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

Form 10-Q

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

For the quarterly period ended June 30, 2020

☐ 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 001-31792

CNO Financial Group, Inc.

Delaware	75-3108137
State of Incorporation	**IRS Employer Identification No.**
11825 N. Pennsylvania Street Carmel, Indiana 46032	(317) 817-6100
Address of principal executive offices	**Telephone**

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act): Yes ☐ No ☒

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common Stock, par value $0.01 per share	CNO	New York Stock Exchange
Rights to purchase Series D Junior Participating Preferred Stock		New York Stock Exchange

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

Indicate by check mark whether the Registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer", "accelerated filer", "smaller reporting company", and "emerging growth company" in Rule 12b-2 of the Exchange Act. Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller reporting company ☐ Emerging growth company ☐

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

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act): Yes ☐ No ☒

Shares of common stock outstanding as of July 28, 2020: 141,719,305

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PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET
(Dollars in millions)
(unaudited)

ASSETS

	June 30, 2020	December 31, 2019
Investments:		
Fixed maturities, available for sale, at fair value (net of allowance for credit losses of $10.8 at June 30, 2020; amortized cost: June 30, 2020 - $19,641.6; December 31, 2019 - $19,179.5)	$ 22,167.9	$ 21,295.2
Equity securities at fair value (cost: June 30, 2020 - $68.5; December 31, 2019 - $44.2)	60.5	44.1
Mortgage loans (net of allowance for credit losses of $11.6 at June 30, 2020)	1,459.9	1,566.1
Policy loans	124.3	124.5
Trading securities	240.6	243.9
Investments held by variable interest entities (net of allowance for credit losses of $27.7 at June 30, 2020; amortized cost: June 30, 2020 - $1,223.7; December 31, 2019 - $1,206.3)	1,137.4	1,188.6
Other invested assets	993.8	1,118.5
Total investments	26,184.4	25,580.9
Cash and cash equivalents - unrestricted	521.1	580.0
Cash and cash equivalents held by variable interest entities	36.8	74.7
Accrued investment income	205.3	205.9
Present value of future profits	263.4	275.4
Deferred acquisition costs	1,120.9	1,215.5
Reinsurance receivables (net of allowance for credit losses of $4.0 at June 30, 2020)	4,712.6	4,785.7
Income tax assets, net	428.8	432.6
Assets held in separate accounts	3.7	4.2
Other assets	502.5	476.0
Total assets	$ 33,979.5	$ 33,630.9

(continued on next page)

The accompanying notes are an integral part
of the consolidated financial statements.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET, continued
(Dollars in millions)
(unaudited)

LIABILITIES AND SHAREHOLDERS' EQUITY

	June 30, 2020	December 31, 2019
Liabilities:		
Liabilities for insurance products:		
Policyholder account liabilities	$ 12,171.3	$ 12,132.3
Future policy benefits	11,767.5	11,498.5
Liability for policy and contract claims	488.6	522.3
Unearned and advanced premiums	243.6	260.5
Liabilities related to separate accounts	3.7	4.2
Other liabilities	788.3	750.2
Investment borrowings	1,643.4	1,644.3
Borrowings related to variable interest entities	1,152.2	1,152.5
Notes payable – direct corporate obligations	989.7	989.1
Total liabilities	29,248.3	28,953.9
Commitments and Contingencies		
Shareholders' equity:		
Common stock ($0.01 par value, 8,000,000,000 shares authorized, shares issued and outstanding: June 30, 2020 – 141,718,570; December 31, 2019 – 148,084,178)	1.4	1.5
Additional paid-in capital	2,664.3	2,767.3
Accumulated other comprehensive income	1,520.2	1,372.5
Retained earnings	545.3	535.7
Total shareholders' equity	4,731.2	4,677.0
Total liabilities and shareholders' equity	$ 33,979.5	$ 33,630.9

The accompanying notes are an integral part
of the consolidated financial statements.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF OPERATIONS
(Dollars in millions, except per share data)
(unaudited)

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Revenues:				
Insurance policy income	$ 625.3	$ 618.3	$ 1,254.0	$ 1,237.6
Net investment income:				
General account assets	231.7	284.9	512.0	553.7
Policyholder and other special-purpose portfolios	87.1	49.6	(23.6)	136.6
Realized investment gains (losses):				
Net realized investment gains (losses)	27.9	5.3	(32.2)	23.6
Change in allowance for credit losses and other-than-temporary impairment losses (a)	15.9	—	(39.5)	(2.2)
Total realized gains (losses)	43.8	5.3	(71.7)	21.4
Fee revenue and other income	26.3	21.7	60.7	53.5
Total revenues	1,014.2	979.8	1,731.4	2,002.8
Benefits and expenses:				
Insurance policy benefits	540.3	610.4	1,031.1	1,233.9
Interest expense	28.4	38.6	61.8	79.6
Amortization	88.5	46.2	138.7	104.4
Loss on extinguishment of debt	—	7.3	—	7.3
Other operating costs and expenses	251.6	229.6	465.4	464.3
Total benefits and expenses	908.8	932.1	1,697.0	1,889.5
Income before income taxes	105.4	47.7	34.4	113.3
Income tax expense (benefit):				
Tax expense on period income	23.4	10.1	7.6	23.9
Valuation allowance for deferred tax assets and other tax items	—	—	(34.0)	—
Net income	$ 82.0	$ 37.6	$ 60.8	$ 89.4
Earnings per common share:				
Basic:				
Weighted average shares outstanding	143,421,000	158,816,000	144,625,000	159,882,000
Net income	$ .57	$ .24	$ .42	$ .56
Diluted:				
Weighted average shares outstanding	143,941,000	159,735,000	145,269,000	160,962,000
Net income	$ .57	$ .24	$ .42	$ .56

(a) No portion of the other-than-temporary impairments recognized in the 2019 periods was included in accumulated other comprehensive income.

The accompanying notes are an integral part
of the consolidated financial statements.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
(Dollars in millions)
(unaudited)

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Net income	$ 82.0	$ 37.6	$ 60.8	$ 89.4
Other comprehensive income, before tax:				
Unrealized gains on investments:	1,656.2	681.3	330.8	1,371.5
Adjustment to present value of future profits and deferred acquisition costs	(131.0)	(66.2)	5.3	(116.7)
Amount related to premium deficiencies assuming the net unrealized gains had been realized	(330.5)	(45.0)	(195.0)	(76.5)
Reclassification adjustments:				
For net realized investment (gains) losses included in net income	(15.9)	(4.0)	49.7	(2.9)
For amortization of the present value of future profits and deferred acquisition costs related to net realized investment (gains) losses included in net income	.3	.2	(3.1)	.4
Other comprehensive income before tax	1,179.1	566.3	187.7	1,175.8
Income tax expense related to items of accumulated other comprehensive income	(254.1)	(123.0)	(40.0)	(255.3)
Other comprehensive income, net of tax	925.0	443.3	147.7	920.5
Comprehensive income	$ 1,007.0	$ 480.9	$ 208.5	$ 1,009.9

The accompanying notes are an integral part
of the consolidated financial statements.

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY
(Dollars in millions, shares in thousands)
(unaudited)

	Common stock		Additional paid-in	Accumulated other comprehensive	Retained	
	Shares	Amount	capital	income	earnings	Total
Balance, March 31, 2019	159,955	1.6	$ 2,952.2	$ 654.9	$ 229.2	$ 3,837.9
Net income	—	—	—	—	37.6	37.6
Change in unrealized appreciation (depreciation) of investments (net of applicable income tax expense of $123.0)	—	—	—	443.3	—	443.3
Change in noncredit component of impairment losses on fixed maturities, available for sale (net of applicable income tax expense of less than $.1)	—	—	—	—	—	—
Common stock repurchased	(3,342)	—	(55.0)	—	—	(55.0)
Dividends on common stock	—	—	—	—	(17.6)	(17.6)
Employee benefit plans, net of shares used to pay tax withholdings	155	—	6.0	—	—	6.0
Balance, June 30, 2019	156,768	$ 1.6	$ 2,903.2	$ 1,098.2	$ 249.2	$ 4,252.2
Balance, March 31, 2020	143,610	1.4	$ 2,688.5	$ 595.2	$ 480.7	$ 3,765.8
Net income	—	—	—	—	82.0	82.0
Change in unrealized appreciation (depreciation) of investments (net of applicable income tax expense of $254.1)	—	—	—	925.0	—	925.0
Common stock repurchased	(1,968)	—	(30.0)	—	—	(30.0)
Dividends on common stock	—	—	—	—	(17.4)	(17.4)
Employee benefit plans, net of shares used to pay tax withholdings	77	—	5.8	—	—	5.8
Balance, June 30, 2020	141,719	$ 1.4	$ 2,664.3	$ 1,520.2	$ 545.3	$ 4,731.2

The accompanying notes are an integral part
of the consolidated financial statements.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY, continued
(Dollars in millions, shares in thousands)
(unaudited)

	Common stock		Additional paid-in	Accumulated other comprehensive	Retained	
	Shares	Amount	capital	income	earnings	Total
Balance, December 31, 2018	162,202	$ 1.6	$ 2,995.0	$ 177.7	$ 196.6	$ 3,370.9
Cumulative effect of accounting change	—	—	—	—	(3.1)	(3.1)
Balance, January 1, 2019	162,202	1.6	2,995.0	177.7	193.5	3,367.8
Net income	—	—	—	—	89.4	89.4
Change in unrealized appreciation (depreciation) of investments (net of applicable income tax expense of $255.3)	—	—	—	920.4	—	920.4
Change in noncredit component of impairment losses on fixed maturities, available for sale (net of applicable income tax expense of less than $.1)	—	—	—	.1	—	.1
Common stock repurchased	(6,235)	—	(102.0)	—	—	(102.0)
Dividends on common stock	—	—	—	—	(33.7)	(33.7)
Employee benefit plans, net of shares used to pay tax withholdings	801	—	10.2	—	—	10.2
Balance, June 30, 2019	156,768	$ 1.6	$ 2,903.2	$ 1,098.2	$ 249.2	$ 4,252.2
Balance, December 31, 2019	148,084	$ 1.5	$ 2,767.3	$ 1,372.5	$ 535.7	$ 4,677.0
Cumulative effect of accounting change	—	—	—	—	(17.8)	(17.8)
Balance, January 1, 2020	148,084	1.5	2,767.3	1,372.5	517.9	4,659.2
Net income	—	—	—	—	60.8	60.8
Change in unrealized appreciation (depreciation) of investments (net of applicable income tax expense of $40.0)	—	—	—	147.7	—	147.7
Common stock repurchased	(7,051)	(.1)	(112.9)	—	—	(113.0)
Dividends on common stock	—	—	—	—	(33.4)	(33.4)
Employee benefit plans, net of shares used to pay tax withholdings	686	—	9.9	—	—	9.9
Balance, June 30, 2020	141,719	$ 1.4	$ 2,664.3	$ 1,520.2	$ 545.3	$ 4,731.2

The accompanying notes are an integral part
of the consolidated financial statements.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CASH FLOWS
(Dollars in millions)
(unaudited)

	Six months ended June 30,	
	2020	2019
Cash flows from operating activities:		
Insurance policy income	$ 1,151.2	$ 1,151.5
Net investment income	554.4	559.4
Fee revenue and other income	60.7	53.5
Insurance policy benefits	(808.2)	(819.5)
Interest expense	(63.9)	(79.6)
Deferrable policy acquisition costs	(132.4)	(143.0)
Other operating costs	(431.8)	(407.9)
Income taxes	(5.0)	3.3
Net cash from operating activities	325.0	317.7
Cash flows from investing activities:		
Sales of investments	1,011.1	2,463.4
Maturities and redemptions of investments	912.5	1,094.6
Purchases of investments	(2,296.6)	(3,675.2)
Net sales (purchases) of trading securities	9.6	(8.1)
Other	(16.2)	(84.2)
Net cash used by investing activities	(379.6)	(209.5)
Cash flows from financing activities:		
Issuance of notes payable, net	—	494.2
Payments on notes payable	—	(425.0)
Expenses related to extinguishment of debt	—	(6.1)
Issuance of common stock	3.0	3.6
Payments to repurchase common stock	(118.1)	(103.8)
Common stock dividends paid	(33.6)	(33.8)
Amounts received for deposit products	762.8	873.8
Withdrawals from deposit products	(654.3)	(689.5)
Issuance of investment borrowings:		
Federal Home Loan Bank	65.3	346.8
Payments on investment borrowings:		
Federal Home Loan Bank	(66.2)	(347.4)
Related to variable interest entities	(1.1)	(269.7)
Net cash used by financing activities	(42.2)	(156.9)
Net decrease in cash and cash equivalents	(96.8)	(48.7)
Cash and cash equivalents - unrestricted and held by variable interest entities, beginning of period	654.7	656.6
Cash and cash equivalents - unrestricted and held by variable interest entities, end of period	$ 557.9	$ 607.9

The accompanying notes are an integral part
of the consolidated financial statements.

BUSINESS AND BASIS OF PRESENTATION

The following notes should be read together with the notes to the consolidated financial statements included in our 2019 Annual Report on Form 10-K.

CNO Financial Group, Inc., a Delaware corporation ("CNO"), is a holding company for a group of insurance companies operating throughout the United States that develop, market and administer health insurance, annuity, individual life insurance and other insurance products. The terms "CNO Financial Group, Inc.", "CNO", the "Company", "we", "us", and "our" as used in these financial statements refer to CNO and its subsidiaries. Such terms, when used to describe insurance business and products, refer to the insurance business and products of CNO's insurance subsidiaries.

We focus on serving middle-income pre-retiree and retired Americans, which we believe are attractive, underserved, high growth markets. We sell our products through three distribution channels: career agents, independent producers (some of whom sell one or more of our product lines exclusively) and direct marketing.

Our unaudited consolidated financial statements reflect normal recurring adjustments that, in the opinion of management, are necessary for a fair statement of our financial position, results of operations and cash flows for the periods presented. As permitted by rules and regulations of the Securities and Exchange Commission (the "SEC") applicable to quarterly reports on Form 10-Q, we have condensed or omitted certain information and disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"). We have reclassified certain amounts from the prior periods to conform to the 2020 presentation. These reclassifications have no effect on net income or shareholders' equity. Results for interim periods are not necessarily indicative of the results that may be expected for a full year, especially when considering the risks and uncertainties associated with the novel coronavirus ("COVID-19") and the impact it may have on our business, results of operations and financial condition. The COVID-19 pandemic has negatively impacted the U.S. and global economies, created significant volatility and disruption in the capital markets, dramatically increased unemployment levels and has fueled concerns that it will lead to a global recession. Depending on the duration and severity of the pandemic, we foresee the potential for adverse impacts related to, among other things: (i) sales results; (ii) insurance product margin; (iii) net investment income; (iv) invested assets; (v) regulatory capital; (vi) liabilities for insurance products; (vii) deferred acquisition costs; (viii) the present value of future profits; and (ix) income tax assets. The full extent to which COVID-19 will impact our business, results of operations and financial condition remains uncertain.

The balance sheet at December 31, 2019, presented herein, has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by GAAP for complete financial statements.

When we prepare financial statements in conformity with GAAP, we are required to make estimates and assumptions that significantly affect reported amounts of various assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses during the reporting periods. For example, we use significant estimates and assumptions to calculate values for deferred acquisition costs, the present value of future profits, fair value measurements of certain investments (including derivatives), other-than-temporary impairments of investments, assets and liabilities related to income taxes, liabilities for insurance products, liabilities related to litigation and guaranty fund assessment accruals. If our future experience differs from these estimates and assumptions, our financial statements would be materially affected.

The accompanying financial statements include the accounts of the Company and its subsidiaries. Our consolidated financial statements exclude transactions between us and our consolidated affiliates, or among our consolidated affiliates.

INVESTMENTS

We classify our *fixed maturity securities* into one of two categories: (i) "available for sale" (which we carry at estimated fair value with any unrealized gain or loss, net of tax and related adjustments, recorded as a component of shareholders' equity); or (ii) "trading" (which we carry at estimated fair value with changes in such value recognized as either net investment income (classified as investment income from policyholder and other special-purpose portfolios) or realized investment gains (losses)).

