

DELPHI FINANCIAL GROUP INC/DE

Form 10-Q

August 09, 2010

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q**

(Mark One)

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

**For the Quarterly Period Ended June 30, 2010**

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

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

**Commission File Number 001-11462  
DELPHI FINANCIAL GROUP, INC.**

(Exact name of registrant as specified in its charter)

Delaware

(302) 478-5142

13-3427277

(State or other jurisdiction of incorporation or organization)

(Registrant's telephone number, including area code)

(I.R.S. Employer Identification Number)

1105 North Market Street, Suite 1230, P.O. Box 8985,  
Wilmington, Delaware

19899

(Address of principal executive offices)

(Zip Code)

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

Yes

No

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

Yes

No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

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

Yes o

No p

As of July 30, 2010, the Registrant had 48,510,975 shares of Class A Common Stock and 5,753,833 shares of Class B Common Stock outstanding.

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**DELPHI FINANCIAL GROUP, INC.**  
**FORM 10-Q**  
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**AND OTHER INFORMATION**

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**PART I. FINANCIAL INFORMATION**  
**Item 1. Financial Statements**  
**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**(Dollars in Thousands, Except Per Share Data)**  
**(Unaudited)**

|  | Three Months Ended<br>June 30, |            | Six Months Ended<br>June 30, |            |
|--|--------------------------------|------------|------------------------------|------------|
|  | 2010                           | 2009       | 2010                         | 2009       |
| Revenue:   |                                |            |                              |            |
| Premium and fee income   | \$ 352,566                     | \$ 352,445 | \$ 700,329                   | \$ 710,166 |
| Net investment income  | 78,234                         | 92,023     | 162,284                      | 154,878    |
| Net realized investment losses:  |                                |            |                              |            |
| Total other than temporary impairment losses   | (21,659)                       | (45,628)   | (48,932)                     | (63,236)   |
| Less: Portion of other than temporary impairment losses recognized in other comprehensive income | 826                            | 20,719     | 5,101                        | 20,719     |
| Net impairment losses recognized in earnings   | (20,833)                       | (24,909)   | (43,831)                     | (42,517)   |
| Other net realized investment gains (losses)   | 6,959                          | (2,562)    | 14,851                       | (6,953)    |
|  | (13,874)                       | (27,471)   | (28,980)                     | (49,470)   |
| Loss on redemption of senior notes   | (212)                          |            | (212)                        |            |
| Total revenues   | 416,714                        | 416,997    | 833,421                      | 815,574    |
| Benefits and expenses:   |                                |            |                              |            |
| Benefits, claims and interest credited to policyholders  | 244,687                        | 251,807    | 491,008                      | 507,405    |
| Commissions  | 23,794                         | 22,456     | 45,190                       | 45,160     |
| Amortization of cost of business acquired  | 26,167                         | 26,184     | 51,737                       | 49,477     |
| Other operating expenses   | 62,976                         | 60,502     | 127,575                      | 120,644    |
|  | 357,624                        | 360,949    | 715,510                      | 722,686    |
| Operating income   | 59,090                         | 56,048     | 117,911                      | 92,888     |
| Interest expense:  |                                |            |                              |            |
| Corporate debt   | 8,264                          | 3,876      | 15,587                       | 7,861      |
| Junior subordinated debentures   | 3,248                          | 3,241      | 6,489                        | 6,481      |
|  | 11,512                         | 7,117      | 22,076                       | 14,342     |
| Income before income tax expense   | 47,578                         | 48,931     | 95,835                       | 78,546     |
| Income tax expense   | 10,619                         | 11,804     | 21,148                       | 16,940     |

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|  |           |           |           |           |
|--|-----------|-----------|-----------|-----------|
| Net income   | 36,959    | 37,127    | 74,687    | 61,606    |
| Less: Net income attributable to noncontrolling interest | 8         | 120       | 73        | 115       |
| Net income attributable to shareholders                  | \$ 36,951 | \$ 37,007 | \$ 74,614 | \$ 61,491 |
| Basic results per share of common stock:                 |           |           |           |           |
| Net income attributable to shareholders                  | \$ 0.67   | \$ 0.74   | \$ 1.35   | \$ 1.25   |
| Diluted results per share of common stock:               |           |           |           |           |
| Net income attributable to shareholders                  | \$ 0.66   | \$ 0.74   | \$ 1.34   | \$ 1.25   |
| Dividends paid per share of common stock                 | \$ 0.10   | \$ 0.10   | \$ 0.20   | \$ 0.20   |

See notes to consolidated financial statements.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**  
(Dollars in Thousands, Except Per Share Data)

|   | June 30,<br>2010 | December 31,<br>2009 |
|---|------------------|----------------------|
| Assets:   |                  |                      |
| Investments:  |                  |                      |
| Fixed maturity securities, available for sale   | \$ 5,326,173     | \$ 4,875,681         |
| Short-term investments  | 351,093          | 406,782              |
| Other investments   | 423,303          | 466,855              |
|   | 6,100,569        | 5,749,318            |
| Cash  | 67,885           | 65,464               |
| Cost of business acquired   | 238,480          | 250,311              |
| Reinsurance receivables   | 360,439          | 355,030              |
| Goodwill  | 93,929           | 93,929               |
| Other assets  | 311,050          | 293,835              |
| Assets held in separate account   | 113,532          | 113,488              |
| Total assets  | \$ 7,285,884     | \$ 6,921,375         |
| Liabilities and Equity:   |                  |                      |
| Future policy benefits:   |                  |                      |
| Life  | \$ 343,646       | \$ 341,736           |
| Disability and accident   | 789,790          | 781,701              |
| Unpaid claims and claim expenses:   |                  |                      |
| Life  | 55,293           | 58,665               |
| Disability and accident   | 444,937          | 433,273              |
| Casualty  | 1,245,408        | 1,187,814            |
| Policyholder account balances   | 1,529,744        | 1,454,114            |
| Corporate debt  | 388,750          | 365,750              |
| Junior subordinated debentures  | 175,000          | 175,000              |
| Other liabilities and policyholder funds  | 699,432          | 647,269              |
| Liabilities related to separate account   | 113,532          | 113,488              |
| Total liabilities   | 5,785,532        | 5,558,810            |
| Equity:   |                  |                      |
| Preferred Stock, \$.01 par; 50,000,000 shares authorized, none issued   |                  |                      |
| Class A Common Stock, \$.01 par; 150,000,000 shares authorized; 56,186,193 and 55,995,995 shares issued, respectively | 562              | 560                  |
| Class B Common Stock, \$.01 par; 20,000,000 shares authorized; 5,981,049 shares issued                                | 60               | 60                   |
| Additional paid-in capital  | 671,064          | 661,895              |
| Accumulated other comprehensive income (loss)   | 33,264           | (33,956)             |
| Retained earnings   | 991,266          | 927,706              |

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|   |              |              |
|---|--------------|--------------|
| Treasury stock, at cost; 7,761,216 shares of Class A Common Stock and<br>227,216 shares of Class B Common Stock | (197,246)    | (197,246)    |
| Total shareholders' equity  | 1,498,970    | 1,359,019    |
| Noncontrolling interest   | 1,382        | 3,546        |
| Total equity  | 1,500,352    | 1,362,565    |
| Total liabilities and equity  | \$ 7,285,884 | \$ 6,921,375 |

See notes to consolidated financial statements.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF EQUITY**  
(Dollars in Thousands)  
(Unaudited)

|   | Class  |       | Accumulated                |                                   | Retained Earnings | Treasury Stock | Total Shareholders Equity | Non-controlling Interest | Total Equity |
|---|--------|-------|----------------------------|-----------------------------------|-------------------|----------------|---------------------------|--------------------------|--------------|
|   | A      | B     | Additional Paid in Capital | Other Comprehensive Income (Loss) |                   |                |                           |                          |              |
| Balance, January 1, 2009  | \$ 489 | \$ 60 | \$ 522,596                 | \$ (351,710)                      | \$ 846,390        | \$ (197,246)   | \$ 820,579                | \$ 4,035                 | \$ 824,614   |
| Cumulative effect adjustment, April 1, 2009   |        |       |                            | (2,372)                           | 2,372             |                | 61,491                    | 115                      | 61,606       |
| Net income  |        |       |                            |                                   | 61,491            |                | 61,491                    | 115                      | 61,606       |
| Other comprehensive income:   |        |       |                            |                                   |                   |                |                           |                          |              |
| Decrease in net unrealized depreciation on investments                                      |        |       |                            | 132,393                           |                   |                | 132,393                   |                          | 132,393      |
| Increase in other than temporary impairment losses recognized in other comprehensive income |        |       |                            | (12,038)                          |                   |                | (12,038)                  |                          | (12,038)     |
| Decrease in net loss on cash flow hedge   |        |       |                            | 392                               |                   |                | 392                       |                          | 392          |
| Change in net periodic pension cost   |        |       |                            | 582                               |                   |                | 582                       |                          | 582          |
| Comprehensive income  |        |       |                            |                                   |                   |                | 182,820                   | 115                      | 182,935      |
| Net distribution to   |        |       |                            |                                   |                   |                |                           | (64)                     | (64)         |

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|                           |    |  |        |  |          |  |          |  |          |
|---------------------------|----|--|--------|--|----------|--|----------|--|----------|
| noncontrolling interest   |    |  |        |  |          |  |          |  |          |
| Issuance of common stock  | 30 |  | 51,017 |  |          |  | 51,047   |  | 51,047   |
| Exercise of stock options | 3  |  | 4,014  |  |          |  | 4,017    |  | 4,017    |
| Stock-based compensation  |    |  | 4,592  |  |          |  | 4,592    |  | 4,592    |
| Cash dividends            |    |  |        |  | (10,922) |  | (10,922) |  | (10,922) |

Balance,  
June 30, 2009 \$ 522 \$ 60 \$ 582,219 \$ (232,753) \$ 899,331 \$ (197,246) \$ 1,052,133 \$ 4,086 \$ 1,056,219

Balance,  
January 1, 2010 \$ 560 \$ 60 \$ 661,895 \$ (33,956) \$ 927,706 \$ (197,246) \$ 1,359,019 \$ 3,546 \$ 1,362,565

|   |   |  |       |        |        |  |         |         |         |
|---|---|--|-------|--------|--------|--|---------|---------|---------|
| Net income  |   |  |       |        | 74,614 |  | 74,614  | 73      | 74,687  |
| Other comprehensive income:   |   |  |       |        |        |  |         |         |         |
| Increase in net unrealized appreciation on investments                                      |   |  |       | 62,715 |        |  | 62,715  |         | 62,715  |
| Decrease in other than temporary impairment losses recognized in other comprehensive income |   |  |       | 3,930  |        |  | 3,930   |         | 3,930   |
| Decrease in net loss on cash flow hedge   |   |  |       | 473    |        |  | 473     |         | 473     |
| Change in net periodic pension cost   |   |  |       | 102    |        |  | 102     |         | 102     |
| Comprehensive income  |   |  |       |        |        |  | 141,834 | 73 -    | 141,907 |
| Net distribution to noncontrolling interest   |   |  |       |        |        |  |         | (2,237) | (2,237) |
| Exercise of stock options   | 2 |  | 5,741 |        |        |  | 5,743   |         | 5,743   |

|                          |  |       |  |          |  |  |          |  |  |          |
|--------------------------|--|-------|--|----------|--|--|----------|--|--|----------|
| Stock-based compensation |  | 3,428 |  |          |  |  | 3,428    |  |  | 3,428    |
| Cash dividends           |  |       |  | (11,054) |  |  | (11,054) |  |  | (11,054) |

|               |        |       |            |           |            |              |              |          |              |  |
|---------------|--------|-------|------------|-----------|------------|--------------|--------------|----------|--------------|--|
| Balance,      |        |       |            |           |            |              |              |          |              |  |
| June 30, 2010 | \$ 562 | \$ 60 | \$ 671,064 | \$ 33,264 | \$ 991,266 | \$ (197,246) | \$ 1,498,970 | \$ 1,382 | \$ 1,500,352 |  |

See notes to consolidated financial statements.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(Dollars in Thousands)  
(Unaudited)

|  | Six Months Ended<br>June 30, |           |
|--|------------------------------|-----------|
|  | 2010                         | 2009      |
| Operating activities:  |                              |           |
| Net income attributable to shareholders  | \$ 74,614                    | \$ 61,491 |
| Adjustments to reconcile net income attributable to shareholders to net cash provided by operating activities: |                              |           |
| Change in policy liabilities and policyholder accounts   | 84,646                       | 137,172   |
| Net change in reinsurance receivables and payables   | (11,574)                     | (6,663)   |
| Amortization, principally the cost of business acquired and investments  | 42,450                       | 24,842    |
| Deferred costs of business acquired  | (57,386)                     | (64,079)  |
| Net realized losses on investments   | 28,980                       | 49,470    |
| Net change in federal income taxes   | (3,622)                      | 5,228     |
| Other  | (25,398)                     | (15,428)  |
| Net cash provided by operating activities  | 132,710                      | 192,033   |
| Investing activities:  |                              |           |
| Purchases of investments and loans made  | (936,660)                    | (668,972) |
| Sales of investments and receipts from repayment of loans  | 494,984                      | 130,226   |
| Maturities of investments  | 176,718                      | 446,734   |
| Net change in short-term investments   | 55,689                       | (225,154) |
| Change in deposit in separate account  | (2,965)                      | 4,845     |
| Net cash used by investing activities  | (212,234)                    | (312,321) |
| Financing activities:  |                              |           |
| Deposits to policyholder accounts  | 122,809                      | 180,624   |
| Withdrawals from policyholder accounts   | (54,905)                     | (102,969) |
| Proceeds from issuance of 2020 Senior Notes  | 250,000                      |           |
| Borrowings under revolving credit facility   |                              | 17,000    |
| Principal payments under revolving credit facility   | (222,000)                    | (2,000)   |
| Redemption of senior notes   | (5,000)                      |           |
| Proceeds from issuance of common stock   |                              | 51,017    |
| Cash dividends paid on common stock  | (11,054)                     | (10,922)  |
| Other financing activities   | 2,095                        | 2,895     |
| Net cash provided by financing activities  | 81,945                       | 135,645   |
| Increase in cash   | 2,421                        | 15,357    |
| Cash at beginning of period  | 65,464                       | 63,837    |

|                       |           |           |
|-----------------------|-----------|-----------|
| Cash at end of period | \$ 67,885 | \$ 79,194 |
|-----------------------|-----------|-----------|

See notes to consolidated financial statements.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(Unaudited)**

**Note A Significant Accounting Policies**

The financial statements of Delphi Financial Group, Inc. (the Company, which term includes the Company and its consolidated subsidiaries unless the context indicates otherwise) included herein were prepared in conformity with accounting principles generally accepted in the United States ( GAAP ) for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. The information furnished includes all adjustments and accruals of a normal recurring nature, which, in the opinion of management, are necessary for a fair presentation of results for the interim periods. Certain reclassifications have been made in the June 30, 2009 and December 31, 2009 consolidated financial statements to conform to the June 30, 2010 presentation. Operating results for the three and six months ended June 30, 2010 are not necessarily indicative of the results that may be expected for the year ended December 31, 2010. For further information refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 2009 (the 2009 Form 10-K ). Capitalized terms used herein without definition have the meanings ascribed to them in the 2009 Form 10-K.

