate the fair values of Level 2 financial instruments in which one or more significant inputs are unobservable or when the market for a security exhibits significantly less liquidity relative to markets supporting Level 2 fair value measurements. The unobservable inputs may include management's own assumptions about the assumptions market participants would use based on the best information available in the circumstances. AFG's Level 3 is comprised of financial instruments, including liabilities of managed investment entities, whose fair value is estimated based on non-binding broker quotes or internally developed using significant inputs not based on, or corroborated by, observable market information.

AFG's management is responsible for the valuation process and uses data from outside sources (including nationally recognized pricing services and broker/dealers) in establishing fair value. AFG's internal investment professionals are a group of approximately 20 analysts whose primary responsibility is to manage AFG's investment portfolio. These professionals monitor individual investments as well as overall industries and are active in the financial markets on a daily basis. The group is led by AFG's chief investment officer, who reports directly to one of AFG's Co-CEOs. Valuation techniques utilized by pricing services and prices obtained from external sources are reviewed by AFG's internal investment professionals who are familiar with the securities being priced and the markets in which they trade to ensure the fair value determination is representative of an exit price. To validate the appropriateness of the prices obtained, these investment managers consider widely published indices (as benchmarks), recent trades, changes in interest rates, general economic conditions and the credit quality of the specific issuers. In addition, the Company communicates directly with the pricing service regarding the methods and assumptions used in pricing, including verifying, on a test basis, the inputs used by the service to value specific securities.

## <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Assets and liabilities measured and carried at fair value in the financial statements are summarized below (in millions):

millions):	Y 1.1	T 10	T 10	TD 4.1
1 20 2012	Level 1	Level 2	Level 3	Total
June 30, 2013				
Assets:				
Available for sale ("AFS") fixed maturities:	****	4.50	* = 0	*
U.S. Government and government agencies	\$163	\$129	\$20	\$312
States, municipalities and political subdivisions	_	4,753	63	4,816
Foreign government		242		242
Residential MBS		3,824	329	4,153
Commercial MBS	_	2,818	28	2,846
Asset-backed securities ("ABS")	_	2,054	180	2,234
Corporate and other	15	10,122	295	10,432
Total AFS fixed maturities	178	23,942	915	25,035
Trading fixed maturities		293		293
Equity securities	953	168	78	1,199
Assets of managed investment entities ("MIE")	335	2,607	31	2,973
Variable annuity assets (separate accounts) (a)		608		608
Other investments	_	187	_	187
Total assets accounted for at fair value	\$1,466	\$27,805	\$1,024	\$30,295
Liabilities:				
Liabilities of managed investment entities	\$121	<b>\$</b> —	\$2,482	\$2,603
Derivatives in annuity benefits accumulated			577	577
Other liabilities — derivatives	_	12	_	12
Total liabilities accounted for at fair value	\$121	\$12	\$3,059	\$3,192
December 31, 2012				
Assets:				
Available for sale fixed maturities:				
U.S. Government and government agencies	\$227	\$141	\$20	\$388
States, municipalities and political subdivisions		4,410	58	4,468
Foreign government		260		260
Residential MBS		3,833	371	4,204
Commercial MBS		2,896	22	2,918
Asset-backed securities	_	1,387	253	1,640
Corporate and other	5	9,999	236	10,240
Total AFS fixed maturities	232	22,926	960	24,118
Trading fixed maturities		321		321
Equity securities	781	121	37	939
Assets of managed investment entities	256	2,929	40	3,225
Variable annuity assets (separate accounts) (a)		580		580
Other investments		133		133
Total assets accounted for at fair value	\$1,269	\$27,010	\$1,037	\$29,316
Liabilities:	. ,	. ,	• •	,
Liabilities of managed investment entities	\$147	<b>\$</b> —	\$2,745	\$2,892
Derivatives in annuity benefits accumulated		<u>.                                     </u>	465	465
· · · · · · · · · · · · · · · · · · ·				

Other liabilities — derivatives		17		17
Total liabilities accounted for at fair value	\$147	\$17	\$3,210	\$3,374

(a) Variable annuity liabilities equal the fair value of variable annuity assets.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