Trading securities include: (i) investments purchased with the intent of selling in the near term to generate income; (ii) investments supporting certain insurance liabilities; and (iii) certain fixed maturity securities containing embedded derivatives for which we have elected the fair value option. The change in fair value of the income generating investments and investments supporting insurance liabilities and reinsurance agreements is recognized in income from policyholder and other special-purpose portfolios (a component of net investment income). The change in fair value of securities with embedded derivatives is recognized in realized investment gains (losses). Investment income related to investments supporting certain insurance liabilities is substantially offset by the change in insurance policy benefits related to certain products.

When an available for sale fixed maturity security's fair value is below the amortized cost, the security is considered impaired. If a portion of the decline is due to credit-related factors, we separate the credit loss component of the impairment from the amount related to all other factors and report the credit loss component in net realized investment gains (losses) limited to the difference between estimated fair value and amortized cost. The impairment related to all other factors (non-credit factors) is reported in accumulated other comprehensive income along with unrealized gains related to fixed maturity investments, available for sale, net of tax and related adjustments. The allowance is adjusted for any additional credit losses and subsequent recoveries. When recognizing an allowance associated with a credit loss, the cost basis is not adjusted. When we determine a security is uncollectable, the remaining amortized cost will be written off.

In determining the credit loss component, we discount the estimated cash flows on a security by security basis. We consider the impact of macroeconomic conditions on inputs used to measure the amount of credit loss. For most structured securities, cash flow estimates are based on bond-specific facts and circumstances that may include collateral characteristics, expectations of delinquency and default rates, loss severity, prepayment speeds and structural support, including overcollateralization, excess spread, subordination and guarantees. For corporate bonds, cash flow estimates are derived by considering asset type, rating, time to maturity, and applying an expected loss rate.

If we intend to sell an impaired fixed maturity security, available for sale, or identify an impaired fixed maturity security, available for sale, for which is it more likely than not we will be required to sell before anticipated recovery, the difference between the fair value and the amortized cost is included in net realized investment gains (losses) and the fair value becomes the new amortized cost. The new cost basis is not adjusted for any subsequent recoveries in fair value.

The Company reports accrued investment income separately from fixed maturities, available for sale, and has elected not to measure an allowance for credit losses for accrued investment income. Accrued investment income is written off through net investment income at the time the issuer of the bond defaults or is expected to default on payments.

Accumulated other comprehensive income is primarily comprised of the net effect of unrealized appreciation (depreciation) on our investments. These amounts, included in shareholders' equity as of June 30, 2020 and December 31, 2019, were as follows (dollars in millions):

	June 30, 2020	December 31, 2019
Net unrealized appreciation (depreciation) on fixed maturity securities, available for sale, on which an other-than-temporary impairment loss has been recognized	$ —	$ 1.1
Net unrealized gains on all other fixed maturity securities, available for sale	—	2,095.3
Net unrealized gains on investments having no allowance for credit losses	2,520.6	—
Unrealized losses on investments with an allowance for credit losses	(43.7)	—
Adjustment to present value of future profits (a)	(11.3)	(18.9)
Adjustment to deferred acquisition costs	(335.8)	(227.9)
Adjustment to insurance liabilities	(189.0)	(96.5)
Deferred income tax liabilities	(420.6)	(380.6)
Accumulated other comprehensive income	$ 1,520.2	$ 1,372.5

(a) The present value of future profits is the value assigned to the right to receive future cash flows from contracts existing at September 10, 2003, the date Conseco, Inc., an Indiana corporation, emerged from bankruptcy.

At June 30, 2020, adjustments to the present value of future profits, deferred acquisition costs, insurance liabilities and deferred tax assets included $(9.3) million, $(132.2) million, $(189.0) million and $71.8 million, respectively, for premium deficiencies that would exist on certain blocks of business if unrealized gains on the assets backing such products had been realized and the proceeds from the sales of such assets were invested at then current yields.

At December 31, 2019, adjustments to the present value of future profits, deferred acquisition costs, insurance liabilities and deferred tax assets included $(12.2) million, $(26.8) million, $(96.5) million and $29.4 million, respectively, for premium deficiencies that would exist on certain blocks of business if unrealized gains on the assets backing such products had been realized and the proceeds from the sales of such assets were invested at then current yields.

At June 30, 2020, the amortized cost, gross unrealized gains, gross unrealized losses, allowance for credit losses and estimated fair value of fixed maturities, available for sale, were as follows (dollars in millions):

	Amortized cost	Gross unrealized gains	Gross unrealized losses	Allowance for credit losses	Estimated fair value
Corporate securities	$ 11,651.2	$ 2,034.4	$ (48.0)	$ (10.0)	$ 13,627.6
United States Treasury securities and obligations of United States government corporations and agencies	151.3	79.0	—	—	230.3
States and political subdivisions	2,174.4	316.3	(6.8)	(.5)	2,483.4
Foreign governments	85.6	15.9	—	—	101.5
Asset-backed securities	1,172.4	27.2	(23.9)	(.3)	1,175.4
Agency residential mortgage-backed securities	67.8	7.6	—	—	75.4
Non-agency residential mortgage-backed securities	2,000.3	148.5	(10.6)	—	2,138.2
Commercial mortgage-backed securities	1,881.0	59.5	(46.9)	—	1,893.6
Collateralized loan obligations	457.6	—	(15.1)	—	442.5
Total fixed maturities, available for sale	$ 19,641.6	$ 2,688.4	$ (151.3)	$ (10.8)	$ 22,167.9

At December 31, 2019, the amortized cost, gross unrealized gains and losses, estimated fair value and other-than-temporary impairments in accumulated other comprehensive income of fixed maturities, available for sale, were as follows (dollars in millions):

	Amortized cost	Gross unrealized gains	Gross unrealized losses	Estimated fair value	Other-than-temporary impairments included in accumulated other comprehensive income
Corporate securities	$ 11,403.5	$ 1,544.1	$ (12.3)	$ 12,935.3	$ —
United States Treasury securities and obligations of United States government corporations and agencies	161.4	43.3	(.1)	204.6	—
States and political subdivisions	2,002.1	246.1	(1.5)	2,246.7	—
Foreign governments	82.6	13.0	—	95.6	—
Asset-backed securities	1,352.9	36.8	(1.8)	1,387.9	—
Agency residential mortgage-backed securities	89.2	5.8	—	95.0	—
Non-agency residential mortgage-backed securities	1,871.0	172.3	(1.0)	2,042.3	(.3)
Commercial mortgage-backed securities	1,812.7	75.3	(1.0)	1,887.0	—
Collateralized loan obligations	404.1	.1	(3.4)	400.8	—
Total fixed maturities, available for sale	$ 19,179.5	$ 2,136.8	$ (21.1)	$ 21,295.2	$ (.3)

The following table sets forth the amortized cost and estimated fair value of fixed maturities, available for sale, at June 30, 2020, by contractual maturity. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties. Structured securities (such as asset-backed securities, collateralized loan obligations, commercial mortgage-backed securities, agency residential mortgage-backed securities and non-agency residential mortgage-backed securities, collectively referred to as "structured securities") frequently include provisions for periodic principal payments and permit periodic unscheduled payments.

	Amortized cost	Estimated fair value
	(Dollars in millions)	
Due in one year or less	$ 329.8	$ 336.1
Due after one year through five years	1,086.6	1,133.9
Due after five years through ten years	1,456.3	1,561.1
Due after ten years	11,189.8	13,411.7
Subtotal	14,062.5	16,442.8
Structured securities	5,579.1	5,725.1
Total fixed maturities, available for sale	$ 19,641.6	$ 22,167.9

The following table sets forth the amortized cost and estimated fair value of fixed maturities, available for sale, at December 31, 2019, by contractual maturity.

	Amortized cost	Estimated fair value
	(Dollars in millions)	
Due in one year or less	$ 282.2	$ 286.0
Due after one year through five years	1,082.2	1,130.8
Due after five years through ten years	1,376.6	1,481.7
Due after ten years	10,908.6	12,583.7
Subtotal	13,649.6	15,482.2
Structured securities	5,529.9	5,813.0
Total fixed maturities, available for sale	$ 19,179.5	$ 21,295.2

Gross Unrealized Investment Losses

Our investment strategy is to maximize, over a sustained period and within acceptable parameters of quality and risk, investment income and total investment return through active strategic asset allocation and investment management. Accordingly, we may sell securities at a gain or a loss to enhance the projected total return of the portfolio as market opportunities change, to reflect changing perceptions of risk, or to better match certain characteristics of our investment portfolio with the corresponding characteristics of our insurance liabilities.

The following table summarizes the gross unrealized losses and fair values of our investments with unrealized losses for which an allowance for credit losses has not been recorded, aggregated by investment category and length of time that such securities have been in a continuous unrealized loss position, at June 30, 2020 (dollars in millions):

	Less than 12 months		12 months or greater		Total	
Description of securities	Fair value	Unrealized losses	Fair value	Unrealized losses	Fair value	Unrealized losses
Corporate securities	$ 495.4	$ (23.1)	$ 1.6	$ (.3)	$ 497.0	$ (23.4)
States and political subdivisions	57.0	(4.9)	—	—	57.0	(4.9)
Asset-backed securities	448.1	(20.9)	41.9	(3.0)	490.0	(23.9)
Non-agency residential mortgage-backed securities	273.0	(9.6)	39.3	(1.0)	312.3	(10.6)
Collateralized loan obligations	287.3	(9.4)	155.2	(5.7)	442.5	(15.1)
Commercial mortgage-backed securities	748.5	(46.8)	1.9	(.1)	750.4	(46.9)
Total fixed maturities, available for sale	$ 2,309.3	$ (114.7)	$ 239.9	$ (10.1)	$ 2,549.2	$ (124.8)

The following table summarizes the gross unrealized losses and fair values of our investments with unrealized losses that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that such securities have been in a continuous unrealized loss position, at December 31, 2019 (dollars in millions):

	Less than 12 months		12 months or greater		Total	
Description of securities	Fair value	Unrealized losses	Fair value	Unrealized losses	Fair value	Unrealized losses
Corporate securities	$ 305.5	$ (6.6)	$ 96.8	$ (5.7)	$ 402.3	$ (12.3)
United States Treasury securities and obligations of United States government corporations and agencies	7.0	(.1)	3.5	—	10.5	(.1)
States and political subdivisions	110.1	(1.5)	—	—	110.1	(1.5)
Foreign governments	3.4	—	—	—	3.4	—
Asset-backed securities	75.7	(.4)	45.5	(1.4)	121.2	(1.8)
Agency residential mortgage-backed securities	8.8	—	—	—	8.8	—
Non-agency residential mortgage-backed securities	137.4	(.7)	67.2	(.3)	204.6	(1.0)
Collateralized loan obligations	220.7	(1.1)	115.4	(2.3)	336.1	(3.4)
Commercial mortgage-backed securities	394.2	(1.0)	12.8	—	407.0	(1.0)
Total fixed maturities, available for sale	$ 1,262.8	$ (11.4)	$ 341.2	$ (9.7)	$ 1,604.0	$ (21.1)

Based on management's current assessment of investments with unrealized losses at June 30, 2020, the Company believes the issuers of the securities will continue to meet their obligations. While we do not have the intent to sell securities with unrealized losses and it is not more likely than not that we will be required to sell securities with unrealized losses prior to their anticipated recovery, our intent on an individual security may change, based upon market or other unforeseen developments. In such instances, if a loss is recognized from a sale subsequent to a balance sheet date due to these unexpected developments, the loss is recognized in the period in which we had the intent to sell the security before its anticipated recovery.

The following table summarizes changes in the allowance for credit losses related to fixed maturities, available for sale, for the three months ended June 30, 2020 (dollars in millions):

	Corporate securities	States and political subdivisions	Foreign governments	Non-agency residential mortgage-backed securities	Asset-backed securities	Total
Allowance at March 31, 2020	$ 18.2	$ .6	$ .1	$ 1.0	$ —	$ 19.9
Additions for securities for which credit losses were not previously recorded	4.2	—	—	—	.3	4.5
Additions for purchased securities with deteriorated credit	—	—	—	—	—	—
Additions (reductions) for securities where an allowance was previously recorded	(11.9)	(.1)	(.1)	(1.0)	—	(13.1)
Reduction for securities sold during the period	(.5)	—	—	—	—	(.5)
Reduction for securities for which the Company made the decision to sell where an allowance was previously recorded	—	—	—	—	—	—
Write-offs	—	—	—	—	—	—
Recoveries of previously written-off amount	—	—	—	—	—	—
Allowance at June 30, 2020	$ 10.0	$ .5	$ —	$ —	$ .3	$ 10.8

The following table summarizes changes in the allowance for credit losses related to fixed maturities, available for sale, for the six months ended June 30, 2020 (dollars in millions):

	Corporate securities	States and political subdivisions	Foreign governments	Non-agency residential mortgage-backed securities	Asset-backed securities	Total
Allowance at January 1, 2020	$ 2.1	$ —	$ —	$ —	$ —	$ 2.1
Additions for securities for which credit losses were not previously recorded	21.7	.6	.1	1.0	.3	23.7
Additions for purchased securities with deteriorated credit	—	—	—	—	—	—
Additions (reductions) for securities where an allowance was previously recorded	(13.0)	(.1)	(.1)	(1.0)	—	(14.2)
Reduction for securities sold during the period	(.8)	—	—	—	—	(.8)
Reduction for securities for which the Company made the decision to sell where an allowance was previously recorded	—	—	—	—	—	—
Write-offs	—	—	—	—	—	—
Recoveries of previously written-off amount	—	—	—	—	—	—
Allowance at June 30, 2020	$ 10.0	$ .5	$ —	$ —	$ .3	$ 10.8

Mortgage Loans

Mortgage loans are carried at amortized unpaid balance, net of allowance for estimated credit losses. Interest income is accrued on the principal amount of the loan based on the loan's contractual interest rate. Payment terms specified for mortgage loans may include a prepayment penalty for unscheduled payoff of the investment. Prepayment penalties are recognized as investment income when received.

The allowance for estimated credit losses is measured using a loss-rate method on an individual asset basis. Inputs used include asset-specific characteristics, current economic conditions, historical loss information and reasonable and supportable forecasts about future economic conditions.

At June 30, 2020, the mortgage loan balance was primarily comprised of commercial mortgage loans. At June 30, 2020, there was one commercial mortgage loan in process of foreclosure with a carrying value of $5.9 million and there were 29 residential mortgage loans that were noncurrent with a carrying value of $12.9 million (of which, 22 such loans with a carrying value of $11.4 million were in forbearance). Our commercial mortgage loan portfolio is comprised of large commercial mortgage loans. Our loans have risk characteristics that are individually unique. At June 30, 2020, we held residential mortgage loan investments with an both an amortized cost and fair value of $97.7 million.

The following table provides the amortized cost by year of origination and estimated fair value of our outstanding commercial mortgage loans and the underlying collateral as of June 30, 2020 (dollars in millions):

								Estimated fair value	
Loan-to-value ratio (a)	2020	2019	2018	2017	2016	Prior	Total amortized cost	Mortgage loans	Collateral
Less than 60%	$ 23.0	$ 111.2	$ 132.5	$ 103.1	$ 56.9	$ 636.2	$ 1,062.9	$ 1,079.2	$ 2,953.0
60% to less than 70%	19.1	11.5	24.0	3.8	46.5	84.6	189.5	187.6	296.8
70% to less than 80%	—	12.3	—	—	—	73.0	85.3	83.9	114.1
80% to less than 90%	—	—	—	—	10.0	26.1	36.1	30.8	41.7
Total	$ 42.1	$ 135.0	$ 156.5	$ 106.9	$ 113.4	$ 819.9	$ 1,373.8	$ 1,381.5	$ 3,405.6

(a) Loan-to-value ratios are calculated as the ratio of: (i) the amortized cost of the commercial mortgage loans; to (ii) the estimated fair value of the underlying collateral.