*Accounting Changes*

*Fair Value Measurements.* As of January 1, 2010, the Company adopted new guidance issued by the Financial Accounting Standards Board ( FASB ) requiring additional disclosures regarding fair value measurements. This guidance requires entities to disclose (1) the amounts of significant transfers between Level 1 and Level 2 of the fair value hierarchy, (2) the reasons for any transfers into or out of Level 3 of the fair value hierarchy and (3) additional information in the reconciliation of recurring Level 3 measurements about purchases, sales, issuances and settlements on a gross basis. The new guidance also clarifies existing fair value measurement disclosure requirements concerning the level of disaggregation and the disclosure of valuation inputs and techniques. Except for the requirement to separately disclose purchases, sales, issuances and settlements on a gross basis in the reconciliation of recurring Level 3 measurements, this guidance is effective for interim and annual reporting periods beginning after December 15, 2009. The requirement to separately disclose purchases, sales, issuances and settlements on a gross basis in the reconciliation of recurring Level 3 measurements is effective for fiscal years beginning after December 15, 2010 and for interim periods within those fiscal years. The adoption of this guidance did not have any effect on the Company's consolidated financial position or results of operations.

*Recently Issued Accounting Standards*

In April 2010, the FASB issued guidance clarifying that an insurance company should not consider any separate account interests in an investment held for the benefit of policy holders to be the insurer's own interests and should not combine those interests with any interest of its general account in the same investment when assessing the investment for consolidation. Insurance companies are also required to consider a separate account a subsidiary for purposes of evaluating whether the retention of specialized accounting for investments in consolidation is appropriate. This guidance is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2010. Early adoption is permitted. The Company has not yet determined the impact, if any, that the adoption of this guidance will have on its consolidated financial position or results of operations.

**Note B Investments**

At June 30, 2010, the Company had fixed maturity securities available for sale with an amortized cost of \$5,263.4 million and a carrying value and a fair value of \$5,326.2 million. At December 31, 2009, the Company had fixed maturity securities available for sale with an amortized cost of \$4,933.4 million and a carrying value and a fair value of \$4,875.7 million. Declines in market value relative to such securities' amortized cost which are determined to be other than temporary pursuant to the Company's methodology for such determinations and to represent credit losses are reflected as reductions in the amortized cost of such securities, as further discussed below.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

The amortized cost and fair value of investments in fixed maturity securities available for sale are as follows:

|   | Amortized<br>Cost   | Gains             | June 30, 2010<br>Gross Unrealized |  | Fair<br>Value       |
|---|---------------------|-------------------|-----------------------------------|--|---------------------|
|   |                     |                   | Losses                            | Other Than<br>Temporary<br>Impairments |                     |
| Agency residential mortgage-backed securities                         | \$ 753,523          | \$ 54,336         | \$ (53)                           | \$                                     | \$ 807,806          |
| Non-agency residential mortgage-backed securities                     | 807,633             | 64,153            | (49,289)                          | (24,422)                               | 798,075             |
| Commercial mortgage-backed securities                                 | 34,503              | 994               | (1,185)                           | (174)                                  | 34,138              |
| Corporate securities  | 1,241,399           | 70,865            | (22,033)                          | (1,551)                                | 1,288,680           |
| Collateralized debt obligations                                       | 209,075             | 609               | (88,803)                          | (989)                                  | 119,892             |
| U.S. Treasury and other U.S. Government guaranteed securities         | 214,406             | 7,269             | (433)                             |  | 221,242             |
| U.S. Government-sponsored enterprise securities                       | 93,360              | 701               | (1)                               |  | 94,060              |
| Obligations of U.S. states, municipalities and political subdivisions | 1,909,545           | 65,725            | (12,990)                          |  | 1,962,280           |
| <b>Total fixed maturity securities</b>                                | <b>\$ 5,263,444</b> | <b>\$ 264,652</b> | <b>\$ (174,787)</b>               | <b>\$ (27,136)</b>                     | <b>\$ 5,326,173</b> |

|   | Amortized<br>Cost | Gains     | December 31, 2009<br>Gross Unrealized |  | Fair<br>Value |
|---|-------------------|-----------|---------------------------------------|--|---------------|
|   |                   |           | Losses                                | Other Than<br>Temporary<br>Impairments |               |
| Agency residential mortgage-backed securities                 | \$ 699,257        | \$ 33,417 | \$ (2,625)                            | \$                                     | \$ 730,049    |
| Non-agency residential mortgage-backed securities             | 842,947           | 48,235    | (62,404)                              | (29,450)                               | 799,328       |
| Commercial mortgage-backed securities                         | 29,773            | 206       | (3,682)                               | (288)                                  | 26,009        |
| Corporate securities  | 1,219,711         | 49,373    | (30,918)                              |  | 1,238,166     |
| Collateralized debt obligations                               | 215,301           | 868       | (98,281)                              | (3,444)                                | 114,444       |
| U.S. Treasury and other U.S. Government guaranteed securities | 108,114           | 3,036     | (344)                                 |  | 110,806       |
| U.S. Government-sponsored enterprise securities               | 16,750            | 483       | (231)                                 |  | 17,002        |

|   |              |            |              |             |              |
|---|--------------|------------|--------------|-------------|--------------|
| Obligations of U.S. states,<br>municipalities and political<br>subdivisions | 1,801,595    | 59,108     | (20,826)     |             | 1,839,877    |
| Total fixed maturity securities   | \$ 4,933,448 | \$ 194,726 | \$ (219,311) | \$ (33,182) | \$ 4,875,681 |

The following table contains information, as of June 30, 2010, regarding the portions of the Company's investments in non-agency residential mortgage-backed securities (RMBS) represented by securities whose underlying mortgage loans are categorized as prime, Alt-A and subprime, respectively, and the distributions of the securities within these categories by the years in which they were issued (vintages) and the highest of their ratings from Standard & Poor's, Moody's and Fitch. All dollar amounts in this table are based upon the fair values of these securities as of June 30, 2010. As of this date, based upon the most recently available data regarding the concentrations by state of the mortgage loans underlying these securities, the states having loan concentrations in excess of 5% were as follows: California (38.9%), New York (7.0%) and Florida (6.3%).

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

| Vintage        | Non-Agency Prime RMBS |                 |                        |                  | Fair Value                  | Total             |
|----------------|-----------------------|-----------------|------------------------|------------------|-----------------------------|-------------------|
|                | AAA                   | AA              | A                      | BBB              | BB and Below <sup>(1)</sup> |                   |
|                |                       |                 | (dollars in thousands) |                  |                             |                   |
| 2001 and prior | \$ 2,348              | \$              | \$                     | \$               | \$ 76                       | \$ 2,424          |
| 2002           | 8,823                 | 1,692           | 3,365                  |                  | 696                         | 14,576            |
| 2003           | 90,744                | 2,190           | 3,682                  | 9,000            | 9,919                       | 115,535           |
| 2004           | 44,753                | 1,346           |                        | 2,060            | 9,634                       | 57,793            |
| 2005           | 5,822                 | 2,303           | 1,778                  | 18,544           | 51,518                      | 79,965            |
| 2006           | 15,060                | 503             |                        |                  | 27,703                      | 43,266            |
| 2007           |                       |                 |                        |                  | 87,025                      | 87,025            |
| 2008           | 1,103                 |                 |                        | 599              |                             | 1,702             |
| <b>Total</b>   | <b>\$ 168,653</b>     | <b>\$ 8,034</b> | <b>\$ 8,825</b>        | <b>\$ 30,203</b> | <b>\$ 186,571</b>           | <b>\$ 402,286</b> |

(1) The securities enumerated in this column include securities having a total of \$162.7 million in fair value that have received the equivalent of an investment grade rating from the National Association of Insurance Commissioners (the NAIC) under the process initiated by the NAIC in 2009 which takes into account, among other things, the discounts at which the Company

originally purchased the securities and modeling of the potential losses with respect to the securities underlying loans.

| Vintage        | Non-Agency Alt-A RMBS |           |                        |           | Fair Value                  | Total      |
|----------------|-----------------------|-----------|------------------------|-----------|-----------------------------|------------|
|                | AAA                   | AA        | A                      | BBB       | BB and Below <sup>(1)</sup> |            |
|                |                       |           | (dollars in thousands) |           |                             |            |
| 2001 and prior | \$                    | \$        | \$                     | \$ 2,023  | \$                          | \$ 2,023   |
| 2002           | 383                   | 1,999     |                        |           |                             | 2,382      |
| 2003           | 45,257                |           |                        |           | 3,126                       | 48,383     |
| 2004           | 19,885                | 920       | 145                    | 706       | 1,939                       | 23,595     |
| 2005           | 2,565                 | 16,139    |                        | 1,137     | 38,939                      | 58,780     |
| 2006           | 11,072                | 31        | 6,212                  | 9,000     | 65,542                      | 91,857     |
| 2007           | 346                   |           |                        | 9         | 111,208                     | 111,563    |
| Total          | \$ 79,508             | \$ 19,089 | \$ 6,357               | \$ 12,875 | \$ 220,754                  | \$ 338,583 |

(1) The securities enumerated in this column include securities having a total of \$188.4 million in fair value that have received the equivalent of an investment grade rating from the NAIC under the process initiated by the NAIC in 2009 which takes into account, among other things, the discounts at which the Company originally purchased the securities and

modeling of the  
potential losses  
with respect to  
the securities  
underlying  
loans.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

| Vintage | Non-Agency Subprime RMBS |           |          |          | Fair Value                  | Total     |
|---------|--------------------------|-----------|----------|----------|-----------------------------|-----------|
|         | AAA                      | AA        | A        | BBB      | BB and Below <sup>(1)</sup> |           |
|         | (dollars in thousands)   |           |          |          |                             |           |
| 2003    | \$ 9,583                 | \$        | \$       | \$       | \$                          | \$ 9,583  |
| 2004    | 13,201                   |           | 808      | 3,578    | 835                         | 18,422    |
| 2005    | 8,071                    | 16,844    | 472      |          |                             | 25,387    |
| 2006    |                          |           |          | 3,345    | 78                          | 3,423     |
| 2007    |                          |           |          |          | 391                         | 391       |
| Total   | \$ 30,855                | \$ 16,844 | \$ 1,280 | \$ 6,923 | \$ 1,304                    | \$ 57,206 |

(1) The securities enumerated in this column include securities having a total of \$0.7 million in fair value that have received the equivalent of an investment grade rating from the NAIC under the process initiated by the NAIC in 2009 which takes into account, among other things, the discounts at which the Company originally purchased the securities and modeling of the potential losses with respect to the securities underlying

loans.

The amortized cost and fair value of fixed maturity securities available for sale at June 30, 2010, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because issuers may have the right to call or prepay obligations, with or without prepayment penalties.

|   | Amortized<br>Cost      | Fair<br>Value |
|---|------------------------|---------------|
|   | (dollars in thousands) |               |
| Agency residential mortgage-backed securities     | \$ 753,523             | \$ 807,806    |
| Non-agency residential mortgage-backed securities | 807,633                | 798,075       |
| Commercial mortgage-backed securities             | 34,503                 | 34,138        |
| Other fixed maturity securities:                  |                        |               |
| One year or less                                  | 57,469                 | 55,849        |
| Greater than 1, up to 5 years                     | 569,248                | 580,867       |
| Greater than 5, up to 10 years                    | 873,263                | 858,920       |
| Greater than 10 years                             | 2,167,805              | 2,190,518     |
| Total   | \$ 5,263,444           | \$ 5,326,173  |

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

The gross unrealized losses and fair value of fixed maturity securities available for sale, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, are as follows:

|   | Less Than 12 Months    |                         | June 30, 2010<br>12 Months or More |                         | Total        |                         |
|---|------------------------|-------------------------|------------------------------------|-------------------------|--------------|-------------------------|
|   | Fair Value             | Gross Unrealized Losses | Fair Value                         | Gross Unrealized Losses | Fair Value   | Gross Unrealized Losses |
|   | (dollars in thousands) |                         |                                    |                         |              |                         |
| Agency residential mortgage-backed securities                         | \$ 9,171               | \$ (39)                 | \$ 283                             | \$ (14)                 | \$ 9,454     | \$ (53)                 |
| Non-agency residential mortgage-backed securities                     | 54,187                 | (3,490)                 | 276,312                            | (70,221)                | 330,499      | (73,711)                |
| Commercial mortgage-backed securities                                 | 888                    | (1)                     | 8,689                              | (1,358)                 | 9,577        | (1,359)                 |
| Corporate securities  | 88,670                 | (4,283)                 | 111,635                            | (19,301)                | 200,305      | (23,584)                |
| Collateralized debt obligations                                       | 16,216                 | (5,738)                 | 102,553                            | (84,054)                | 118,769      | (89,792)                |
| U.S. Treasury and other U.S. Government guaranteed securities         | 18,929                 | (433)                   |                                    |                         | 18,929       | (433)                   |
| U.S. Government-sponsored enterprise securities                       | 1,399                  | (1)                     |                                    |                         | 1,399        | (1)                     |
| Obligations of U.S. states, municipalities and political subdivisions | 247,196                | (3,043)                 | 142,802                            | (9,947)                 | 389,998      | (12,990)                |
| Total fixed maturity securities                                       | \$ 436,656             | \$ (17,028)             | \$ 642,274                         | \$ (184,895)            | \$ 1,078,930 | \$ (201,923)            |

|   | Less Than 12 Months    |                         | December 31, 2009<br>12 Months or More |                         | Total      |                         |
|---|------------------------|-------------------------|--|-------------------------|------------|-------------------------|
|   | Fair Value             | Gross Unrealized Losses | Fair Value                             | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses |
|   | (dollars in thousands) |                         |  |                         |            |                         |
| Agency residential mortgage-backed securities     | \$ 126,097             | \$ (2,573)              | \$ 269                                 | \$ (51)                 | \$ 126,366 | \$ (2,624)              |
| Non-agency residential mortgage-backed securities | 109,508                | (4,210)                 | 312,491                                | (87,645)                | 421,999    | (91,855)                |
| Commercial mortgage-backed securities             | 3,484                  | (17)                    | 18,466                                 | (3,953)                 | 21,950     | (3,970)                 |
| Corporate securities                              | 111,656                | (3,739)                 | 200,186                                | (27,179)                | 311,842    | (30,918)                |

