

HORACE MANN EDUCATORS CORP /DE/  
Form 10-Q  
August 09, 2011  
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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, 2011**

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 1-10890

## HORACE MANN EDUCATORS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of incorporation or organization) 37-0911756  
(I.R.S. Employer Identification No.)  
1 Horace Mann Plaza, Springfield, Illinois 62715-0001

(Address of principal executive offices, including Zip Code)

Registrant's Telephone Number, Including Area Code: 217-789-2500

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

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, 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

Indicate by check mark the registrant's filer status, as such terms are defined in Rule 12b-2 of the Act.

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Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Indicate by check mark whether the registrant is a shell company as defined in Rule 12b-2 of the Act. Yes  No

As of July 31, 2011, 39,918,707 shares of Common Stock, par value \$0.001 per share, were outstanding, net of 21,873,322 shares of treasury stock.

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HORACE MANN EDUCATORS CORPORATION

FORM 10-Q

FOR THE QUARTER ENDED JUNE 30, 2011

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**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Shareholders

Horace Mann Educators Corporation:

We have reviewed the consolidated balance sheet of Horace Mann Educators Corporation and subsidiaries (the Company) as of June 30, 2011, the related consolidated statements of operations and comprehensive income for the three-month and six-month periods ended June 30, 2011 and 2010, and the related consolidated statements of changes in shareholders' equity and cash flows for the six-month periods ended June 30, 2011 and 2010. These consolidated 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 the consolidated financial statements referred to above for them to be in conformity with U.S. generally accepted accounting principles.

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, 2010, and the related consolidated statements of operations, comprehensive income (loss), changes in shareholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated February 28, 2011, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying consolidated balance sheet as of December 31, 2010, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it was derived.

Note 1 of the Company's audited consolidated financial statements as of December 31, 2010, and for the year then ended, discloses that the Company changed its method of accounting for other-than-temporary impairments of debt securities due to the adoption of FASB Staff Position No. FAS 115-2 and FAS 124-2, *Recognition and Presentation of Other-Than-Temporary Impairments* (included in FASB ASC Topic 320, *Investments-Debt and Equity Securities*), as of April 1, 2009. Our auditors' report on those consolidated financial statements dated February 28, 2011, includes an explanatory paragraph referring to the matters in Note 1 of those consolidated financial statements.

/s/ KPMG LLP

KPMG LLP

Chicago, Illinois

August 9, 2011

**Table of Contents****HORACE MANN EDUCATORS CORPORATION****CONSOLIDATED BALANCE SHEETS**

(Dollars in thousands, except per share data)

	June 30, 2011 (Unaudited)	December 31, 2010
<b>ASSETS</b>		
Investments		
Fixed maturities, available for sale, at fair value (amortized cost 2011, \$4,812,545; 2010, \$4,533,233)	\$5,064,802	\$4,715,537
Equity securities, available for sale, at fair value (cost 2011, \$20,694; 2010, \$20,765)	25,133	24,056
Short-term and other investments	<u>159,804</u>	<u>334,030</u>
Total investments	5,249,739	5,073,623
Cash	38,321	5,928
Deferred policy acquisition costs	271,376	272,825
Goodwill	47,396	47,396
Other assets	230,001	230,113
Separate Account (variable annuity) assets	<u>1,371,214</u>	<u>1,375,656</u>
Total assets	<u>\$7,208,047</u>	<u>\$7,005,541</u>
<b>LIABILITIES AND SHAREHOLDERS EQUITY</b>		
Policy liabilities		
Fixed annuity contract liabilities	\$2,744,487	\$2,614,380
Interest-sensitive life contract liabilities	734,427	725,286
Unpaid claims and claim expenses	331,288	315,436
Future policy benefits	205,170	202,341
Unearned premiums	<u>204,500</u>	<u>211,290</u>
Total policy liabilities	4,219,872	4,068,733
Other policyholder funds	106,358	112,739
Other liabilities	340,634	330,727
Short-term debt	38,000	38,000
Long-term debt	199,712	199,679
Separate Account (variable annuity) liabilities	<u>1,371,214</u>	<u>1,375,656</u>
Total liabilities	<u>6,275,790</u>	<u>6,125,534</u>
Preferred stock, \$0.001 par value, authorized 1,000,000 shares; none issued	-	-
Common stock, \$0.001 par value, authorized 75,000,000 shares; issued, 2011, 61,792,029; 2010, 61,469,148	62	61
Additional paid-in capital	372,514	367,448
Retained earnings	828,609	823,579
Accumulated other comprehensive income (loss) net of taxes:		
Net unrealized gains and losses on fixed maturities and equity securities	152,897	109,737
Net funded status of pension and other postretirement benefit obligations	(13,155)	(13,155)
Treasury stock, at cost, 2011, 21,873,322 shares; 2010, 21,813,196 shares	<u>(408,670)</u>	<u>(407,663)</u>
Total shareholders equity	<u>932,257</u>	<u>880,007</u>
Total liabilities and shareholders equity	<u>\$7,208,047</u>	<u>\$7,005,541</u>

See accompanying Notes to Consolidated Financial Statements.

See accompanying Report of Independent Registered Public Accounting Firm.

**Table of Contents****HORACE MANN EDUCATORS CORPORATION****CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

(Dollars in thousands, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
<b>Revenues</b>				
Insurance premiums and contract charges earned	\$166,345	\$168,430	\$333,031	\$334,783
Net investment income	71,689	69,065	142,158	134,983
Net realized investment gains	5,796	8,376	11,553	13,243
Other income	<u>1,521</u>	<u>2,143</u>	<u>3,082</u>	<u>3,678</u>
Total revenues	<u>245,351</u>	<u>248,014</u>	<u>489,824</u>	<u>486,687</u>
<b>Benefits, losses and expenses</b>				
Benefits, claims and settlement expenses	163,809	118,381	274,410	231,298
Interest credited	38,273	36,220	75,699	71,778
Policy acquisition expenses amortized	22,769	25,826	43,790	45,891
Operating expenses	33,727	33,394	68,658	68,190
Interest expense	<u>3,477</u>	<u>3,481</u>	<u>6,954</u>	<u>6,953</u>
Total benefits, losses and expenses	<u>262,055</u>	<u>217,302</u>	<u>469,511</u>	<u>424,110</u>
Income (loss) before income taxes	(16,704)	30,712	20,313	62,577
Income tax expense (benefit)	<u>(4,887)</u>	<u>7,731</u>	<u>6,189</u>	<u>16,993</u>
Net income (loss)	<u>\$ (11,817)</u>	<u>\$ 22,981</u>	<u>\$ 14,124</u>	<u>\$ 45,584</u>
<b>Net income per share</b>				
Basic	<u>\$ (0.30)</u>	<u>\$ 0.59</u>	<u>\$ 0.35</u>	<u>\$ 1.16</u>
Diluted	<u>\$ (0.30)</u>	<u>\$ 0.56</u>	<u>\$ 0.34</u>	<u>\$ 1.12</u>
<b>Weighted average number of shares and equivalent shares (in thousands)</b>				
Basic	39,893	39,263	39,822	39,235
Diluted	39,893	40,929	41,446	40,855
<b>Net realized investment gains (losses)</b>				
Total other-than-temporary impairment losses on securities	\$ -	\$ (1,106)	\$ -	\$ (1,851)
Portion of losses recognized in other comprehensive income	<u>-</u>	<u>459</u>	<u>-</u>	<u>459</u>
Net other-than-temporary impairment losses on securities recognized in earnings	-	(647)	-	(1,392)
Realized gains	<u>5,796</u>	<u>9,023</u>	<u>11,553</u>	<u>14,635</u>
Total	<u>\$ 5,796</u>	<u>\$ 8,376</u>	<u>\$ 11,553</u>	<u>\$ 13,243</u>

See accompanying Notes to Consolidated Financial Statements.

See accompanying Report of Independent Registered Public Accounting Firm.

**Table of Contents****HORACE MANN EDUCATORS CORPORATION****CONSOLIDATED STATEMENTS OF****COMPREHENSIVE INCOME (UNAUDITED)****(Dollars in thousands)**

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
Comprehensive income				
Net income (loss)	\$(11,817)	\$22,981	\$14,124	\$ 45,584
Other comprehensive income, net of taxes:				
Change in net unrealized gains and losses on fixed maturities and equity securities	46,910	72,444	43,160	111,013
Change in net funded status of pension and other postretirement benefit obligations	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Other comprehensive income	<u>46,910</u>	<u>72,444</u>	<u>43,160</u>	<u>111,013</u>
Total	<u>\$ 35,093</u>	<u>\$95,425</u>	<u>\$57,284</u>	<u>\$156,597</u>

See accompanying Notes to Consolidated Financial Statements.

See accompanying Report of Independent Registered Public Accounting Firm.

**Table of Contents****HORACE MANN EDUCATORS CORPORATION****CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (UNAUDITED)**

(Dollars in thousands, except per share data)

	<b>Six Months Ended June 30,</b>	
	<b><u>2011</u></b>	<b><u>2010</u></b>
<b>Common stock, \$0.001 par value</b>		
Beginning balance	\$ 61	\$ 61
Options exercised, 2011, 136,290 shares; 2010, 6,200 shares	1	-
Conversion of common stock units, 2011, 15,715 shares; 2010, 160,876 shares	-	-
Conversion of restricted stock units, 2011, 170,876 shares; 2010, 46,576 shares	-	-
Ending balance	62	61
<b>Additional paid-in capital</b>		
Beginning balance	367,448	358,081
Options exercised and conversion of common stock units and restricted stock units	4,247	3,194
Share-based compensation expense	819	743
Ending balance	372,514	362,018
<b>Retained earnings</b>		
Beginning balance	823,579	758,343
Net income	14,124	45,584
Cash dividends, 2011, \$0.22 per share; 2010, \$0.16 per share	(9,094)	(6,519)
Ending balance	828,609	797,408
<b>Accumulated other comprehensive income (loss), net of taxes</b>		
Beginning balance	96,582	10,723
Change in net unrealized gains and losses on fixed maturities and equity securities	43,160	111,013
Change in net funded status of pension and other postretirement benefit obligations	-	-
Ending balance	139,742	121,736
<b>Treasury stock, at cost</b>		
Beginning balance, 2011 and 2010, 21,813,196 shares	(407,663)	(407,663)
Acquisition of shares, 2011, 60,126 shares; 2010, 0 shares	(1,007)	-
Ending balance, 2011, 21,873,322 shares; 2010, 21,813,196 shares	(408,670)	(407,663)
Shareholders' equity at end of period	\$ 932,257	\$ 873,560



See accompanying Notes to Consolidated Financial Statements.

See accompanying Report of Independent Registered Public Accounting Firm.

**Table of Contents****HORACE MANN EDUCATORS CORPORATION****CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**

(Dollars in thousands)

	Six Months Ended June 30,	
	<u>2011</u>	<u>2010</u>
Cash flows - operating activities		
Premiums collected	\$ 328,356	\$ 331,793
Policyholder benefits paid	(274,337)	(230,611)
Policy acquisition and other operating expenses paid	(125,321)	(121,369)
Federal income taxes paid	(4,130)	(13,468)
Investment income collected	135,894	133,750
Interest expense paid	(6,784)	(6,774)
Other	(3,027)	735
<b>Net cash provided by operating activities</b>	<b>50,651</b>	<b>94,056</b>
Cash flows - investing activities		
Fixed maturities		
Purchases	(688,483)	(735,773)
Sales	211,284	362,594
Maturities, paydowns, calls and redemptions	207,391	145,605
<b>Net cash provided by short-term and other investments</b>	<b>174,270</b>	<b>99,078</b>
<b>Net cash used in investing activities</b>	<b>(95,538)</b>	<b>(128,496)</b>
Cash flows - financing activities		
Dividends paid to shareholders	(9,094)	(6,519)
Exercise of stock options	2,127	240
Annuity contracts, variable and fixed		
Deposits	188,770	170,104
Benefits, withdrawals and net transfers to Separate Account (variable annuity) assets	(113,693)	(124,727)
Life policy accounts		
Deposits	917	886
Withdrawals and surrenders	(2,560)	(1,185)
Change in bank overdrafts	10,813	3,299
<b>Net cash provided by financing activities</b>	<b>77,280</b>	<b>42,098</b>
<b>Net increase in cash</b>	<b>32,393</b>	<b>7,658</b>
Cash at beginning of period	5,928	7,848
<b>Cash at end of period</b>	<b>\$ 38,321</b>	<b>\$ 15,506</b>

See accompanying Notes to Consolidated Financial Statements.