The following table summarizes changes in the allowance for credit losses related to mortgage loans for the three months ended June 30, 2020 (dollars in millions):

	Mortgage loans
Allowance for credit losses at March 31, 2020	$ 8.3
Current period provision for expected credit losses	3.3
Initial allowance recognized for purchased financial assets with credit deterioration	—
Write-offs charged against the allowance	—
Recoveries of amounts previously written off	—
Allowance for credit losses at June 30, 2020	$ 11.6

The following table summarizes changes in the allowance for credit losses related to mortgage loans for the six months ended June 30, 2020 (dollars in millions):

	Mortgage loans
Allowance for credit losses at January 1, 2020	$ 6.7
Current period provision for expected credit losses	4.9
Initial allowance recognized for purchased financial assets with credit deterioration	—
Write-offs charged against the allowance	—
Recoveries of amounts previously written off	—
Allowance for credit losses at June 30, 2020	$ 11.6

Net Realized Investment Gains (Losses)

The following table sets forth the net realized investment gains (losses) for the periods indicated (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Fixed maturity securities, available for sale:				
Gross realized gains on sale	$ 26.9	$ 5.9	$ 38.8	$ 66.8
Gross realized losses on sale	(29.0)	(.8)	(50.4)	(52.3)
Change in allowance for credit losses and other-than-temporary impairment losses	9.2	—	(16.7)	(2.2)
Net realized investment gains (losses) from fixed maturities	7.1	5.1	(28.3)	12.3
Equity securities, including change in fair value (a)	5.5	.1	(10.2)	10.8
Change in allowance for credit losses of other investments (b)	6.7	—	(22.8)	—
Loss on dissolution of variable interest entity	—	(5.1)	—	(5.1)
Other (c)	24.5	5.2	(10.4)	3.4
Net realized investment gains (losses)	$ 43.8	$ 5.3	$ (71.7)	$ 21.4

(a) The change in the estimated fair value of equity securities still held at June 30, 2020 was $(7.6) million.
(b) The three and six months ended June 30, 2020, includes $9.9 million and $(17.9) million, respectively, related to the change in allowance for credit losses related to investments held by variable interest entities ("VIEs").
(c) The change in the estimated fair value of certain structured securities held at June 30, 2020 that we have elected the fair value option and classify as trading securities was $(6.6) million.

During the first six months of 2020, we recognized net realized investment losses of $71.7 million, which were comprised of: (i) $15.2 million of net losses from the sales of investments; (ii) $10.2 million of losses related to equity securities, including the change in fair value; (iii) the decrease in fair value of certain fixed maturity investments with embedded derivatives of $6.9 million; (iv) the increase in fair value of embedded derivatives related to a modified coinsurance agreement of $.1 million; and (v) an increase in the allowance for credit losses and other-than-temporary impairment losses of $39.5 million.

During the first six months of 2019, we recognized net realized investment gains of $21.4 million, which were comprised of: (i) $5.3 million of net gains from the sales of investments; (ii) $5.1 million of losses on the dissolution of a VIE;(iii) $10.8 million of gains related to equity securities, including the change in fair value; (iv) the increase in fair value of certain fixed maturity investments with embedded derivatives of $7.7 million; (v) the increase in fair value of embedded derivatives related to a modified coinsurance agreement of $4.9 million; and (v) $2.2 million of writedowns of investments for other than temporary declines in fair value recognized through net income.

Our fixed maturity investments are generally purchased in the context of various long-term strategies, including funding insurance liabilities, so we do not generally seek to generate short-term realized gains through the purchase and sale of such securities. In certain circumstances, including those in which securities are selling at prices which exceed our view of their underlying economic value, or when it is possible to reinvest the proceeds to better meet our long-term asset-liability objectives, we may sell certain securities.

At June 30, 2020, there were no fixed maturity investments in default.

During the first six months of 2020, the $50.4 million of realized losses on sales of $402.4 million of fixed maturity securities, available for sale included: (i) $15.1 million related to various corporate securities; (ii) $25.0 million related to commercial mortgage-backed securities; and (iii) $10.3 million related to various other investments. Securities are generally sold at a loss following unforeseen issuer-specific events or conditions or shifts in perceived relative values. These reasons include but are not limited to: (i) changes in the investment environment, including changes in relative value among potential

investment strategies; (ii) expectation that the market value could deteriorate; (iii) our desire to reduce our exposure to an asset class, an issuer or an industry; (iv) prospective or actual changes in credit quality; or (v) changes in expected portfolio cash flows.

During the first six months of 2019, the $52.3 million of realized losses on sales of $877.4 million of fixed maturity securities, available for sale, included: (i) $45.2 million related to various corporate securities; and (ii) $7.1 million related to various other investments.

During the first six months of 2019, we recognized $2.2 million of impairment losses recorded in earnings related to a corporate security due to an issuer specific event.

Prior to January 1, 2020, we regularly evaluated all of our investments with unrealized losses for possible impairment. Our assessment of whether unrealized losses were "other than temporary" required significant judgment. Factors considered included: (i) the extent to which fair value was less than the cost basis; (ii) the length of time that the fair value had been less than cost; (iii) whether the unrealized loss was event driven, credit-driven or a result of changes in market interest rates or risk premium; (iv) the near-term prospects for specific events, developments or circumstances likely to affect the value of the investment; (v) the investment's rating and whether the investment was investment-grade and/or had been downgraded since its purchase; (vi) whether the issuer was current on all payments in accordance with the contractual terms of the investment and was expected to meet all of its obligations under the terms of the investment; (vii) whether we intended to sell the investment or it was more likely than not that circumstances would require us to sell the investment before recovery occurs; (viii) the underlying current and prospective asset and enterprise values of the issuer and the extent to which the recoverability of the carrying value of our investment would be affected by changes in such values; (ix) projections of, and unfavorable changes in, cash flows on structured securities including mortgage-backed and asset-backed securities; (x) our best estimate of the value of any collateral; and (xi) other objective and subjective factors.

Future events may occur, or additional information may become available, which may necessitate future realized losses in our portfolio. Significant losses could have a material adverse effect on our consolidated financial statements in future periods.

The following table summarizes the amount of credit losses recognized in earnings on fixed maturity securities, available for sale, held at the beginning of the period, for which a portion of the other-than-temporary impairment was also recognized in accumulated other comprehensive income for the three months ended June 30, 2019 (dollars in millions):

	Three months ended June 30, 2019	Six months ended June 30, 2019
Credit losses on fixed maturity securities, available for sale, beginning of period	$ (.2)	$ (.2)
Add: credit losses on other-than-temporary impairments not previously recognized	—	—
Less: credit losses on securities sold	—	—
Less: credit losses on securities impaired due to intent to sell (a)	—	—
Add: credit losses on previously impaired securities	—	—
Less: increases in cash flows expected on previously impaired securities	—	—
Credit losses on fixed maturity securities, available for sale, end of period	$ (.2)	$ (.2)

(a) Represents securities for which the amount previously recognized in accumulated other comprehensive income was recognized in earnings because we intend to sell the security or we more likely than not will be required to sell the security before recovery of its amortized cost basis.

EARNINGS PER SHARE

A reconciliation of net income and shares used to calculate basic and diluted earnings per share is as follows (dollars in millions and shares in thousands):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Net income for basic and diluted earnings per share	$ 82.0	$ 37.6	$ 60.8	$ 89.4
Shares:				
Weighted average shares outstanding for basic earnings per share	143,421	158,816	144,625	159,882
Effect of dilutive securities on weighted average shares:				
Amounts related to employee benefit plans	520	919	644	1,080
Weighted average shares outstanding for diluted earnings per share	143,941	159,735	145,269	160,962

Basic earnings per common share is computed by dividing net income by the weighted average number of common shares outstanding for the period. Restricted shares (including our performance units) are not included in basic earnings per share until vested. Diluted earnings per share reflect the potential dilution that could occur if outstanding stock options were exercised and restricted stock was vested. The dilution from options and restricted shares is calculated using the treasury stock method. Under this method, we assume the proceeds from the exercise of the options (or the unrecognized compensation expense with respect to restricted stock and performance units) will be used to purchase shares of our common stock at the average market price during the period, reducing the dilutive effect of the exercise of the options (or the vesting of the restricted stock and performance units).

BUSINESS SEGMENTS

Prior to 2020, the Company managed its business through the following operating segments: Bankers Life, Washington National and Colonial Penn, which were defined on the basis of product distribution; long-term care in run-off; and corporate operations, comprised of holding company activities and certain noninsurance company businesses.

In January 2020, we announced a new operating model that changes how we view our operating segments. Instead of the operating business segments described above, we view our operations as four insurance product lines (annuity, health, life and long-term care) and the investment and fee revenue segments. The new structure creates a leaner, more integrated, customer-centric organization that better positions us for long-term success and shareholder value creation. Our new segments are aligned based on their common characteristics, comparability of profit margins and the way management makes operating decisions and assesses the performance of the business. We began reporting under the new segment structure in the first quarter of 2020. Prior period results have been reclassified to conform to the new reporting structure.

Our insurance product line segments (including annuity, health, life and long-term care) include marketing, underwriting and administration of the policies our insurance subsidiaries sell. Under our new operating model, the business written in each of the four product categories through all of our insurance subsidiaries is aggregated allowing management and investors to assess the performance of each product category. When analyzing profitability of these segments, we use insurance product margin as the measure of profitability, which is: (i) insurance policy income; and (ii) net investment income allocated to the insurance product lines; less (i) insurance policy benefits and interest credited to policyholders; and (ii) amortization, non-deferred commissions and advertising expense. Net investment income is allocated to the product lines using the book yield of investments backing the block of business, which is applied to the average insurance liabilities, net of insurance intangibles, for the block in each period.

Income from insurance products is the sum of the insurance margins of the annuity, health, life and long-term care product lines, less expenses allocated to the insurance lines. It excludes the income from our fee income business, investment income not allocated to product lines, net expenses not allocated to product lines (primarily holding company expenses) and

income taxes. Management believes insurance product margin and income from insurance products help provide a better understanding of the business and a more meaningful analysis of the results of our insurance product lines.

Under our new structure, we market our insurance products through the Consumer and Worksite Divisions that reflect the customers served by the Company.

The Consumer Division serves individual consumers, engaging with them on the phone, online, face-to-face with agents, or through a combination of sales channels. This structure unifies consumer capabilities into a single division and integrates the strength of our agent sales forces and industry-leading direct-to-consumer business with proven experience in advertising, web/digital and call center support.

The Worksite Division focuses on worksite and group sales for businesses, associations, and other membership groups, interacting with customers at their place of employment. By creating a dedicated Worksite Division, we bring a sharper focus to this high-growth business while further capitalizing on the strength of our recent acquisition of Web Benefits Design Corporation ("WBD"). The individual results for the Worksite Division are currently not significant pursuant to accounting standards. Sales in the Worksite Division have been particularly adversely impacted by the COVID-19 pandemic given the challenges of interacting with customers at their place of employment. We plan to analyze the profitability of the insurance products of the Consumer and Worksite Divisions separately when the Worksite Division becomes significant.

We also centralized certain functional areas previously housed in the three business segments, including marketing, business unit finance, sales training and support, and agent recruiting, among others. All policy, contract, and certificate terms, conditions, and benefits remain unchanged.

The investment segment involves the management of our capital resources, including investments and the management of corporate debt and liquidity. Our measure of profitability of this segment is the total net investment income not allocated to the insurance products. Investment income not allocated to product lines represents net investment income less: (i) equity returns credited to policyholder account balances; (ii) the investment income allocated to our product lines; (iii) interest expense on notes payable and investment borrowings; and (iv) certain expenses related to benefit plans that are offset by special-purpose investment income. Investment income not allocated to product lines includes investment income on investments in excess of average insurance liabilities, investments held by our holding companies, the spread we earn from the Federal Home Loan Bank ("FHLB") investment borrowing program and variable components of investment income (including call and prepayment income, adjustments to returns on structured securities due to cash flow changes, income (loss) from company-owned life insurance ("COLI") and variations in income (loss) from alternative investments), net of interest expense on corporate debt.

Our fee and other revenue segment includes the earnings generated from sales of third-party insurance products, services provided by WBD (our wholly owned on-line benefit administration firm) and the operations of our broker-dealer and registered investment advisor.

Expenses not allocated to product lines include the expenses of our corporate operations, excluding interest expense on debt.

We measure segment performance by excluding net realized investment gains (losses), fair value changes in embedded derivative liabilities (net of related amortization), fair value changes related to the agent deferred compensation plan, loss on extinguishment of debt, income taxes and other non-operating items consisting primarily of earnings attributable to VIEs ("pre-tax operating earnings") because we believe that this performance measure is a better indicator of the ongoing business and trends in our business. Our primary investment focus is on investment income to support our liabilities for insurance products as opposed to the generation of net realized investment gains (losses), and a long-term focus is necessary to maintain profitability over the life of the business.

The net realized investment gains (losses), fair value changes in embedded derivative liabilities (net of related amortization), fair value changes related to the agent deferred compensation plan, loss on extinguishment of debt and other non-operating items consisting primarily of earnings attributable to VIEs depend on market conditions or represent unusual items that do not necessarily relate to the underlying business of our segments. Net realized investment gains (losses) and fair value changes in embedded derivative liabilities (net of related amortization) may affect future earnings levels since our

underlying business is long-term in nature and changes in our investment portfolio may impact our ability to earn the assumed interest rates needed to maintain the profitability of our business.

Operating information by segment is as follows (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Revenues:				
Annuity:				
Insurance policy income	$ 4.5	$ 4.2	$ 10.1	$ 10.8
Net investment income	116.6	114.8	234.0	230.6
Total annuity revenues	121.1	119.0	244.1	241.4
Health:				
Insurance policy income	360.1	358.1	722.2	716.3
Net investment income	36.1	35.8	72.2	72.0
Total health revenues	396.2	393.9	794.4	788.3
Life:				
Insurance policy income	194.3	189.0	388.4	376.2
Net investment income	34.7	34.8	69.0	69.3
Total life revenues	229.0	223.8	457.4	445.5
Long-term care:				
Insurance policy income	66.4	67.0	133.3	134.3
Net investment income	34.0	34.0	68.3	67.3
Total long-term care revenues	100.4	101.0	201.6	201.6
Investment income (loss) not allocated to product lines:				
Related to fixed index products	50.7	23.0	(85.8)	66.6
Other investment income	37.1	76.0	109.5	149.2
Fee revenue and other income:				
Fee income	20.7	15.8	49.5	41.6
Amounts netted in expenses not allocated to product lines	1.7	2.1	3.5	4.4
Total segment revenues	$ 956.9	$ 954.6	$ 1,774.2	$ 1,938.6

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements
(unaudited)

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	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Expenses:				
Annuity:				
Insurance policy benefits	$ (107.7)	$ 5.1	$ (102.2)	$ 13.0
Interest credited	43.6	41.6	85.6	84.8
Amortization and non-deferred commissions	61.4	15.1	77.4	30.2
Total annuity expenses	(2.7)	61.8	60.8	128.0
Health:				
Insurance policy benefits	274.7	272.7	544.3	537.6
Amortization and non-deferred commissions	39.2	42.9	94.2	93.5
Total health expenses	313.9	315.6	638.5	631.1
Life:				
Insurance policy benefits	147.8	126.2	279.7	257.0
Interest credited	10.9	10.6	21.2	20.8
Amortization and non-deferred commissions	34.2	35.3	76.1	72.9
Total life expenses	192.9	172.1	377.0	350.7
Long-term care:				
Insurance policy benefits	84.3	85.7	168.5	171.2
Amortization and non-deferred commissions	2.9	3.4	6.6	7.0
Total long-term care expenses	87.2	89.1	175.1	178.2
Allocated expenses	128.1	135.2	264.7	271.1
Expenses not allocated to product lines	40.2	22.0	55.8	42.4
Amounts netted in investment income not allocated to product lines:				
Market value changes credited to policyholders	50.7	22.9	(85.8)	66.5
Interest expense	19.4	24.9	42.1	49.4
Other expenses	9.5	2.9	1.8	8.3
Expenses netted in fee revenue:				
Distribution and commission expenses	15.5	11.4	36.5	32.8
Total segment expenses	854.7	857.9	1,566.5	1,758.5
Pre-tax measure of profitability:				
Annuity margin	123.8	57.2	183.3	113.4
Health margin	82.3	78.3	155.9	157.2
Life margin	36.1	51.7	80.4	94.8
Long-term care margin	13.2	11.9	26.5	23.4
Total insurance product margin	255.4	199.1	446.1	388.8
Allocated expenses	(128.1)	(135.2)	(264.7)	(271.1)
Income from insurance products	127.3	63.9	181.4	117.7
Fee income	5.2	4.4	13.0	8.8
Investment income not allocated to product lines	8.2	48.3	65.6	91.6
Expenses not allocated to product lines	(38.5)	(19.9)	(52.3)	(38.0)
Operating earnings before taxes	102.2	96.7	207.7	180.1
Income tax expense on operating income	22.8	20.3	44.0	37.9
Net operating income	$ 79.4	$ 76.4	$ 163.7	$ 142.2