During the first six months of 2013 (all in the second quarter), five preferred stocks with an aggregate fair value of \$11 million were transferred from Level 2 to Level 1 due to increases in trade frequency, resulting in trade data sufficient to warrant classification in Level 1. During the first six months of 2013, there were no transfers from Level 1 to Level 2. During the first six months of 2012 (all in the first quarter), six preferred stocks with an aggregate fair value of \$35 million were transferred from Level 1 to Level 2 due to decreases in trade frequency, resulting in lack of available trade data sufficient to warrant classification in Level 1. During the first six months 2012, there were no transfers from Level 2 to Level 1. Approximately 3% of the total assets carried at fair value on June 30, 2013, were Level 3 assets. Approximately 82% of the Level 3 assets were priced using non-binding broker quotes, for which there is a lack of transparency as to the inputs used to determine fair value. Details as to the quantitative inputs are neither provided by the brokers nor otherwise reasonably obtainable by AFG. Since internally developed Level 3 asset fair values represent less than one-half of 1% of the total assets measured at fair value and less than 3% of AFG's shareholders' equity, changes in unobservable inputs used to determine internally developed fair values would not have a material impact on AFG's financial position.

The fair values of the liabilities of managed investment entities were determined using primarily non-binding broker quotes, which were reviewed by AFG's investment professionals. AFG's investment professionals are familiar with the cash flow models used by the brokers to determine the fair value of these liabilities and review the broker quotes based on their knowledge of the CLO market and the market for the underlying assets. Their review includes consideration of expected reinvestment, default and recovery rates on the assets supporting the CLO liabilities, as well as surveying general CLO liability fair values and analysis provided by third parties.

The only significant Level 3 assets or liabilities carried at fair value in the financial statements that were not measured using broker quotes are the derivatives embedded in AFG's fixed-indexed annuity liabilities, which are measured using a discounted cash flow approach and had a fair value of \$577 million at June 30, 2013. The following table presents information about the unobservable inputs used by management in determining fair value of these embedded derivatives. See Note F — "Derivatives."

Unobservable Input Range Adjustment for insurance subsidiary's credit risk 0.50% - 2.00% over the risk free rate Risk margin for uncertainty in cash flows 0.4% reduction in the discount rate Surrenders 4% - 20% of indexed account value Partial surrenders 2% - 5% of indexed account value 1% - 2% of indexed account value **Annuitizations** 1% - 2.5% of indexed account value Deaths 2.5% - 4.0% of indexed account value Budgeted option costs

The range of adjustments for insurance subsidiary's credit risk reflects credit spread variations across the yield curve. The range of projected surrender rates reflects the specific surrender charges and other features of AFG's individual fixed-indexed annuity products with an expected range of 5% to 12% in the majority of future calendar years (4% — 20% over all periods). Increasing the budgeted option cost or risk margin for uncertainty in cash flows assumptions in the table above would increase the fair value of the fixed-indexed annuity embedded derivatives, while increasing any of the other unobservable inputs in the table above would decrease the fair value of the embedded derivatives.

## <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Total

Total

realized/unrealized

Changes in balances of Level 3 financial assets and liabilities carried at fair value during the second quarter and first six months of 2013 and 2012 are presented below (in millions). The transfers into and out of Level 3 were due to changes in the availability of market observable inputs. All transfers are reflected in the table at fair value as of the end of the reporting period.

			unrealized osses) included						
		in							
	Balance at March 31, 2013	Net income	Other comprehensivincome (loss)		Sales and settlements	Transfer into Level 3	Transfer out of Level 3	Balance at June 30, 2013	
AFS fixed maturities	:								
U.S. government agency	\$20	\$—	\$ —	<b>\$</b> —	<b>\$</b> —	\$—	\$—	\$20	
State and municipal	54	_	(1)	10		_	_	63	
Residential MBS	354	2	(7)	_	(17)	9	(12)	329	
Commercial MBS	30	(2)				_	_	28	
Asset-backed securities	245	2	(2)	_	(39 )	_	(26)	180	
Corporate and other	244	_	(10)	44	(4)	25	(4)	295	
Equity securities	49		(1)	39			(9)	78	
Assets of MIE	30	1		6	(6)		_	31	
Liabilities of MIE (*	) (2,501 )	(14)	_	(406)	439	_	_	(2,482)	
Embedded	(555)	3		(32)	7			(577)	
derivatives	(333 )	3		(32)	,	<del></del>	_	(311)	

Total realized/unrealized loss included in net income includes losses of \$9 million related to liabilities outstanding as of June 30, 2013. See Note H — "Managed Investment Entities."