See accompanying Report of Independent Registered Public Accounting Firm.

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**HORACE MANN EDUCATORS CORPORATION**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

**June 30, 2011 and 2010**

**(Dollars in thousands, except per share data)**

**Note 1 - Basis of Presentation**

The accompanying unaudited consolidated financial statements of Horace Mann Educators Corporation ( HMEC ; and together with its subsidiaries, the Company or Horace Mann ) have been prepared in accordance with United States ( U.S. ) generally accepted accounting principles ( GAAP ) and with the rules and regulations of the Securities and Exchange Commission ( SEC ), specifically Regulation S-X and the instructions to Form 10-Q. Certain information and note disclosures which are normally included in annual financial statements prepared in accordance with GAAP but are not required for interim reporting purposes have been omitted. The Company believes that these consolidated financial statements contain all adjustments (consisting of normal recurring accruals) which are, in the opinion of management, necessary to present fairly the Company s consolidated financial position as of June 30, 2011, the consolidated results of operations and comprehensive income for the three and six months ended June 30, 2011 and 2010, and the consolidated changes in shareholders equity and cash flows for the six months ended June 30, 2011 and 2010. The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect (1) the reported amounts of assets and liabilities, (2) disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and (3) the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The subsidiaries of HMEC market and underwrite tax-qualified retirement annuities and private passenger automobile, homeowners, and life insurance products, primarily to K-12 teachers, administrators and other employees of public schools and their families. HMEC s principal operating subsidiaries are Horace Mann Life Insurance Company, Horace Mann Insurance Company, Teachers Insurance Company, Horace Mann Property & Casualty Insurance Company and Horace Mann Lloyds.

The Company has evaluated subsequent events through the date these consolidated financial statements were issued.

These consolidated financial statements should be read in conjunction with the consolidated financial statements and the related notes to consolidated financial statements included in the Company s Annual Report on Form 10-K for the year ended December 31, 2010.

The results of operations for the three and six months ended June 30, 2011 are not necessarily indicative of the results to be expected for the full year.

The Company has reclassified the presentation of certain prior period information to conform with the 2011 presentation.

**Table of Contents****Note 1 - Basis of Presentation-(Continued)***Adopted Accounting Standards***Investments Held Through Separate Accounts**

Effective January 1, 2011, the Company adopted accounting guidance to address how investments held through the separate accounts of an insurance entity affect the consolidation analysis. The guidance clarifies that an insurance entity should not consider any separate account interests in an investment held for the benefit of policyholders to be the insurer's interest and those interests should not be combined with an insurer's general account interests when making a consolidation assessment. The adoption of this accounting guidance did not have an effect on the results of operations or financial position of the Company.

**Note 2 - Investments***Maturities/Sales of Fixed Maturity Securities*

The following table presents the distribution of the Company's fixed maturity securities (fixed maturities) portfolio by estimated expected maturity. Estimated expected maturities differ from contractual maturities, reflecting assumptions regarding borrowers' utilization of the right to call or prepay obligations with or without call or prepayment penalties. For structured securities, including mortgage-backed securities and other asset-backed securities, estimated expected maturities consider broker dealer survey prepayment assumptions and are verified for consistency with the interest rate and economic environments.

	Percent of Total Fair Value		June 30, 2011	
	June 30, 2011	December 31, 2010	Fair Value	Amortized Cost
Due in 1 year or less	3.7%	3.3%	\$ 189,179	\$ 179,757
Due after 1 year through 5 years	19.1	20.5	965,696	917,598
Due after 5 years through 10 years	31.9	29.5	1,616,576	1,536,062
Due after 10 years through 20 years	23.3	22.7	1,180,226	1,121,444
Due after 20 years	<u>22.0</u>	<u>24.0</u>	<u>1,113,125</u>	<u>1,057,684</u>
Total	<u>100.0%</u>	<u>100.0%</u>	<u>\$5,064,802</u>	<u>\$4,812,545</u>

The average option-adjusted duration for the Company's fixed maturity securities was 6.7 years at June 30, 2011 and 6.9 years at December 31, 2010.

**Table of Contents****Note 2 - Investments-(Continued)**

Proceeds received from sales of fixed maturities, determined using the specific identification method, and gross gains and gross losses realized as a result of those sales for each period were:

	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
Proceeds received	\$80,018	\$272,792	\$211,284	\$362,594
Gross gains realized	5,139	13,217	9,682	16,780
Gross losses realized	-	(5,069)	(83)	(5,075)

*Unrealized Gains and Losses on Fixed Maturities and Equity Securities*

The amortized cost or cost, unrealized investment gains and losses, fair values and other-than-temporary impairment ( OTTI ) included in accumulated other comprehensive income (loss) ( AOCI ) of all fixed maturities and equity securities in the portfolio as of June 30, 2011 and December 31, 2010 were as follows:

	Amortized Cost/Cost	Unrealized Gains	Unrealized Losses	Fair Value	OTTI in AOCI (2)
<b>June 30, 2011</b>					
Fixed maturity securities					
U.S. government and federally sponsored agency obligations					
(1)					
Mortgage-backed securities	\$ 440,319	\$ 33,297	\$ 805	\$ 472,811	\$ -
Other	581,525	8,590	19,833	570,282	-
Municipal bonds	1,123,833	49,605	5,964	1,167,474	-
Foreign government bonds	42,961	4,272	-	47,233	-
Corporate bonds	1,893,721	163,222	7,586	2,049,357	-
Other mortgage-backed securities	730,186	37,324	9,865	757,645	2,257
Totals	\$ 4,812,545	\$ 296,310	\$ 44,053	\$ 5,064,802	\$ 2,257
Equity securities					
	\$ 20,694	\$ 4,801	\$ 362	\$ 25,133	\$ -
<b>December 31, 2010</b>					
Fixed maturity securities					
U.S. government and federally sponsored agency obligations					
(1)					
Mortgage-backed securities	\$ 442,969	\$ 26,255	\$ 1,180	\$ 468,044	\$ -
Other	512,692	6,227	21,465	497,454	-
Municipal bonds	1,080,324	27,782	19,399	1,088,707	-
Foreign government bonds	42,982	2,554	-	45,536	-
Corporate bonds	1,790,159	152,866	10,437	1,932,588	-
Other mortgage-backed securities	664,107	34,746	15,645	683,208	1,401
Totals	\$ 4,533,233	\$ 250,430	\$ 68,126	\$ 4,715,537	\$ 1,401

Equity securities	\$	20,765	\$	3,747	\$	456	\$	24,056	\$	-
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- (1) Fair value includes securities issued by Federal National Mortgage Association ( FNMA ) of \$497,634 and \$431,635; Federal Home Loan Mortgage Association ( FHLMA ) of \$323,730 and \$310,751; and Government National Mortgage Association ( GNMA ) of \$39,913 and \$45,454 as of June 30, 2011 and December 31, 2010, respectively.
- (2) Represents the amount of other-than-temporary impairment losses in AOCI which, beginning April 1, 2009, was not included in earnings under current accounting guidance. Amounts also include unrealized gains and losses on impaired securities relating to changes in the fair value of such securities subsequent to the impairment measurement date.

**Table of Contents****Note 2 - Investments-(Continued)**

Net unrealized gains and losses are computed as the difference between fair value and amortized cost for fixed maturities or cost for equity securities. The following table reconciles the net unrealized investment gains and losses, net of tax, included in accumulated other comprehensive income (loss), before the impact of deferred policy acquisition costs:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Net unrealized investment gains (losses) on fixed maturity securities, net of tax				
Beginning of period	\$114,515	\$ 64,436	\$118,498	\$ 24,599
Change in unrealized investment gains and losses	41,945	72,668	34,220	110,693
Reclassification of net realized investment (gains) losses to net income	<u>7,507</u>	<u>7,410</u>	<u>11,249</u>	<u>9,222</u>
End of period	<u>\$163,967</u>	<u>\$144,514</u>	<u>\$163,967</u>	<u>\$144,514</u>
Net unrealized investment gains (losses) on equity securities, net of tax				
Beginning of period	\$ 2,497	\$ 1,667	\$ 2,139	\$ (1,189)
Change in unrealized investment gains and losses	385	(1,451)	743	1,191
Reclassification of net realized investment (gains) losses to net income	<u>3</u>	<u>60</u>	<u>3</u>	<u>274</u>
End of period	<u>\$ 2,885</u>	<u>\$ 276</u>	<u>\$ 2,885</u>	<u>\$ 276</u>

*Credit Losses*

The following table summarizes the cumulative amounts related to the Company's credit loss component of the other-than-temporary impairment losses on fixed maturity securities held as of June 30, 2011 and 2010 that the Company did not intend to sell as of those dates, and it was not more likely than not that the Company would be required to sell the securities before the anticipated recovery of the amortized cost bases, for which the non-credit portions of the other-than-temporary impairment losses were recognized in other comprehensive income:

	Six Months Ended June 30,	
	2011	2010
Cumulative credit loss (1)		
Beginning of period	\$4,518	\$2,875
New credit losses	-	647
Losses related to securities sold or paid down during the period	<u>(561)</u>	<u>-</u>
End of period	<u>\$3,957</u>	<u>\$3,522</u>

- (1) The cumulative credit loss amounts exclude other-than-temporary impairment losses on securities held as of the periods indicated that the Company intended to sell or it was more likely than not that the Company would be required to sell the security before the recovery of the amortized cost basis. The current definition, reporting and disclosure of credit loss was effective as of April 1, 2009.



**Table of Contents****Note 2 - Investments-(Continued)***Fixed Maturities and Equity Securities*

At June 30, 2011, the gross unrealized loss in the fixed maturity and equity securities portfolio was \$44,415 (257 positions, the fair value of which represented 17.9% of total fixed maturity and equity securities fair value). The following table presents the fair value and gross unrealized losses of fixed maturity securities and equity securities in an unrealized loss position at June 30, 2011 and December 31, 2010. The Company views the decrease in value of all of the securities with unrealized losses at June 30, 2011 which was driven largely by spread widening and changes in interest rates from the date of acquisition as temporary. For fixed maturity securities, management does not have the intent to sell the securities and it is not more likely than not the Company will be required to sell the securities before the anticipated recovery of the amortized cost bases. In addition, management expects to recover the entire cost basis of the fixed maturity securities. For equity securities, the Company has the ability and intent to hold the securities for the recovery of cost. Therefore, no impairment of these securities was recorded at June 30, 2011.