A reconciliation of segment revenues and expenses to consolidated revenues and expenses and net income is as follows (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Total segment revenues	$ 956.9	$ 954.6	$ 1,774.2	$ 1,938.6
Net realized investment gains (losses)	43.8	5.3	(71.7)	21.4
Revenues related to VIEs	8.7	14.9	19.4	32.8
Fee revenue related to transition services agreement	4.8	5.0	9.5	10.0
Consolidated revenues	1,014.2	979.8	1,731.4	2,002.8
Total segment expenses	854.7	857.9	1,566.5	1,758.5
Insurance policy benefits - fair value changes in embedded derivative liabilities	36.0	45.6	119.8	83.0
Amortization related to fair value changes in embedded derivative liabilities	(8.9)	(9.7)	(26.0)	(17.5)
Amortization related to net realized investment gains (losses)	.3	.2	(3.1)	.4
Expenses related to VIEs	9.4	14.5	20.4	31.4
Fair value changes related to agent deferred compensation plan	13.2	11.6	13.2	16.9
Loss on extinguishment of debt	—	7.3	—	7.3
Expenses related to transition services agreement	4.1	4.7	6.2	9.5
Consolidated expenses	908.8	932.1	1,697.0	1,889.5
Income before tax	105.4	47.7	34.4	113.3
Income tax expense (benefit):				
Tax expense on period income	23.4	10.1	7.6	23.9
Valuation allowance for deferred tax assets and other tax items	—	—	(34.0)	—
Net income	$ 82.0	$ 37.6	$ 60.8	$ 89.4

ACCOUNTING FOR DERIVATIVES

Our freestanding and embedded derivatives, which are not designated as hedging instruments, are held at fair value and are summarized as follows (dollars in millions):

	Fair value	
	June 30, 2020	December 31, 2019
Assets:		
Other invested assets:		
Fixed index call options	$ 99.3	$ 203.8
Reinsurance receivables	(1.1)	(1.2)
Total assets	$ 98.2	$ 202.6
Liabilities:		
Future policy benefits:		
Fixed index products	$ 1,526.9	$ 1,565.4
Total liabilities	$ 1,526.9	$ 1,565.4

We are required to establish an embedded derivative related to a modified coinsurance agreement pursuant to which we assume the risks of a block of health insurance business. The embedded derivative represents the mark-to-market adjustment for approximately $114 million in underlying investments held by the ceding reinsurer at June 30, 2020.

Our fixed index annuity products provide a guaranteed minimum rate of return and a higher potential return that is based on a percentage (the "participation rate") of the amount of increase in the value of a particular index, such as the Standard & Poor's 500 Index, over a specified period. Typically, on each policy anniversary date, a new index period begins. We are generally able to change the participation rate at the beginning of each index period during a policy year, subject to contractual minimums. The Company accounts for the options attributed to the policyholder for the estimated life of the contract as embedded derivatives. These accounting requirements often create volatility in the earnings from these products. We typically buy call options (including call spreads) referenced to the applicable indices in an effort to offset or hedge potential increases to policyholder benefits resulting from increases in the particular index to which the policy's return is linked. The notional amount of these options were $2.9 billion and $3.2 billion at June 30, 2020 and December 31, 2019, respectively.

We purchase certain fixed maturity securities that contain embedded derivatives that are required to be held at fair value on the consolidated balance sheet. We have elected the fair value option to carry the entire security at fair value with changes in fair value recognized in net income.

The following table provides the pre-tax gains (losses) recognized in net income for derivative instruments, which are not designated as hedges for the periods indicated (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Net investment income (loss) from policyholder and other special-purpose portfolios:				
Fixed index call options	$ 54.0	$ 22.5	$ (82.7)	$ 65.2
Net realized gains (losses):				
Embedded derivative related to modified coinsurance agreement	6.1	2.6	.1	4.9
Insurance policy benefits:				
Embedded derivative related to fixed index annuities	87.9	(42.6)	11.2	(77.6)
Total	$ 148.0	$ (17.5)	$ (71.4)	$ (7.5)

Derivative Counterparty Risk

If the counterparties to the call options fail to meet their obligations, we may recognize a loss. We limit our exposure to such a loss by diversifying among several counterparties believed to be strong and creditworthy. At June 30, 2020, all of our counterparties were rated "A" or higher by S&P Global Ratings ("S&P").

The Company and its subsidiaries are parties to master netting arrangements with its counterparties related to entering into various derivative contracts. Exchange-traded derivatives require margin accounts which we offset.

The following table summarizes information related to derivatives with master netting arrangements or collateral as of June 30, 2020 and December 31, 2019 (dollars in millions):

				Gross amounts not offset in the balance sheet		
	Gross amounts recognized	Gross amounts offset in the balance sheet	Net amounts of assets presented in the balance sheet	Financial instruments	Cash collateral received	Net amount
June 30, 2020:						
Fixed index call options	$ 99.3	$ —	$ 99.3	$ —	$ —	$ 99.3
December 31, 2019:						
Fixed index call options	203.8	—	203.8	—	—	203.8

REINSURANCE

The cost of reinsurance ceded totaled $63.6 million and $65.4 million in the second quarters of 2020 and 2019, respectively, and $125.8 million and $133.3 million in the first six months of 2020 and 2019, respectively. We deduct this cost from insurance policy income. Reinsurance recoveries netted against insurance policy benefits totaled $36.2 million and $112.3 million in the second quarters of 2020 and 2019, respectively, and $142.2 million and $221.0 million in the first six months of 2020 and 2019, respectively.

From time to time, we assume insurance from other companies. Any costs associated with the assumption of insurance are amortized consistent with the method used to amortize deferred acquisition costs. Reinsurance premiums assumed totaled $5.8 million and $6.4 million in the second quarters of 2020 and 2019, respectively, and $11.8 million and $12.9 million in the

first six months of 2020 and 2019, respectively. Insurance policy benefits related to reinsurance assumed totaled $7.2 million and $8.9 million in the second quarters of 2020 and 2019, respectively, and $15.6 million and $17.8 million in the first six months of 2020 and 2019, respectively.

INCOME TAXES

The Company's interim tax expense is based upon the estimated annual effective tax rate for the respective period. Under authoritative guidance, certain items are required to be excluded from the estimated annual effective tax rate calculation. Such items include changes in judgment about the realizability of deferred tax assets resulting from changes in projections of income expected to be available in future years, and items deemed to be unusual, infrequent, or that can not be reliably estimated. In these cases, the actual tax expense or benefit applicable to that item is treated discretely and is reported in the same period as the related item. The components of income tax expense (benefit) are as follows (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Current tax expense (benefit)	$ 11.7	$ 4.1	$ (51.9)	$ 9.3
Deferred tax expense	11.7	6.0	59.5	14.6
Income tax expense calculated based on estimated annual effective tax rate	23.4	10.1	7.6	23.9
Income tax benefit on discrete items:				
Carryback of net operating losses to years with a higher statutory corporate rate pursuant to provisions of the CARES Act (as defined below)	—	—	(34.0)	—
Total income tax expense (benefit)	$ 23.4	$ 10.1	$ (26.4)	$ 23.9

A reconciliation of the U.S. statutory corporate tax rate to the estimated annual effective rate, reflected in the consolidated statement of operations is as follows:

	Six months ended June 30,	
	2020	2019
U.S. statutory corporate rate	21.0 %	21.0 %
Non-taxable income and nondeductible benefits, net	(.3)	(1.0)
State taxes	1.4	1.1
Estimated annual effective tax rate calculated before discrete items	22.1	21.1
Impact on effective tax rate from discrete items:		
Carryback of net operating losses to years with a higher statutory corporate rate pursuant to provisions of the CARES Act (as defined below)	(98.8)	—
Effective tax rate	(76.7)%	21.1 %

The Tax Cuts and Job Act (the “Tax Reform Act”), which was effective in 2018, eliminated a company’s ability to carryback losses to prior years for losses realized in 2018 and beyond. In addition, the utilization of these net operating loss carryforwards ("NOLs") to offset income in 2018 and subsequent years was limited to 80 percent of taxable income. The Coronavirus Aid, Relief, and Economic Security (“CARES”) Act, a tax-and-spending package intended to provide economic relief to address the impact of the COVID-19 pandemic, was signed into law in March 2020. Provisions in the CARES Act permit NOLs arising in a taxable year beginning after December 31, 2017, and before January 1, 2021 to be allowed as a carryback to each of the five taxable years preceding the taxable year of such loss. Accordingly, we are able to carryback the NOL created in 2018 related to the long-term care reinsurance transaction to 2017 and 2016 resulting in a $34.0 million tax benefit from the difference in tax rates between the current enacted rate of 21% and the enacted rate in 2016 and 2017 of 35%.

This provision also accelerated the utilization of approximately $375 million of life NOLs and restored approximately $130 million of non-life NOLs. Further, the CARES Act temporarily repeals the 80 percent limitation for taxable years beginning before January 1, 2021 (as required under the Tax Reform Act). This provision resulted in the acceleration of approximately $105 million of life NOLs and restored approximately $35 million of non-life NOLs.

The components of the Company's income tax assets and liabilities are summarized below (dollars in millions):

	June 30, 2020	December 31, 2019
Deferred tax assets:		
Net federal operating loss carryforwards	$ 419.9	$ 532.3
Net state operating loss carryforwards	6.9	10.3
Insurance liabilities	351.7	351.3
Indirect costs allocable to self-constructed real estate assets	76.8	50.3
Other	50.1	40.4
Gross deferred tax assets	905.4	984.6
Deferred tax liabilities:		
Investments	(10.8)	(24.4)
Present value of future profits and deferred acquisition costs	(139.9)	(150.1)
Accumulated other comprehensive income	(420.4)	(381.2)
Gross deferred tax liabilities	(571.1)	(555.7)
Net deferred tax assets	334.3	428.9
Current income taxes prepaid	94.5	3.7
Income tax assets, net	$ 428.8	$ 432.6

Our income tax expense includes deferred income taxes arising from temporary differences between the financial reporting and tax bases of assets and liabilities and NOLs. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply in the years in which temporary differences are expected to be recovered or paid. The effect of a change in tax rates on deferred tax assets and liabilities is recognized in earnings in the period when the changes are enacted.

A reduction of the net carrying amount of deferred tax assets by establishing a valuation allowance is required if, based on the available evidence, it is more likely than not that such assets will not be realized. In assessing the need for a valuation allowance, all available evidence, both positive and negative, shall be considered to determine whether, based on the weight of that evidence, a valuation allowance for deferred tax assets is needed. This assessment requires significant judgment and considers, among other matters, the nature, frequency and severity of current and cumulative losses, forecasts of future profitability, the duration of carryforward periods, our experience with operating loss and tax credit carryforwards expiring unused, and tax planning strategies.

We evaluate the need to establish a valuation allowance for our deferred income tax assets on an ongoing basis using a deferred tax valuation model. Our model is adjusted to reflect changes in our projections of future taxable income including changes resulting from the Tax Reform Act, investment strategies, the impact of the sale or reinsurance of business, the recapture of business previously ceded, tax planning strategies and the COVID-19 pandemic. Our estimates of future taxable income are based on evidence we consider to be objective and verifiable. At June 30, 2020, our projection of future taxable income for purposes of determining the valuation allowance is based on our estimates of such future taxable income through the date our NOLs expire. Such estimates are subject to the risks and uncertainties associated with the COVID-19 pandemic and the extent to which actual impacts differ from the assumptions used in our deferred tax valuation model. Based on our assessment, we have concluded that it is more likely than not that all our deferred tax assets of $334.3 million will be realized through future taxable earnings.

Recovery of our deferred tax asset is dependent on achieving the level of future taxable income projected in our deferred tax valuation model and failure to do so could result in an increase in the valuation allowance in a future period. Any future

increase in the valuation allowance may result in additional income tax expense and reduce shareholders' equity, and such an increase could have a significant impact upon our earnings in the future.

The Internal Revenue Code (the "Code") limits the extent to which losses realized by a non-life entity (or entities) may offset income from a life insurance company (or companies) to the lesser of: (i) 35 percent of the income of the life insurance company; or (ii) 35 percent of the total loss of the non-life entities (including NOLs of the non-life entities). There is no similar limitation on the extent to which losses realized by a life insurance entity (or entities) may offset income from a non-life entity (or entities).

Section 382 of the Code imposes limitations on a corporation's ability to use its NOLs when the company undergoes a 50 percent ownership change over a three-year period. Future transactions and the timing of such transactions could cause an ownership change for Section 382 income tax purposes. Such transactions may include, but are not limited to, additional repurchases under our securities repurchase program, issuances of common stock and acquisitions or sales of shares of CNO stock by certain holders of our shares, including persons who have held, currently hold or may accumulate in the future five percent or more of our outstanding common stock for their own account. Many of these transactions are beyond our control. If an additional ownership change were to occur for purposes of Section 382, we would be required to calculate an annual restriction on the use of our NOLs to offset future taxable income. The annual restriction would be calculated based upon the value of CNO's equity at the time of such ownership change, multiplied by a federal long-term tax exempt rate (1.09 percent at June 30, 2020), and the annual restriction could limit our ability to use a substantial portion of our NOLs to offset future taxable income. We regularly monitor ownership change (as calculated for purposes of Section 382) and, as of June 30, 2020, we were below the 50 percent ownership change level that could limit our ability to utilize our NOLs.

We have $2.0 billion of federal NOLs as of June 30, 2020, as summarized below (dollars in millions):

Year of expiration	Net operating loss carryforwards
2023	$ 1,412.8
2025	85.2
2026	149.9
2027	10.8
2028	80.3
2029	213.2
2030	.3
2031	.2
2032	44.4
2033	.6
2034	.9
2035	.8
Total federal non-life NOLs	$ 1,999.4

Our life NOLs have been fully utilized in 2020. Our non-life NOLs can be used to offset 35 percent of remaining life insurance company taxable income until all non-life NOLs are utilized or expire.

We also had deferred tax assets related to NOLs for state income taxes of $6.9 million and $10.3 million at June 30, 2020 and December 31, 2019, respectively. The related state NOLs are available to offset future state taxable income in certain states through 2033.

The federal statute of limitations remains open with respect to tax years 2016 through 2019. The Company’s various state income tax returns are generally open for tax years based on individual state statutes of limitation. Generally, for tax years which generate NOLs, capital losses or tax credit carryforwards, the statute remains open until the expiration of the statute of limitations for the tax year in which such carryforwards are utilized. The outcome of tax audits cannot be predicted with

certainty. If the Company’s tax audits are not resolved in a manner consistent with management’s expectations, the Company may be required to adjust its provision for income taxes.