			osses) included					
	Balance at March 31, 2012	Net income	Other comprehensive income (loss)	Purchases e and issuances	Sales and settlement	Transfer into S Level 3	Transfer out of Level 3	Balance at June 30, 2012
AFS fixed maturities								
State and municipal	\$72	\$	\$ 1	\$9	\$—	\$5	\$(1)	\$86
Residential MBS	314	1	_	63	(7)	21	(72)	320
Commercial MBS	20	_		_	_	_	_	20
Asset-backed securities	239	4	_	10	(9	3	(7)	240
Corporate and other	276	1	8	41	(13	4		317
Trading fixed maturities	1	_	_	_	_	_	_	1

Equity securities	24			17				41	
Assets of MIE	64	_	_	1	(9	) —	(2	) 54	
Liabilities of MIE	(*)(2,554	) (19	) —		144	_		(2,429	)
Embedded	(437	) 2		(16	) 6			(444	`
derivatives	(437	) 3		(16	) 6	_		(444	)

Total realized/unrealized loss included in net income includes losses of \$14 million related to liabilities outstanding as of June 30, 2012. See Note H — "Managed Investment Entities."

#### **Table of Contents** AMERICAN FINANCIAL GROUP, INC. 10-O NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Total

) (39

) (77

Total

) —

realized/unrealized

Liabilities of MIE (\*) (2,745

(465

Embedded

derivatives

realized/unrealized gains (losses) included in Balance at Other **Purchases** Transfer Transfer Balance at Net Sales and out of December comprehensive and into June 30, settlements income 31, 2012 income (loss) issuances Level 3 2013 Level 3 AFS fixed maturities: U.S. government \$20 \$--\$ — \$---\$---\$---\$---\$20 agency State and municipal 58 (1 10 (4 ) 63 Residential MBS 4 (29 ) 25 ) 329 371 (1 ) 6 (47 Commercial MBS 22 (1 7 28 Asset-backed 253 3 (2 (41 ) 180 ) 12 (45 securities Corporate and other 236 (10)55 (6 ) 24 (4 ) 295 Equity securities 37 2 48 (9 ) 78 Assets of MIE 40 (3 6 ) 31

(406

(49

(6

) 689

) 14

(6

19

(2,482)

(577

)

)

gains (losses) included in Balance at Other **Purchases** Transfer Transfer Balance at Net Sales and comprehensive and June 30, December into out of income settlements 31, 2011 income (loss) Level 3 Level 3 2012 issuances AFS fixed maturities: State and municipal \$83 \$ 1 \$19 **\$**— \$5 \$(22 ) \$86 Residential MBS 2 71 ) 320 361 (17 ) 81 (178 Commercial MBS 19 1 20 Asset-backed 220 5 5 18 (14 ) 13 (7 ) 240 securities 2 59 Corporate and other 299 6 (24)) 15 (40 ) 317 Trading fixed 1 1 maturities Equity securities 26 41 11 4 Assets of MIE 44 13 (12 ) 14 (5 ) 54 Liabilities of MIE (\*) (2,593 ) (103 (2,429)(366 ) 633 ) Embedded (361)(37 (444 ) (57 ) 11 ) derivatives

Total realized/unrealized loss included in net income includes losses of \$24 million related to liabilities outstanding as of June 30, 2013. See Note H — "Managed Investment Entities."

Total realized/unrealized loss included in net income includes losses of \$51 million related to liabilities outstanding as of June 30, 2012. See Note H — "Managed Investment Entities."

## <u>Table of Contents</u> AMERICAN FINANCIAL GROUP, INC. 10-Q NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Fair Value of Financial Instruments The carrying value and fair value of financial instruments that are not carried at fair value in the financial statements are summarized below (in millions):

	Carrying Value	Fair Value	Level 1	Level 2	Level 3
June 30, 2013					
Financial assets:					
Cash and cash equivalents	\$1,271	\$1,271	\$1,271	<b>\$</b> —	<b>\$</b> —
Mortgage loans	599	603	_	_	603
Policy loans	242	242			242
Total financial assets not accounted for at fair value	\$2,112	\$2,116	\$1,271	<b>\$</b> —	\$845
Financial liabilities:					
Annuity benefits accumulated (*)	\$18,648	\$17,865	<b>\$</b> —	<b>\$</b> —	\$17,865
Long-term debt	949	1,067		975	92
Total financial liabilities not accounted for at fair value	\$19,597	\$18,932	<b>\$</b> —	\$975	\$17,957
December 31, 2012					
Financial assets:					
Cash and cash equivalents	\$1,705	\$1,705	\$1,705	<b>\$</b> —	<b>\$</b> —
Mortgage loans	607	613			613
Policy loans	228	228			228
Total financial assets not accounted for at fair value	\$2,540	\$2,546	\$1,705	<b>\$</b> —	\$841
Financial liabilities:					
Annuity benefits accumulated (*)	\$17,405	\$17,422	<b>\$</b> —	<b>\$</b> —	\$17,422
Long-term debt	953	1,086	_	990	96
Total financial liabilities not accounted for at fair value	\$18,358	\$18,508	\$	\$990	\$17,518