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|   |            |             |            |              |              |              |
|---|------------|-------------|------------|--------------|--------------|--------------|
| Collateralized debt obligations                                       | 9,097      | (4,179)     | 95,651     | (97,546)     | 104,748      | (101,725)    |
| U.S. Treasury and other U.S. Government guaranteed securities         | 56,693     | (344)       |            |              | 56,693       | (344)        |
| U.S. Government-sponsored enterprise securities                       | 9,769      | (231)       |            |              | 9,769        | (231)        |
| Obligations of U.S. states, municipalities and political subdivisions | 331,027    | (5,128)     | 160,359    | (15,698)     | 491,386      | (20,826)     |
| Total fixed maturity securities                                       | \$ 757,331 | \$ (20,421) | \$ 787,422 | \$ (232,072) | \$ 1,544,753 | \$ (252,493) |

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

Net investment income was attributable to the following:

|   | Three Months Ended     |           | Six Months Ended |            |
|---|------------------------|-----------|------------------|------------|
|   | June 30,               |           | June 30,         |            |
|   | 2010                   | 2009      | 2010             | 2009       |
|   | (dollars in thousands) |           |                  |            |
| Gross investment income:                      |                        |           |                  |            |
| Fixed maturity securities, available for sale | \$ 80,500              | \$ 77,222 | \$ 161,183       | \$ 147,706 |
| Mortgage loans                                | 1,405                  | 207       | 3,318            | 1,406      |
| Short-term investments                        | 17                     | 74        | 37               | 322        |
| Other   | 2,095                  | 22,875    | 11,347           | 22,076     |
|   | 84,017                 | 100,378   | 175,885          | 171,510    |
| Less: Investment expenses                     | (5,783)                | (8,355)   | (13,601)         | (16,632)   |
|   | \$ 78,234              | \$ 92,023 | \$ 162,284       | \$ 154,878 |

Net realized investment losses arose from the following:

|  | Three Months Ended     |             | Six Months Ended |             |
|--|------------------------|-------------|------------------|-------------|
|  | June 30,               |             | June 30,         |             |
|  | 2010                   | 2009        | 2010             | 2009        |
|  | (dollars in thousands) |             |                  |             |
| Credit related other than temporary impairment losses: |                        |             |                  |             |
| Fixed maturity securities, available for sale          | \$ (9,395)             | \$ (22,871) | \$ (26,962)      | \$ (35,057) |
| Mortgage loans   | (10,210)               | (518)       | (15,101)         | (2,018)     |
| Other investments                                      | (1,228)                | (1,520)     | (1,768)          | (5,442)     |
|  | (20,833)               | (24,909)    | (43,831)         | (42,517)    |
| Other net realized investment gains (losses):          |                        |             |                  |             |
| Fixed maturity securities, available for sale          | 5,628                  | (2,682)     | 11,746           | (8,953)     |
| Mortgage loans   | 345                    |             | 419              |             |
| Other investments                                      | 986                    | 120         | 2,686            | 2,000       |
|  | 6,959                  | (2,562)     | 14,851           | (6,953)     |
| Total  | \$ (13,874)            | \$ (27,471) | \$ (28,980)      | \$ (49,470) |

Proceeds from sales of fixed maturity securities during the first six months of 2010 and 2009 were \$257.5 million and \$317.9 million, respectively. Gross gains of \$16.3 million and gross losses of \$4.6 million were realized on the 2010 sales and gross gains of \$13.7 million and gross losses of \$22.6 million were realized on the 2009 sales. Proceeds from sales of fixed maturity securities during the second quarters of 2010 and 2009 were \$153.9 million and \$94.8 million, respectively. Gross gains of \$6.9 million and gross losses of \$1.3 million were realized on the 2010



sales and \$5.8 million of gross gains and gross losses of \$8.5 million were realized on the 2009 sales. Net realized investment gains and losses on investment sales are determined under the specific identification method and are included in income. The change in unrealized appreciation and depreciation on investments, primarily relating to fixed maturity securities, is included as a component of accumulated other comprehensive income or loss.

The Company regularly evaluates its investment portfolio utilizing its established methodology to determine whether declines in the fair values of its investments below the Company's amortized cost are other than temporary. Under this methodology, management evaluates whether and when the Company will recover an investment's amortized cost, taking into account, among other things, the financial position and prospects of the issuer, conditions in the issuer's industry and geographic area, liquidity of the investment, the expected amount and timing of future cash flows from the investment, recent changes in credit ratings of the issuer by nationally recognized rating agencies and the length of time and extent to which the fair value of the investment has been lower than its amortized cost to determine if and when a decline in the fair value of an investment below amortized cost is other than temporary. In the case of structured securities such as RMBS, commercial mortgage-backed securities and collateralized debt obligations, the most significant factor in these evaluations is the expected amount and timing

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

of the future cash flows from the investment. In the case of fixed maturity securities, where management determines that a security's amortized cost will be recovered during its remaining term to maturity, an additional component of this methodology is the Company's evaluation of whether it intends to, or will more likely than not be required to, sell the security before such anticipated recovery.

If the fair value of a fixed maturity security declines in value below the Company's amortized cost and the Company intends to sell, or determines that it will more likely than not be required to sell, the security before recovery of its amortized cost basis, management considers the security to be other than temporarily impaired and reports its decline in fair value as a realized investment loss in the income statement. If, however, the Company does not intend to sell the security and determines that it is not more likely than not that it will be required to do so, a decline in its fair value that is considered in the judgment of management to be other than temporary is separated into the amount representing credit loss and the amount related to other factors. Amounts representing credit losses are reported as realized investment losses in the income statement and amounts related to other factors are included as a component of accumulated other comprehensive income or loss, net of the related income tax benefit and the related adjustment to cost of business acquired. Declines in the fair value of all other investments below the Company's amortized cost that are considered in the judgment of management to be other than temporary are reported as realized investment losses in the income statement.

In the case of structured securities such as RMBS, commercial mortgage-backed securities and collateralized debt obligations as to which a decline in fair value is judged to be other than temporary, the amount of the credit loss arising from the impairment of the security is determined by discounting such security's expected cash flows at its effective interest rate, taking into account the security's purchase price. The key inputs relating to such expected cash flows consist of the future scheduled payments on the underlying loans and the estimated frequency and severity of future defaults on these loans. For those securities as to which the Company recognized credit losses in 2010 as a result of determinations that such securities were other than temporarily impaired, representative default frequency estimates ranged from 2.3% to 6.9% and representative default severity estimates ranged from 37.6% to 60.0%.

In the case of corporate securities as to which a decline in fair value is determined to be other than temporary, the key input utilized to establish the amount of credit loss arising from the impairment of the security is the market price for such security obtained from a nationally recognized pricing service. The credit loss is determined to be equal to the excess of the Company's amortized cost over such market price for such security, as measured at the time of the impairment; as such, the entirety of the market depreciation in value is deemed to be reflective of credit loss in the income statement.

At June 30, 2010, the total amortized cost of the Company's holdings of collateralized debt obligations was \$209.1 million and their total fair value was \$119.9 million. These holdings consist of a highly diversified portfolio of fifty-two different collateralized loan obligation (CLO) investments, substantially all of which are within senior tranches in the CLO structure and a substantial majority of which were issued in the 2004-2007 time frame.

Substantially all of these CLOs are collateralized by an actively managed, highly diversified portfolio of floating rate senior secured loans to numerous public and private corporate borrowers. The recent global financial crisis has resulted in significant and ongoing dislocations in the market for securities of this type, resulting in the cessation of new issuances of such securities and decreased market liquidity for existing issues, such as those held by the Company, as well as widespread and significant declines in their market values. However, to date, the Company's CLO holdings have performed in accordance with their contractual payment terms (with the exception of two securities, which management has determined to be other than temporarily impaired). Moreover, despite the extraordinarily challenging environment that has prevailed in recent years due to the global financial crisis, the defaults having occurred on the loans underlying these CLOs since their issuances, taking into account their incidence and severity, have been at levels at which losses to the holders of the CLOs would be borne solely by the securities in the subordinated tranches. Based upon this actual experience and upon the Company's estimates of the future cash

flows with respect to these CLOs, which take into account the estimated frequency and severity of future defaults on the underlying loans, as well as the senior positions of the individual CLOs in their securitization structures and the sizes of the subordinate tranches in these structures that would first absorb losses arising from such defaults, and taking into account that the Company does not intend to sell any of these securities and that it is not more likely than not that it will be required to do so before recovery of the security's amortized cost basis in any instance, the Company concluded that the declines in the market values of these securities did not represent other than temporary impairments. The Company will continue to conduct evaluations of these securities for other than temporary

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note B Investments (Continued)**

impairment in future periods, and since the results of these evaluations will depend upon future developments; for example, the future performance of the loans underlying these securities, no assurance can be given as to the outcome of such evaluations.

During the first half of 2010, the Company recognized \$31.8 million of after-tax other than temporary impairment losses, of which \$28.5 million was recognized as after-tax realized investment losses in the income statement related to credit losses and \$3.3 million was recognized, net of the related income tax benefit, as a component of accumulated other comprehensive income on the balance sheet related to noncredit losses.

The following table provides a reconciliation of the beginning and ending balances of other than temporary impairments on fixed maturity securities held by the Company for which a portion of the other than temporary impairment was recognized in accumulated other comprehensive income or loss:

|  | Three Months Ended<br>June 30, |           | Six Months Ended<br>June 30, |           |
|--|--------------------------------|-----------|------------------------------|-----------|
|  | 2010                           | 2009      | 2010                         | 2009      |
|  | (dollars in thousands)         |           |                              |           |
| Balance at the beginning of the period   | \$ 86,092                      | \$ 43,045 | \$ 89,658                    | \$        |
| Increases attributable to credit losses on securities for which an other than temporary impairment was not previously recognized                   | 3,377                          | 14,870    | 10,364                       | 57,915    |
| Increases attributable to credit losses on securities for which an other than temporary impairment was previously recognized                       | 5,710                          | 1,505     | 13,211                       | 1,505     |
| Reductions due to sales, maturities, pay downs or prepayments of securities for which an other than temporary impairment was previously recognized | (12,023)                       |           | (30,077)                     |           |
| Balance at the end of the period   | \$ 83,156                      | \$ 59,420 | \$ 83,156                    | \$ 59,420 |

The gross unrealized losses at June 30, 2010 are attributable to 726 fixed maturity security positions, with the largest unrealized loss associated with any one security equal to \$4.1 million. Unrealized losses attributable to fixed maturity securities having investment grade ratings by a nationally recognized statistical rating organization comprised 39.4% of the aggregate gross unrealized losses at June 30, 2010, with the remainder of such losses being attributable to non-investment grade fixed maturity securities.

At June 30, 2010, the Company held approximately \$1,220.5 million of insured municipal fixed maturity securities, which represented approximately 20% of the Company's total invested assets. Based upon the highest of the ratings assigned to the respective securities by Standard & Poor's, Moody's and Fitch, the securities had a weighted average credit rating of AA at June 30, 2010. For the portion of these securities having ratings by nationally recognized statistical rating organizations without giving effect to the credit enhancement provided by the insurance, which totaled \$866.0 million at June 30, 2010, this weighted average credit rating at such date was also AA. Insurers of significant portions of the municipal fixed maturity securities held by the Company at June 30, 2010 included National Public Finance Guarantee Corp. (\$315.9 million), Assured Guaranty (\$231.6 million), Ambac Financial Group, Inc. (\$147.2 million), Financial Guaranty Insurance Company (\$38.3 million) and Radian (\$31.9 million). At June 30, 2010, the Company did not have significant holdings of credit enhanced asset-backed or mortgage-backed securities, nor did it have any significant direct investments in the guarantors of the municipal fixed maturity securities held by the Company.



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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note C Fair Value Measurements**

The Company measures its assets and liabilities recorded at fair value in the consolidated balance sheet based on the framework set forth in the GAAP fair value accounting guidance. This framework establishes a fair value hierarchy of three levels based upon the transparency and availability of information used in measuring the fair value of assets or liabilities as of the measurement date. The levels are categorized as follows:

Level 1- Valuation is based upon quoted prices for identical assets or liabilities in active markets. Level 1 fair value is not subject to valuation adjustments or block discounts.

Level 2 Valuation is based upon quoted prices for similar assets or liabilities in active markets or quoted prices for identical or similar instruments in markets that are not active. In addition, a company may use various valuation techniques or pricing models that use observable inputs to measure fair value.

Level 3 Valuation is generated from techniques in which one or more of the significant inputs for valuing such assets or liabilities are not observable. These inputs may reflect the Company's best estimates of the various assumptions that market participants would use in valuing the financial assets and financial liabilities.

For these purposes, the Company determines the existence of an active market for an asset or liability based on its judgment as to whether transactions for the asset or liability occur in such market with sufficient frequency and volume to provide reliable pricing information. If the Company concludes that there has been a significant decrease in the volume and level of activity for an investment in relation to normal market activity for such investment, adjustments to transactions and quoted prices are made to estimate fair value.

The Company's investments in fixed maturity securities available for sale, equity securities available for sale, trading account securities, assets held in the separate account and its liabilities for securities sold, not yet purchased are carried at fair value. The methodologies and valuation techniques used by the Company to value its assets and liabilities measured at fair value are described below.

Instruments included in fixed maturity securities available for sale include mortgage-backed and corporate securities, U.S. Treasury and other U.S. government guaranteed securities, securities issued by U.S. government-sponsored enterprises, and obligations of U.S. states, municipalities and political subdivisions. The market liquidity of each security is taken into consideration in the valuation technique used to value such security. For securities where market transactions involving identical or comparable assets generate sufficient relevant information, the Company employs a market approach to valuation. If sufficient information is not generated from market transactions involving identical or comparable assets, the Company uses an income approach to valuation. The majority of the instruments included in fixed maturity securities available for sale are valued utilizing observable inputs; accordingly, they are categorized in either Level 1 or Level 2 of the fair value hierarchy described above. However, in instances where significant inputs utilized are unobservable, the securities are categorized in Level 3 of the fair value hierarchy.