NOTES PAYABLE - DIRECT CORPORATE OBLIGATIONS

The following notes payable were direct corporate obligations of the Company as of June 30, 2020 and December 31, 2019 (dollars in millions):

	June 30, 2020	December 31, 2019
5.250% Senior Notes due May 2025	$ 500.0	$ 500.0
5.250% Senior Notes due May 2029	500.0	500.0
Unamortized debt issue costs	(10.3)	(10.9)
Direct corporate obligations	$ 989.7	$ 989.1

Revolving Credit Agreement

On May 19, 2015, the Company entered into a $150.0 million four-year unsecured revolving credit agreement with KeyBank National Association, as administrative agent (the "Agent"), and the lenders from time to time party thereto. On May 19, 2015, the Company made an initial drawing of $100.0 million under the Revolving Credit Agreement. On October 13, 2017, the Company entered into an amendment and restatement agreement (the "Amendment Agreement") with respect to its revolving credit agreement (as amended by the Amendment Agreement, the "Revolving Credit Agreement"). The Amendment Agreement, among other things, increased the total commitments available under the revolving credit facility from $150.0 million to $250.0 million, increased the aggregate amount of additional incremental loans the Company may incur from $50.0 million to $100.0 million and extended the maturity date of the revolving credit facility from May 19, 2019 to October 13, 2022. There were no amounts outstanding under the Revolving Credit Agreement during the six months ended June 30, 2020.

The interest rates with respect to loans under the Revolving Credit Agreement are based on, at the Company's option, a floating base rate (defined as a per annum rate equal to the highest of: (i) the federal funds rate plus 0.50%; (ii) the "prime rate" of the Agent; and (iii) the eurodollar rate for a one-month interest period plus an applicable margin based on the Company's unsecured debt rating), or a eurodollar rate plus an applicable margin based on the Company's unsecured debt rating. The margins under the Revolving Credit Agreement range from 1.375 percent to 2.125 percent, in the case of loans at the eurodollar rate, and 0.375 percent to 1.125 percent, in the case of loans at the base rate. In addition, the daily average undrawn portion of the Revolving Credit Agreement accrues a commitment fee payable quarterly in arrears. The applicable margin for, and the commitment fee applicable to, the Revolving Credit Agreement, will be adjusted from time to time pursuant to a ratings-based pricing grid.

The Revolving Credit Agreement requires the Company to maintain (each as calculated in accordance with the Revolving Credit Agreement): (i) a debt to total capitalization ratio of not more than 35.0 percent (such ratio was 23.8 percent at June 30, 2020); (ii) an aggregate ratio of total adjusted capital to company action level risk-based capital for the Company's insurance subsidiaries of not less than 250 percent (such ratio was estimated to be 405 percent at June 30, 2020); and (iii) a minimum consolidated net worth of not less than the sum of (x) $2,674 million plus (y) 50.0 percent of the net equity proceeds received by the Company from the issuance and sale of equity interests in the Company (the Company's consolidated net worth was $3,211.0 million at June 30, 2020 compared to the minimum requirement of $2,693.2 million).

Scheduled Repayment of our Direct Corporate Obligations

The scheduled repayment of our direct corporate obligations was as follows at June 30, 2020 (dollars in millions):

Year ending June 30,	
2021	$ —
2022	—
2023	—
2024	—
2025	500.0
Thereafter	500.0
	$ 1,000.0

INVESTMENT BORROWINGS

Three of the Company's insurance subsidiaries (Bankers Life and Casualty Company ("Bankers Life"), Washington National Insurance Company ("Washington National") and Colonial Penn Life Insurance Company ("Colonial Penn")) are members of the FHLB. As members of the FHLB, our insurance subsidiaries have the ability to borrow on a collateralized basis from the FHLB. We are required to hold certain minimum amounts of FHLB common stock as a condition of membership in the FHLB, and additional amounts based on the amount of the borrowings. At June 30, 2020, the carrying value of the FHLB common stock was $71.0 million. As of June 30, 2020, collateralized borrowings from the FHLB totaled $1.6 billion and the proceeds were used to purchase fixed maturity securities. The borrowings are classified as investment borrowings in the accompanying consolidated balance sheet. The borrowings are collateralized by investments with an estimated fair value of $2.1 billion at June 30, 2020, which are maintained in a custodial account for the benefit of the FHLB. Substantially all of such investments are classified as fixed maturities, available for sale, in our consolidated balance sheet.

The following summarizes the terms of the borrowings from the FHLB by our insurance subsidiaries (dollars in millions):

Amount borrowed	Maturity date	Interest rate at June 30, 2020
$ 100.0	July 2021	Variable rate – 1.861%
100.0	July 2021	Variable rate – 1.739%
27.7	August 2021	Fixed rate – 2.550%
57.7	August 2021	Variable rate - 1.071%
125.0	August 2021	Variable rate – .665%
50.0	September 2021	Variable rate – .900%
22.0	May 2022	Variable rate – .700%
100.0	May 2022	Variable rate – .608%
10.0	June 2022	Variable rate – .927%
50.0	July 2022	Variable rate – 1.681%
50.0	July 2022	Variable rate – 1.400%
50.0	July 2022	Variable rate – 1.267%
50.0	August 2022	Variable rate – .864%
50.0	December 2022	Variable rate – .650%
50.0	December 2022	Variable rate – .650%
22.8	March 2023	Fixed rate – 2.160%
50.0	July 2023	Variable rate – .585%
100.0	July 2023	Variable rate – .584%
50.0	February 2024	Variable rate – .691%
50.0	May 2024	Variable rate – .660%
21.8	May 2024	Variable rate – .670%
100.0	May 2024	Variable rate – .669%
50.0	May 2024	Variable rate – .714%
75.0	June 2024	Variable rate – .616%
100.0	July 2024	Variable rate – .614%
15.5	July 2024	Fixed rate – 1.990%
34.5	July 2024	Variable rate – .784%
15.0	July 2024	Variable rate – 1.291%
25.0	September 2024	Variable rate – .827%
21.7	May 2025	Variable rate – .542%
19.7	June 2025	Fixed rate – 2.940%
$ 1,643.4		

The variable rate borrowings are pre-payable on each interest reset date without penalty. The fixed rate borrowings are pre-payable subject to payment of a yield maintenance fee based on prevailing market interest rates. At June 30, 2020, the aggregate yield maintenance fee to prepay all fixed rate borrowings was $5.2 million.

Interest expense of $14.9 million and $24.6 million in the first six months of 2020 and 2019, respectively, was recognized related to total borrowings from the FHLB.

CHANGES IN COMMON STOCK

In the first six months of 2020, we repurchased 7.1 million shares of common stock for $113.0 million under our securities repurchase program. The Company had remaining repurchase authority of $419.3 million as of June 30, 2020. In late June 2020, we resumed share repurchase activity after suspending such share repurchases in mid-March 2020.

In the first six months of 2020, dividends declared on common stock totaled $33.4 million ($0.23 per common share). In May 2020, the Company increased its quarterly common stock dividend to $0.12 per share from $0.11 per share.

SALES INDUCEMENTS

Certain of our annuity products offer sales inducements to contract holders in the form of enhanced crediting rates or bonus payments in the initial period of the contract. Certain of our life insurance products offer persistency bonuses credited to the contract holder's balance after the policy has been outstanding for a specified period of time. These enhanced rates and persistency bonuses are considered sales inducements in accordance with GAAP. Such amounts are deferred and amortized in the same manner as deferred acquisition costs. Sales inducements deferred totaled $6.5 million and $14.4 million during the six months ended June 30, 2020 and 2019, respectively. Amounts amortized totaled $8.7 million and $2.5 million during the six months ended June 30, 2020 and 2019, respectively. The unamortized balance of deferred sales inducements was $58.5 million and $60.7 million at June 30, 2020 and December 31, 2019, respectively.

RECENTLY ISSUED ACCOUNTING STANDARDS

Pending Accounting Standards

In August 2018, the Financial Accounting Standards Board (the "FASB") issued authoritative guidance that makes targeted improvements to the accounting for long-duration contracts. The new guidance: (i) improves the timeliness of recognizing changes in the liability for future benefits and modifies the rate used to discount future cash flows; (ii) simplifies and improves the accounting for certain market-based options or guarantees associated with deposit (or account balance) contracts; (iii) simplifies the amortization of deferred acquisition costs; and (iv) requires enhanced disclosures, including disaggregated rollforwards of the liability for future policy benefits, policyholder account liabilities, market risk benefits and deferred acquisition costs. Additionally, qualitative and quantitative information about expected cash flows, estimates and assumptions will be required. The new measurement guidance for traditional and limited-payment contract liabilities and the new guidance for the amortization of deferred acquisition costs are required to be adopted on a modified retrospective transition approach, with an option to elect a full retrospective transition if certain criteria are met. The transition approach for deferred acquisition costs is required to be consistent with the transition applied to the liability for future policyholder benefits. Under the modified retrospective approach, for contracts in-force at the transition date, an entity would continue to use the existing locked-in investment yield interest rate assumption to calculate the net premium ratio, rather than the upper-medium grade fixed-income corporate instrument yield. However, for balance sheet remeasurement purposes, the current upper-medium grade fixed-income corporate instrument yield would be used at transition through accumulated other comprehensive income and subsequently through other comprehensive income. For market risk benefits, retrospective application is required, with the ability to use hindsight to measure fair value components to the extent assumptions in a prior period are unobservable or otherwise unavailable. In October 2019, the FASB approved a delay for the effective date of the adoption of this guidance by one year (until January 1, 2022). In June 2020, the FASB voted to issue a proposed Accounting Standards Update that would delay the effective date of this guidance for the Company by one year (until January 1, 2023). Once it is issued, the proposed Accounting Standards Update will be subject to a comment period of 45 days. The Company has not yet determined the expected impact of adoption of this guidance on its consolidated financial position, results of operations or cash flows.

Adopted Accounting Standards

In February 2016, the FASB issued authoritative guidance related to accounting for leases, requiring lessees to report most leases on their balance sheets, regardless of whether the lease is classified as a finance lease or an operating lease. For lessees, the initial lease liability is equal to the present value of future lease payments, and a corresponding asset, adjusted for certain items, is also recorded. Expense recognition for lessees will remain similar to current accounting requirements for capital and operating leases. The accounting applied by a lessor is largely unchanged from that applied under previous GAAP. In transition, lessees and lessors are required to recognize and measure leases at the beginning of the earliest period presented

using a modified retrospective approach. The guidance was effective for the Company on January 1, 2019. Based on lease contracts in effect at January 1, 2019, the impact of implementation of the new leasing guidance was the recognition of a "right to use" asset (included in other assets) and a "lease liability" (included in other liabilities) of $72 million and there was no cumulative effect adjustment to retained earnings as of January 1, 2019. The Company elected to apply practical expedients related to the adoption of the new guidance including: not reassessing whether a contract includes an embedded lease at adoption; not reassessing the previously determined classification of a lease as operating or capital; not reassessing our previously recorded initial direct costs; election of an accounting policy that permits inclusion of both the lease and non-lease components as a single component and account for it as a lease; and election of an accounting policy to exclude lease accounting requirements for leases that have terms of less than twelve months. Refer to the note to the consolidated financial statements entitled "Leases" for additional disclosures.

In June 2016, the FASB issued authoritative guidance related to the measurement of credit losses on financial instruments. The new guidance replaces the incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to form credit loss estimates. The guidance requires financial assets measured at amortized cost basis to be presented at the net amount expected to be collected. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial asset to present the net carrying value at the amount expected to be collected on the financial asset. Credit losses on available for sale debt securities are measured in a manner similar to current GAAP. However, the guidance requires that credit losses be presented as an allowance rather than as a writedown. The guidance was effective for the Company on January 1, 2020. The impact of adoption, using the modified retrospective approach, was as follows (dollars in millions):

	January 1, 2020		
	Amounts prior to effect of adoption of authoritative guidance	Effect of adoption of authoritative guidance	As adjusted
Fixed maturities, available for sale	$ 21,295.2	$ (2.1)	$ 21,293.1
Mortgage loans	1,566.1	(6.7)	1,559.4
Investments held by variable interest entities	1,188.6	(9.9)	1,178.7
Income tax assets, net	432.6	4.9	437.5
Reinsurance receivables	4,785.7	(4.0)	4,781.7
Total assets	33,630.9	(17.8)	33,613.1
Retained earnings	535.7	(17.8)	517.9
Total shareholders' equity	4,677.0	(17.8)	4,659.2

In March 2017, the FASB issued authoritative guidance related to the premium amortization on purchased callable debt securities. The guidance shortens the amortization period for certain callable debt securities held at a premium. Specifically, the new guidance requires the premium to be amortized to the earliest call date. The guidance does not require an accounting change for securities held at a discount; the discount continues to be amortized to maturity. The guidance was effective for the Company on January 1, 2019. The guidance was applied on a modified retrospective basis through a cumulative-effect adjustment directly to retained earnings as of January 1, 2019. The impact of adoption was as follows (dollars in millions):

	January 1, 2019		
	Amounts prior to effect of adoption of authoritative guidance	Effect of adoption of authoritative guidance	As adjusted
Fixed maturities, available for sale	$ 18,447.7	$ (4.0)	$ 18,443.7
Income tax assets, net	630.0	.9	630.9
Total assets	31,439.8	(3.1)	31,436.7
Retained earnings	196.6	(3.1)	193.5
Total shareholders' equity	3,370.9	(3.1)	3,367.8

In January 2017, the FASB issued authoritative guidance that removes Step 2 of the goodwill impairment test under current guidance, which requires a hypothetical purchase price allocation. The new guidance requires an impairment charge to be recognized for the amount by which the carrying amount exceeds the reported unit's fair value. Upon adoption, the guidance is to be applied prospectively. The guidance was effective for the Company on January 1, 2020. The adoption of this guidance did not have a material impact on the Company's consolidated financial position, results of operations or cash flows.

In August 2017, the FASB issued authoritative guidance related to derivatives and hedging. The new guidance expands and refines hedge accounting for both nonfinancial and financial risk components and aligns the recognition and presentation of the effects of the hedging instruments and the hedged item in the financial statements. The new guidance also includes certain targeted improvements to ease the application of current guidance related to the assessment of hedge effectiveness. The guidance was effective for the Company on January 1, 2019. Based on the Company's current use of derivatives and hedging activities, the adoption of this guidance had no impact on the Company's consolidated financial position, results of operations or cash flows.

In August 2018, the FASB issued authoritative guidance related to changes to the disclosure requirements for fair value measurement. The new guidance removes, modifies and adds certain disclosure requirements. The guidance was effective for the Company on January 1, 2020. The adoption of such guidance impacted certain fair value disclosures, but did not impact our consolidated financial position, results of operations or cash flows.

LITIGATION AND OTHER LEGAL PROCEEDINGS

Legal Proceedings

The Company and its subsidiaries are involved in various legal actions in the normal course of business, in which claims for compensatory and punitive damages are asserted, some for substantial amounts. We recognize an estimated loss from these loss contingencies when we believe it is probable that a loss has been incurred and the amount of the loss can be reasonably estimated. Some of the pending matters have been filed as purported class actions and some actions have been filed in certain jurisdictions that permit punitive damage awards that are disproportionate to the actual damages incurred. The amounts sought in certain of these actions are often large or indeterminate and the ultimate outcome of certain actions is difficult to predict. In the event of an adverse outcome in one or more of these matters, there is a possibility that the ultimate liability may be in excess of the liabilities we have established and could have a material adverse effect on our business, financial condition, results of operations and cash flows. In addition, the resolution of pending or future litigation may involve modifications to the terms of outstanding insurance policies or could impact the timing and amount of rate increases, which could adversely affect

the future profitability of the related insurance policies. Based upon information presently available, and in light of legal, factual and other defenses available to the Company and its subsidiaries, the Company does not believe that it is probable that the ultimate liability from either pending or threatened legal actions, after consideration of existing loss provisions, will have a material adverse effect on the Company's consolidated financial condition, operating results or cash flows. However, given the inherent difficulty in predicting the outcome of legal proceedings, there exists the possibility that such legal actions could have a material adverse effect on the Company's consolidated financial condition, operating results or cash flows.

In addition to the inherent difficulty of predicting litigation outcomes, particularly those that will be decided by a jury, some matters purport to seek substantial or an unspecified amount of damages for unsubstantiated conduct spanning several years based on complex legal theories and damages models. The alleged damages typically are indeterminate or not factually supported in the complaint, and, in any event, the Company's experience indicates that monetary demands for damages often bear little relation to the ultimate loss. In some cases, plaintiffs are seeking to certify classes in the litigation and class certification either has been denied or is pending and we have filed oppositions to class certification or sought to decertify a prior class certification. In addition, for many of these cases: (i) there is uncertainty as to the outcome of pending appeals or motions; (ii) there are significant factual issues to be resolved; and/or (iii) there are novel legal issues presented. Accordingly, the Company cannot reasonably estimate the possible loss or range of loss in excess of amounts accrued, if any, or predict the timing of the eventual resolution of these matters. The Company reviews these matters on an ongoing basis. When assessing reasonably possible and probable outcomes, the Company bases its assessment on the expected ultimate outcome following all appeals.