	\$1,053,018	\$1,053,018	\$1,053,018	\$1,053,018	\$1,053,018	\$1,053,018
	<b>12 Months or Less</b>		<b>More than 12 Months</b>		<b>Total</b>	
	<b>Gross</b>		<b>Gross</b>		<b>Gross</b>	
	<b>Unrealized</b>		<b>Unrealized</b>		<b>Unrealized</b>	
	<b>Fair Value</b>	<b>Losses</b>	<b>Fair Value</b>	<b>Losses</b>	<b>Fair Value</b>	<b>Losses</b>
<b>June 30, 2011</b>						
Fixed maturity securities						
U.S. government and federally sponsored agency obligations						
Mortgage-backed securities	\$ 23,787	\$ 796	\$ 1,712	\$ 9	\$ 25,499	\$ 805
Other	331,632	19,833	-	-	331,632	19,833
Municipal bonds	189,516	3,629	29,650	2,335	219,166	5,964
Foreign government bonds	-	-	-	-	-	-
Corporate bonds	171,783	3,415	25,241	4,171	197,024	7,586
Other mortgage-backed securities	<u>77,518</u>	<u>1,549</u>	<u>55,962</u>	<u>8,316</u>	<u>133,480</u>	<u>9,865</u>
Totals	<u>\$ 794,236</u>	<u>\$29,222</u>	<u>\$112,565</u>	<u>\$ 14,831</u>	<u>\$ 906,801</u>	<u>\$44,053</u>
Equity securities (1)	<u>\$ 524</u>	<u>\$ 28</u>	<u>\$ 5,658</u>	<u>\$ 334</u>	<u>\$ 6,182</u>	<u>\$ 362</u>
<b>December 31, 2010</b>						
Fixed maturity securities						
U.S. government and federally sponsored agency obligations						
Mortgage-backed securities	\$ 27,111	\$ 1,179	\$ 1,907	\$ 1	\$ 29,018	\$ 1,180
Other	312,750	21,465	-	-	312,750	21,465
Municipal bonds	416,216	14,520	34,825	4,879	451,041	19,399
Foreign government bonds	-	-	-	-	-	-
Corporate bonds	179,339	4,587	45,789	5,850	225,128	10,437
Other mortgage-backed securities	<u>117,602</u>	<u>2,932</u>	<u>68,921</u>	<u>12,713</u>	<u>186,523</u>	<u>15,645</u>
Totals	<u>\$1,053,018</u>	<u>\$44,683</u>	<u>\$151,442</u>	<u>\$ 23,443</u>	<u>\$1,204,460</u>	<u>\$68,126</u>
Equity securities (1)	<u>\$ 938</u>	<u>\$ 49</u>	<u>\$ 5,822</u>	<u>\$ 407</u>	<u>\$ 6,760</u>	<u>\$ 456</u>

(1) Includes primarily nonredeemable (perpetual) preferred stocks and also common stocks.

The Company's investment portfolio includes no free-standing derivative financial instruments (futures, forwards, swaps, option contracts or other financial instruments with similar characteristics).

**Table of Contents****Note 3 - Fair Value of Financial Instruments**

The following table presents the Company's fair value hierarchy for those assets and liabilities measured at fair value on a recurring and nonrecurring basis as of June 30, 2011 and December 31, 2010. At June 30, 2011, Level 3 invested assets comprised approximately 1.0% of the Company's total investment portfolio fair value.

	Carrying Amount	Fair Value	Fair Value Measurements at Reporting Date Using (1)		
			Level 1	Level 2	Level 3
<b>June 30, 2011</b>					
Financial Assets					
Investments					
Fixed maturities					
U.S. government and federally sponsored agency obligations					
Mortgage-backed securities	\$ 472,811	\$ 472,811	\$ -	\$ 472,811	\$ -
Other	570,282	570,282	117,554	452,728	-
Municipal bonds	1,167,474	1,167,474	-	1,167,474	-
Foreign government bonds	47,233	47,233	-	47,233	-
Corporate bonds	2,049,357	2,049,357	30,508	1,969,564	49,285
Other mortgage-backed securities	757,645	757,645	-	756,821	824
Totals	5,064,802	5,064,802	148,062	4,866,631	50,109
Equity securities	25,133	25,133	10,242	14,507	384
Short-term investments	35,020	35,020	31,737	3,283	-
Other investments (2)	124,784	128,733	-	-	-
Total investments	5,249,739	5,253,688	190,041	4,884,421	50,493
Separate Account (variable annuity) assets	1,371,214	1,371,214	-	1,371,214	-
Financial Liabilities					
Fixed annuity contract liabilities					
Policyholder account balances on interest-sensitive life contracts	79,471	74,787			
Other policyholder funds	106,358	106,358			
Short-term debt	38,000	38,000			
Long-term debt	199,712	217,987			
<b>December 31, 2010</b>					
Financial Assets					
Investments					
Fixed maturities					
U.S. government and federally sponsored agency obligations					
Mortgage-backed securities	\$ 468,044	\$ 468,044	\$ -	\$ 468,044	\$ -
Other	497,454	497,454	114,931	382,523	-
Municipal bonds	1,088,707	1,088,707	-	1,088,707	-
Foreign government bonds	45,536	45,536	-	45,536	-
Corporate bonds	1,932,588	1,932,588	32,087	1,855,257	45,244
Other mortgage-backed securities	683,208	683,208	-	682,263	945
Totals	4,715,537	4,715,537	147,018	4,522,330	46,189
Equity securities	24,056	24,056	9,866	13,794	396
Short-term investments	211,998	211,998	204,950	7,048	-

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Other investments (2)	122,032	125,790	-	-	-
Total investments	5,073,623	5,077,381	361,834	4,543,172	46,585
Separate Account (variable annuity) assets	1,375,656	1,375,656	-	1,375,656	-
<b>Financial Liabilities</b>					
Fixed annuity contract liabilities	2,614,380	2,346,971			
Policyholder account balances on interest-sensitive life contracts	79,710	75,011			
Other policyholder funds	112,739	112,739			
Short-term debt	38,000	38,000			
Long-term debt	199,679	214,971			

- (1) This information is not required for financial and nonfinancial assets and liabilities not recognized at fair value in the Consolidated Balance Sheets.
- (2) Fair value of Other investments includes investments, primarily policy loans, for which inputs to fair value measurements are not required. Inputs to fair value measurements are provided only for those investments carried at fair value.

**Table of Contents****Note 3 - Fair Value of Financial Instruments-(Continued)**

The Company did not have any transfers between Levels 1 and 2 during the six months ended June 30, 2011. The following tables present reconciliations for the three and six months ended June 30, 2011 and 2010 for all Level 3 assets measured at fair value on a recurring basis.

	<b>Corporate Bonds</b>	<b>Other Mortgage- Backed Securities</b>	<b>Total Fixed Maturities</b>	<b>Equity Securities</b>	<b>Total</b>
<b>Financial Assets</b>					
Beginning balance, April 1, 2011	\$33,557	\$877	\$34,434	\$396	\$34,830
Transfers in (out) of Level 3 (1)	15,054	-	15,054	-	15,054
Total gains or losses					
Net realized gains (losses) included in net income	-	-	-	-	-
Net unrealized gains (losses) included in other comprehensive income	967	6	973	(12)	961
Purchases	-	-	-	-	-
Issuances	-	-	-	-	-
Sales	-	-	-	-	-
Settlements	-	-	-	-	-
Paydowns and maturities	<u>(293)</u>	<u>(59)</u>	<u>(352)</u>	<u>-</u>	<u>(352)</u>
Ending balance, June 30, 2011	<u>\$49,285</u>	<u>\$824</u>	<u>\$50,109</u>	<u>\$384</u>	<u>\$50,493</u>
Beginning balance, January 1, 2011	\$45,244	\$945	\$46,189	\$396	\$46,585
Transfers in (out) of Level 3 (1)	3,664	-	3,664	-	3,664
Total gains or losses					
Net realized gains (losses) included in net income	-	-	-	-	-
Net unrealized gains (losses) included in other comprehensive income	845	14	859	(12)	847
Purchases	-	-	-	-	-
Issuances	-	-	-	-	-
Sales	-	-	-	-	-
Settlements	-	-	-	-	-
Paydowns and maturities	<u>(468)</u>	<u>(135)</u>	<u>(603)</u>	<u>-</u>	<u>(603)</u>
Ending balance, June 30, 2011	<u>\$49,285</u>	<u>\$824</u>	<u>\$50,109</u>	<u>\$384</u>	<u>\$50,493</u>

- (1) Transfers into and out of Level 3 during the periods ended June 30, 2011 were attributable to changes in the availability of observable market information for individual fixed maturity securities. The Company's policy is to recognize transfers in and transfers out as of the ending date of the reporting period.

**Table of Contents****Note 3 - Fair Value of Financial Instruments-(Continued)**

	Corporate Bonds	Other Mortgage- Backed Securities	Total Fixed Maturities	Equity Securities	Total
<b>Financial Assets</b>					
Beginning balance, April 1, 2010	\$ 3,982	\$7,456	\$11,438	\$539	\$11,977
Transfers in (out) of Level 3 (1)	8,846	-	8,846	-	8,846
Total gains or losses					
Net realized gains (losses) included in net income	-	-	-	-	-
Net unrealized gains (losses) included in other comprehensive income	256	156	412	-	412
Purchases	-	-	-	-	-
Issuances	-	-	-	-	-
Sales	-	-	-	-	-
Settlements	-	-	-	-	-
Paydowns and maturities	(167)	(99)	(266)	-	(266)
Ending balance, June 30, 2010	<u>\$12,917</u>	<u>\$7,513</u>	<u>\$20,430</u>	<u>\$539</u>	<u>\$20,969</u>
Beginning balance, January 1, 2010	\$ 2,439	\$7,860	\$10,299	\$539	\$10,838
Transfers in (out) of Level 3 (1)	10,153	(390)	9,763	-	9,763
Total gains or losses					
Net realized gains (losses) included in net income	-	-	-	-	-
Net unrealized gains (losses) included in other comprehensive income	495	303	798	-	798
Purchases	-	-	-	-	-
Issuances	-	-	-	-	-
Sales	-	-	-	-	-
Settlements	-	-	-	-	-
Paydowns and maturities	(170)	(260)	(430)	-	(430)
Ending balance, June 30, 2010	<u>\$12,917</u>	<u>\$7,513</u>	<u>\$20,430</u>	<u>\$539</u>	<u>\$20,969</u>

(1) Transfers into and out of Level 3 during the periods ended June 30, 2010 were attributable to changes in the availability of observable market information for individual fixed maturity securities. The Company's policy is to recognize transfers in and transfers out as of the ending date of the reporting period.

At June 30, 2011 and 2010, there were no realized gains or losses, due to the change in unrealized gains or losses, included in earnings that were attributable to Level 3 assets still held.

**Table of Contents****Note 4 - Debt**

Indebtedness outstanding was as follows:

	<b>June 30, 2011</b>	<b>December 31, 2010</b>
Short-term debt:		
Bank Credit Facility	\$ 38,000	\$ 38,000
Long-term debt:		
6.05% Senior Notes, due June 15, 2015. Aggregate principal amount of \$75,000 less unaccrued discount of \$105 and \$118 (6.1% imputed rate)	74,895	74,882
6.85% Senior Notes, due April 15, 2016. Aggregate principal amount of \$125,000 less unaccrued discount of \$183 and \$203 (6.9% imputed rate)	124,817	124,797
Total	\$237,712	\$237,679

The Bank Credit Facility, 6.05% Senior Notes due 2015 ( Senior Notes due 2015 ) and 6.85% Senior Notes due 2016 ( Senior Notes due 2016 ) are described in Notes to Consolidated Financial Statements Note 5 Debt of the Company Annual Report on Form 10-K for the year ended December 31, 2010.

**Table of Contents****Note 5 - Pension Plans and Other Postretirement Benefits**

The Company has the following retirement plans: a defined contribution plan; a 401(k) plan; a defined benefit plan for employees hired on or before December 31, 1998; and certain employees participate in a supplemental defined contribution plan or a supplemental defined benefit plan or both.

*Defined Benefit Plan and Supplemental Defined Benefit Plans*

The following tables summarize the components of net periodic pension cost recognized for the defined benefit plan and the supplemental defined benefit plans for the three and six months ended June 30, 2011 and 2010.