#### (\*) Excludes life contingent annuities in the payout phase.

The carrying amount of cash and cash equivalents approximates fair value. Fair values for mortgage loans are estimated by discounting the future contractual cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings. The fair value of policy loans is estimated to approximate carrying value; policy loans have no defined maturity dates and are inseparable from insurance contracts. The fair value of annuity benefits was estimated based on expected cash flows discounted using forward interest rates adjusted for the Company's credit risk and includes the impact of maintenance expenses and capital costs. Fair values of long-term debt are based primarily on quoted market prices.

#### E. Investments

Available for sale fixed maturities and equity securities at June 30, 2013, and December 31, 2012, consisted of the following (in millions):

	June 30,	2013			December 31, 2012					
	Amortized Fair		Gross U	Gross Unrealized		Amortized Fair		Gross Unrealized		
	Cost	Value	Gains	Losses	Cost	Value	Gains	Losses		
Fixed maturities:										
U.S. Government and	\$302	\$312	\$10	<b>\$</b> —	\$373	\$388	\$15	<b>\$</b>		
government agencies	Ψ302	Ψ312	Ψ10	Ψ	Ψ373	Ψ300	Ψ13	Ψ		

States, municipalities and	4,705	4,816	190	(79	)	4,144	4,468	329	(5	)
political subdivisions	4,703	4,010	170	(1)	,	7,177	4,400	327	(3	,
Foreign government	230	242	12			242	260	18		
Residential MBS	3,849	4,153	349	(45	)	3,921	4,204	337	(54	)
Commercial MBS	2,619	2,846	232	(5	)	2,583	2,918	335	_	
Asset-backed securities	2,205	2,234	41	(12	)	1,590	1,640	52	(2	)
Corporate and other	9,830	10,432	676	(74	)	9,230	10,240	1,015	(5	)
Total fixed maturities	\$23,740	\$25,035	\$1,510	\$(215	)	\$22,083	\$24,118	\$2,101	\$(66	)
Common stocks	\$759	\$966	\$219	\$(12	)	\$600	\$749	\$157	\$(8	)
Perpetual preferred stocks	\$225	\$233	\$12	\$(4	)	\$178	\$190	\$13	\$(1	)
19										

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

The non-credit related portion of other-than-temporary impairment charges is included in other comprehensive income. Cumulative non-credit charges taken for securities still owned at June 30, 2013 and December 31, 2012 were \$227 million and related to residential MBS.

The following tables show gross unrealized losses (in millions) on fixed maturities and equity securities by investment category and length of time that individual securities have been in a continuous unrealized loss position at June 30, 2013 and December 31, 2012.

Trustes Months on Mons

	Less Th	nan	Twelve M	Ionths		Twelve Months or More					
	Unreali	zec	l Fair	Fair Value as		is Unrealized		l Fair	Fair V	Fair Value as	
	Loss		Value	% of <b>(</b>	Cost	Loss		Value	% of (	Cost	
June 30, 2013											
Fixed maturities:											
U.S. Government and government agencies	<b>\$</b> —		\$84	100	%	\$—		<b>\$</b> —	_	%	
States, municipalities and political	(78	`	1,581	95	%	(1	`	15	94	%	
subdivisions	(70	,	1,361	93	70	(1	)	13	94	70	
Foreign government					%					%	
Residential MBS	(10	)	618	98	%	(35	)	263	88	%	
Commercial MBS	(5	)	150	97	%	—				%	
Asset-backed securities	(11	)	749	99	%	(1	)	24	96	%	
Corporate and other	(73	)	1,970	96	%	(1	)	24	96	%	
Total fixed maturities	\$(177	)	\$5,152	97	%	\$(38	)	\$326	90	%	
Common stocks	\$(12	)	\$138	92	%	\$—		\$—	_	%	
Perpetual preferred stocks	\$(3	)	\$78	96	%	\$(1	)	\$24	96	%	
December 31, 2012											
Fixed maturities:											
U.S. Government and government agencies	\$—		\$22	100	%	\$—		\$—	_	%	
States, municipalities and political	(5	)	285	98	%			24	100	%	
subdivisions	(5	,	263	90	70	<del></del>		<i>2</i> <del>4</del>	100	70	
Foreign government					%					%	
Residential MBS	(3	)	146	98	%	(51	)	411	89	%	
Commercial MBS			16	100	%	—		_	_	%	
Asset-backed securities	_		146	100	%	(2	)	57	97	%	
Corporate and other	(3	)	237	99	%	(2	)	51	96	%	
Total fixed maturities	\$(11	)	\$852	99	%	\$(55	)	\$543	91	%	
Common stocks	\$(8	)	\$88	92	%	\$—		\$—	_	%	
Perpetual preferred stocks	<b>\$</b> —		\$7	100	%	\$(1	)	\$25	96	%	