On December 19, 2018, Melanie Cyganowski, as Equity Receiver for Platinum Partners Credit Opportunities Master Fund, LP ("PPCO") and other Platinum entities (the "PPCO Receiver") brought an action in the United States District Court for the Southern District of New York, *Cyganowski v. Beechwood Re Ltd, et al.*, alleging, among other claims, fraud, aiding and abetting fraud, fraudulent transfer and violation of the Racketeer Influenced and Corrupt Organizations Act against numerous defendants, including Beechwood Re Ltd. ("BRe") and many of its affiliates and CNO Financial Group, Inc., Bankers Conseco Life Insurance Company ("BCLIC"), Washington National and 40|86 Advisors, Inc. (collectively, the "CNO Parties"). The PPCO Receiver alleged that Platinum insiders conspired with BRe and its principals and affiliates in a massive fraudulent scheme to enrich the Platinum and BRe insiders to the detriment of Platinum investors and creditors. The PPCO Receiver alleged that CNO Financial Group, Inc., BCLIC, Washington National and 40|86 Advisors, Inc. had liability for the fraudulent scheme of the Platinum and BRe insiders under a theory that they turned a blind eye to the fraudulent scheme due to their desire to transfer unprofitable legacy portfolios of long-term care insurance via the reinsurance transactions with BRe. On January 24, 2019, the court consolidated the PPCO Receiver action with two other cases (to which the CNO companies are not parties) before it for at least discovery purposes. On August 19, 2019, the court granted in their entirety CNO Financial Group, Inc.'s and 40|86 Advisors, Inc.'s motions to dismiss the PPCO Receiver's claims against them. The court granted in part and denied in part the motions to dismiss of BCLIC and Washington National, dismissing the PPCO Receiver's claims for, among other things, fraud, aiding and abetting fraud, securities fraud and violation of the Racketeer Influenced and Corrupt Organizations Act, while denying BCLIC's and Washington National's motions to dismiss the PPCO Receiver's fraudulent transfer and unjust enrichment claims. BCLIC and Washington National agreed with the PPCO Receiver to fully settle the *Cyganowski* case. Under the settlement, neither BCLIC nor Washington National will incur any liability or make any payment to anyone, but instead they were granted an unsecured claim against PPCO's estate. The settlement agreement states that the PPCO Receiver's decision to enter into the agreement was based in part on the CNO Parties' credible arguments based on an expansive documentary record that the CNO Parties were not knowing participants in any fraud perpetrated by any of the Platinum funds or any of the Beechwood entities, but were instead purely victims of such fraud schemes. The settlement agreement was approved by the court, and the PPCO Receiver and all CNO Parties have filed a Stipulation of Dismissal with Prejudice that was accepted by the Court. The *Cyganowski* case is thus completely concluded.

On April 9, 2019, BCLIC and Washington National commenced an action entitled *Bankers Conseco Life Insurance Company and Washington National Insurance Company v. Wilmington Trust, National Association*, in the Supreme Court of the State of New York, County of New York, Commercial Division (the "Wilmington Action"). In the Wilmington Action, BCLIC and Washington National assert claims against Wilmington Trust, National Association ("Wilmington") for breaching its express contractual obligations under four trust agreements pursuant to which Wilmington was the trustee in regard to trust assets ceded as part of reinsurance agreements with BRe, as well as for breaching its fiduciary duties to BCLIC and Washington National. The Court granted Wilmington's motion to dismiss this litigation. BCLIC and Washington National are appealing the Court's decision.

On June 7, 2019, the Joint Official Liquidators of Platinum Partners Value Arbitrage Fund L.P. (in Official Liquidation) and Principal Growth Strategies, LLC, commenced suit against, among others, the CNO Parties in Delaware Chancery Court. Plaintiffs allege that the CNO Parties were unjustly enriched when they terminated BCLIC and Washington National's reinsurance agreements with BRe and recaptured assets from reinsurance trusts, in particular, Agera securities. Plaintiffs contend that the Agera securities were fraudulently transferred to the Reinsurance Trusts by other Platinum-related entities and they are seeking to claw back those Agera securities, or the value of those assets, from the CNO Parties. The CNO Parties are vigorously contesting the plaintiff's claims. The CNO Parties had removed the case to the United States District Court for the District of Delaware but on April 6, 2020, the District Court granted the plaintiff's motion to remand the case back to the Delaware Chancery Court. The Plaintiff has filed an Amended Complaint and the CNO Parties will respond.

On June 28, 2019, BCLIC and Washington National commenced an action entitled Bankers Conseco Life Insurance Company and Washington National Insurance Company v. KPMG LLP, in the Supreme Court of the State of New York, County of New York, Commercial Division (the "KPMG Action"). In the KPMG Action, BCLIC and Washington National assert claims against KPMG LLP ("KPMG") for aiding and abetting fraud, constructive fraud and negligent misrepresentation arising from KPMG's alleged role in the Platinum Partners' scheme to defraud BCLIC and Washington National into reinsuring its long-term care business with BRe. The Court granted KPMG's motion to dismiss this litigation. BCLIC and Washington National are appealing the Court's decision.

Regulatory Examinations and Fines

Insurance companies face significant risks related to regulatory investigations and actions. Regulatory investigations generally result from matters related to sales or underwriting practices, payment of contingent or other sales commissions, claim payments and procedures, product design, product disclosure, additional premium charges for premiums paid on a periodic basis, denial or delay of benefits, charging excessive or impermissible fees on products, procedures related to canceling policies, changing the way cost of insurance charges are calculated for certain life insurance products or recommending unsuitable products to customers. We are, in the ordinary course of our business, subject to various examinations, inquiries and information requests from state, federal and other authorities. The ultimate outcome of these regulatory actions (including the costs of complying with information requests and policy reviews) cannot be predicted with certainty. In the event of an unfavorable outcome in one or more of these matters, the ultimate liability may be in excess of liabilities we have established and we could suffer significant reputational harm as a result of these matters, which could also have a material adverse effect on our business, financial condition, results of operations or cash flows.

In August 2011, we were notified of an examination to be done on behalf of a number of states for the purpose of determining compliance with unclaimed property laws by the Company and its subsidiaries. Such examination has included inquiries related to the use of data available on the U.S. Social Security Administration's Death Master File ("SSADMF") to identify instances where benefits under life insurance policies, annuities and retained asset accounts are payable. We are continuing to provide information to the examiners in response to their requests. A total of 41 states and the District of Columbia participated in this examination. In November 2018, we entered into a Global Resolution Agreement for compliance with laws and regulations concerning the identification, reporting and escheatment of unclaimed contract benefits or abandoned funds. Under the terms of the Global Resolution Agreement, a third-party auditor acting on behalf of the signatory jurisdictions is comparing expanded matching criteria to the SSADMF to identify deceased insureds and contract holders where a valid claim has not been made.

CONSOLIDATED STATEMENT OF CASH FLOWS

The following reconciles net income (loss) to net cash from operating activities (dollars in millions):

	Six months ended June 30,	
	2020	2019
Cash flows from operating activities:		
Net income	$ 60.8	$ 89.4
Adjustments to reconcile net income to net cash from operating activities:		
Amortization and depreciation	156.4	122.0
Income taxes	(31.4)	27.2
Insurance liabilities	123.1	329.1
Accrual and amortization of investment income	66.0	(130.9)
Deferral of policy acquisition costs	(132.4)	(143.0)
Net realized investment (gains) losses	71.7	(21.4)
Loss on extinguishment of debt	—	7.3
Other	10.8	38.0
Net cash from operating activities	$ 325.0	$ 317.7

Other non-cash items not reflected in the investing and financing activities sections of the consolidated statement of cash flows (dollars in millions):

	Six months ended June 30,	
	2020	2019
Amounts related to employee benefit plans	$ 10.1	$ 10.4

LEASES

The Company rents certain office space for administrative operations under an agreement that expires in 2023. We lease sales offices in various states which are generally short-term in length with remaining lease terms expiring between 2020 and 2027. Many leases include an option to extend or renew the lease term. The exercise of the renewal option is at the Company's discretion. The operating lease liability includes lease payments related to options to extend or renew the lease term only if the Company is reasonably certain of exercising those options. In determining the present value of lease payments, the Company uses its incremental borrowing rate for borrowings secured by collateral commensurate with the terms of the underlying lease.

Information related to our right of use assets are as follows (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Operating lease expense	$ 6.3	$ 6.3	$ 12.5	$ 12.4
Cash paid for operating lease liability	6.4	6.1	12.7	12.1
Right of use assets obtained in exchange for lease liabilities (non-cash transactions)	2.3	10.4	5.5	14.7
Total right of use assets	60.5	70.1	60.5	70.1

INVESTMENTS IN VARIABLE INTEREST ENTITIES

We have concluded that we are the primary beneficiary with respect to certain VIEs, which are consolidated in our financial statements. In consolidating the VIEs, we consistently use the financial information most recently distributed to investors in the VIE.

All of the VIEs are collateralized loan trusts that were established to issue securities to finance the purchase of corporate loans and other permitted investments. The assets held by the trusts are legally isolated and not available to the Company. The liabilities of the VIEs are expected to be satisfied from the cash flows generated by the underlying loans held by the trusts, not from the assets of the Company. The Company has no financial obligation to the VIEs beyond its investment in each VIE.

Certain of our subsidiaries are noteholders of the VIEs. Another subsidiary of the Company is the investment manager for the VIEs. As such, it has the power to direct the most significant activities of the VIEs which materially impacts the economic performance of the VIEs.

The following tables provide supplemental information about the assets and liabilities of the VIEs which have been consolidated in accordance with authoritative guidance (dollars in millions):

	June 30, 2020		
	VIEs	Eliminations	Net effect on consolidated balance sheet
Assets:			
Investments held by variable interest entities	$ 1,137.4	$ —	$ 1,137.4
Notes receivable of VIEs held by subsidiaries	—	(113.8)	(113.8)
Cash and cash equivalents held by variable interest entities	36.8	—	36.8
Accrued investment income	1.8	—	1.8
Income tax assets, net	23.4	—	23.4
Other assets	3.7	(.9)	2.8
Total assets	$ 1,203.1	$ (114.7)	$ 1,088.4
Liabilities:			
Other liabilities	$ 27.1	$ (2.9)	$ 24.2
Borrowings related to variable interest entities	1,152.2	—	1,152.2
Notes payable of VIEs held by subsidiaries	126.1	(126.1)	—
Total liabilities	$ 1,305.4	$ (129.0)	$ 1,176.4

	December 31, 2019		
	VIEs	Eliminations	Net effect on consolidated balance sheet
Assets:			
Investments held by variable interest entities	$ 1,188.6	$ —	$ 1,188.6
Notes receivable of VIEs held by subsidiaries	—	(113.8)	(113.8)
Cash and cash equivalents held by variable interest entities	74.7	—	74.7
Accrued investment income	1.7	—	1.7
Income tax assets, net	8.0	—	8.0
Other assets	2.8	(1.4)	1.4
Total assets	$ 1,275.8	$ (115.2)	$ 1,160.6
Liabilities:			
Other liabilities	$ 42.8	$ (4.4)	$ 38.4
Borrowings related to variable interest entities	1,152.5	—	1,152.5
Notes payable of VIEs held by subsidiaries	126.1	(126.1)	—
Total liabilities	$ 1,321.4	$ (130.5)	$ 1,190.9

The investment portfolios held by the VIEs are primarily comprised of commercial bank loans to corporate obligors which are almost entirely rated below-investment grade. At June 30, 2020, such loans had an amortized cost of $1,223.7 million; gross unrealized gains of $1.1 million; gross unrealized losses of $59.7 million; allowance for credit losses of $27.7 million; and an estimated fair value of $1,137.4 million.

The following table summarizes changes in the allowance for credit losses related to investments held by VIEs for the three months ended June 30, 2020 (dollars in millions):

	Corporate securities
Allowance at March 31, 2020	$ 37.7
Additions for securities for which credit losses were not previously recorded	5.8
Additions for purchased securities with deteriorated credit	—
Additions (reductions) for securities where an allowance was previously recorded	(14.7)
Reduction for securities sold during the period	(1.1)
Reduction for securities for which the Company made the decision to sell where an allowance was previously recorded	—
Write-offs	—
Recoveries of previously written-off amount	—
Allowance at June 30, 2020	$ 27.7

The following table summarizes changes in the allowance for credit losses related to investments held by VIEs for the six months ended June 30, 2020 (dollars in millions):

	Corporate securities
Allowance at January 1, 2020	$ 9.9
Additions for securities for which credit losses were not previously recorded	24.9
Additions for purchased securities with deteriorated credit	—
Additions (reductions) for securities where an allowance was previously recorded	(4.8)
Reduction for securities sold during the period	(2.3)
Reduction for securities for which the Company made the decision to sell where an allowance was previously recorded	—
Write-offs	—
Recoveries of previously written-off amount	—
Allowance at June 30, 2020	$ 27.7

The following table sets forth the amortized cost and estimated fair value of the investments held by the VIEs at June 30, 2020, by contractual maturity. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties.

	Amortized cost	Estimated fair value
	(Dollars in millions)	
Due in one year or less	$ 1.0	$ .4
Due after one year through five years	771.5	709.8
Due after five years through ten years	447.2	423.5
Due after ten years	4.0	3.7
Total	$ 1,223.7	$ 1,137.4

During the first six months of 2020, the VIEs recognized net realized investment losses of $21.3 million which were comprised of: (i) $3.4 million of net losses from the sales of fixed maturities; and (ii) a $17.9 million increase in the allowance

for credit losses. Such net realized losses included gross realized losses of $3.4 million from the sale of $22.2 million of investments. During the first six months of 2019, the VIEs recognized net realized investment losses of $14.5 million which were comprised of: (i) $9.4 million of net losses from the sales of fixed maturities; and (ii) $5.1 million of losses on the dissolution of a VIE. Such net realized losses included gross realized losses of $9.6 million from the sale of $267.7 million of investments.

At June 30, 2020, there were three investments held by the VIEs in default with an amortized cost of $8.5 million, a carrying value of $3.1 million and an allowance for credit losses of $4.3 million.

At June 30, 2020, the VIEs held: (i) investments with a fair value of $633.2 million and gross unrealized losses not deemed to have credit losses of $29.3 million that had been in an unrealized loss position for less than twelve months; and (ii) investments with a fair value of $197.9 million and gross unrealized losses not deemed to have credit losses of $13.4 million that had been in an unrealized loss position for twelve months or greater.

At December 31, 2019, the VIEs held: (i) investments with a fair value of $153.0 million and gross unrealized losses of $3.1 million that had been in an unrealized loss position for less than twelve months; and (ii) investments with a fair value of $430.1 million and gross unrealized losses of $18.5 million that had been in an unrealized loss position for twelve months or greater.

The investments held by the VIEs are evaluated for impairment in a manner that is consistent with the Company's fixed maturities, available for sale. Similarly, prior to January 1, 2020, the investments held by the VIEs were evaluated for other-than-temporary declines in fair value in a manner that was consistent with the Company's fixed maturities, available for sale.

In addition, the Company, in the normal course of business, makes passive investments in structured securities issued by VIEs for which the Company is not the investment manager. These structured securities include asset-backed securities, collateralized loan obligations, commercial mortgage-backed securities, agency residential mortgage-backed securities and
non-agency residential mortgage-backed securities. Our maximum exposure to loss on these securities is limited to our cost basis in the investment. We have determined that we are not the primary beneficiary of these structured securities due to the relative size of our investment in comparison to the total principal amount of the individual structured securities and the level of credit subordination which reduces our obligation to absorb gains or losses.