The inputs used in the valuation techniques employed by the Company are provided by nationally recognized pricing services, external investment managers and internal resources. To assess these inputs, the Company's review process includes, but is not limited to, quantitative analysis including benchmarking, initial and ongoing evaluations of methodologies used by external parties to calculate fair value, and ongoing evaluations of fair value estimates based on the Company's knowledge and monitoring of market conditions.

The Company uses various valuation techniques and pricing models to measure the fair value of its investments in residential mortgage-backed securities and commercial mortgage-backed securities, including option-adjusted spread models, volatility-driven multi-dimensional single cash flow stream models and matrix correlation to comparable securities. Residential mortgage-backed securities include U.S. agency securities and collateralized mortgage obligations. Inputs utilized in connection with the Company's valuation techniques relating to this class of securities include monthly payment and performance information with respect to the underlying loans, including prepayments, default severity, delinquencies, market indices and the amounts of the tranches in the particular structure which are senior or subordinate, as applicable, to the tranche represented by the Company's investment. A portion of the Company's investments in mortgage-backed securities are valued using observable inputs and therefore categorized in

Level 2 of the fair value hierarchy. The remaining mortgage-backed securities are valued using varying numbers of non-binding broker quotes or a discount rate adjustment technique based on

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
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**Note C Fair Value Measurements (Continued)**

internal assumptions for expected cash flows and appropriately risk-adjusted discount rates. These methodologies rely on unobservable inputs and thus these securities are categorized in Level 3 of the fair value hierarchy.

Corporate securities primarily include fixed rate corporate bonds, floating and variable rate notes and securities acquired through private placements. Inputs utilized in connection with the Company's valuation techniques relating to this class of securities include recently executed transactions, market price quotations, benchmark yields, issuer spreads and, in the case of private placement corporate securities, cash flow models. These cash flow models utilize yield curves, issuer-provided information and material events as key inputs. Corporate securities are categorized in Level 2 of the fair value hierarchy, other than securities acquired through private placements, which are categorized in Level 3 of the fair value hierarchy.

Collateralized debt obligations consist of collateralized loan obligations, which are described in more detail in Note B. Inputs utilized in connection with the Company's valuation techniques relating to this class of securities include cash flow models which utilize yield curves, market spreads for similar securities, issuer-provided information and material events as key inputs, as well as market yields. As these inputs are generally unobservable, collateralized debt obligations are categorized in Level 3 of the fair value hierarchy.

U.S. Treasury and other U.S. government guaranteed securities include U.S. Treasury bonds and notes, Treasury Inflation Protected Securities ( TIPS ) and other U.S. government guaranteed securities. The fair values of the U.S. Treasury securities and TIPS are based on quoted prices in active markets and are generally categorized in Level 1 of the fair value hierarchy.

Inputs utilized in connection with the Company's valuation techniques relating to its investments in other U.S. government guaranteed securities, as well as its investments in U.S. government-sponsored enterprise securities, which consist of medium term notes issued by these enterprises, include recently executed transactions, interest rate yield curves, maturity dates, market price quotations and credit spreads relating to similar instruments. These inputs are generally observable and accordingly, these securities are generally categorized in Level 2 of the fair value hierarchy.

Obligations of U.S. states, municipalities and political subdivisions primarily include bonds or notes issued by U.S. municipalities. Inputs utilized in connection with the Company's valuation techniques relating to this class of securities include recently executed transactions and other market data, spreads, benchmark curves including treasury and other benchmarks, trustee reports, material event notices, new issue data, and issuer financial statements. These inputs are generally observable and these securities are generally categorized in Level 2 of the fair value hierarchy.

Other investments held at fair value primarily consist of equity securities available for sale and trading account securities. These investments are primarily valued at quoted active market prices and are therefore categorized in Level 1 of the fair value hierarchy. For private equity investments, since quoted market prices are not available, the transaction price is used as the best estimate of fair value at inception. When evidence is believed to support a change to the carrying value from the transaction price, adjustments are made to reflect expected exit values. Ongoing reviews by Company management are based on assessments of each underlying investment, and the inputs utilized in these reviews include, among other things, the evaluation of financing and sale transactions with third parties, expected cash flows, material events and market-based information. These investments are included in Level 3 of the fair value hierarchy.

Assets held in the separate account represent funds invested in a separately administered variable life insurance product for which the policyholder, rather than the Company, bears the investment risk. These assets are invested in interests in a limited liability company that invests in funds which trade in various financial instruments. This limited liability company, all of whose interests are owned by the Company's separate account, utilizes the financial statements furnished by the funds to determine the values of its investments in such funds and the carrying value of each such investment, which is based on its proportionate interest in the relevant fund as of the balance sheet date. As such, these funds' financial statements constitute the key input in the Company's valuation of its investment in this



limited liability company. The Company concluded that the value calculated using the equity method of accounting on its investment in this limited liability company was reflective of the fair market value of such investment. The investment portfolios of the funds in which the fund investments are maintained vary from fund to fund, but are generally comprised of liquid, publicly traded securities that have readily determinable market values and which are carried at fair value on the financial statements of such funds, substantially all of which are audited annually. The amount that an investor is entitled to receive upon the redemption of its investment from the applicable fund is determined by reference to such security values. These investments are included in Level 3 of the fair value hierarchy.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
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**(Unaudited)**

**Note C Fair Value Measurements (Continued)**

Other liabilities measured at fair value include securities sold, not yet purchased. These securities are valued using the quoted active market prices of the securities sold and are categorized in Level 1 of the fair value hierarchy.

Assets and liabilities measured at fair value in the consolidated balance sheet on a recurring basis are summarized below:

|   | Total               | June 30, 2010     |                     | Level 3           |
|---|---------------------|-------------------|---------------------|-------------------|
|   |                     | Level 1           | Level 2             |                   |
| (dollars in thousands)  |                     |                   |                     |                   |
| <b>Assets:</b>  |                     |                   |                     |                   |
| Fixed maturity securities, available for sale:                        |                     |                   |                     |                   |
| Agency residential mortgage-backed securities                         | \$ 807,806          | \$                | \$ 770,524          | \$ 37,282         |
| Non-agency residential mortgage-backed securities                     | 798,075             |                   | 686,818             | 111,257           |
| Commercial mortgage-backed securities                                 | 34,138              |                   | 7,008               | 27,130            |
| Corporate securities  | 1,288,680           |                   | 1,220,901           | 67,779            |
| Collateralized debt obligations                                       | 119,892             |                   |                     | 119,892           |
| U.S. Treasury and other U.S. Government guaranteed securities         | 221,242             | 153,302           | 56,495              | 11,445            |
| U.S. Government-sponsored enterprise securities                       | 94,060              |                   | 80,266              | 13,794            |
| Obligations of U.S. states, municipalities and political subdivisions | 1,962,280           |                   | 1,962,280           |                   |
| Other investments   | 91,715              | 85,525            |                     | 6,190             |
| Assets held in separate account                                       | 113,532             |                   |                     | 113,532           |
| <b>Total</b>  | <b>\$ 5,531,420</b> | <b>\$ 238,827</b> | <b>\$ 4,784,292</b> | <b>\$ 508,301</b> |
| <b>Liabilities:</b>   |                     |                   |                     |                   |
| Other liabilities   | \$ 66,547           | \$ 66,547         | \$                  | \$                |

The following table provides reconciliations for Level 3 assets measured at fair value on a recurring basis. Transfers into Level 3 are recognized as of the end of the period.

| Three Months Ended June 30, 2010 |                      |                               |  |                           |                        |                              | Balance at End of the Period |
|----------------------------------|----------------------|-------------------------------|--|---------------------------|------------------------|------------------------------|------------------------------|
| Balance at Beginning of Quarter  | Included in Earnings | Total (Losses) Gains Included |  | Purchases                 |                        | Balance at End of the Period |                              |
|                                  |                      | in Other Comprehensive Income |  | Issuances and Settlements | Transfers Into Level 3 |                              | Transfers Out Level 3        |
| (dollars in thousands)           |                      |                               |  |                           |                        |                              |                              |
| \$ 36,102                        | \$ (57)              | \$ 1,144                      |  | \$ 93                     | \$                     | \$ 37,282                    |                              |

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|   |            |            |          |            |            |            |
|---|------------|------------|----------|------------|------------|------------|
| Agency residential mortgage-backed securities                 |            |            |          |            |            |            |
| Non-agency residential mortgage- backed securities            | 118,111    | (4,330)    | 1,253    | (3,642)    | (135)      | 111,257    |
| Commercial mortgage-backed securities                         | 26,296     | (189)      | 1,155    | (132)      |            | 27,130     |
| Corporate securities  | 88,468     | (1,326)    | 370      | (11,893)   | (7,840)    | 67,779     |
| Collateralized debt obligations                               | 115,029    | 1,164      | 4,027    | (328)      |            | 119,892    |
| U.S. Treasury and other U.S. Government guaranteed securities | 5,439      | (2)        | (325)    | 6,333      |            | 11,445     |
| U.S. Government-sponsored enterprise securities               |            | 3          | 25       | 13,766     |            | 13,794     |
| Other Investments   | 9,364      | 643        | (191)    | (3,626)    |            | 6,190      |
| Assets held in separate account                               | 115,277    |            |          | (1,745)    |            | 113,532    |
| Total   | \$ 514,086 | \$ (4,094) | \$ 7,458 | \$ (1,174) | \$ (7,975) | \$ 508,301 |

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note C Fair Value Measurements (Continued)**

Net losses for the period included in earnings attributable to the net change in unrealized losses of assets measured at fair value using unobservable inputs and held at June 30, 2010 included non-agency residential mortgage-backed securities (\$4.3 million), commercial mortgage-backed securities (\$0.2 million) and corporate securities (\$1.4 million). In the second quarter of 2010, net losses of \$5.9 million were reported in the consolidated statements of income under the caption net realized investment losses .

|   | Balance<br>at<br>Beginning<br>of<br>Year | Included<br>in<br>Earnings | Six Months Ended June 30, 2010         |                 |                              |                             | Balance<br>at<br>End of<br>the<br>Period |
|---|--|----------------------------|--|-----------------|------------------------------|-----------------------------|--|
|   |  |                            | Total<br>(Losses)<br>Gains<br>Included | Purchases       | Transfers<br>Into<br>Level 3 | Transfers<br>Out<br>Level 3 |  |
| Agency residential mortgage-backed securities                 | \$ 13,187                                | \$ (197)                   | \$ 1,124                               | \$ 23,168       | \$                           | \$                          | \$ 37,282                                |
| Non-agency residential mortgage- backed securities            | 130,326                                  | (14,142)                   | 3,348                                  | (8,140)         |                              | (135)                       | 111,257                                  |
| Commercial mortgage-backed securities                         | 26,009                                   | (1,385)                    | 3,208                                  | (702)           |                              |                             | 27,130                                   |
| Corporate securities  | 95,920                                   | (3,558)                    | 208                                    | (17,044)        | 3,825                        | (11,572)                    | 67,779                                   |
| Collateralized debt obligations                               | 114,444                                  | (2,101)                    | 11,674                                 | (4,125)         |                              |                             | 119,892                                  |
| U.S. Treasury and other U.S. Government guaranteed securities | 11,367                                   | (24)                       | (332)                                  | 434             |                              |                             | 11,445                                   |
| U.S. Government-sponsored enterprise securities               |  | 3                          | 25                                     | 13,766          |                              |                             | 13,794                                   |
| Other investments   | 9,707                                    | 466                        | (359)                                  | (3,624)         |                              |                             | 6,190                                    |
| Assets held in separate account                               | 113,488                                  |                            |  | 44              |                              |                             | 113,532                                  |
| <b>Total</b>  | <b>\$ 514,448</b>                        | <b>\$ (20,938)</b>         | <b>\$ 18,896</b>                       | <b>\$ 3,777</b> | <b>\$ 3,825</b>              | <b>\$ (11,707)</b>          | <b>\$ 508,301</b>                        |

Net losses for the period included in earnings attributable to the net change in unrealized losses of assets measured at fair value using unobservable inputs and held at June 30, 2010 included non-agency residential mortgage-backed securities (\$14.2 million), commercial mortgage-backed securities (\$1.4 million), corporate securities (\$4.6 million), collateralized debt obligations (\$2.2 million) and other investments (\$0.2 million). In the first half of 2010, net losses of \$0.2 million and \$22.4 million were reported in the consolidated statements of income under the captions net investment income and net realized investment losses , respectively.

The carrying value and estimated fair value of certain of the Company's financial instruments not recorded at fair value in the consolidated balance sheets are shown below. Because fair values for all balance sheet items are not included, the aggregate fair value amounts presented below are not reflective of the underlying value of the Company.

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|   | June 30, 2010  |            | December 31, 2009 |            |
|---|----------------|------------|-------------------|------------|
|   | Carrying Value | Fair Value | Carrying Value    | Fair Value |
| (dollars in thousands)                  |                |            |                   |            |
| Assets:                                 |                |            |                   |            |
| Short-term investments                  | 351,093        | 351,093    | 406,782           | 406,782    |
| Other investments                       | 331,588        | 331,588    | 370,565           | 370,565    |
| Liabilities:                            |                |            |                   |            |
| Policyholder account balances           | 1,442,575      | 1,580,234  | 1,351,565         | 1,471,669  |
| Corporate debt                          | 388,750        | 415,202    | 365,750           | 361,754    |
| Junior subordinated debentures          | 175,000        | 138,250    | 175,000           | 124,600    |
| Advances from Federal Home Loan Bank    | 55,342         | 73,710     | 55,342            | 68,320     |
| Liabilities related to separate account | 113,532        | 113,532    | 113,488           | 113,488    |
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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note C Fair Value Measurements (Continued)**

The carrying values for short-term investments approximate fair values based on the nature of the investments. Other investments primarily include investment funds organized as limited partnerships and limited liability companies and real estate investment held by limited liability companies which are reflected in the Company's financial statements under the equity method of accounting. In determining the fair value of such investments for purposes of this footnote disclosure, the Company concluded that the value calculated using the equity method of accounting was reflective of the fair market value of such investments. The investment portfolios of the funds in which the fund investments are maintained vary from fund to fund, but are generally comprised of liquid, publicly traded securities that have readily determinable market values and which are carried at fair value on the financial statements of such funds, substantially all of which are audited annually. The amount that an investor is entitled to receive upon the redemption of its investment from the applicable fund is determined by reference to such security values. The Company utilizes the financial statements furnished by the funds to determine the values of its investments in such funds and the carrying value of each such investment, which is based on its proportionate interest in the relevant fund as of the balance sheet date. The carrying values of all other invested assets and separate account liabilities approximate their fair value. The fair value of policyholder account balances are net of reinsurance receivables and the carrying values have been decreased for related acquisition costs of \$79.4 million and \$94.0 million at June 30, 2010 and December 31, 2009, respectively. Fair values for policyholder account balances were determined by estimating future cash flows discounted at a current market rate.