	<b>Defined Benefit Plan</b>			
	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b>		<b>June 30,</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
<b>Components of net periodic pension (income) expense:</b>				
Service cost:				
Benefit accrual	\$ -	\$ -	\$ -	\$ -
Other expenses	57	62	125	125
Interest cost	388	466	844	938
Expected return on plan assets	(556)	(597)	(1,210)	(1,194)
Settlement loss	-	382	-	774
Amortization of:				
Prior service cost	-	-	-	-
Actuarial loss	<u>408</u>	<u>248</u>	<u>888</u>	<u>523</u>
Net periodic pension expense	<u>\$ 297</u>	<u>\$ 561</u>	<u>\$ 647</u>	<u>\$ 1,166</u>

	<b>Supplemental Defined Benefit Plans</b>			
	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b>		<b>June 30,</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
<b>Components of net periodic pension (income) expense:</b>				
Service cost:				
Benefit accrual	\$ -	\$ -	\$ -	\$ -
Other expenses	-	-	-	-
Interest cost	208	265	397	546
Expected return on plan assets	-	-	-	-
Settlement loss	-	-	-	-
Amortization of:				
Prior service cost	33	31	63	62
Actuarial loss	<u>173</u>	<u>62</u>	<u>329</u>	<u>123</u>
Net periodic pension expense	<u>\$ 414</u>	<u>\$ 358</u>	<u>\$ 789</u>	<u>\$ 731</u>



**Table of Contents****Note 5 - Pension Plans and Other Postretirement Benefits-(Continued)**

There is a minimum funding requirement of approximately \$900 for the Company's defined benefit plan in 2011. Consistent with disclosure in Notes to Consolidated Financial Statements Note 9 Pension Plans and Other Postretirement Benefits of the Company's Annual Report on Form 10-K for the year ended December 31, 2010, for the full year the Company expects to contribute approximately \$5,200 to the defined benefit plan and approximately \$1,300 to the supplemental retirement plans in 2011. The Company contributed \$214 to the defined benefit plan and \$1,320 to the supplemental retirement plans during the six months ended June 30, 2011. Also, consistent with disclosure in Notes to Consolidated Financial Statements Note 9 Pension Plans and Other Postretirement Benefits of the Company's Annual Report on Form 10-K for the year ended December 31, 2010, the Company expects amortization of net losses of \$1,775 and \$658 for the defined benefit plan and the supplemental retirement plans, respectively, and expects amortization of prior service cost of \$124 for the supplemental retirement plans to be included in net periodic pension expense for the year ended December 31, 2011.

*Postretirement Benefits Other Than Pensions*

In addition to providing pension benefits, the Company also provides certain health care and life insurance benefits to eligible employees. Effective January 1, 2007, the Company eliminated the previous group health insurance benefits for retirees 65 years of age and over, including elimination of pharmacy benefits for Medicare eligible retirees, and established a Health Reimbursement Account ( HRA ) for each eligible participant. Funding of HRA accounts was \$116 and \$203 for the six months ended June 30, 2011 and 2010, respectively.

The following table summarizes the components of the net periodic benefit for postretirement benefits other than pensions for the three and six months ended June 30, 2011 and 2010.

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b>		<b>June 30,</b>	
	<b><u>2011</u></b>	<b><u>2010</u></b>	<b><u>2011</u></b>	<b><u>2010</u></b>
Components of net periodic benefit:				
Service cost	\$ -	\$ -	\$ -	\$ -
Interest cost	35	42	59	85
Amortization of prior service cost	-	-	-	-
Amortization of prior gains	<u>(161)</u>	<u>(130)</u>	<u>(275)</u>	<u>(260)</u>
Net periodic benefit	<u>\$(126)</u>	<u>\$(88)</u>	<u>\$(216)</u>	<u>\$(175)</u>

Consistent with disclosure in Notes to Consolidated Financial Statements Note 9 Pension Plans and Other Postretirement Benefits of the Company's Annual Report on Form 10-K for the year ended December 31, 2010, for the full year the Company expects to contribute approximately \$600 to the postretirement benefit plans other than pensions in 2011, of which \$257 was contributed during the six months ended June 30, 2011. In addition, the Company expects amortization of prior gains of \$550 to be included in the net periodic benefit for the year ended December 31, 2011.

**Table of Contents****Note 6 - Reinsurance**

The Company recognizes the cost of reinsurance premiums over the contract periods for such premiums in proportion to the insurance protection provided. Amounts recoverable from reinsurers for unpaid claims and claim settlement expenses, including estimated amounts for unsettled claims, claims incurred but not yet reported and policy benefits, are estimated in a manner consistent with the insurance liability associated with the policy. The effects of reinsurance on premiums written and contract deposits; premiums and contract charges earned; and benefits, claims and settlement expenses were as follows:

	Gross Amount	Ceded to Other Companies	Assumed from Other Companies	Net Amount
<b>Three months ended June 30, 2011</b>				
Premiums written and contract deposits	\$266,430	\$ 8,228	\$1,122	\$259,324
Premiums and contract charges earned	173,968	8,637	1,014	166,345
Benefits, claims and settlement expenses	173,461	10,359	707	163,809
<b>Three months ended June 30, 2010</b>				
Premiums written and contract deposits	\$262,216	\$ 8,669	\$1,219	\$254,766
Premiums and contract charges earned	176,338	9,039	1,131	168,430
Benefits, claims and settlement expenses	119,411	1,913	883	118,381
<b>Six months ended June 30, 2011</b>				
Premiums written and contract deposits	\$518,081	\$16,214	\$1,559	\$503,426
Premiums and contract charges earned	348,670	17,222	1,583	333,031
Benefits, claims and settlement expenses	286,385	13,200	1,225	274,410
<b>Six months ended June 30, 2010</b>				
Premiums written and contract deposits	\$508,169	\$17,224	\$2,527	\$493,472
Premiums and contract charges earned	350,501	18,188	2,470	334,783
Benefits, claims and settlement expenses	234,881	5,551	1,968	231,298

**Table of Contents****Note 7 - Segment Information**

The Company conducts and manages its business through four segments. The three operating segments, representing the major lines of insurance business, are: property and casualty insurance, principally personal lines automobile and homeowners products; annuity products, principally tax-qualified fixed and variable deposits; and life insurance. The Company does not allocate the impact of corporate level transactions to the insurance segments, consistent with the basis for management's evaluation of the results of those segments, but classifies those items in the fourth segment, corporate and other. In addition to ongoing transactions such as debt service, realized investment gains and losses and certain public company expenses, within the past five years such items also have included debt retirement costs/gains. Summarized financial information for these segments is as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
<b>Insurance premiums and contract charges earned</b>				
Property and casualty	\$ 136,455	\$ 138,756	\$ 273,820	\$ 276,499
Annuity	4,751	4,574	9,507	8,826
Life	25,139	25,100	49,704	49,458
<b>Total</b>	<b>\$ 166,345</b>	<b>\$ 168,430</b>	<b>\$ 333,031</b>	<b>\$ 334,783</b>
<b>Net investment income</b>				
Property and casualty	\$ 9,261	\$ 9,069	\$ 18,475	\$ 17,915
Annuity	45,213	42,634	89,447	83,047
Life	17,470	17,620	34,746	34,544
Corporate and other	(1)	2	(1)	(2)
Intersegment eliminations	(254)	(260)	(509)	(521)
<b>Total</b>	<b>\$ 71,689</b>	<b>\$ 69,065</b>	<b>\$ 142,158</b>	<b>\$ 134,983</b>
<b>Net income (loss)</b>				
Property and casualty	\$ (25,667)	\$ 8,527	\$ (13,333)	\$ 19,539
Annuity	7,478	6,808	16,162	14,143
Life	5,761	5,523	9,909	10,088
Corporate and other	611	2,123	1,386	1,814
<b>Total</b>	<b>\$ (11,817)</b>	<b>\$ 22,981</b>	<b>\$ 14,124</b>	<b>\$ 45,584</b>

	June 30, 2011	December 31, 2010
<b>Assets</b>		
Property and casualty	\$ 973,464	\$ 954,201
Annuity	4,719,552	4,556,317
Life	1,422,647	1,393,169
Corporate and other	126,434	130,191
Intersegment eliminations	(34,050)	(28,337)

Total	\$7,208,047	\$7,005,541
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**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**(Dollars in millions, except per share data)**

**Forward-looking Information**

Statements made in the following discussion that are not historical in nature are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995 and are subject to known and unknown risks, uncertainties and other factors. Horace Mann is not under any obligation to (and expressly disclaims any such obligation to) update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. It is important to note that the Company's actual results could differ materially from those projected in forward-looking statements due to, among other risks and uncertainties inherent in the Company's business, the following important factors:

The impact that a prolonged economic recession may have on the Company's investment portfolio; volume of new business for automobile, homeowners, annuity and life products; policy renewal rates; and additional annuity contract deposit receipts.

Changes in the composition of the Company's assets and liabilities which may result from occurrences such as acquisitions, divestitures, impairment in asset values or changes in estimates of insurance reserves.

Fluctuations in the fair value of securities in the Company's investment portfolio and the related after-tax effect on the Company's shareholders' equity and total capital through either realized or unrealized investment losses, as well as the potential impact on the ability of the Company's insurance subsidiaries to distribute cash to the holding company and/or need for the holding company to make capital contributions to the insurance subsidiaries. In addition, the impact of fluctuations in the financial market on the Company's defined benefit pension plan assets and the related after-tax effect on the Company's operating expenses, shareholders' equity and total capital.

Prevailing interest rate levels, including the impact of interest rates on (1) unrealized gains and losses in the Company's investment portfolio and the related after-tax effect on the Company's shareholders' equity and total capital, (2) the book yield of the Company's investment portfolio, (3) the Company's ability to maintain appropriate interest rate spreads over the fixed rates guaranteed in the Company's life and annuity products and (4) amortization of deferred policy acquisition costs.

The impact of fluctuations in the financial market on the Company's variable annuity fee revenues, amortization of deferred policy acquisition costs, and the level of guaranteed minimum death benefit reserves.

Defaults on interest or dividend payments in the Company's investment portfolio due to credit issues and the resulting impact on investment income.

The frequency and severity of catastrophes such as hurricanes, earthquakes, storms and wildfires and the ability of the Company to provide accurate estimates of ultimate catastrophe costs in its consolidated financial statements in light of such factors as: the proximity of the catastrophe occurrence date to the date of the consolidated financial statements; potential inflation of property repair costs in the affected area; the occurrence of multiple catastrophes in a geographic area over a relatively short period of time; the outcome of litigation which may be filed against the Company by policyholders, state attorneys general and other parties relative to loss coverage disputes and loss settlement payments; and the ability of state insurance facilities to assess participating insurers when financial deficits occur.

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The Company's risk exposure to catastrophe-prone areas. Based on full year 2010 property and casualty direct earned premiums, the Company's ten largest states represented 58% of the segment total. Included in this top ten group are certain states which are considered more prone to catastrophe occurrences: California, Florida, North Carolina, Texas, Louisiana, South Carolina and Georgia.

The potential near-term, adverse impact of underwriting actions to mitigate the Company's risk exposure to catastrophe-prone areas on premium, policy and earnings growth.

The ability of the Company to maintain a favorable catastrophe reinsurance program considering both availability and cost; and the collectibility of reinsurance receivables.

Adverse development of property and casualty loss and loss adjustment expense reserve experience and its impact on estimated claims and claim expenses for losses occurring in prior years.

Climate change, to the extent it produces rising temperatures and changes in weather patterns, which could impact the frequency and/or severity of weather events and wildfires, the affordability and availability of catastrophe reinsurance coverage, and the Company's ability to make homeowners insurance available to its customers.

Adverse changes in market appreciation, interest spreads, business persistency and policyholder mortality and morbidity rates and the resulting impact on both estimated reserves and the amortization of deferred policy acquisition costs.

Adverse results from the assessment of the Company's goodwill asset requiring write off of the impaired portion.

The Company's ability to maintain favorable claims-paying ability ratings.

The Company's ability to maintain favorable financial strength and debt ratings.

The impact of fluctuations in the capital markets on the Company's ability to refinance outstanding indebtedness or repurchase shares of the Company's common stock.

The Company's ability to (1) develop and expand its marketing operations, including agents and other points of distribution, and (2) maintain and obtain sponsorships by and/or marketing agreements with local, state and national education associations, as well as various school administrator, principal and business official associations.

The competitive impact of Section 403(b) tax-qualified annuity regulations, including (1) their potential to lead plan sponsors to further restrict the number of providers and (2) the possible increased competition within the 403(b) market from larger companies experienced in 401(k) plans.

The effects of economic forces and other issues affecting the educator market including, but not limited to, federal, state and local budget deficits and cut-backs and adverse changes in state and local tax revenues. The effects of these forces include, among others, teacher layoffs and early retirements, as well as individual concerns regarding employment and economic uncertainty.

The Company's ability to profitably expand its property and casualty business in highly competitive environments.

Changes in insurance regulations, including (1) those affecting the ability of the Company's insurance subsidiaries to distribute cash to the holding company and (2) those impacting the Company's ability to profitably write property and casualty insurance policies in one or more states.