At June 30, 2020, we held investments in various limited partnerships, in which we are not the primary beneficiary, totaling $518.4 million (classified as other invested assets). At June 30, 2020, we had unfunded commitments to these partnerships totaling $85.9 million. Our maximum exposure to loss on these investments is limited to the amount of our investment.

FAIR VALUE MEASUREMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date and, therefore, represents an exit price, not an entry price. We carry certain assets and liabilities at fair value on a recurring basis, including fixed maturities, equity securities, trading securities, investments held by VIEs, derivatives, separate account assets and embedded derivatives. We carry our COLI, which is invested in a series of mutual funds, at its cash surrender value which approximates fair value. In addition, we disclose fair value for certain financial instruments, including mortgage loans, policy loans, cash and cash equivalents, insurance liabilities for interest-sensitive products, investment borrowings, notes payable and borrowings related to VIEs.

The degree of judgment utilized in measuring the fair value of financial instruments is largely dependent on the level to which pricing is based on observable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect our view of market assumptions in the absence of observable market information. Financial instruments with readily available active quoted prices would be considered to have fair values based on the highest level of observable inputs, and little judgment would be utilized in measuring fair value. Financial instruments that rarely trade would often have fair value based on a lower level of observable inputs, and more judgment would be utilized in measuring fair value.

Valuation Hierarchy

There is a three-level hierarchy for valuing assets or liabilities at fair value based on whether inputs are observable or unobservable.

- Level 1 – includes assets and liabilities valued using inputs that are unadjusted quoted prices in active markets for identical assets or liabilities. Our Level 1 assets primarily include cash and cash equivalents and exchange-traded securities.

- Level 2 – includes assets and liabilities valued using inputs that are quoted prices for similar assets in an active market, quoted prices for identical or similar assets in a market that is not active, observable inputs, or observable inputs that can be corroborated by market data. Level 2 assets and liabilities include those financial instruments that are valued by independent pricing services using models or other valuation methodologies. These models consider various inputs such as credit rating, maturity, corporate credit spreads, reported trades and other inputs that are observable or derived from observable information in the marketplace or are supported by transactions executed in the marketplace. Financial assets in this category primarily include: certain publicly registered and privately placed corporate fixed maturity securities; certain government or agency securities; certain mortgage and asset-backed securities; certain equity securities; most investments held by our consolidated VIEs; and non-exchange-traded derivatives such as call options. Financial liabilities in this category include investment borrowings, notes payable and borrowings related to VIEs.

- Level 3 – includes assets and liabilities valued using unobservable inputs that are used in model-based valuations that contain management assumptions. Level 3 assets and liabilities include those financial instruments whose fair value is estimated based on broker/dealer quotes, pricing services or internally developed models or methodologies utilizing significant inputs not based on, or corroborated by, readily available market information. Financial assets in this category include certain corporate securities, certain structured securities, mortgage loans, and other less liquid securities. Financial liabilities in this category include our insurance liabilities for interest-sensitive products, which includes embedded derivatives (including embedded derivatives related to our fixed index annuity products and to a modified coinsurance arrangement) since their values include significant unobservable inputs including actuarial assumptions.

At each reporting date, we classify assets and liabilities into the three input levels based on the lowest level of input that is significant to the measurement of fair value for each asset and liability reported at fair value. This classification is impacted by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established, the characteristics specific to the transaction and overall market conditions. Our assessment of the significance of a particular input to the fair value measurement and the ultimate classification of each asset and liability requires judgment and is subject to change from period to period based on the observability of the valuation inputs.

The vast majority of our fixed maturity and equity securities, including those held in trading portfolios and those held by consolidated VIEs and separate account assets use Level 2 inputs for the determination of fair value. These fair values are obtained primarily from independent pricing services, which use Level 2 inputs for the determination of fair value. Our Level 2 assets are valued as follows:

- Fixed maturities available for sale, equity securities and trading securities

  Corporate securities are generally priced using market and income approaches. Inputs generally consist of trades of identical or similar securities, quoted prices in inactive markets, issuer rating, benchmark yields, maturity and credit spreads.

  U.S. Treasuries and obligations of U.S. Government corporations and agencies are generally priced using the market approach. Inputs generally consist of trades of identical or similar securities, quoted prices in inactive markets and maturity.

  States and political subdivisions are generally priced using the market approach. Inputs generally consist of trades of identical or similar securities, quoted prices in inactive markets, new issuances and credit spreads.

  Foreign governments are generally priced using the market approach. Inputs generally consist of trades of identical or similar securities, quoted prices in inactive markets, new issuances, benchmark yields, credit spreads and issuer rating.

  Asset-backed securities, agency and non-agency residential mortgage-backed securities, commercial mortgage-backed securities and collateralized loan obligations are generally priced using market and income approaches. Inputs generally consist of quoted prices in inactive markets, spreads on actively traded securities, expected prepayments, expected default rates, expected recovery rates and issue specific information including, but not limited to, collateral type, seniority and vintage.

  Equity securities are generally priced using the market approach. Inputs generally consist of trades of identical or similar securities, quoted prices in inactive markets, issuer rating, benchmark yields, maturity and credit spreads.

- Investments held by VIEs

  Corporate securities are generally priced using market and income approaches using pricing vendors. Inputs generally consist of issuer rating, benchmark yields, maturity, and credit spreads.

- Other invested assets - derivatives

  The fair value measurements for derivative instruments, including embedded derivatives requiring bifurcation, are determined based on the consideration of several inputs including closing exchange or over-the-counter market price quotes, time value and volatility factors underlying options, market interest rates and non-performance risk.

Third-party pricing services normally derive security prices through recently reported trades for identical or similar securities making adjustments through the reporting date based upon available market observable information. If there are no recently reported trades, the third-party pricing services may use matrix or model processes to develop a security price where future cash flow expectations are discounted at an estimated risk-adjusted market rate. The number of prices obtained for a given security is dependent on the Company's analysis of such prices as further described below.

As the Company is responsible for the determination of fair value, we have control processes designed to ensure that the fair values received from third-party pricing sources are reasonable and the valuation techniques and assumptions used appear reasonable and consistent with prevailing market conditions. Additionally, when inputs are provided by third-party pricing sources, we have controls in place to review those inputs for reasonableness. As part of these controls, we perform

monthly quantitative and qualitative analysis on the prices received from third parties to determine whether the prices are reasonable estimates of fair value. The Company's analysis includes: (i) a review of the methodology used by third-party pricing services; (ii) where available, a comparison of multiple pricing services' valuations for the same security; (iii) a review of month to month price fluctuations; (iv) a review to ensure valuations are not unreasonably dated; and (v) back testing to compare actual purchase and sale transactions with valuations received from third parties. As a result of such procedures, the Company may conclude a particular price received from a third party is not reflective of current market conditions. In those instances, we may request additional pricing quotes or apply internally developed valuations. However, the number of such instances is insignificant and the aggregate change in value of such investments is not materially different from the original prices received.

The categorization of the fair value measurements of our investments priced by independent pricing services was based upon the Company's judgment of the inputs or methodologies used by the independent pricing services to value different asset classes. Such inputs typically include: benchmark yields, reported trades, broker dealer quotes, issuer spreads, benchmark securities, bids, offers and other relevant data. The Company categorizes such fair value measurements based upon asset classes and the underlying observable or unobservable inputs used to value such investments.

For securities that are not priced by pricing services and may not be reliably priced using pricing models, we obtain broker quotes. These broker quotes are non-binding and represent an exit price, but assumptions used to establish the fair value may not be observable and therefore represent Level 3 inputs. Approximately 86 percent of our Level 3 fixed maturity securities were valued using unadjusted broker quotes or broker-provided valuation inputs. The remaining Level 3 fixed maturity investments do not have readily determinable market prices and/or observable inputs. For these securities, we use internally developed valuations. Key assumptions used to determine fair value for these securities may include risk premiums, projected performance of underlying collateral and other factors involving significant assumptions which may not be reflective of an active market. For certain investments, we use a matrix or model process to develop a security price where future cash flow expectations are discounted at an estimated market rate. The pricing matrix incorporates term interest rates as well as a spread level based on the issuer's credit rating, other factors relating to the issuer, and the security's maturity. In some instances issuer-specific spread adjustments, which can be positive or negative, are made based upon internal analysis of security specifics such as liquidity, deal size, and time to maturity.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements
(unaudited)

The categorization of fair value measurements, by input level, for our financial instruments carried at fair value on a recurring basis at June 30, 2020 is as follows (dollars in millions):

	Quoted prices in active markets for identical assets or liabilities (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total
Assets:				
Fixed maturities, available for sale:				
Corporate securities	$ —	$ 13,513.4	$ 114.2	$ 13,627.6
United States Treasury securities and obligations of United States government corporations and agencies	—	230.3	—	230.3
States and political subdivisions	—	2,483.4	—	2,483.4
Foreign governments	—	101.5	—	101.5
Asset-backed securities	—	1,162.8	12.6	1,175.4
Agency residential mortgage-backed securities	—	75.4	—	75.4
Non-agency residential mortgage-backed securities	—	2,138.2	—	2,138.2
Commercial mortgage-backed securities	—	1,893.6	—	1,893.6
Collateralized loan obligations	—	442.5	—	442.5
Total fixed maturities, available for sale	—	22,041.1	126.8	22,167.9
Equity securities - corporate securities	15.9	36.3	8.3	60.5
Trading securities:				
Foreign governments	—	2.0	—	2.0
Asset-backed securities	—	10.2	—	10.2
Agency residential mortgage-backed securities	—	.4	—	.4
Non-agency residential mortgage-backed securities	—	100.9	—	100.9
Commercial mortgage-backed securities	—	115.1	12.0	127.1
Total trading securities	—	228.6	12.0	240.6
Investments held by variable interest entities - corporate securities	—	1,137.0	.4	1,137.4
Other invested assets - derivatives	—	99.3	—	99.3
Assets held in separate accounts	—	3.7	—	3.7
Total assets carried at fair value by category	$ 15.9	$ 23,546.0	$ 147.5	$ 23,709.4
Liabilities:				
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	$ —	$ —	$ 1,526.9	$ 1,526.9

The categorization of fair value measurements, by input level, for our financial instruments carried at fair value on a recurring basis at December 31, 2019 is as follows (dollars in millions):

	Quoted prices in active markets for identical assets or liabilities (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total
Assets:				
Fixed maturities, available for sale:				
Corporate securities	$ —	$ 12,756.5	$ 178.8	$ 12,935.3
United States Treasury securities and obligations of United States government corporations and agencies	—	204.6	—	204.6
States and political subdivisions	—	2,246.7	—	2,246.7
Foreign governments	—	94.5	1.1	95.6
Asset-backed securities	—	1,375.3	12.6	1,387.9
Agency residential mortgage-backed securities	—	95.0	—	95.0
Non-agency residential mortgage-backed securities	—	2,042.3	—	2,042.3
Collateralized loan obligations	—	400.8	—	400.8
Commercial mortgage-backed securities	—	1,887.0	—	1,887.0
Total fixed maturities, available for sale	—	21,102.7	192.5	21,295.2
Equity securities - corporate securities	31.3	4.5	8.3	44.1
Trading securities:				
Asset-backed securities	—	12.1	—	12.1
Agency residential mortgage-backed securities	—	.4	—	.4
Non-agency residential mortgage-backed securities	—	113.4	—	113.4
Commercial mortgage-backed securities	—	105.5	12.5	118.0
Total trading securities	—	231.4	12.5	243.9
Investments held by variable interest entities - corporate securities	—	1,188.6	—	1,188.6
Other invested assets - derivatives	—	203.8	—	203.8
Assets held in separate accounts	—	4.2	—	4.2
Total assets carried at fair value by category	$ 31.3	$ 22,735.2	$ 213.3	$ 22,979.8
Liabilities:				
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	$ —	$ —	$ 1,565.4	$ 1,565.4

The fair value measurements for our financial instruments disclosed at fair value on a recurring basis are as follows (dollars in millions):

	June 30, 2020				
	Quoted prices in active markets for identical assets or liabilities (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total estimated fair value	Total carrying amount
Assets:					
Mortgage loans	$ —	$ —	$ 1,479.3	$ 1,479.3	$ 1,459.9
Policy loans	—	—	124.3	124.3	124.3
Other invested assets:					
Company-owned life insurance	—	203.5	—	203.5	203.5
Cash and cash equivalents:					
Unrestricted	521.1	—	—	521.1	521.1
Held by variable interest entities	36.8	—	—	36.8	36.8
Liabilities:					
Policyholder account liabilities	—	—	12,171.3	12,171.3	12,171.3
Investment borrowings	—	1,648.6	—	1,648.6	1,643.4
Borrowings related to variable interest entities	—	1,114.2	—	1,114.2	1,152.2
Notes payable – direct corporate obligations	—	1,087.7	—	1,087.7	989.7

	December 31, 2019				
	Quoted prices in active markets for identical assets or liabilities (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total estimated fair value	Total carrying amount
Assets:					
Mortgage loans	$ —	$ —	$ 1,651.4	$ 1,651.4	$ 1,566.1
Policy loans	—	—	124.5	124.5	124.5
Other invested assets:					
Company-owned life insurance	—	194.0	—	194.0	194.0
Cash and cash equivalents:					
Unrestricted	579.9	.1	—	580.0	580.0
Held by variable interest entities	74.7	—	—	74.7	74.7
Liabilities:					
Policyholder account liabilities	—	—	12,132.3	12,132.3	12,132.3
Investment borrowings	—	1,647.9	—	1,647.9	1,644.3
Borrowings related to variable interest entities	—	1,142.1	—	1,142.1	1,152.5
Notes payable – direct corporate obligations	—	1,117.2	—	1,117.2	989.1

The following table presents additional information about assets and liabilities measured at fair value on a recurring basis and for which we have utilized significant unobservable (Level 3) inputs to determine fair value for the three months ended June 30, 2020 (dollars in millions):

	June 30, 2020								
	Beginning balance as of March 31, 2020	Purchases, sales, issuances and settlements, net (b)	Total realized and unrealized gains (losses) included in net income	Total realized and unrealized gains (losses) included in accumulated other comprehensive income (loss)	Transfers into Level 3 (a)	Transfers out of Level 3 (a)	Ending balance as of June 30, 2020	Amount of total gains (losses) for the three months ended June 30, 2020 included in our net income relating to assets and liabilities still held as of the reporting date	Amount of total gains (losses) for the three months ended June 30, 2020 included in accumulated other comprehensive income (loss) relating to assets and liabilities still held as of the reporting date
Assets:									
Fixed maturities, available for sale:									
Corporate securities	$ 127.8	$ (.1)	$ (.1)	$ 8.3	$ 9.0	$ (30.7)	$ 114.2	$ (.1)	$ 7.8
Asset-backed securities	30.9	(.1)	—	(.6)	—	(17.6)	12.6	—	(.6)
Commercial mortgage-backed securities	7.2	(1.2)	(6.9)	.9	—	—	—	—	—
Total fixed maturities, available for sale	165.9	(1.4)	(7.0)	8.6	9.0	(48.3)	126.8	(.1)	7.2
Equity securities - corporate securities	8.3	—	—	—	—	—	8.3	—	—
Trading securities - commercial mortgage-backed securities	10.9	—	.9	.2	—	—	12.0	.9	—
Investments held by variable interest entities - corporate securities	.6	—	—	.1	.3	(.6)	.4	—	.1
Liabilities:									
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(1,548.5)	(66.3)	87.9	—	—	—	(1,526.9)	87.9	87.9

(a) Transfers into Level 3 are the result of unobservable inputs utilized within valuation methodologies for assets that were previously valued using observable inputs. Transfers out of Level 3 are due to the use of observable inputs in valuation methodologies as well as the utilization of pricing service information for certain assets that the Company is able to validate.