The Company believes the fair value of its variable rate long-term debt is equal to its carrying value. The Company pays variable rates of interest on this debt, which are reflective of market conditions in effect from time to time. The fair values of the 2033 Senior Notes, 7.875% Senior Notes due 2020 ( 2020 Senior Notes ) and the 7.376% fixed-to-floating rate junior subordinated debentures due 2067 ( Junior Subordinated Debentures ) are based on the expected cash flows discounted to net present value. The fair values for fixed rate advances from the FHLB were calculated using discounted cash flow analyses based on the interest rates for the advances at the balance sheet date.

**Note D Corporate Debt**

On January 20, 2010, the Company issued the 2020 Senior Notes pursuant to an effective registration statement. The 2020 Senior Notes were issued in an aggregate principal amount of \$250 million with an interest rate of 7.875% and a maturity date of January 31, 2020. The interest on the 2020 Senior Notes will be paid semi-annually in arrears on January 31 and July 31, commencing on July 31, 2010. The 2020 Senior Notes may be redeemed in whole at any time or in part from time to time, at the Company's option, at a redemption price equal to the greater of 100% of the principal amount of the 2020 Senior Notes being redeemed and the applicable make-whole amount (which, in general, would consist of the sum of the present values of the remaining scheduled payments of principal and interest on the 2020 Senior Notes being redeemed discounted to the redemption date by the applicable U.S. Treasury security yield plus an applicable spread), in each case plus any accrued and unpaid interest. The Company used the proceeds from the issuance of the 2020 Senior Notes to repay in full the \$222.0 million of outstanding borrowings under the Amended Credit Agreement and for general corporate purposes.

During the second quarter of 2010, the Company repurchased \$5.0 million principal amount of the 2033 Senior Notes and recognized a resulting loss of \$0.1 million, net of an income tax benefit of \$0.07 million. In addition, on July 14, 2010, the Company redeemed \$20.0 million in aggregate principal amount of its 2033 Senior Notes. Finally on August 6, 2010, the Company gave notice of redemption of an additional \$50.0 million in aggregate principal amount of the 2033 Senior Notes. Such redemption will occur on September 21, 2010. After giving effect to these redemptions, \$68.8 million in aggregate principal amount of the notes will remain outstanding.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note E Segment Information**

|                                    | Three Months Ended<br>June 30, |            | Six Months Ended<br>June 30, |            |
|------------------------------------|--------------------------------|------------|------------------------------|------------|
|                                    | 2010                           | 2009       | 2010                         | 2009       |
|                                    | (dollars in thousands)         |            |                              |            |
| Revenues:                          |                                |            |                              |            |
| Group employee benefit products    | \$ 386,872                     | \$ 396,536 | \$ 773,163                   | \$ 778,057 |
| Asset accumulation products        | 30,490                         | 35,464     | 62,087                       | 62,965     |
| Other <sup>(1)</sup>               | 13,438                         | 12,468     | 27,363                       | 24,022     |
|                                    | 430,800                        | 444,468    | 862,613                      | 865,044    |
| Net realized investment losses     | (13,874)                       | (27,471)   | (28,980)                     | (49,470)   |
| Loss on redemption of senior notes | (212)                          |            | (212)                        |            |
|                                    | \$ 416,714                     | \$ 416,997 | \$ 833,421                   | \$ 815,574 |
| Operating income:                  |                                |            |                              |            |
| Group employee benefit products    | \$ 68,843                      | \$ 78,771  | \$ 139,675                   | \$ 137,606 |
| Asset accumulation products        | 11,316                         | 13,667     | 21,728                       | 21,705     |
| Other <sup>(1)</sup>               | (6,983)                        | (8,919)    | (14,300)                     | (16,953)   |
|                                    | 73,176                         | 83,519     | 147,103                      | 142,358    |
| Net realized investment losses     | (13,874)                       | (27,471)   | (28,980)                     | (49,470)   |
| Loss on redemption of senior notes | (212)                          |            | (212)                        |            |
|                                    | \$ 59,090                      | \$ 56,048  | \$ 117,911                   | \$ 92,888  |

(1) Primarily consists of operations from integrated disability and absence management services and certain corporate activities.

**Note F Comprehensive Income (Loss)**

Total comprehensive income (loss) attributable to common shareholders is comprised of net income and other comprehensive income (loss), which includes the change in unrealized gains and losses on securities available for sale, the change in other than temporary impairments recognized in other comprehensive income, the change in net periodic pension cost and the change in the loss on the cash flow hedge. Total comprehensive income attributable to common shareholders was \$141.8 million and \$182.8 million for the first six months of 2010 and 2009, respectively,

and \$81.3 million and \$142.3 million for the second quarters of 2010 and 2009, respectively. Net unrealized losses on securities available for sale decreased \$62.7 million in the first six months of 2010 and \$38.7 million in the second quarter of 2010.

**Note G Stock-Based Compensation**

The Company recognized stock-based compensation expenses of \$4.5 million and \$4.9 million in the first six months of 2010 and 2009, respectively, of which \$2.3 million and \$2.5 million was recognized in the second quarter of 2010 and 2009, respectively. The remaining unrecognized compensation expense related to unvested awards at June 30, 2010 was \$20.2 million and the weighted average period of time over which this expense will be recognized is 3.3 years.

The fair values of options were estimated at the grant date using the Black-Scholes option pricing model with the following weighted average assumptions for the first half of 2010: expected volatility 43.0%, expected dividends 1.8%, expected lives of the options 6.1 years, and the risk free rate 2.7%. The following weighted average assumptions were used for the first half of 2009: expected volatility 39.3%, expected dividends 2.8%, expected lives of the options 6.1 years, and the risk free rate 2.1%.

The expected volatility reflects the Company's past monthly stock price volatility. The dividend yield is based on the Company's historical dividend payments. The Company used the historical average period from the Company's issuance of an option to its exercise or cancellation and the average remaining years until expiration for the Company's outstanding options to estimate the expected life of options for which the Company had sufficient historical exercise data. The Company used the simplified method to estimate the expected life of options for which sufficient historical data was not available due to significant differences in the vesting periods of these grants compared to previously issued grants. The risk-free rate is derived from public data sources at the time of each option grant. Compensation cost is recognized over the requisite service period of the option using the straight-line method.

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**DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**  
**(Unaudited)**

**Note G Stock-Based Compensation (Continued)**

Option activity with respect to the Company's plans, excluding the performance-contingent incentive options referenced further below, was as follows:

| Options                        | Number<br>of<br>Options | Weighted<br>Average<br>Exercise<br>Price | Weighted<br>Average<br>Remaining<br>Contractual<br>Term | Aggregate<br>Intrinsic<br>Value<br>(\$000) |
|--------------------------------|-------------------------|--|---|--|
| Outstanding at January 1, 2010 | 3,927,758               | \$ 29.10                                 |   |  |
| Granted                        | 553,470                 | 21.73                                    |   |  |
| Exercised                      | (227,810)               | 13.73                                    |   |  |
| Forfeited                      | (187,975)               | 28.85                                    |   |  |
| Expired                        | (14,723)                | 27.94                                    |   |  |
| Outstanding at June 30, 2010   | 4,050,720               | 28.97                                    | 7.0   | \$ 5,879                                   |

Exercisable at June 30, 2010

|           |          |     |          |
|-----------|----------|-----|----------|
| 2,046,229 | \$ 30.07 | 5.8 | \$ 2,305 |
|-----------|----------|-----|----------|

The weighted average grant date fair value of options granted during the first half of 2010 and 2009 was \$8.22 and \$4.78, respectively and during the second quarter of 2010 and 2009 was \$10.18 and \$6.91, respectively. The cash proceeds from stock options exercised were \$1.0 million and \$2.2 million in the first half of 2010 and 2009, respectively. The total intrinsic value of options exercised during the first half of 2010 and 2009 was \$2.3 million and \$1.1 million, respectively.

At June 30, 2010, 5,673,250 performance-contingent incentive options were outstanding with a weighted average exercise price of \$25.67, a weighted average contractual term of 5.8 years and an intrinsic value of \$6.9 million. Of such options, 3,208,250 options with a weighted average exercise price of \$24.84, a weighted average contractual term of 3.7 years and an intrinsic value of \$6.9 million were exercisable at June 30, 2010.

**Note H Computation of Results per Share**

The following table sets forth the calculation of basic and diluted results per share:

|   | Three Months Ended<br>June 30,                |           | Six Months Ended<br>June 30, |           |
|---|---|-----------|------------------------------|-----------|
|   | 2010  | 2009      | 2010                         | 2009      |
|   | (amounts in thousands, except per share data) |           |                              |           |
| Numerator:  |   |           |                              |           |
| Net income attributable shareholders                          | \$ 36,951                                     | \$ 37,007 | \$ 74,614                    | \$ 61,491 |
| Denominator:  |   |           |                              |           |
| Weighted average common shares outstanding                    | 55,287  | 50,148    | 55,224                       | 49,091    |
| Effect of dilutive securities                                 | 478   | 195       | 387                          | 142       |
| Weighted average common shares outstanding, assuming dilution | 55,765  | 50,343    | 55,611                       | 49,233    |

Basic results per share of common stock:

|   |         |         |         |         |
|---|---------|---------|---------|---------|
| Net income attributable to shareholders | \$ 0.67 | \$ 0.74 | \$ 1.35 | \$ 1.25 |
|---|---------|---------|---------|---------|

Diluted results per share of common stock:

|   |         |         |         |         |
|---|---------|---------|---------|---------|
| Net income attributable to shareholders | \$ 0.66 | \$ 0.74 | \$ 1.34 | \$ 1.25 |
|---|---------|---------|---------|---------|

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**DELPHI FINANCIAL GROUP, INC.**

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

**Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations**

**Introduction**

The Company, through its subsidiaries, underwrites a diverse portfolio of group employee benefit products, primarily long-term and short-term disability, life, excess workers' compensation insurance for self-insured employers, large casualty programs including large deductible workers' compensation, travel accident, dental and limited benefit health insurance. Revenues from this group of products are primarily comprised of earned premiums and investment income. The profitability of group employee benefit products is affected by, among other things, differences between actual and projected claims experience, the retention of existing customers, product mix and the Company's ability to attract new customers, change premium rates and contract terms for existing customers and control administrative expenses. The Company transfers its exposure to a portion of its group employee benefit risks through reinsurance ceded arrangements with other insurance and reinsurance companies. Accordingly, the profitability of the Company's group employee benefit products is affected by the amount, cost and terms of reinsurance it obtains. The profitability of those group employee benefit products for which reserves are discounted, in particular, the Company's disability and primary and excess workers' compensation products, is also significantly affected by the difference between the yield achieved on invested assets and the discount rate used to calculate the related reserves.

The Company continues to benefit from the favorable market conditions which have in recent years prevailed for its excess workers' compensation products as to pricing and other contract terms for these products. However, due primarily to improvements in the primary workers' compensation market resulting in lower premium rates in that market, conditions relating to new business production and growth in premiums for the Company's excess workers' compensation products have been less favorable in recent years. In response to these conditions, the Company has enhanced its focus on its sales and marketing function for these products and has been achieving significantly improved levels of new business production for these products. In addition, based on the growth and development of the Company's assumed workers' compensation and casualty reinsurance product, the Company included this product in its core products beginning with the third quarter of 2009.

For its other group employee benefit products, the Company is presently experiencing challenging market conditions from a competitive standpoint, particularly as to pricing. These conditions, in addition to the downward pressure on employment and wage levels exerted by the recent recession, are adversely impacting the Company's ability to achieve levels of new business production and growth in premiums for these products commensurate with those achieved in prior years. For these products, the Company is continuing to enhance its focus on the small case niche (insured groups of 10 to 500 individuals), including employers which are first-time providers of these employee benefits, which the Company believes to offer opportunities for superior profitability. The Company is also emphasizing its suite of voluntary group insurance products, which includes, among others, its group limited benefit health insurance product. In response to the recently adopted federal health care reform legislation, the Company plans, beginning in September 2010, to issue all of its new and renewal limited benefit health policies under a fixed indemnity benefit structure that will be exempt from certain of the requirements of the legislation that will then become effective.

However, since the legislation remains subject to implementing agency regulations and future legislative action, this plan is subject to change based on future developments. Moreover, it is uncertain whether this product can be effectively marketed once the minimum medical coverage requirements of the legislation become effective in 2014, since this product's coverage will not satisfy these requirements. The Company markets its other group employee benefit products on an unbundled basis and as part of an integrated employee benefit program that combines employee benefit insurance coverages and absence management services. The integrated employee benefit program, which the Company believes helps to differentiate itself from competitors by offering clients improved productivity from reduced employee absence, has enhanced the Company's ability to market its other group employee benefit products to large employers.

The Company also operates an asset accumulation business that focuses primarily on offering fixed annuities to individuals. In addition, during the first quarter of 2006, the Company issued \$100 million in aggregate principal

amount of fixed and floating rate funding agreements with maturities of three to five years in connection with the issuance by an unconsolidated special purpose vehicle of funding agreement-backed notes in a corresponding principal amount. In March 2009, the Company repaid \$35.0 million in aggregate principal amount of the floating rate funding agreements at their maturity, resulting in a corresponding repayment of the funding agreement-backed notes. From time to time, the Company acquires blocks of existing SPDA and FPA policies from other insurers through indemnity assumed reinsurance transactions. The Company believes that

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its funding agreement program and annuity reinsurance arrangements enhance the Company's asset accumulation business by providing alternative sources of funds for this business. The Company's liabilities for its funding agreements and annuity reinsurance arrangements are recorded in policyholder account balances. Deposits from the Company's asset accumulation business are recorded as liabilities rather than as premiums. Revenues from the Company's asset accumulation business are primarily comprised of investment income earned on the funds under management. The profitability of asset accumulation products is primarily dependent on the spread achieved between the return on investments and the interest credited with respect to these products. The Company sets the crediting rates offered on its asset accumulation products in an effort to achieve its targeted interest rate spreads on these products, and is willing to accept lower levels of sales on these products when market conditions make these targeted spreads more difficult to achieve.