Changes in federal and state tax laws, including changes in elements of taxation or rates of taxation which could be in response to budget pressures related to general economic conditions or other factors, and changes resulting from tax audits affecting corporate tax rates.

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Changes in federal and state laws and regulations, which affect the relative tax and other advantages of the Company's life and annuity products to customers, including, but not limited to, changes in IRS regulations governing Section 403(b) plans.

Changes in federal and state laws and regulations, which affect the relative tax advantage of certain investments or which affect the ability of debt issuers to declare bankruptcy or restructure debt.

The cyclical nature of the insurance industry and the related effects of changes in price competition and industry-wide underwriting results.

The resolution of legal proceedings and related matters including the potential adverse impact on the Company's reputation and charges against the Company's earnings resulting from legal defense costs, a settlement agreement and/or an adverse finding or findings against the Company from the proceedings.

The Company's dated and complex information systems, which are difficult to upgrade and more prone to error than advanced technology systems.

Disruptions of the general business climate, investments, capital markets and consumer attitudes caused by pandemics or geopolitical acts such as terrorism, war or other similar events.

**Executive Summary**

Horace Mann Educators Corporation ( HMEC ; and together with its subsidiaries, the Company or Horace Mann ) is an insurance holding company. Through its subsidiaries, HMEC markets and underwrites personal lines of property and casualty insurance, retirement annuities and life insurance in the U.S. The Company markets its products primarily to K-12 teachers, administrators and other employees of public schools and their families.

For the three months ended June 30, 2011, the Company reported a net loss of \$11.8 million, which represented a decrease of \$34.8 million compared to the prior year, primarily due to the \$25.2 million increase in after tax property and casualty catastrophe losses. After-tax net realized investment gains decreased by \$1.8 million between periods. For the property and casualty segment, net income decreased \$34.1 million, compared to a year earlier, due to the increase in catastrophe losses as well as an increase in current quarter automobile liability claims severity, non-catastrophe weather-related claims and re-estimates of first quarter 2011 reserves in the property line. Annuity segment net income increased 9%, or \$0.6 million, compared to the second quarter of 2010, reflecting improvements in the interest margin and the impact from the evaluation of deferred policy acquisition costs, partially offset by a non-recurring tax benefit recorded in the prior year. Life segment net income increased 5%, or \$0.3 million, compared to a year earlier, primarily due to lower mortality costs.

For the six months ended June 30, 2011, the Company's net income of \$14.1 million represented a decrease of \$31.5 million, or 69%, compared to the prior year primarily due to the increase in property and casualty catastrophe losses. After-tax net realized investment gains decreased by \$1.2 million between periods. For the property and casualty segment, the net loss of \$13.3 million reflected a decrease of \$32.8 million, compared to net income for the first half of 2010, due to the increase in catastrophe costs, primarily in the property line. Catastrophe costs increased \$26.0 million after tax compared to the prior year. In addition, favorable prior years' property and casualty reserve development was recorded in the current period; however, the level was \$2.3 million after tax lower than the same period a year ago. For the six months, current period incurred sinkhole claims in Florida were less than the prior year by approximately \$1 million after tax. Excluding catastrophe losses, current accident year

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results for the property line improved compared to a year earlier. Including all factors, the property and casualty combined ratio was 114.8% for the first six months of 2011 compared to 97.7% for the same period in 2010. Annuity segment net income increased 14%, or \$2.0 million, compared to the first six months of 2010, reflecting improvements in the interest margin and the impact from the evaluation of deferred policy acquisition costs, partially offset by a non-recurring tax benefit recorded in the prior year. Life segment net income decreased 2%, or \$0.2 million, compared to the first half of 2010.

Premiums written and contract deposits increased 2% compared to both the second quarter and first half of 2010, driven by the increase in annuity deposit receipts. Building on increased levels of receipts in 2010, annuity deposits received increased 11% compared to the first six months of 2010, reflecting a 33% increase in single deposit and rollover receipts in the current year. Property and casualty segment premiums written decreased 3% compared to the prior year-to-date, with approximately 2 percentage points of the decrease related to the Company's Florida homeowners non-renewal program. Total new automobile sales units and true new auto sales units for the current period were 8% and 13% less, respectively, than in the first six months of 2010. Increases in average premium per policy for both homeowners and automobile in the current year were more than offset by the reduced level of automobile and homeowners policies in force. Life segment insurance premiums and contract deposits decreased 1% compared to the first half of the prior year.

The Company's book value per share was \$23.35 at June 30, 2011, an increase of 5% compared to 12 months earlier, reflecting net income for the trailing 12 months and the improvement in unrealized investment gains and losses due to narrowing of credit spreads.

## **Critical Accounting Policies**

The preparation of consolidated financial statements in conformity with U.S. generally accepted accounting principles ( GAAP ) requires the Company's management to make estimates and assumptions based on information available at the time the consolidated financial statements are prepared. These estimates and assumptions affect the reported amounts of the Company's consolidated assets, liabilities, shareholders' equity and net income. Certain accounting estimates are particularly sensitive because of their significance to the Company's consolidated financial statements and because of the possibility that subsequent events and available information may differ markedly from management's judgments at the time the consolidated financial statements were prepared. Management has discussed with the Audit Committee the quality, not just the acceptability, of the Company's accounting principles as applied in its financial reporting. The discussions generally included such matters as the consistency of the Company's accounting policies and their application, and the clarity and completeness of the Company's consolidated financial statements, which include related disclosures. For the Company, the areas most subject to significant management judgments include: fair value measurements, other-than-temporary impairment of investments, goodwill, deferred policy acquisition costs for annuity and interest-sensitive life products, liabilities for property and casualty claims and claim expenses, liabilities for future policy benefits, deferred taxes and valuation of assets and liabilities related to the defined benefit pension plan.



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### *Fair Value Measurements*

The fair value of a financial instrument is the estimated amount at which the instrument could be exchanged in an orderly transaction between knowledgeable, unrelated and willing parties. The valuation of fixed maturity securities and equity securities is more subjective when markets are less liquid due to the lack of market based inputs, which may increase the potential that the estimated fair value of an investment is not reflective of the price at which an actual transaction would occur.

### Valuation of Fixed Maturity and Equity Securities

For fixed maturity securities, each month the Company receives prices from its investment managers and custodian bank. Fair values for the Company's fixed maturity securities are based primarily on prices provided by its investment managers and sometimes by its custodian bank. The prices from the custodian bank are compared to prices from the investment managers. Differences in prices between the sources that the Company considers significant are researched and the Company utilizes the price that it considers most representative of an exit price. Both the investment managers and the custodian bank use a variety of independent, nationally recognized pricing sources to determine market valuations. Each designate specific pricing services or indexes for each sector of the market based upon the provider's expertise. Typical inputs used by these pricing sources include, but are not limited to, reported trades, benchmark yield curves, benchmarking of like securities, sector groupings, matrix pricing, issuer spreads, bids, offers, and/or estimated cash flows and prepayment speeds.

When the pricing sources cannot provide fair value determinations, the Company obtains non-binding price quotes from broker-dealers. The broker-dealers' valuation methodology is sometimes matrix-based, using indicative evaluation measures and adjustments for specific security characteristics and market sentiment. The market inputs utilized in the evaluation measures and adjustments include: benchmark yield curves, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers, reference data, and industry and economic events. The extent of the use of each market input depends on the market sector and the market conditions. Depending on the security, the priority of the use of inputs may change or some market inputs may not be relevant. For some securities, additional inputs may be necessary.

The Company analyzes price and market valuations received to verify reasonableness, to understand the key assumptions used and their sources, to conclude the prices obtained are appropriate, and to determine an appropriate fair value hierarchy level based upon trading activity and the observability of market inputs. Based on this evaluation and investment class analysis, each security is classified into Level 1, 2 or 3. The Company has in place certain control processes to determine the reasonableness of the financial asset fair values. These processes are designed to ensure the values received are accurately recorded and that the data inputs and valuation techniques utilized are appropriate, consistently applied, and that the assumptions are reasonable and consistent with the objective of determining fair value. For example, on a continuing basis, the Company assesses the reasonableness of individual security values received from pricing sources that vary from certain thresholds. Historically, the control processes have not resulted in adjustments to the valuations provided by pricing sources. The Company's fixed maturity securities portfolio is primarily publicly traded, which allows for a high percentage of the portfolio to be priced through pricing services.

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Approximately 90% of the portfolio, based on fair value, was priced through pricing services or index priced as of June 30, 2011. The remainder of the portfolio was priced by broker-dealers or pricing models. When non-binding broker-dealer quotes could be corroborated by comparison to other vendor quotes, pricing models or analysis, the securities were generally classified as Level 2. There were no significant changes to the valuation process during the first six months of 2011.

Fair values of equity securities have been determined by the Company from observable market quotations, when available. When a public quotation is not available, equity securities are valued by using non-binding broker quotes or through the use of pricing models or analysis that is based on market information regarding interest rates, credit spreads and liquidity. The underlying source data for calculating the matrix of credit spreads relative to the U.S. Treasury curve are nationally recognized indices. These inputs are based on assumptions deemed appropriate given the circumstances and are believed to be consistent with what other market participants would use when pricing such securities. There were no significant changes to the valuation process in the first six months of 2011.

At June 30, 2011, Level 3 invested assets comprised approximately 1.0% of the Company's total investment portfolio fair value. Invested assets are classified as Level 3 when fair value is determined based on unobservable inputs that are supported by little or no market activity and those inputs are significant to the fair value. For additional detail, see Notes to Consolidated Financial Statements Note 3 Fair Value of Financial Instruments .

### *Other-than-temporary Impairment of Investments*

The Company's methodology of assessing other-than-temporary impairments is based on security-specific facts and circumstances as of the date of the reporting period. Based on these facts, if the Company has the intent to sell the fixed maturity security, or if it is more likely than not the Company will be required to sell the fixed maturity security before the anticipated recovery of the amortized cost basis or if management does not expect to recover the entire cost basis of the fixed maturity security, an other-than-temporary impairment is considered to have occurred. For equity securities, if the Company does not have the ability and intent to hold the security for the recovery of cost or if recovery of cost is not expected within a reasonable period of time, an other-than-temporary impairment is considered to have occurred. Additionally, if events become known that call into question whether the security issuer has the ability to honor its contractual commitments, such security holding will be evaluated to determine whether or not such security has suffered an other-than-temporary decline in value.

The Company reviews the fair value of all investments in its portfolio on a monthly basis to assess whether an other-than-temporary decline in value has occurred. These reviews, in conjunction with the Company's investment managers' monthly credit reports and relevant factors such as (1) the financial condition and near-term prospects of the issuer, (2) the length of time and extent to which the fair value has been less than amortized cost for fixed maturity securities or cost for equity securities, (3) for fixed maturity securities, the Company's intent to sell a security or whether it is more likely than not the Company will be required to sell the security before the anticipated recovery in the amortized cost basis; and for equity securities, the Company's ability and intent to hold the security for the recovery of cost or if recovery of cost is not expected within a reasonable period of time, (4) the stock price trend of the issuer, (5) the market leadership position of the issuer, (6) the debt ratings of the issuer, and (7) the

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cash flows and liquidity of the issuer or the underlying cash flows for asset-backed securities, are all considered in the impairment assessment. A write-down of an investment is recorded when a decline in the fair value of that investment is deemed to be other-than-temporary, with a realized investment loss charged to income for the period for all equity securities and for the credit-related loss portion associated with impaired fixed maturity securities. The amount of the total other-than-temporary impairment related to non-credit factors for fixed maturity securities is recognized in other comprehensive income, net of applicable taxes, unless the Company has the intent to sell the security or if it is more likely than not the Company will be required to sell the security before the anticipated recovery of the amortized cost basis.

With respect to fixed income securities involving securitized financial assets primarily asset-backed and commercial mortgage-backed securities in the Company's portfolio a significant portion of the fair values is determined by observable inputs. In addition, the securitized financial asset securities underlying collateral cash flows are stress tested to determine if there has been any adverse change in the expected cash flows.