At June 30, 2013, the gross unrealized losses on fixed maturities of \$215 million relate to approximately 1,000 securities. Investment grade securities (as determined by nationally recognized rating agencies) represented approximately 79% of the gross unrealized loss and 85% of the fair value.

AFG analyzes its MBS securities for other-than-temporary impairment each quarter based upon expected future cash flows. Management estimates expected future cash flows based upon its knowledge of the MBS market, cash flow projections (which reflect loan to collateral values, subordination, vintage and geographic concentration) received from independent sources, implied cash flows inherent in security ratings and analysis of historical payment data. In

the first six months of 2013, AFG did not record any other-than-temporary impairment charges related to its residential MBS.

Management believes AFG will recover its cost basis in the securities with unrealized losses and that AFG has the ability to hold the securities until they recover in value and had no intent to sell them at June 30, 2013.

#### **Table of Contents**

AMERICAN FINANCIAL GROUP, INC. 10-Q NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

A progression of the credit portion of other-than-temporary impairments on fixed maturity securities for which the non-credit portion of an impairment has been recognized in other comprehensive income is shown below (in millions).

	2013	2012
Balance at March 31	\$191	\$190
Additional credit impairments on:		
Previously impaired securities		1
Securities without prior impairments		_
Reductions — disposals		_
Balance at June 30	\$191	\$191
Balance at January 1	\$192	\$187
Additional credit impairments on:		
Previously impaired securities		4
Securities without prior impairments		_
Reductions — disposals	(1)	· —
Balance at June 30	\$191	\$191

The table below sets forth the scheduled maturities of available for sale fixed maturities as of June 30, 2013 (in millions). Securities with sinking funds are reported at average maturity. Actual maturities may differ from contractual maturities because certain securities may be called or prepaid by the issuers.

	Amortized	Fair Value		
	Cost	Amount	%	
Maturity				
One year or less	\$1,077	\$1,101	4	%
After one year through five years	4,674	5,014	20	%
After five years through ten years	6,588	6,915	28	%
After ten years	2,728	2,772	11	%
	15,067	15,802	63	%
ABS (average life of approximately 4 1/2 years)	2,205	2,234	9	%
MBS (average life of approximately 3 1/2 years)	6,468	6,999	28	%
Total	\$23,740	\$25,035	100	%

Certain risks are inherent in connection with fixed maturity securities, including loss upon default, price volatility in reaction to changes in interest rates, and general market factors and risks associated with reinvestment of proceeds due to prepayments or redemptions in a period of declining interest rates.

There were no investments in individual issuers that exceeded 10% of Shareholders' Equity at June 30, 2013 or December 31, 2012.

<u>Table of Contents</u>
AMERICAN FINANCIAL GROUP, INC. 10-Q
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

Net Unrealized Gain on Marketable Securities In addition to adjusting equity securities and fixed maturity securities classified as "available for sale" to fair value, GAAP requires that deferred policy acquisition costs and certain other balance sheet amounts related to annuity, long-term care and life businesses be adjusted to the extent that unrealized gains and losses from securities would result in adjustments to those balances had the unrealized gains or losses actually been realized. The following table shows (in millions) the components of the net unrealized gain on securities that is included in AOCI in AFG's Balance Sheet.

	Pretax	Deferred Ta Amounts Attributable to Nonconta Interests	Net		
June 30, 2013					
Unrealized gain on:					
Fixed maturities	\$1,295	\$ (461	)	\$834	
Equity securities	215	(77	)	138	
Deferred policy acquisition costs	(438	) 153		(285	)
Annuity benefits accumulated	(87	) 31		(56	)
Life, accident and health reserves	(81	) 28		(53	)
Other liabilities	33	(11	)	22	
	\$937	\$ (337	)	\$600	
December 31, 2012					
Unrealized gain on:					
Fixed maturities	\$2,035				