The management of the Company's investment portfolio is an important component of its profitability. Beginning in the second half of 2007, due primarily to the extraordinary stresses affecting the banking system, the housing market and the financial markets generally, particularly the structured mortgage securities market, the financial markets have been the subject of extraordinary volatility. At the same time the overall level of risk-free interest rates has declined substantially. These market conditions resulted in a significant decrease in the Company's level of net investment income for 2008, due primarily to the adverse performance of those investments whose changes in value, positive or negative, are included in the Company's net investment income, such as investment funds organized as limited partnerships and limited liability companies, trading account securities and hybrid financial instruments. In an effort to reduce fluctuations of this type in its net investment income, the Company has repositioned its investment portfolio to reduce its holdings of these types of investments and, in particular, those investments whose performance had demonstrated the highest levels of variability. As part of this effort, the Company has increased its investments in more traditional sectors of the fixed income market such as mortgage-backed securities and municipal bonds. In addition, in light of these market conditions, the Company has been maintaining a significantly larger proportion of its portfolio in short-term investments, which totaled \$351.1 million and \$406.8 million at June 30, 2010 and December 31, 2009, respectively. The Company has recently been engaged in efforts to deploy a significant portion of these short-term investments into longer-term fixed maturity securities which offer more attractive yields. However, especially since the recent market environment, in which low interest rates and tight credit spreads have been prevailing, has made it particularly challenging to make new investments on terms which the Company deems attractive, no assurance can be given as to the timing of the completion of these efforts or their ultimate outcome. The Company achieved significantly improved levels of investment income in its repositioned investment portfolio in 2009 and in the first half of 2010, during which more favorable market conditions emerged, as compared to 2008. However, market conditions may continue to be volatile and may result in significant fluctuations in net investment income, and as a result, in the Company's results of operations. Accordingly, there can be no assurance as to the impact of the Company's investment repositioning on the level or variability of its future net investment income. In addition, while the total carrying value of the Company's available for sale investment portfolio has increased in recent quarters, the Company's realized investment losses from declines in market value relative to the amortized cost of various securities that it determined to be other than temporary increased significantly during 2009. Investment losses of this type moderated during the first half of 2010; however, in light of the continuing effects of the market conditions discussed above, such investment losses may continue or increase in the future and it is not possible to predict the timing or magnitude of such losses.

The following discussion and analysis of the results of operations and financial condition of the Company should be read in conjunction with the Consolidated Financial Statements and related notes included in this document, as well as the Company's annual report on Form 10-K for the year ended December 31, 2009 (the 2009 Form 10-K). Capitalized terms used herein without definition have the meanings ascribed to them in the 2009 Form 10-K. The preparation of financial statements in conformity with GAAP requires management, in some instances, to make judgments about the application of these principles. The amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period could differ materially from the amounts reported if different conditions existed or different judgments were utilized. A discussion of how management applies certain critical accounting policies and makes certain estimates is contained in the 2009 Form 10-K in the section

entitled Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies and Estimates and should be read in conjunction with the following discussion and analysis of results of operations and financial condition of the Company. In addition, a discussion of uncertainties and contingencies which can affect actual results and could cause future results to differ materially from those expressed in certain forward-looking statements contained in this Management's Discussion and Analysis of Financial Condition and Results of Operations can be found below under the caption Forward-Looking Statements And Cautionary Statements Regarding Certain Factors That May Affect Future Results, in Part I, Item 1A of the 2009 Form 10-K, Risk Factors .

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*Six Months Ended June 30, 2010 Compared to  
Six Months Ended June 30, 2009*

*Summary of Results.* Net income attributable to shareholders was \$74.6 million, or \$1.34 per diluted share, in the first half of 2010 as compared to \$61.5 million, or \$1.25 per diluted share, in the first half of 2009. Net income in the first half of 2010 and 2009 included net realized investment losses, net of the related income tax benefit, of \$18.8 million, or \$0.34 per diluted share, and \$32.2 million, or \$0.65 per diluted share, respectively. Net income in the first half of 2010 as compared to the first half of 2009 benefited from an increase in net investment income, including increased investment spreads on the Company's asset accumulation products, and growth in income from the Company's core group employee benefit products, and, on a per-share basis, was adversely impacted by the Company's two Class A Common Stock offerings completed during 2009. Net investment income in the first half of 2010, which increased 5% from the first half of 2009, reflects a 22% increase in average invested assets, partially offset by a decrease in the tax equivalent weighted average annualized yield to 6.0% from 6.9%. Realized investment losses in the first six months of 2010 and 2009 included losses, net of the related income tax benefit, of \$28.5 million, or \$0.51 per diluted share, and \$27.6 million, or \$0.56 per diluted share, respectively, due to the other than temporary declines in the market values of certain fixed maturity securities and other investments.

Operating earnings, which is a non-GAAP financial measure, consist of net income attributable to shareholders excluding after-tax realized investment gains and losses, losses on early retirement of senior notes and junior subordinated deferrable interest debentures and results from discontinued operations, as applicable. The Company believes that because these excluded items arise from events that are largely within management's discretion and whose fluctuations can distort comparisons between periods, a measure excluding their impact is useful in analyzing the Company's operating trends. Investment gains or losses are realized based on management's decision to dispose of an investment, and investment losses are realized based on management's judgment that a decline in the market value of an investment is other than temporary. Early retirement of senior notes and junior subordinated deferrable interest debentures occurs based on management's decision to redeem or repurchase these notes and debentures. Discontinued operations result from management's decision to exit or sell a particular business. Thus, these excluded items are not reflective of the Company's ongoing earnings capacity, and trends in the earnings of the Company's underlying insurance operations can be more clearly identified without their effects. For these reasons, management uses the measure of operating earnings to assess performance and make operating plans and decisions, and the Company believes that analysts and investors typically utilize measures of this type as one element of their evaluations of insurers' financial performance. However, gains or losses from the excluded items, particularly as to investments, can occur frequently and should not be considered as nonrecurring items. Further, operating earnings should not be considered a substitute for net income attributable to shareholders, the most directly comparable GAAP measure, as an indication of the Company's overall financial performance and may not be calculated in the same manner as similarly titled measures utilized by other companies.

Operating earnings were \$93.6 million in both the first half of 2010 and 2009 and were \$1.68 per diluted share in the first half of 2010 compared to \$1.90 per diluted share in the first half of 2009, primarily due to the impact of the Company's two Class A Common Stock offerings completed during 2009.

The following table reconciles the amount of operating earnings to the corresponding amount of net income attributable to shareholders for the indicated periods:

|   | Six Months Ended<br>June 30, |           |
|---|------------------------------|-----------|
|   | 2010                         | 2009      |
| Operating earnings  | \$ 93,589                    | \$ 93,647 |
| Net realized investment losses, net of taxes <sup>(A)</sup> | (18,837)                     | (32,156)  |
| Loss on early retirement of senior notes <sup>(B)</sup>     | (138)                        |           |
| Net income attributable to shareholders                     | \$ 74,614                    | \$ 61,491 |

|   |         |         |
|---|---------|---------|
| Diluted results per share of common stock:                  |         |         |
| Operating earnings  | \$ 1.68 | \$ 1.90 |
| Net realized investment losses, net of taxes <sup>(A)</sup> | (0.34)  | (0.65)  |
| Loss on early retirement of senior notes <sup>(B)</sup>     |         |         |
| Net income attributable to shareholders                     | \$ 1.34 | \$ 1.25 |

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(A) Net of an income tax benefit of \$10.1 million and \$17.3 million, or \$0.18 per diluted share and \$0.35 per diluted share, for the six months ended June 30, 2010 and 2009, respectively. The tax effect is calculated using the Company's statutory tax rate of 35%.

(B) Net of an income tax benefit of \$0.07 million or \$0.00 per diluted share for the six months ended June 30, 2010. The tax effect is calculated using the Company's statutory tax rate of 35%.

*Premium and Fee Income.* Premium and fee income in the first half of 2010 was \$700.3 million as compared to \$710.2 million in the first half of 2009. Premiums from core group employee benefit products, which include short-term and long-term disability, life, excess workers' compensation, travel accident and dental insurance, assumed workers' compensation and casualty reinsurance and limited benefit medical insurance, were \$671.1 million and \$683.6 million in first half of 2010 and 2009, respectively. Assumed workers' compensation and casualty reinsurance is included in the Company's core group employee benefit products beginning in the third quarter of 2009. Accordingly, to assist in comparability with prior periods, premiums from this product have also been included in premiums from core group employee benefit products for prior periods. Premiums from excess workers' compensation insurance for self-insured employers were \$138.8 million in the first half of 2010 as compared to \$136.8 million in the first half of 2009. New business production, which represents the annualized amount of new premium sold, for excess workers' compensation was \$19.7 million and \$25.3 million in the first half of 2010 and 2009, respectively. Premiums from assumed workers' compensation and casualty reinsurance increased 55% to \$23.4 million in the first half of 2010 from \$15.1 million in the first half of 2009. Assumed workers' compensation and casualty reinsurance production was

\$8.5 million in the first half of 2010 compared to \$8.7 million in the first half of 2009. In the important July 2010 renewal season, the results of which are not reflected in the Company's results for the first half of 2010, rates on excess workers' compensation policies declined modestly and self-insured retentions were on average up modestly on new and renewal policies. Retention of its existing excess workers' compensation customers in the first half of 2010 remained strong.

Premiums from the Company's other core group employee benefit products was \$508.9 million in the first half of 2010 compared to \$531.7 million in the first half of 2009. During the first half of 2010 and 2009, premiums from the Company's group life products were \$193.8 million and \$204.3 million, respectively, and premiums from the Company's group disability products were \$271.1 million and \$287.2 million, respectively. Premiums from the Company's turnkey disability business were \$25.2 million in the first half of 2010 compared to \$28.0 million in the first half of 2009. New business production for the Company's other core group employee benefit products was \$92.5 million and \$92.2 million in the first half of 2010 and 2009, respectively. Beginning in the third quarter of 2009, production from the Company's turnkey disability product is included in new business production for core group employee benefit products. Accordingly, to assist in comparability with prior periods, production from this product has also been included in core production for prior periods. The level of production achieved from these products reflects the Company's focus on the small case niche (insured groups of 10 to 500 individuals). The payments received by the Company in connection with loss portfolio transfers, which are episodic in nature and are recorded as liabilities rather than as premiums, were \$6.9 million in the first half of 2010 as compared to \$23.7 million in the first half of 2009.

Deposits from the Company's asset accumulation products were \$116.8 million in the first half of 2010 as compared to \$174.7 million in the first half of 2009. Deposits from the Company's asset accumulation products, consisting of new annuity sales and issuances of funding agreements, are recorded as liabilities rather than as premiums. The Company is continuing to maintain its discipline in setting the crediting rates offered on its asset accumulation products in 2010 in an effort to achieve its targeted interest rate spreads on these products.

*Net Investment Income.* Net investment income in the first half of 2010 was \$162.3 million as compared to \$154.9 million in the first half of 2009, an increase of 5%. This increase reflects a higher level of investment income from the Company's fixed maturity security portfolio resulting from the portfolio repositioning discussed above. See Introduction . The level of net investment income in the first half of 2010 also reflects a 22% increase in average invested assets to \$5,852.3 million in 2010 from \$4,799.3 million in the first half of 2009, partially offset by a decrease in the tax equivalent weighted average annualized yield to 6.0% from 6.9%.

*Net Realized Investment Losses.* Net realized investment losses were \$29.0 million in the first half of 2010 compared to \$49.5 million in the first half of 2009. The Company monitors its investments on an ongoing basis. When the market value of a security declines below its amortized cost, the decline is included as a component of accumulated other comprehensive income or loss, net of the related income tax benefit and adjustment to cost of business acquired, on the Company's balance sheet. In the case of a fixed maturity security, if management judges the decline to be other than temporary, the portion of the decline representing credit loss is recognized as a realized investment loss in the Company's income statement and the remaining portion of the decline continues to be included as a component of accumulated other comprehensive income or loss. For all other types of investments, the entire amount of the decline is recognized as a realized investment loss. Due to the continuing

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effects of the adverse market conditions for financial assets described above, the Company recognized \$48.9 million and \$63.2 million of losses in the first half of 2010 and 2009, respectively, due to the other than temporary declines in the market values of certain fixed maturity securities and other investments, of which \$43.8 million and \$42.5 million was recognized as credit-related realized investment losses and \$5.1 million and \$20.7 million remained as a component of accumulated other comprehensive income, respectively. See Introduction . The Company's investment strategy results in periodic sales of securities and, therefore, the recognition of realized investment gains and losses. During the first half of 2010 and 2009, the Company recognized \$14.9 million and \$(7.0) million, respectively, of net gains (losses) on the sales of securities.

The Company may continue to recognize losses due to other than temporary declines in security fair values in the future, and such losses may be significant. The extent of such losses will depend on, among other things, future developments in the United States and global economies, financial and credit markets, credit spreads, interest rates, expected future cash flows from structured securities, the outlook for the performance by the security issuers of their obligations and changes in security values. The Company continuously monitors its investments in securities whose fair values are below the Company's amortized cost pursuant to its procedures for evaluation for other than temporary impairment in valuation. See Note B to the Consolidated Financial Statements and the section in the 2009 Form 10-K entitled Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies and Estimates for a description of these procedures, which take into account a number of factors. It is not possible to predict the extent of any future changes in value, positive or negative, or the results of the future application of these procedures, with respect to these securities. For further information concerning the Company's investment portfolio, see Liquidity and Capital Resources Investments.

*Benefits and Expenses.* Policyholder benefits and expenses were \$715.5 million in the first half of 2010 as compared to \$722.7 million in the first half of 2009. This decrease primarily reflects the decrease in premiums from the Company's group employee benefit products and does not reflect significant additions to reserves for prior years claims and claim expenses. However, there can be no assurance that future periods will not include additions to reserves of this type, which will depend on the Company's future loss development. If the Company were to experience significant adverse loss development in the future, the Company's results of operations could be materially adversely affected. The combined ratio (loss ratio plus expense ratio) for group employee benefit products was 93.8% and 93.2% in the first half of 2010 and 2009, respectively. The increase in the combined ratio in the first half of 2010 resulted primarily from the lower level of premiums from the Company's group employee benefit products in the current period, as well as expenses associated with new product development at SNCC. The weighted average annualized crediting rate on the Company's asset accumulation products was 3.9% and 4.2% in the first half of 2010 and 2009, respectively.

*Interest Expense.* Interest expense was \$22.1 million in the first half of 2010 as compared to \$14.3 million in the first half of 2009. This increase primarily reflects interest expense associated with the 2020 Senior Notes, which were issued by the Company in the first quarter of 2010, partially offset by a decrease in the weighted average borrowings under the Amended Credit Agreement.