A decline in fair value below amortized cost is not assumed to be other-than-temporary for fixed maturity investments with unrealized losses due to spread widening, market illiquidity or changes in interest rates where there exists a reasonable expectation based on the Company's consideration of all objective information available that the Company will recover the entire cost basis of the security and the Company does not have the intent to sell the investment before maturity or a market recovery is realized and it is more likely than not the Company will not be required to sell the investment. An other-than-temporary impairment loss will be recognized based upon all relevant facts and circumstances for each investment, as appropriate.

### *Goodwill*

Goodwill represents the excess of the amounts paid to acquire a business over the fair value of its net assets at the date of acquisition. Goodwill is not amortized, but is tested for impairment at least annually or more frequently if events occur or circumstances change that would more likely than not reduce the fair value of a reporting unit below its carrying amount. A reporting unit is defined as an operating segment or one level below an operating segment. The Company's reporting units, for which goodwill has been allocated, are equivalent to the Company's operating segments.

The goodwill impairment test, as defined in the accounting guidance, follows a two-step process. In the first step, the fair value of a reporting unit is compared to its carrying value. If the carrying value of a reporting unit exceeds its fair value, the second step of the impairment test is performed for purposes of confirming and measuring the impairment. In the second step, the fair value of the reporting unit is allocated to all of the assets and liabilities of the reporting unit to determine an implied goodwill value. If the carrying amount of the reporting unit goodwill exceeds the implied goodwill value, an impairment loss would be recognized in an amount equal to that excess, and the charge could have a material adverse effect on the Company's results of operations and financial position.

The Company completed its annual goodwill assessment for the individual reporting units as of December 31, 2010. The first step of the Company's analysis indicated that fair value exceeded carrying value for each reporting unit. Management's determination of the fair value of each reporting unit incorporated multiple inputs including discounted cash flow

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calculations, the level of the Company's own share price and assumptions that market participants would make in valuing each reporting unit. Fair value estimates were based primarily on an in-depth analysis of historical experience, projected future cash flows and relevant discount rates, which considered market participant inputs and the relative risk associated with the projected cash flows. Other assumptions included levels of economic capital, future business growth, earnings projections and assets under management for each reporting unit. Estimates of fair value are subject to assumptions that are sensitive to change and represent the Company's reasonable expectations regarding future developments. The Company also considered other valuation techniques such as peer company price-to-earnings and price-to-book multiples.

As part of the Company's December 31, 2010 goodwill analysis, the Company compared the fair value of the aggregated reporting units to the market capitalization of the Company. The difference between the aggregated fair value of the reporting units and the market capitalization of the Company was attributed to transaction premium. The amount of the transaction premium was determined to be reasonable based on insurance industry and Company-specific facts and circumstances.

Subsequent goodwill assessments could result in impairment due to the impact of a volatile financial market on earnings, discount rate assumptions, liquidity and market capitalization. There were no events or material changes in circumstances during the six months ended June 30, 2011 that indicated that a material change in the fair value of the Company's reporting units had occurred.

### *Deferred Policy Acquisition Costs for Annuity and Interest-sensitive Life Products*

Policy acquisition costs, consisting of commissions, policy issuance and other costs, which vary with and are primarily related to the production of business, are capitalized and amortized on a basis consistent with the type of insurance coverage. For all investment (annuity) contracts, acquisition costs are amortized over 20 years in proportion to estimated gross profits. Capitalized acquisition costs for interest-sensitive life contracts are also amortized over 20 years in proportion to estimated gross profits.

The most significant assumptions that are involved in the estimation of annuity gross profits include interest rate spreads, future financial market performance, business surrender/lapse rates, expenses and the impact of realized investment gains and losses. For the variable deposit portion of the annuity segment, the Company amortizes policy acquisition costs utilizing a future financial market performance assumption of a 10% reversion to the mean approach with a 200 basis point corridor around the mean during the reversion period, representing a cap and a floor on the Company's long-term assumption. The Company's practice with regard to returns on Separate Accounts assumes that long-term appreciation in the financial market is not changed by short-term market fluctuations, but is only changed when sustained interim deviations are experienced. The Company monitors these changes and only changes the assumption when its long-term expectation changes. The effect of an increase/(decrease) by 100 basis points in the assumed future rate of return is reasonably likely to result in a decrease/(increase) in the deferred policy acquisition costs amortization expense of approximately \$1 million. At June 30, 2011, the ratio of capitalized annuity policy acquisition costs to the total annuity accumulated cash value was approximately 4%.

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In the event actual experience differs significantly from assumptions or assumptions are significantly revised, the Company may be required to record a material charge or credit to amortization expense for the period in which the adjustment is made. As noted above, there are key assumptions involved in the evaluation of capitalized policy acquisition costs. In terms of the sensitivity of this amortization to two of the more significant assumptions, assuming all other assumptions are met, (1) a 10 basis point deviation in the annual targeted interest rate spread assumption would currently impact amortization between \$0.15 million and \$0.25 million and (2) a 1% deviation from the targeted financial market performance for the underlying mutual funds of the Company's variable annuities would currently impact amortization between \$0.20 million and \$0.30 million. These results may change depending on the magnitude and direction of the deviations but represent a range of reasonably likely experience for the noted assumptions. Detailed discussion of the impact of adjustments to the amortization of capitalized acquisition costs is included in Results of Operations Policy Acquisition Expenses Amortized .

*Liabilities for Property and Casualty Claims and Claim Expenses*

Underwriting results of the property and casualty segment are significantly influenced by estimates of the Company's ultimate liability for insured events. There is a high degree of uncertainty inherent in the estimates of ultimate losses underlying the liability for unpaid claims and claim settlement expenses. This inherent uncertainty is particularly significant for liability-related exposures due to the extended period, often many years, that transpires between a loss event, receipt of related claims data from policyholders and ultimate settlement of the claim. Reserves for property and casualty claims include provisions for payments to be made on reported claims ( case reserves ), claims incurred but not yet reported ( IBNR ) and associated settlement expenses (together, loss reserves ). The process by which these reserves are established requires reliance upon estimates based on known facts and on interpretations of circumstances, including the Company's experience with similar cases and historical trends involving claim payments and related patterns, pending levels of unpaid claims and product mix, as well as other factors including court decisions, economic conditions and public attitudes. The Company calculates and records a single best estimate of the reserve (which is equal to the actuarial point estimate) as of each balance sheet date.

Reserves are reestimated quarterly. Changes to reserves are recorded in the period in which development factor changes result in reserve reestimates. Detailed discussion of the process utilized to estimate loss reserves, risk factors considered and the impact of adjustments recorded during recent years is included in Notes to Consolidated Financial Statements Note 4 Property and Casualty Unpaid Claims and Claim Expenses of the Company's Annual Report on Form 10-K for the year ended December 31, 2010. Due to the nature of the Company's personal lines business, the Company has no exposure to claims for toxic waste cleanup, other environmental remediation or asbestos-related illnesses other than claims under homeowners insurance policies for environmentally related items such as mold.

Based on the Company's products and coverages, historical experience, and modeling of various actuarial methodologies used to develop reserve estimates, the Company estimates that the potential variability of the property and casualty loss reserves within a reasonable probability of other possible outcomes may be approximately plus or minus 6%, which equates to plus or minus approximately \$12 million of net income based on net reserves as of June 30, 2011. Although this evaluation reflects the most likely outcomes, it is possible the final outcome may fall below or above these estimates.

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There are a number of assumptions involved in the determination of the Company's property and casualty loss reserves. Among the key factors affecting recorded loss reserves for both long-tail and short-tail related coverages, claim severity and claim frequency are of particular significance. Management estimates that a 2% change in claim severity or claim frequency for the most recent 36-month period is a reasonably likely scenario based on recent experience and would result in a change in the estimated loss reserves of between \$6.0 million and \$10.0 million for long-tail liability related exposures (automobile liability coverages) and between \$3.0 million and \$5.0 million for short-tail liability related exposures (homeowners and automobile physical damage coverages). Actual results may differ, depending on the magnitude and direction of the deviation.

The Company's loss and loss adjustment expense actuarial analysis is discussed with management. As part of this discussion, the indicated point estimate of the IBNR loss reserve by line of business (coverage) is reviewed. The Company actuaries also discuss any indicated changes to the underlying assumptions used to calculate the indicated point estimate. Review of the variance between the indicated reserves from these changes in assumptions and the previously carried reserves takes place. After discussion of these analyses and all relevant risk factors, management determines whether the reserve balances require adjustment. The Company's best estimate of loss reserves may change depending on a revision in the underlying assumptions.

The Company's liabilities for unpaid claims and claim expenses for the property and casualty segment were as follows:

	June 30, 2011			December 31, 2010		
	Case Reserves	IBNR Reserves	Total (1)	Case Reserves	IBNR Reserves	Total (1)
Automobile liability	\$69.1	\$127.2	\$196.3	\$71.4	\$129.0	\$200.4
Automobile other	4.0	1.7	5.7	5.4	2.1	7.5
Homeowners	15.4	79.0	94.4	9.2	62.5	71.7
All other	<u>3.7</u>	<u>17.3</u>	<u>21.0</u>	<u>4.0</u>	<u>18.0</u>	<u>22.0</u>
Total	<u>\$92.2</u>	<u>\$225.2</u>	<u>\$317.4</u>	<u>\$90.0</u>	<u>\$211.6</u>	<u>\$301.6</u>

(1) These amounts are gross, before reduction for ceded reinsurance reserves.

The facts and circumstances leading to the Company's reestimate of reserves relate to revisions of the development factors used to predict how losses are likely to develop from the end of a reporting period until all claims have been paid. Reestimates occur because actual loss amounts are different than those predicted by the estimated development factors used in prior reserve estimates. At June 30, 2011, the impact of a reserve reestimation resulting in a 1% increase in net reserves would be a decrease of approximately \$2 million in net income. A reserve reestimation resulting in a 1% decrease in net reserves would increase net income by approximately \$2 million.

Favorable prior years' reserve reestimates increased net income for the six months ended June 30, 2011 by approximately \$2.4 million, primarily the result of favorable frequency and severity trends in voluntary automobile losses for accident years 2009 and prior, as well as favorable development of homeowners loss reserves for accident years 2010 and prior. The lower than expected claims emergence and resultant lower expected loss ratios caused the Company to lower its reserve estimate at June 30, 2011.



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Information regarding the Company's property and casualty claims and claims expense reserve development table as of December 31, 2010 is located in Business Property and Casualty Segment Property and Casualty Reserves of the Company's Annual Report on Form 10-K for the year ended December 31, 2010. Information regarding property and casualty reserve reestimates for each of the years in the three year period ended December 31, 2010 is located in Management's Discussion and Analysis of Financial Condition and Results of Operations Results of Operations for the Three Years Ended December 31, 2010 Benefits, Claims and Settlement Expenses of the Company's Annual Report on Form 10-K for the year ended December 31, 2010.

### *Liabilities for Future Policy Benefits*

Liabilities for future benefits on life and annuity policies are established in amounts adequate to meet the estimated future obligations on policies in force. Liabilities for future policy benefits on certain life insurance policies are computed using the net level premium method and are based on assumptions as to future investment yield, mortality and withdrawals. Mortality and withdrawal assumptions for all policies have been based on actuarial tables which are consistent with the Company's own experience. In the event actual experience is worse than the assumptions, additional reserves may be required. This would result in a charge to income for the period in which the increase in reserves occurred. Liabilities for future benefits on annuity contracts and certain long-duration life insurance contracts are carried at accumulated policyholder values without reduction for potential surrender or withdrawal charges.

### *Deferred Taxes*

Deferred tax assets and liabilities represent the tax effect of the differences between the financial statement carrying value of existing assets and liabilities and their respective tax bases. The Company evaluates deferred tax assets periodically to determine if they are realizable. Factors in the determination include the performance of the business including the ability to generate capital gains from a variety of sources and tax planning strategies. If, based on available information, it is more likely than not that the deferred income tax asset will not be realized, then a valuation allowance must be established with a corresponding charge to net income. Charges to establish a valuation allowance could have a material adverse effect on the Company's results of operations and financial position.

### *Valuation of Assets and Liabilities Related to the Defined Benefit Pension Plan*

Effective April 1, 2002, participants stopped accruing benefits under the defined benefit pension plan but continue to retain the benefits they had accrued to that date.