*Income Tax Expense.* Income tax expense was \$21.1 million in the first half of 2010 as compared to \$16.9 million in the first half of 2009, primarily due to the higher level of operating income. The Company's effective tax rate was 22.1% in the first half of 2010 compared to 21.6% in the first half of 2009.

*Three Months Ended June 30, 2010 Compared to  
Three Months Ended June 30, 2009*

*Summary of Results.* Net income attributable to shareholders was \$37.0 million, or \$0.66 per diluted share, for the second quarter of 2010 as compared to \$37.0 million, or \$0.74 per diluted share, for the second quarter of 2009. Net income in the second quarter of 2010 and 2009 included net realized investment losses, net of the related income tax benefit, of \$9.0 million, or \$0.17 per diluted share, and \$17.9 million, or \$0.35 per diluted share, respectively. Net income in the second quarter of 2010 benefited from a decrease in the level of realized losses recognized in earnings due to credit loss-related investment impairments and was adversely impacted by a decrease in net investment income, primarily attributable to performance in the Company's investments in investment funds organized as limited partnerships and limited liability companies that was below the particularly strong performance of these investments

in the prior year's quarter. Investment losses in the second quarter of 2010 and 2009 included losses, net of the related income tax benefit, of \$13.5 million, or \$0.24 per diluted share, and \$16.2 million, or \$0.32 per diluted share, respectively, due to credit loss-related impairments in the values of certain investments.

Operating earnings, which is a non-GAAP financial measure, consist of net income attributable to shareholders excluding after-tax realized investment gains and losses, losses on early retirement of senior notes and junior subordinated deferrable interest debentures and results from discontinued operations, as applicable. The Company believes that because these

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excluded items arise from events that are largely within management's discretion and whose fluctuations can distort comparisons between periods, a measure excluding their impact is useful in analyzing the Company's operating trends. Investment gains or losses are realized based on management's decision to dispose of an investment, and investment losses are realized based on management's judgment that a decline in the market value of an investment is other than temporary. Early retirement of senior notes and junior subordinated deferrable interest debentures occur based on management's decision to redeem or repurchase these notes and debentures. Discontinued operations result from management's decision to exit or sell a particular business. Thus, these excluded items are not reflective of the Company's ongoing earnings capacity, and trends in the earnings of the Company's underlying insurance operations can be more clearly identified without their effects. For these reasons, management uses the measure of operating earnings to assess performance and make operating plans and decisions, and the Company believes that analysts and investors typically utilize measures of this type as one element of their evaluations of insurers' financial performance. However, gains or losses from the excluded items, particularly as to investments, can occur frequently and should not be considered as nonrecurring items. Further, operating earnings should not be considered a substitute for net income attributable to shareholders, the most directly comparable GAAP measure, as an indication of the Company's overall financial performance and may not be calculated in the same manner as similarly titled measures utilized by other companies.

Operating earnings were \$46.1 million in the second quarter of 2010 compared to \$54.9 million in the second quarter of 2009. Operating earnings were \$0.83 per diluted share in the second quarter of 2010 compared to \$1.09 per diluted share in the second quarter of 2009, primarily due to the lower level of net investment income discussed above and the impact of the Company's two Class A Common Stock offerings completed during 2009.

The following table reconciles the amount of operating earnings to the corresponding amount of net income attributable to shareholders for the indicated periods:

|   | Three Months Ended<br>June 30, |           |
|---|--------------------------------|-----------|
|   | 2010                           | 2009      |
| Operating earnings  | \$ 46,107                      | \$ 54,864 |
| Net realized investment losses, net of taxes <sup>(A)</sup> | (9,018)                        | (17,857)  |
| Loss on early retirement of senior notes <sup>(B)</sup>     | (138)                          |           |
| Net income attributable to shareholders                     | \$ 36,951                      | \$ 37,007 |
| Diluted results per share of common stock                   |                                |           |
| Operating earnings  | \$ 0.83                        | \$ 1.09   |
| Net realized investment losses, net of taxes <sup>(A)</sup> | (0.17)                         | (0.35)    |
| Loss on early retirement of senior notes <sup>(B)</sup>     |                                |           |
| Net income attributable to shareholders                     | \$ 0.66                        | \$ 0.74   |

(A) Net of an income tax benefit of \$4.9 million and \$9.6 million, or \$0.09 per diluted share and \$0.19 per

diluted share,  
for the three  
months ended  
June 30, 2010  
and 2009,  
respectively.  
The tax effect is  
calculated using  
the Company's  
statutory tax  
rate of 35%.

- (B) Net of an  
income tax  
benefit of  
\$0.07 million or  
\$0.00 per  
diluted share for  
the three months  
ended June 30,  
2010. The tax  
effect is  
calculated using  
the Company's  
statutory tax  
rate of 35%.

*Premium and Fee Income.* Premium and fee income for the second quarter of 2010 was \$352.6 million as compared to \$352.4 million for the second quarter of 2009. Premiums from core group employee benefit products were \$337.7 million in the second quarter of 2010 as compared to \$339.4 million in the second quarter of 2009. Premiums from excess workers' compensation insurance for self-insured employers increased 3% to \$70.8 million in the second quarter of 2010 from \$69.0 million in the second quarter of 2009. Assumed workers' compensation and casualty reinsurance is included in the Company's core group employee benefit products beginning in the third quarter of 2009. Accordingly, to assist in comparability with prior periods, premiums from this product have been included in premiums from core group employee benefit products for prior periods. Excess workers' compensation new business production, which represents the annualized amount of new premium sold, was \$6.3 million in the second quarter of 2010 as compared to \$10.2 million in the second quarter of 2009. Premiums from assumed workers' compensation and casualty reinsurance increased 41% to \$11.9 million in the second quarter of 2010 from \$8.5 million in the second quarter of 2009. Assumed workers' compensation and casualty reinsurance production increased 87% to \$3.4 million in the second quarter of 2010 from \$1.8 million in the second quarter of 2009. Rates increased modestly in the second quarter 2010 excess workers' compensation renewals and self-insured retentions are on average up modestly in second quarter 2010 new and renewal policies. Retention of existing excess workers' compensation

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customers in the second quarter of 2010 remained strong.

Premiums from the Company's other core group employee benefit products were \$255.0 million and \$261.9 million in the second quarters of 2010 and 2009, respectively. During the second quarter of 2010 and 2009 premiums from the Company's group life products were \$95.9 million and \$100.7 million, respectively, and premiums from the Company's group disability products were \$136.7 million and \$140.8 million, respectively. Premiums from the Company's turnkey disability business were \$11.9 million during the second quarter of 2010 compared to \$12.8 million during the second quarter of 2009. New business production for the Company's other core group employee benefit products increased 15% to \$52.5 million in the second quarter of 2010 from \$45.6 million in the second quarter of 2009.

Beginning in the third quarter of 2009, production from the Company's turnkey disability product is included in core group employee benefit product production. Accordingly, to assist in comparability with prior periods, production from this product has also been included in core production for prior periods. The level of production achieved from these products reflects the Company's focus on the small case niche (insured groups of 10 to 500 individuals).

Deposits from the Company's asset accumulation products were \$78.0 million in the second quarter of 2010 as compared to \$115.0 million in the second quarter of 2009. Deposits from the Company's asset accumulation products, consisting of new annuity sales and issuances of funding agreements, are recorded as liabilities rather than as premiums. The Company is continuing to maintain its discipline in setting the crediting rates offered on its asset accumulation products in 2010 in an effort to achieve its targeted interest rate spreads on these products.

*Net Investment Income.* Net investment income in the second quarter of 2010 was \$78.2 million as compared to \$92.0 million in the second quarter of 2009. This decrease reflects a decrease in the tax equivalent weighted average annualized yield on invested assets to 5.6% for the second quarter of 2010 from 7.9% for the second quarter of 2009, primarily attributable to a lower level of net investment income from the Company's investments in investment funds organized as limited partnerships and limited liability companies, whose performance in the prior year's quarter was particularly strong. This decrease was partially offset by a higher level of investment income from the Company's fixed maturity security portfolio resulting from the portfolio repositioning discussed above and a 21% increase in average invested assets to \$5,992.8 million in the second quarter of 2010 from \$4,947.0 million in the second quarter of 2009.

*Net Realized Investment Losses.* Net realized investment losses were \$13.9 million in the second quarter of 2010 compared to \$27.5 million in the second quarter of 2009. The Company monitors its investments on an ongoing basis. When the market value of a security declines below its amortized cost, the decline is included as a component of accumulated other comprehensive income or loss, net of the related income tax benefit and adjustment to cost of business acquired, on the Company's balance sheet. In the case of a fixed maturity security, if management judges the decline to be other than temporary, the portion of the decline related to credit loss is recognized as a realized investment loss in the Company's income statement and the remaining portion of the decline continues to be included as a component of additional other comprehensive income or loss. For all other types of investments, the entire amount of the decline is recognized as a realized investment loss. The Company recognized \$21.7 million of losses in the second quarter of 2010 due to the other than temporary declines in the market values of certain fixed maturity securities and other investments, of which \$20.8 million was recognized as realized investment losses related to credit losses and \$0.8 million remained as a component of accumulated other comprehensive income on the balance sheet related to non-credit losses. During the second quarter of 2009, the Company recognized \$45.6 million of losses due to the other than temporary declines in the market values of certain fixed maturity securities and other investments, of which \$24.9 million was recognized as realized investment losses related to credit losses and \$20.7 million remained as a component of accumulated other comprehensive income on the balance sheet related to non-credit losses. The Company's investment strategy results in periodic sales of securities and, therefore, the recognition of realized investment gains and losses. During the second quarters of 2010 and 2009, the Company recognized \$7.0 million and \$(2.6) million, respectively, of net gains (losses) on sales of securities.

The Company may recognize additional losses due to other than temporary declines in security market values in the future, and such losses may be significant. See *Six Months Ended June 30, 2010 Compared to Six Months Ended June 30, 2009* Net Realized Investment Losses.

*Benefits and Expenses.* Policyholder benefits and expenses were \$357.6 million in the second quarter of 2010 as compared to \$360.9 million in the second quarter of 2009. This decrease primarily reflects the decrease in premiums from the Company's group employee benefit products discussed above, and does not reflect significant additions to reserves for prior years' claims and claim expenses. However, there can be no assurance that future periods will not include additions to reserves of this type, which will depend on the Company's future loss development. If the Company were to experience significant adverse loss development in the future, the Company's results of operations could be materially adversely affected. The combined ratio (loss ratio plus expense ratio) for group employee benefit products was 93.5% and 93.1% in the second quarters of 2010 and

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2009, respectively. The weighted average annualized crediting rate on the Company's asset accumulation products was 3.7% and 4.2% in the second quarters of 2010 and 2009, respectively.

*Interest Expense.* Interest expense was \$11.5 million in the second quarter of 2010 as compared to \$7.1 million in the second quarter of 2009. This increase primarily reflects interest expense associated with the 2020 Senior Notes, which were issued by the Company in the first quarter of 2010, partially offset by a decrease in the weighted average borrowings under the Amended Credit Agreement.

*Income Tax Expense.* Income tax expense was \$10.6 million in the second quarter of 2010 as compared to \$11.8 million in the second quarter of 2009. The Company's effective tax rates were 22.3% and 24.1% in the second quarter of 2010 and 2009, respectively.

**Liquidity and Capital Resources**

*General.* The Company's current liquidity needs include principal and interest payments on any outstanding borrowings under the Amended Credit Agreement and interest payments on the 2020 Senior Notes, 2033 Senior Notes and 2007 Junior Debentures, as well as funding its operating expenses and dividends to stockholders. The 2033 Senior Notes mature in their entirety in May 2033 and are not subject to any sinking fund requirements. During the second quarter of 2010, the Company repurchased \$5.0 million in aggregate principal amount of the 2033 Senior Notes and recognized a resulting loss of \$0.1 million, net of an income tax benefit of \$0.07 million. In addition, on July 14, 2010, the Company redeemed \$20.0 million in aggregate principal amount of the 2033 Senior Notes. Finally, on August 6, 2010, the Company gave notice of redemption of an additional \$50.0 million in aggregate principal amount of the 2033 Senior Notes. Such redemption will occur on September 21, 2010. After giving effect to these redemptions, \$68.8 million in aggregate principal amount of the notes will remain outstanding. The 2007 Junior Debentures will become due on May 15, 2037, but only to the extent that the Company has received sufficient net proceeds from the sale of certain specified qualifying capital securities. Any remaining outstanding principal amount will be due on May 1, 2067. During the first quarter of 2010, the Company issued the 2020 Senior Notes, which will mature in January 2020 and pay interest semi-annually in arrears on January 31 and July 31, commencing on July 31, 2010. The 2020 Senior Notes are not subject to any sinking fund requirements and contain certain provisions permitting their early redemption by the Company. See Note D to the Consolidated Financial Statements. The 2033 Senior Notes and the 2007 Junior Debentures also contain certain provisions permitting their early redemption by the Company. For descriptions of these provisions, see Notes E and H to the Consolidated Financial Statements included in the 2009 Form 10-K.

As a holding company that does not conduct business operations in its own right, substantially all of the assets of the Company are comprised of its ownership interests in its insurance subsidiaries. In addition, the Company held approximately \$96.4 million of financial resources available at the holding company level at June 30, 2010, primarily comprised of short-term investments and in investment subsidiaries whose assets are primarily invested in investment funds organized as limited partnerships and limited liability companies. Other sources of liquidity at the holding company level include dividends paid from subsidiaries, primarily generated from operating cash flows and investments, and borrowings under the Amended Credit Agreement. The Company's insurance subsidiaries would be permitted, without prior regulatory approval, to make dividend payments totaling \$112.8 million during 2010, of which \$1.8 million has been paid to the Company during the first six months of 2010. However, the level of dividends that could be paid consistent with maintaining the insurance subsidiaries' RBC and other measures of capital adequacy at levels consistent with its current claims-paying and financial strength ratings from rating agencies is likely to be substantially lower than such amount. In general, dividends from the Company's non-insurance subsidiaries are not subject to regulatory or other restrictions. In addition, the Company is presently categorized as a well known seasoned issuer under Rule 405 of the Securities Act. As such, the Company has the ability to file automatically effective shelf registration statements for unspecified amounts of different securities, allowing for immediate, on-demand offerings. In October 2006, the Company entered into the Amended Credit Agreement, which, among other things, increased the maximum borrowings available to \$250 million, improved the pricing terms and extended the maturity date from May 2010 to October 2011. On November 8, 2007, the amount of the facility was increased to the amount of \$350 million, and certain financial institutions were added as new lenders, pursuant to a supplement to the Amended

Credit Agreement. Borrowings under the Amended Credit Agreement bear interest at a rate equal to the LIBOR rate for the borrowing period selected by the Company, which is typically one month, plus a spread which varies based on the Company's Standard & Poor's and Moody's credit ratings. Based on the current levels of such ratings, the spread is currently equal to 62.5 basis points. The Amended Credit Agreement contains various financial and other affirmative and negative covenants, along with various representations and warranties, considered ordinary for this type of credit agreement. The covenants include, among others, a maximum Company consolidated debt to capital ratio, a minimum Company consolidated net worth, minimum statutory risk-based capital requirements for RSLIC and SNCC, and certain limitations on investments and subsidiary indebtedness. As of June 30,

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2010, the Company was in compliance in all material respects with the financial and various other affirmative and negative covenants in the Amended Credit Agreement. At June 30, 2010, the Company had no outstanding borrowings under the Amended Credit Agreement.

During the first quarter of 2006, the Company issued \$100.0 million in aggregate principal amount of fixed and floating rate funding agreements with maturities of three to five years in connection with the issuance by an unconsolidated special purpose vehicle of funding agreement-backed notes in a corresponding principal amount. Based on the Company's investment at risk compared to that of the holders of the funding agreement-backed notes, the Company has concluded that it is not the primary beneficiary of the special purpose vehicle that issued the funding agreement-backed notes. During the first quarter of 2009, the Company repaid \$35.0 million in aggregate principal amount of floating rate funding agreements at their maturity. At June 30, 2010 and 2009, the Company's reserves related to the funding agreements were \$66.1 million.

On August 4, 2010, the Company's Board of Directors declared a cash dividend of \$0.11 per share, which will be paid on the Company's Class A Common Stock and Class B Common Stock on September 1, 2010.

The Company and its subsidiaries expect available sources of liquidity to exceed their current and long-term cash requirements.

*Investments.* The Company's overall investment strategy emphasizes safety and liquidity, while seeking the best available return, by focusing on, among other things, managing the Company's interest-sensitive assets and liabilities and seeking to minimize the Company's exposure to fluctuations in interest rates. The Company's investment portfolio, which totaled \$6,100.6 million at June 30, 2010, consists primarily of investments in fixed maturity securities, short-term investments, mortgage loans and equity securities. The Company's investment portfolio also includes investments in investment funds organized as limited partnerships and limited liability companies and trading account securities which collectively totaled \$266.7 million at June 30, 2010. At June 30, 2010, the total carrying value of the portfolio of private placement corporate loans, mortgage loans, interests in limited partnerships and limited liability companies and equity securities managed on the Company's behalf by Fortress Investment Group LLC was \$44.3 million.

During the first six months of 2010, the market value of the Company's available for sale investment portfolio, in relation to its amortized cost, increased by \$120.0 million from year-end 2009, before the related decrease in the cost of business acquired of \$17.5 million and a decrease in the federal income tax provision of \$35.9 million. At June 30, 2010, gross unrealized appreciation and gross unrealized depreciation, before the related income tax expense or benefit and the related adjustment to cost of business acquired, with respect to the Company's fixed maturity security holdings totaled \$264.7 million (of which \$235.3 million was attributable to investment grade securities) and \$201.9 million (of which \$79.6 million was attributable to investment grade securities), respectively. During the first six months of 2010, the Company recognized pre-tax net investment losses of \$29.0 million. The weighted average credit rating of the securities in the Company's fixed maturity portfolio, based upon the highest of the ratings assigned to the respective securities by Standard & Poor's, Moody's and Fitch, was AA at June 30, 2010. While ratings of this type are intended to address credit risk, they do not address other risks, such as prepayment and extension risks. See Forward-Looking Statements and Cautionary Statements Regarding Certain Factors That May Affect Future Results, and Part I, Item 1A of the 2009 Form 10-K, Risk Factors, for a discussion of various risks relating to the Company's investment portfolio.

*Reinsurance.* The Company cedes portions of the risks relating to its group employee benefit products and variable life insurance products under indemnity reinsurance agreements with various unaffiliated reinsurers. The Company pays reinsurance premiums which are generally based upon specified percentages of the Company's premiums on the business reinsured. These agreements expire at various intervals as to new risks, and replacement agreements are negotiated on terms believed appropriate in light of then-current market conditions. The Company currently cedes through indemnity reinsurance 100% of its excess workers' compensation risks between \$10.0 million and \$50.0 million per occurrence, 100% of its excess workers' compensation risks between \$100.0 million and \$150.0 million per occurrence, and 15% of its excess workers' compensation risks between \$200.0 million and \$250.0 million, per occurrence. Effective in July 2010, the Company entered into a reinsurance agreement under which it cedes 100% (compared to 85% previously) of its excess workers' compensation risks between \$50.0 million

and \$100.0 million, per occurrence, and 65% (compared to 50% previously) of its excess workers' compensation risks between \$150.0 million and \$200.0 million per occurrence.

In addition, effective in March 2010, the Company currently cedes through indemnity reinsurance up to \$20 million of coverage (compared to \$10 million previously) with respect to workers' compensation losses resulting from certain naturally occurring catastrophic events. The Company also currently cedes through indemnity reinsurance risks in excess of \$300,000 per individual and type of coverage for new and existing employer-paid group life insurance policies. Reductions in the Company's reinsurance coverages will decrease the reinsurance premiums paid by the Company under these arrangements and

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thus increase the Company's premium income, and will also increase the Company's risk of loss with respect to the relevant policies. Generally, increases in the Company's reinsurance coverages will increase the reinsurance premiums paid by the Company under these arrangements and thus decrease the Company's premium income, and will also decrease the Company's risk of loss with respect to the relevant policies.

*Cash Flows.* Operating activities increased cash by \$132.7 million and \$192.0 million in the first six months of 2010 and 2009, respectively. Net investing activities used \$212.2 million and \$312.3 million of cash during the first six months of 2010 and 2009, respectively, primarily for the purchase of securities. Financing activities provided \$81.9 million of cash during the first six months of 2010, principally from the issuance of the 2020 Senior Notes, partially offset by the full repayment of the then outstanding borrowings under the Amended Credit Agreement and the repurchase of \$5.0 million in principal amount of the 2033 Senior Notes. During the first half of 2009, financing activities provided \$135.6 million of cash, principally from deposits to policyholder accounts and proceeds from the issuance of 3.0 million shares of its Class A Common Stock in a public offering, partially offset by the repayment of \$35.0 million in aggregate principal amount of floating rate funding agreements at their maturity.

**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

There have been no material changes in the Company's exposure to market risk or its management of such risk since December 31, 2009.

**Item 4. Controls and Procedures**

As of the end of the period covered by this report, an evaluation was performed under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer ( CEO ) and Senior Vice President and Treasurer (the individual who acts in the capacity of chief financial officer), of the effectiveness of the design and operation of the Company's disclosure controls and procedures (as defined in the rules and regulations of the Securities and Exchange Commission). Based on that evaluation, the Company's management, including the CEO and Senior Vice President and Treasurer, concluded that the Company's disclosure controls and procedures were effective. There were no changes in the Company's internal control over financial reporting during the fiscal quarter to which this report relates that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

**Forward-Looking Statements And Cautionary Statements Regarding Certain Factors That May Affect Future Results**

In connection with, and because it desires to take advantage of, the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, the Company cautions readers regarding certain forward-looking statements in the above Management's Discussion and Analysis of Financial Condition and Results of Operations and elsewhere in this Form 10-Q and in any other statement made by, or on behalf of, the Company, whether in future filings with the Securities and Exchange Commission or otherwise. Forward-looking statements are statements not based on historical information and which relate to future operations, strategies, financial results, prospects, outlooks or other developments. Some forward-looking statements may be identified by the use of terms such as "expects," "believes," "anticipates," "intends," "judgment," "outlook," "effort," "attempt," "achieve," "project" or other similar expressions. Forward-looking statements are necessarily based upon estimates and assumptions that are inherently subject to significant business, economic, competitive and other uncertainties and contingencies, many of which are beyond the Company's control and many of which, with respect to future business decisions, are subject to change. Examples of such uncertainties and contingencies include, among other important factors, those affecting the insurance industry generally, such as the economic and interest rate environment, federal and state legislative and regulatory developments, including but not limited to changes in financial services, employee benefit, health care and tax laws and regulations, changes in accounting rules and interpretations thereof, market pricing and competitive trends relating to insurance products and services, acts of terrorism or war, and the availability and cost of reinsurance, and those relating specifically to the Company's business, such as the level of its insurance premiums and fee income, the claims experience, persistency and other factors affecting the profitability of its insurance products, the performance of its investment portfolio and changes in the Company's investment strategy, acquisitions of companies or blocks of business, and ratings by major rating organizations of the Company and its insurance subsidiaries. These uncertainties and contingencies can affect actual results and could cause actual results to differ materially from those expressed in any forward-looking

statements made by, or on behalf of, the Company. Certain of these uncertainties and contingencies are described in more detail in Part I, Item 1A of the 2009 Form 10-K, Risk Factors . The Company disclaims any obligation to update forward-looking information.

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**Table of Contents****PART II. OTHER INFORMATION****Item 1. Legal Proceedings**

A putative class action, *Moore v. Reliance Standard Life Insurance Company*, was filed in the United States District Court for the Northern District of Mississippi in July 2008 against the Company's subsidiary, RSLIC. The action challenges RSLIC's ability to pay certain insurance policy benefits through a mechanism commonly known in the insurance industry as a retained asset account and contains related claims of breach of fiduciary duty and prohibited transactions under the federal Employee Retirement Income Security Act of 1974. The Company does not believe that the ultimate resolution of this action will have a material adverse effect on its financial condition.

In addition to this action, the Company is a party to various other litigation and proceedings in the course of its business, primarily involving its insurance operations. In some cases, these proceedings entail claims against the Company for punitive damages and similar types of relief. The ultimate disposition of such litigation and proceedings is not expected to have a material adverse effect on the Company's results of operations, liquidity or financial condition.

**Item 1A. Risk Factors**

The following discussion, which supplements the significant factors that may affect the Company's business and operations as described in Part I, Item 1A of the 2009 Form 10-K, "Risk Factors," updates and supersedes the discussion contained therein under the heading "The Company may be adversely impacted by a decline in the ratings of its insurance subsidiaries or its own credit ratings":

**The Company may be adversely impacted by a decline in the ratings of its insurance subsidiaries or its own credit ratings.**

Ratings with respect to claims-paying ability and financial strength have become an increasingly important factor impacting the competitive position of insurance companies. The financial strength ratings of RSLIC as of August 2010 as assigned by A.M. Best, Fitch, Moody's and Standard & Poor's were A (Excellent), A- (Strong), A3 (Good) and A (Strong), respectively. The financial strength ratings of SNCC as of August 2010 as assigned by A.M. Best, Fitch, Moody's and Standard & Poor's were A (Excellent), A- (Strong), A3 (Good) and A (Strong), respectively. These ratings are significantly influenced by the risk-based capital ratios and levels of statutory capital and surplus of these subsidiaries. In addition, these rating agencies may implement changes to their internal models that have the effect of increasing or decreasing the amount of capital these subsidiaries must hold in order to maintain these ratings. Each of the rating agencies reviews its ratings of companies periodically and there can be no assurance that current ratings will be maintained in the future. In December 2009, A.M. Best revised the outlook on its rating relating to SNCC to stable from negative. In June 2010, Moody's revised the outlook on its ratings relating to RSLIC, SNCC and the Company to stable from negative. In April 2009, Fitch Ratings downgraded its ratings relating to RSLIC and SNCC to A- (Good) from A (Good). In December 2008, A.M. Best revised the outlook on its ratings relating to RSLIC, SNCC and the Company to negative from stable. In October 2008, Standard & Poor's revised the outlook on its ratings relating to RSLIC, SNCC and the Company to negative from stable. Claims-paying and financial strength ratings relating to the Company's insurance subsidiaries are based upon factors relevant to the policyholders of such subsidiaries and are not directed toward protection of investors in the Company. Downgrades in the ratings of the Company's insurance subsidiaries could adversely affect sales of their products, increase policyholder withdrawals and could have a material adverse effect on the results of the Company's operations. In addition, downgrades in the Company's credit ratings, which are based on factors similar to those considered by the rating agencies in their evaluations of its insurance subsidiaries, could materially adversely affect its ability to access the capital markets and could increase the cost of its borrowings under the Amended Credit Agreement. The Company's senior unsecured debt ratings as of August 2010 from A.M. Best, Fitch, Moody's and Standard & Poor's were bbb, BBB-, Baa3 and BBB, respectively. The ratings for the Company's 2007 Junior Debentures as of August 2010 from A.M. Best, Fitch, Moody's and Standard & Poor's were bb+, BB, Ba1 and BB+, respectively. The ratings for RSLIC's funding agreements as of August 2010 from A.M. Best, Moody's and Standard & Poor's were a, A3, and A, respectively.

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**Item 6. Exhibits**

- 10.1 Letter Agreement, dated April 22, 2010, with Robert M. Smith, Jr.
- 11.1 Computation of Results per Share of Common Stock (incorporated by reference to Note H to the Consolidated Financial Statements included elsewhere herein)
- 31.1 Certification by the Chairman of the Board and Chief Executive Officer of Periodic Report Pursuant to Rule 13a-14(a) or 15d-14(a)
- 31.2 Certification by the Senior Vice President and Treasurer of Periodic Report Pursuant to Rule 13a-14(a) or 15d-14(a)
- 32.1 Certification of Periodic Report Pursuant to 18 U.S.C. Section 1350 as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- 101. The following financial information from the Company's Quarterly Report on Form 10-Q for the six months ended June 30, 2010, formatted in XBRL: (i) Consolidated Statements of Income for the three and six months ended June 30, 2010 and 2009; (ii) Consolidated Balance Sheets at June 30, 2010 and December 31, 2009; (iii) Consolidated Statement of Equity for the six months ended June 30, 2010 and 2009; (iv) Consolidated Statements of Cash Flows for the six months ended June 30, 2010 and 2009; and (v) Notes to Consolidated Financial Statements, tagged as blocks of text.

**SIGNATURES**

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

DELPHI FINANCIAL GROUP, INC.

/s/ ROBERT ROSENKRANZ  
Robert Rosenkranz  
Chairman of the Board and Chief  
Executive Officer (Principal Executive  
Officer)

/s/ THOMAS W. BURGHART  
Thomas W. Burghart  
Senior Vice President and Treasurer  
(Principal Accounting and Financial  
Officer)

Date: August 9, 2010

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