The Company's cost estimates for its defined benefit pension plan are determined annually based on assumptions which include the discount rate, expected return on plan assets, anticipated retirement rate and estimated lump sum distributions. A discount rate of 4.58% was used by the Company for estimating accumulated benefits under the plan at December 31, 2010, which was based on the average yield for long-term, high grade securities having maturities generally consistent with the defined benefit pension payout period. To set its discount rate, the Company looks to leading indicators, including the Citigroup Pension Discount Curve. The expected annual return on plan assets assumed by the Company at December 31, 2010 was 7.5%. The assumption for the long-term rate of return on plan assets



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was determined by considering actual investment experience during the lifetime of the plan, balanced with reasonable expectations of future growth considering the various classes of assets and percentage allocation for each asset class. Management believes that it has adopted reasonable assumptions for investment returns, discount rates and other key factors used in the estimation of pension costs and asset values.

To the extent that actual experience differs from the Company's assumptions, subsequent adjustments may be required, with the effects of those adjustments charged or credited to income and/or shareholders' equity for the period in which the adjustments are made. Generally, a change of 50 basis points in the discount rate would inversely impact pension expense and accumulated other comprehensive income ( AOCI ) by approximately \$0.1 million and \$1.0 million, respectively. In addition, for every \$1 million increase (decrease) in the value of pension plan assets, there is a comparable pretax increase (decrease) in AOCI.

**Results of Operations***Insurance Premiums and Contract Charges***Insurance Premiums Written and Contract Deposits**

(Includes annuity and life contract deposits)

	Six Months Ended June 30,		Change From Prior Year	
	2011	2010	Percent	Amount
Property & casualty				
Automobile and property (voluntary)	\$265.9	\$273.0	-2.6%	\$(7.1)
Involuntary and other property & casualty	<u>1.5</u>	<u>2.5</u>	-40.0%	<u>(1.0)</u>
Total property & casualty	267.4	275.5	-2.9%	(8.1)
Annuity deposits	188.8	170.1	11.0%	18.7
Life	<u>47.2</u>	<u>47.9</u>	-1.5%	<u>(0.7)</u>
Total	<u>\$503.4</u>	<u>\$493.5</u>	2.0%	<u>\$ 9.9</u>

**Insurance Premiums and Contract Charges Earned**

(Excludes annuity and life contract deposits)

	Six Months Ended June 30,		Change From Prior Year	
	2011	2010	Percent	Amount
Property & casualty				
Automobile and property (voluntary)	\$273.1	\$275.0	-0.7%	\$(1.9)
Involuntary and other property & casualty	<u>0.7</u>	<u>1.5</u>	-53.3%	<u>(0.8)</u>
Total property & casualty	273.8	276.5	-1.0%	(2.7)
Annuity	9.5	8.8	8.0%	0.7
Life	<u>49.7</u>	<u>49.5</u>	0.4%	<u>0.2</u>
Total	<u>\$333.0</u>	<u>\$334.8</u>	-0.5%	<u>\$(1.8)</u>



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For the three and six months ended June 30, 2011, the Company's premiums written and contract deposits increased \$4.5 million, or 1.8%, and \$9.9 million, or 2.0%, respectively, compared to the same periods in the prior year, both driven by the increase in annuity single premium and rollover deposit receipts. The Company's premiums and contract charges earned decreased \$2.1 million, or 1.2%, and \$1.8 million, or 0.5%, compared to the three and six months ended June 30, 2010, respectively, primarily reflecting growth in annuity contract charges earned and the increasing favorable impact on earned premium of the automobile and property rate actions taken in 2010 which were more than offset by a reduced level of property and casualty policies in force. Voluntary property and casualty business represents policies sold through the Company's marketing organization and issued under the Company's underwriting guidelines. Involuntary property and casualty business consists of allocations of business from state mandatory insurance facilities and assigned risk business.

Total voluntary automobile and homeowners premium written decreased 2.6%, or \$7.1 million, in the first six months of 2011, with approximately 2 percentage points of the decrease related to the Company's Florida homeowners non-renewal program which is described below. Automobile and homeowners average written premium per policy each increased compared to the prior year, with the impact more than offset by a reduced level of policies in force in the current period. For the Company's automobile and homeowners business, rate changes effective during the first six months of 2011 averaged 2% and 10%, respectively, compared to 6% and 10%, respectively, during the same period in 2010. At June 30, 2011, there were 494,000 voluntary automobile and 243,000 homeowners policies in force, for a total of 737,000 policies, compared to a total of 760,000 policies at December 31, 2010 and 781,000 policies at June 30, 2010. Management believes that the Company's rate and risk mitigation actions have had a negative impact, in some locations, on its policy retention rates and its sales levels.

Based on policies in force, the voluntary automobile 6-month retention rate for new and renewal policies was 90.5% at June 30, 2011 compared to 91.4% at June 30, 2010. The property 12-month new and renewal policy retention rate was 85.4% at June 30, 2011 compared to 88.7% at June 30, 2010, with the change including the impact of the Company's risk mitigation actions described below.

Voluntary automobile premium written decreased 3.0% (\$5.5 million) compared to the first half of 2010. In the first six months of 2011, the average written and earned premium per policy each increased 3%, more than offset by the decline in policies in force. Voluntary automobile policies in force at June 30, 2011 decreased 14,000 compared to December 31, 2010 and 28,000 compared to June 30, 2010. Both educator and non-educator policies decreased in each of these comparisons. The number of educator policies represented approximately 82% and 81% of the voluntary automobile policies in force at June 30, 2011 and 2010, respectively.

Voluntary homeowners premium written decreased 1.8% (\$1.6 million) compared to the first half of 2010, net of catastrophe reinsurance premiums ceded that were less than the prior year. The average written and earned premium per policy each increased 5% and 6%, respectively, in the first half of 2011 compared to a year earlier. Homeowners policies in force at June 30, 2011 decreased 9,000 compared to December 31, 2010 and 16,000 compared to June 30, 2010. The number of educator policies represented approximately 77% and 76% of the homeowners policies in force at June 30, 2011 and 2010, respectively. Growth in the number of educator policies that had been consistent sequentially for several years was offset somewhat beginning in the third quarter of 2010 by expected reductions due to the Company's

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risk mitigation programs, including actions in catastrophe-prone coastal areas, involving policies of both educators and non-educators. The Company continues to evaluate and implement actions to further mitigate its risk exposure in hurricane-prone areas, as well as other areas of the country. Such actions could include, but are not limited to, non-renewal of homeowners policies, restricted agent geographic placement, limitations on agent new business sales, further tightening of underwriting standards and increased utilization of third-party vendor products.

As an example, in early 2010 the Company began a program to address homeowners profitability and hurricane exposure issues in Florida. On January 1, 2010, the Company ceased writing new homeowner (including home, condo, renters and dwelling fire) policies in that state and initiated a program to non-renew about 9,600 policies, over half of the Company's Florida book of property business, starting with August 2010 policy effective dates. As of June 30, 2011, approximately 8,900 of the policies in the non-renewal program had been terminated, with approximately 3,600 of those policies terminated at the customers' request—a favorable result that progressed ahead of management's expected timing. This non-renewal program is scheduled to be completed by mid-August 2011. In total, the Company's June 30, 2011 policy count for Florida homeowners business decreased by approximately 9,800 compared to December 31, 2009. The Company's agents will continue to work closely with customers to find coverage with third-party companies that underwrite property risks in Florida. While this program likely will continue to impact the overall policy in force count and premiums in the short-term, it is expected to reduce risk exposure concentration, reduce overall catastrophe reinsurance costs and improve homeowners underwriting results.

For the six months ended June 30, 2011, total annuity deposits received increased 11.0% driven by the 33.0% increase in single premium and rollover deposit receipts. In the first six months of 2011, new deposits to variable accounts decreased 0.5%, or \$0.3 million, and new deposits to fixed accounts increased 16.6%, or \$19.0 million, compared to the prior year. In addition to external contractholder deposits, annuity new deposits include contributions and transfers by the Company's employees in the Company's 401(k) group annuity contract.

Total annuity accumulated cash value of \$4.2 billion at June 30, 2011 increased 11.9% compared to a year earlier, as the increase from new deposits received and favorable retention were accompanied by favorable financial market performance over the 12 months. Cash value retentions for variable and fixed annuity options were 92.6% and 94.6%, respectively, for the 12 month period ended June 30, 2011. At June 30, 2011, the number of annuity contracts outstanding of 182,000 increased 1.1%, or 2,000 contracts, compared to December 31, 2010 and increased 2.2%, or 4,000 contracts, compared to June 30, 2010.

Variable annuity accumulated balances at June 30, 2011 reflected growth of 14.3% compared to June 30, 2010, including the positive impact of financial market performance over the 12 months. Annuity segment contract charges earned increased 8.0%, or \$0.7 million, compared to the first six months of 2010, primarily reflecting the growth in variable annuity account values.

Life segment premiums and contract deposits decreased \$0.7 million, or 1.5%, compared to the first six months of 2010. The ordinary life insurance in force lapse ratio was 4.7% for the 12 months ended June 30, 2011 compared to 5.1% for the 12 months ended June 30, 2010.

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For the Company, as well as other personal lines property and casualty companies, new business levels have been adversely impacted by the economy and the overall lower level of automobile and home sales compared to a few years ago. For the first six months of 2011, total new automobile sales units were 8.5% less than the same period in the prior year, while true new automobile sales were 13.4% less than in the prior year. New homeowners sales units decreased 14.3% compared to the first six months of 2010. Management believes that automobile and homeowners sales levels also have been negatively impacted by the Company's rate actions. In addition, the sales decreases in both lines of business were exacerbated by the Company's underwriting actions in Florida which were initiated in 2010.

Driven by increases in single premium and rollover deposits, total annuity sales increased 24.9% for the six months ended June 30, 2011. Single premium and rollover deposits for Horace Mann annuity products increased 33.0% compared to the same period in 2010. In addition, the Company's new scheduled deposit business (measured on an annualized basis at the time of sale, compared to the reporting of new contract deposits which are recorded when cash is received) increased 19.8% compared to the first half of 2010, including growth of 42.7% for the three months ended June 30, 2011. In the first six months of 2011, sales of third-party vendor annuity products, a relatively minor component of total annuity sales, decreased 31.2% compared to the first half of 2010. Sales of Horace Mann products by the Independent Agent distribution channel, included in the information above, increased 44.8% compared to the prior year, a comparison also impacted by current period growth in single premium and rollover deposits. The Company's annuity sales levels in recent years have been impacted both positively and negatively as K-12 educators respond to uncertainties regarding employment prospects during the economic recession. In situations where educator retirements increase, opportunities arise for single premium and rollover deposit business. For employed educators, uncertainty about their futures creates challenges for new sales of scheduled deposit business.

New sales of life insurance products have been adversely impacted by current economic conditions industry wide. The Company's introduction of new educator-focused portfolios of term and whole life products in the third quarters of 2009 and 2010 have helped to moderate the impact on the sales of proprietary life products. The current year-to-date increase in total life sales of 6.5% included a 10.0% increase in sales of third-party vendor products and a 2.3% increase in sales of proprietary life products.

Combining all lines of business, the Company's total new business sales increased 15.5% compared to the first six months of 2010. Total sales for Horace Mann's Exclusive Agencies and Employee Agents for the first six months of 2011 increased 10.5% compared to the prior year.

**Distribution System**

At June 30, 2011, there was a combined total of 732 Exclusive Agencies and Employee Agents, compared to 741 at December 31, 2010 and 682 at June 30, 2010. At June 30, 2011, there were 495 Horace Mann Exclusive Agencies more than half of which were formed by new appointments -increasing 152 compared to June 30, 2010. The Company's Exclusive Agent opportunity was launched on January 1, 2009. At June 30, 2011, in addition to the Exclusive Agencies, there were 237 Employee Agents. See additional description in Business

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Corporate Strategy and Marketing Dedicated Agency Force of the Company's Annual Report on Form 10-K for the year ended December 31, 2010.

As mentioned above, the Company utilizes a nationwide network of Independent Agents who comprise a supplemental distribution channel for the Company's 403(b) tax-qualified annuity products. The Independent Agent distribution channel included 853 authorized agents at June 30, 2011. During the first six months of 2011, this channel generated \$29.2 million in annualized new annuity sales for the Company compared to \$20.2 million for the first six months of 2010, primarily reflecting increases in single and rollover deposit business.

*Net Investment Income*

For the three months ended June 30, 2011, pretax investment income of \$71.7 million increased 3.8%, or \$2.6 million, (3.6%, or \$1.7 million, after tax) compared to the prior year. Pretax investment income of \$142.2 million for the six months ended June 30, 2011 increased 5.3%, or \$7.2 million, (5.0%, or \$4.6 million, after tax) compared to the prior year. The increase primarily reflected growth in the size of the average investment portfolio on an amortized cost basis. Average invested assets increased 7.5% over the 12 months ended June 30, 2011. The average pretax yield on the investment portfolio was 5.76% (3.89% after tax) for the first six months of 2011, compared to a pretax yield of 5.88% (3.98% after tax) a year earlier.

*Net Realized Investment Gains and Losses*

For the three months ended June 30, 2011, net realized investment gains (pretax) were \$5.7 million compared to net realized investment gains of \$8.3 million in the same period in the prior year. For the six months, net realized investment gains (pretax) were \$11.5 million in 2011 compared to net realized investment gains of \$13.2 million in the prior year. The net gains and losses in all periods were realized from ongoing investment portfolio management activity and, when determined, the recording of impairment write-down charges.

For the first half of 2011, the Company's net realized investment gains of \$11.5 million included \$11.7 million of gross gains realized on security sales and calls partially offset by \$0.2 million of realized losses on securities that were disposed of during the six months. There were no other-than-temporary impairment write-downs on securities in the current period. Gains realized on security disposals during the first half of 2011 included \$0.3 million related to securities on which the Company had previously recognized other-than-temporary impairment write-downs.

For the six months ended June 30, 2010, pretax net realized investment gains of \$13.2 million included \$1.4 million of credit-related impairment write-downs and \$5.1 million of gross losses on securities that were disposed of during the period, which were more than offset by \$19.7 million of gross realized gains on other security disposals.

The Company, from time to time, sells securities subsequent to the balance sheet date that were considered temporarily impaired at the balance sheet date. Such sales are generally due to events occurring subsequent to the balance sheet date that result in a change in the Company's intent to sell an invested asset.

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## Fixed Maturity Securities and Equity Securities Portfolios

The table below presents the Company's fixed maturity securities and equity securities portfolios as of June 30, 2011 by major asset class, including the ten largest sectors of the Company's corporate bond holdings (based on fair value) and the sectors of the equity securities holdings. Compared to December 31, 2010, credit spreads improved slightly across virtually all asset classes, with the Company's municipal bond portfolio showing the most significant improvement in net unrealized gains.

	Number of Issuers	Fair Value	Amortized Cost or Cost	Pretax Unrealized Gain(Loss)
<b>Fixed Maturity Securities</b>				
Corporate bonds				
Banking and Finance	55	\$ 365.6	\$ 344.8	\$ 20.8
Utilities	44	285.2	257.5	27.7
Energy	52	227.7	208.0	19.7
Insurance	24	129.6	115.1	14.5
Metal and Mining	16	97.4	92.0	5.4
Health Care	29	96.7	89.6	7.1
Broadcasting and Media	19	88.3	81.4	6.9
Transportation	17	80.0	75.8	4.2
Real Estate	14	76.2	71.9	4.3
Telecommunications	23	74.3	67.1	7.2
All Other Corporates (1)	153	528.4	490.6	37.8
Total corporate bonds	446	2,049.4	1,893.8	155.6
Mortgage-backed securities				
U.S. government and federally sponsored agencies				
Commercial	334	472.8	440.3	32.5
Other	99	306.2	300.6	5.6
Municipal bonds	14	14.8	13.9	0.9
Government bonds				
U.S.	372	1,167.5	1,123.9	43.6
Foreign	8	570.3	581.5	(11.2)
Collateralized debt obligations (2)	7	47.2	42.9	4.3
Asset-backed securities	19	37.4	34.9	2.5
Total fixed maturity securities	97	399.2	380.7	18.5
	1,396	\$5,064.8	\$4,812.5	\$252.3
<b>Equity Securities</b>				
Non-redeemable preferred stocks				
Banking and Finance	5	\$ 9.9	\$ 7.3	\$ 2.6
Real Estate	2	5.7	5.0	0.7
Utilities	3	5.1	4.9	0.2
Insurance	4	3.7	3.5	0.2
U.S. federally sponsored agencies	2	0.3	*	0.3
Common stocks				
Technology	1	0.4	-	0.4
Cable and other	3	*	*	*
Total equity securities	20	\$ 25.1	\$ 20.7	\$ 4.4
Total	1,416	\$5,089.9	\$4,833.2	\$256.7

\* Less than \$0.1 million.

(1) The All Other Corporates category contains 19 additional industry classifications. Natural gas, technology, retail, consumer products, automobiles and miscellaneous represented \$308.5 million of fair value at June 30, 2011, with the remaining 13 classifications each

representing less than \$42 million.

- (2) Based on fair value, 69.0% of the collateralized debt obligation securities were rated investment grade by Standard and Poor's Corporation ( S&P ) and/or Moody's Investors Service, Inc. ( Moody's ) at June 30, 2011.



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At June 30, 2011, the Company's diversified fixed maturity securities portfolio consisted of 1,656 investment positions, issued by 1,396 entities, and totaled approximately \$5.1 billion in fair value. This portfolio was 94.7% investment grade, based on fair value, with an average quality rating of A+. The Company's investment guidelines generally limit single corporate issuer concentrations to 0.5% of invested assets for AA or AAA rated securities, 0.35% of invested assets for A or BBB rated securities, and 0.2% of invested assets for non-investment grade securities.

The following table presents the composition and value of the Company's fixed maturity securities and equity securities portfolios by rating category. At June 30, 2011, 94.6% of these combined portfolios were investment grade, with an overall average quality rating of A+. The Company has classified the entire fixed maturity securities and equity securities portfolios as available for sale, which are carried at fair value.

**Rating of Fixed Maturity Securities and Equity Securities(1)**

(Dollars in millions)

	Percent of Portfolio Fair Value		June 30, 2011	
	December 31, 2010	June 30, 2011	Fair Value	Amortized Cost or Cost
<b>Fixed maturity securities</b>				
AAA (2)	28.2%	27.1%	\$1,369.0	\$1,332.6
AA	17.9	16.9	856.8	813.7
A	23.2	24.5	1,239.0	1,155.4
BBB	25.4	26.2	1,330.1	1,244.2
BB	2.9	3.1	156.4	156.8
B	2.3	2.0	101.8	97.9
CCC or lower	0.1	0.2	11.6	11.8
Not rated (3)	-	-	0.1	0.1
Total fixed maturity securities	<u>100.0%</u>	<u>100.0%</u>	<u>\$5,064.8</u>	<u>\$4,812.5</u>
<b>Equity securities</b>				
AAA	-	-	-	-
AA	-	-	-	-
A	17.0%	16.7%	\$ 4.2	\$ 4.5
BBB	55.6	54.2	13.6	12.3
BB	24.9	26.3	6.6	3.8
B	-	-	-	-
CCC or lower	0.4	1.2	0.3	*
Not rated (4)	<u>2.1</u>	<u>1.6</u>	<u>0.4</u>	<u>0.1</u>
Total equity securities	<u>100.0%</u>	<u>100.0%</u>	<u>\$ 25.1</u>	<u>\$ 20.7</u>
Total			<u>\$5,089.9</u>	<u>\$4,833.2</u>

\* Less than \$0.1 million.

(1) Ratings are as assigned primarily by S&P when available, with remaining ratings as assigned on an equivalent basis by Moody's. Ratings for publicly traded securities are determined when the securities are acquired and are updated monthly to reflect any changes in ratings.

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- (2) Subsequent to June 30, 2011, S&P and Moody's concluded on their respective evaluations of ratings for debt issued by the U.S. government. On August 2, 2011, Moody's affirmed its Aaa rating, with an outlook of negative. On August 5, 2011, S&P reduced its AAA long-term rating one notch to AA+, with an outlook of negative. At June 30, 2011, the fair value amount included \$570.3 million of U.S. government securities and \$472.8 million of securities issued by U.S. government and federally sponsored agencies.
- (3) Included in this category is \$0.1 million fair value of private placement securities not rated by either S&P or Moody's.
- (4) This category represents common stocks that are not rated by either S&P or Moody's.

At June 30, 2011, the Company had \$306.2 million fair value in commercial mortgage-backed securities (CMBS), primarily in the annuity and life portfolios, with gross unrealized losses of \$8.5 million and a net unrealized gain of \$5.6 million. Compared to the net unrealized loss at June 30, 2010, market valuation of the CMBS portfolio improved significantly, resulting in an overall fair value to amortized cost ratio of 101.8% at June 30, 2011, compared to 91.6% at June 30, 2010. As a result of risk reduction actions during 2010, and to a lesser extent in the first half of 2011, the Company reduced its holdings of conduit/fusion CMBS securities by \$111 million of amortized cost, or 58%, compared to December 31, 2009. The CMBS disposals over the last 18 months resulted in a net realized gain of \$0.2 million for the six months ended June 30, 2011 and a net realized loss of \$18.6 million for the year ended December 31, 2010. CMBS spreads widened slightly in the three month period ended June 30, 2011. The concern over current economic weakness and its impact on commercial real estate values and rising commercial mortgage loan delinquencies has resulted in ratings downgrades within the CMBS portfolio. At June 30, 2011, the Company's CMBS portfolio was 92% investment grade, with an overall credit rating of A+, and well diversified by property type, geography and sponsor.

To evaluate the CMBS portfolio, the Company uses an estimate of future cash flows expected to be collected. The determination of cash flow estimates is inherently subjective and methodologies may vary depending on facts and circumstances specific to the security. All reasonably available information relevant to the collectability of the security, including past events, current conditions, and reasonable and supportable assumptions and forecasts, are considered when developing the estimate of cash flows expected to be collected. Information includes, but is not limited to, debt-servicing, missed refinancing opportunities and geography. Loan level characteristics such as issuer, payment terms, property type, and economic outlook are also utilized in financial models, along with historical performance, to estimate or measure the loan's propensity to default. Additionally, financial models take into account loan age, lease rollovers, rent volatilities, vacancy rates and exposure to refinancing as additional drivers of default. For transactions where loan level data is not available, financial models use a proxy based on the collateral characteristics. Loss severity is a function of multiple factors including, but not limited to, the unpaid balance, interest rate, assessed property value at origination, change in property valuation and loan-to-value ratio at origination. Cost of capital rates and debt service ratios are also considered. The cash flows generated by the collateral securing these securities are estimated using these default and loss severity assumptions. These collateral cash flows are then utilized, along with consideration for the issuer's position in the overall structure, to estimate the cash flows associated with the commercial mortgage-backed security held by the Company.

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The table below presents rating, vintage year and property type information for the Company's CMBS portfolio.

	June 30, 2011			December 31, 2010		
	Number of Positions	Fair Value	Pretax Unrealized Gain (Loss)	Number of Positions	Fair Value	Pretax Unrealized Gain (Loss)
<b>Rating</b>						
AAA	35	\$ 98.7	\$ 5.8	35	\$ 93.1	\$ 5.6
AA	28	79.7	2.9	30	79.8	2.0
A	20	84.7	1.7	20	64.3	0.4
BBB	10	19.7	(0.1)	8	19.2	(1.3)
BB and below	<u>6</u>	<u>23.4</u>	<u>(4.7)</u>	<u>8</u>	<u>25.6</u>	<u>(7.3)</u>
Total	<u>99</u>	<u>\$306.2</u>	<u>\$ 5.6</u>	<u>101</u>	<u>\$282.0</u>	<u>\$(0.6)</u>
<b>Vintage</b>						
2003 and prior	7	\$ 11.4	\$ 0.2	8	\$ 12.8	\$ 0.1
2004	10	16.0	0.5	10	15.3	(0.1)
2005	15	57.6				