(b) Purchases, sales, issuances and settlements, net, represent the activity that occurred during the period that results in a change of the asset or liability but does not represent changes in fair value for the instruments held at the beginning of the period. Such activity primarily consists of purchases and sales of fixed maturity and equity securities and changes to embedded derivative instruments related to insurance products resulting from the issuance of new contracts, or changes to existing contracts. The following summarizes such activity for the three months ended June 30, 2020 (dollars in millions):

	Purchases	Sales	Issuances	Settlements	Purchases, sales, issuances and settlements, net
Assets:					
Fixed maturities, available for sale:					
Corporate securities	$ —	$ (.1)	$ —	$ —	$ (.1)
Asset-backed securities	—	(.1)	—	—	(.1)
Commercial mortgage-backed securities	—	(1.2)	—	—	(1.2)
Total fixed maturities, available for sale	—	(1.4)	—	—	(1.4)
Liabilities:					
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(38.8)	.1	(49.0)	21.4	(66.3)

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements
(unaudited)

The following table presents additional information about assets and liabilities measured at fair value on a recurring basis and for which we have utilized significant unobservable (Level 3) inputs to determine fair value for the six months ended June 30, 2020 (dollars in millions):

	June 30, 2020								
	Beginning balance as of December 31, 2019	Purchases, sales, issuances and settlements, net (b)	Total realized and unrealized gains (losses) included in net income	Total realized and unrealized gains (losses) included in accumulated other comprehensive income (loss)	Transfers into Level 3 (a)	Transfers out of Level 3 (a)	Ending balance as of June 30, 2020	Amount of total gains (losses) for the six months ended June 30, 2020 included in our net income relating to assets and liabilities still held as of the reporting date	Amount of total gains (losses) for the six months ended June 30, 2020 included in accumulated other comprehensive income (loss) relating to assets and liabilities still held as of the reporting date
Assets:									
Fixed maturities, available for sale:									
Corporate securities	$ 178.8	$ (2.3)	$ —	$ 5.8	$ 81.5	$ (149.6)	$ 114.2	$ (.1)	$ 4.6
Foreign governments	1.1	—	—	—	—	(1.1)	—	—	—
Asset-backed securities	12.6	(.3)	—	.3	—	—	12.6	—	.3
Total fixed maturities, available for sale	192.5	(2.6)	—	6.1	81.5	(150.7)	126.8	(.1)	4.9
Equity securities - corporate securities	8.3	—	—	—	—	—	8.3	—	—
Trading securities - commercial mortgage-backed securities	12.5	—	(.8)	.3	—	—	12.0	(.8)	—
Investments held by variable interest entities - corporate securities	—	—	—	.1	.3	—	.4	—	.1
Liabilities:									
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(1,565.4)	27.3	11.2	—	—	—	(1,526.9)	11.2	11.2

(a) Transfers into Level 3 are the result of unobservable inputs utilized within valuation methodologies for assets that were previously valued using observable inputs. Transfers out of Level 3 are due to the use of observable inputs in valuation methodologies as well as the utilization of pricing service information for certain assets that the Company is able to validate.

(b) Purchases, sales, issuances and settlements, net, represent the activity that occurred during the period that results in a change of the asset or liability but does not represent changes in fair value for the instruments held at the beginning of the period. Such activity primarily consists of purchases and sales of fixed maturity and equity securities and changes to embedded derivative instruments related to insurance products resulting from the issuance of new contracts, or changes to existing contracts. The following summarizes such activity for the six months ended June 30, 2020 (dollars in millions):

	Purchases	Sales	Issuances	Settlements	Purchases, sales, issuances and settlements, net
Assets:					
Fixed maturities, available for sale:					
Corporate securities	$ —	$ (2.3)	$ —	$ —	$ (2.3)
Asset-backed securities	—	(.3)	—	—	(.3)
Total fixed maturities, available for sale	—	(2.6)	—	—	(2.6)
Liabilities:					
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(89.6)	119.3	(49.0)	46.6	27.3

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
Notes to Consolidated Financial Statements
(unaudited)

The following table presents additional information about assets and liabilities measured at fair value on a recurring basis and for which we have utilized significant unobservable (Level 3) inputs to determine fair value for the three months ended June 30, 2019 (dollars in millions):

	June 30, 2019							
	Beginning balance as of March 31, 2019	Purchases, sales, issuances and settlements, net (b)	Total realized and unrealized gains (losses) included in net income	Total realized and unrealized gains (losses) included in accumulated other comprehensive income (loss)	Transfers into Level 3 (a)	Transfers out of Level 3 (a)	Ending balance as of June 30, 2019	Amount of total gains (losses) for the three months ended June 30, 2019 included in our net income relating to assets and liabilities still held as of the reporting date
Assets:								
Fixed maturities, available for sale:								
Corporate securities	$ 137.6	$ (9.4)	$ —	$ 2.9	$ 4.8	$ —	$ 135.9	$ —
Foreign governments	1.0	—	—	—	—	—	1.0	—
Asset-backed securities	12.3	(.2)	—	.3	—	—	12.4	—
Collateralized loan obligations	5.0	—	—	—	—	(5.0)	—	—
Commercial mortgage-backed securities	—	—	—	.7	15.2	—	15.9	—
Total fixed maturities, available for sale	155.9	(9.6)	—	3.9	20.0	(5.0)	165.2	—
Equity securities - corporate securities	8.3	—	—	—	—	—	8.3	—
Liabilities:								
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(1,372.9)	(38.7)	(42.6)	—	—	—	(1,454.2)	(42.6)

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(a) Transfers into Level 3 are the result of unobservable inputs utilized within valuation methodologies for assets that were previously valued using observable inputs. Transfers out of Level 3 are due to the use of observable inputs in valuation methodologies as well as the utilization of pricing service information for certain assets that the Company is able to validate.
(b) Purchases, sales, issuances and settlements, net, represent the activity that occurred during the period that results in a change of the asset or liability but does not represent changes in fair value for the instruments held at the beginning of the period. Such activity primarily consists of purchases and sales of fixed maturity and equity securities and changes to embedded derivative instruments related to insurance products resulting from the issuance of new contracts, or changes to existing contracts. The following summarizes such activity for the three months ended June 30, 2019 (dollars in millions):

	Purchases	Sales	Issuances	Settlements	Purchases, sales, issuances and settlements, net
Assets:					
Fixed maturities, available for sale:					
Corporate securities	$ —	$ (9.4)	$ —	$ —	$ (9.4)
Asset-backed securities	—	(.2)	—	—	(.2)
Total fixed maturities, available for sale	—	(9.6)	—	—	(9.6)
Liabilities:					
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(40.7)	.3	(20.6)	22.3	(38.7)

The following table presents additional information about assets and liabilities measured at fair value on a recurring basis and for which we have utilized significant unobservable (Level 3) inputs to determine fair value for the six months ended June 30, 2019 (dollars in millions):

	June 30, 2019							
	Beginning balance as of December 31, 2018	Purchases, sales, issuances and settlements, net (b)	Total realized and unrealized gains (losses) included in net income	Total realized and unrealized gains (losses) included in accumulated other comprehensive income (loss)	Transfers into Level 3 (a)	Transfers out of Level 3 (a)	Ending balance as of June 30, 2019	Amount of total gains (losses) for the six months ended June 30, 2019 included in our net income relating to assets and liabilities still held as of the reporting date
Assets:								
Fixed maturities, available for sale:								
Corporate securities	$ 158.6	$ (26.1)	$ (2.8)	$ 6.2	$ —	$ —	$ 135.9	$ (2.2)
Foreign governments	1.0	—	—	—	—	—	1.0	—
Asset-backed securities	12.0	(.3)	—	.7	—	—	12.4	—
Commercial mortgage-backed securities	—	14.4	—	1.5	—	—	15.9	—
Total fixed maturities, available for sale	171.6	(12.0)	(2.8)	8.4	—	—	165.2	(2.2)
Equity securities - corporate securities	9.5	—	(1.2)	—	—	—	8.3	—
Liabilities:								
Embedded derivatives associated with fixed index annuity products								

(classified as policyholder account liabilities)	(1,289.0)	(87.6)	(77.6)	—	—	—	(1,454.2)	(77.6)

(a) Transfers into Level 3 are the result of unobservable inputs utilized within valuation methodologies for assets that were previously valued using observable inputs. Transfers out of Level 3 are due to the use of observable inputs in valuation methodologies as well as the utilization of pricing service information for certain assets that the Company is able to validate.

(b) Purchases, sales, issuances and settlements, net, represent the activity that occurred during the period that results in a change of the asset or liability but does not represent changes in fair value for the instruments held at the beginning of the period. Such activity primarily consists of purchases and sales of fixed maturity and equity securities and changes to embedded derivative instruments related to insurance products resulting from the issuance of new contracts, or changes to existing contracts. The following summarizes such activity for the six months ended June 30, 2019 (dollars in millions):

	Purchases	Sales	Issuances	Settlements	Purchases, sales, issuances and settlements, net
Assets:					
Fixed maturities, available for sale:					
Corporate securities	$ .1	$ (26.2)	$ —	$ —	$ (26.1)
Asset-backed securities	—	(.3)	—	—	(.3)
Commercial mortgage-backed securities	14.4	—	—	—	14.4
Total fixed maturities, available for sale	14.5	(26.5)	—	—	(12.0)
Liabilities:					
Embedded derivatives associated with fixed index annuity products (classified as policyholder account liabilities)	(75.7)	1.9	(60.2)	46.4	(87.6)

At June 30, 2020, 99 percent of our Level 3 fixed maturities, available for sale, were investment grade and 90 percent of our Level 3 fixed maturities, available for sale, consisted of corporate securities.

Realized and unrealized investment gains and losses presented in the preceding tables represent gains and losses during the time the applicable financial instruments were classified as Level 3.

Realized and unrealized gains (losses) on Level 3 assets are primarily reported in either net investment income for policyholder and other special-purpose portfolios, net realized investment gains (losses) or insurance policy benefits within the consolidated statement of operations or accumulated other comprehensive income within shareholders' equity based on the appropriate accounting treatment for the instrument.

The amount presented for gains (losses) included in our net income for assets and liabilities still held as of the reporting date primarily represents impairments for fixed maturities, available for sale, changes in fair value of trading securities and certain derivatives and changes in fair value of embedded derivative instruments included in liabilities for insurance products that exist as of the reporting date.

The amount presented for gains (losses) included in accumulated other comprehensive income (loss) for assets and liabilities still held as of the reporting date primarily represents changes in the fair value of fixed maturities, available for sale, that are held as of the reporting date.

The following table provides additional information about the significant unobservable (Level 3) inputs developed internally by the Company to determine fair value for certain assets and liabilities carried at fair value at June 30, 2020 (dollars in millions):

	Fair value at June 30, 2020	Valuation techniques	Unobservable inputs	Range (weighted average) (a)
Assets:				
Corporate securities (b)	$ 5.7	Discounted cash flow analysis	Discount margins	4.33% - 4.81% (4.77%)
Corporate securities (c)	1.0	Recovery method	Percent of recovery expected	12.77%
Asset-backed securities (d)	12.6	Discounted cash flow analysis	Discount margins	2.62%
Equity securities (e)	8.3	Recovery method	Percent of recovery expected	59.27% - 100.00% (59.52%)
Other assets categorized as Level 3 (f)	119.9	Unadjusted third-party price source	Not applicable	Not applicable
Total	147.5			
Liabilities:				
Embedded derivatives related to fixed index annuity products (classified as policyholder account	1,526.9	Discounted projected embedded derivatives	Projected portfolio yields	3.65% - 4.25% (4.23%)

liabilities) (g)				
			Discount rates	0.00% - 2.37% (0.85%)
			Surrender rates	1.30% - 24.00% (10.00%)

(a) The weighted average is based on the relative fair value of the related assets or liabilities.
(b) Corporate securities - The significant unobservable input used in the fair value measurement of our corporate securities is discount margin added to a riskless market yield. Significant increases (decreases) in discount margin in isolation would have resulted in a significantly lower (higher) fair value measurement.
(c) Corporate securities - The significant unobservable input used in the fair value measurement of these corporate securities is percentage of recovery expected. Significant increases (decreases) in percentage of recovery expected in isolation would have resulted in a significantly higher (lower) fair value measurement.
(d) Asset-backed securities - The significant unobservable input used in the fair value measurement of these asset-backed securities is discount margin added to a riskless market yield. Significant increases (decreases) in discount margin in isolation would have resulted in a significantly lower (higher) fair value measurement.
(e) Equity securities - The significant unobservable input used in the fair value measurement of these equity securities is percentage of recovery expected. Significant increases (decreases) in percentage of recovery expected in isolation would have resulted in a significantly higher (lower) fair value measurement.
(f) Other assets categorized as Level 3 - For these assets, there were no adjustments to quoted market prices obtained from third-party pricing sources.
(g) Embedded derivatives related to fixed index annuity products (classified as policyholder account liabilities) - The significant unobservable inputs used in the fair value measurement of our embedded derivatives associated with fixed index annuity products are projected portfolio yields, discount rates and surrender rates. Increases (decreases) in projected portfolio yields in isolation would have led to a higher (lower) fair value measurement. The discount rate is based on risk free rates (U.S. Treasury rates for similar durations) adjusted for our non-performance risk and risk margins for non-capital market inputs. Increases (decreases) in the discount rates would have led to a lower (higher) fair value measurement. Assumed surrender rates are used to project how long the contracts remain in force. Generally, the longer the contracts are assumed to be in force the higher the fair value of the embedded derivative.

The following table provides additional information about the significant unobservable (Level 3) inputs developed internally by the Company to determine fair value for certain assets and liabilities carried at fair value at December 31, 2019 (dollars in millions):

	Fair value at December 31, 2019	Valuation techniques	Unobservable inputs	Range (weighted average)
Assets:				
Corporate securities (a)	$ 134.2	Discounted cash flow analysis	Discount margins	1.07% - 8.42% (1.91%)
Corporate securities (b)	1.0	Recovery method	Percent of recovery expected	12.77%
Asset-backed securities (c)	12.6	Discounted cash flow analysis	Discount margins	1.66%
Equity securities (d)	8.3	Recovery method	Percent of recovery expected	59.27% - 100.00% (59.52%)
Other assets categorized as Level 3 (e)	57.2	Unadjusted third-party price source	Not applicable	Not applicable
Total	213.3			
Liabilities:				
Embedded derivatives related to fixed index annuity products (classified as policyholder account liabilities) (f)	1,565.4	Discounted projected embedded derivatives	Projected portfolio yields	4.71% - 4.98% (4.72%)
			Discount rates	1.24% - 3.07% (1.88%)
			Surrender rates	1.60% - 31.90% (10.90%)

(a) Corporate securities - The significant unobservable input used in the fair value measurement of our corporate securities is discount margin added to a riskless market yield. Significant increases (decreases) in discount margin in isolation would result in a significantly lower (higher) fair value measurement.
(b) Corporate securities - The significant unobservable input used in the fair value measurement of these corporate securities is percentage of recovery expected. Significant increases (decreases) in percentage of recovery expected in isolation would result in a significantly higher (lower) fair value measurement.
(c) Asset-backed securities - The significant unobservable input used in the fair value measurement of these asset-backed securities is discount margin added to a riskless market yield. Significant increases (decreases) in discount margin in isolation would result in a significantly lower (higher) fair value measurement.
(d) Equity securities - The significant unobservable input used in the fair value measurement of these equity securities is percentage of recovery expected. Significant increases (decreases) in percentage of recovery expected in isolation would result in a significantly higher (lower) fair value measurement.
(e) Other assets categorized as Level 3 - For these assets, there were no adjustments to quoted market prices obtained from third-party pricing sources.
(f) Embedded derivatives related to fixed index annuity products (classified as policyholder account liabilities) - The significant unobservable inputs used in the fair value measurement of our embedded derivatives associated with fixed index annuity products are projected portfolio yields, discount rates and surrender rates. Increases (decreases) in projected portfolio yields in isolation would lead to a higher (lower) fair value measurement. The discount rate is based on risk free rates (U.S. Treasury rates for similar durations) adjusted for our non-performance risk and risk margins for non-capital market inputs. Increases (decreases) in the discount rates would lead to a lower (higher) fair value measurement. Assumed surrender rates are used to project how long the contracts remain in force. Generally, the longer the contracts are assumed to be in force the higher the fair value of the embedded derivative.

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

In this section, we review the consolidated financial condition of CNO at June 30, 2020, and its consolidated results of operations for the six months ended June 30, 2020 and 2019, and, where appropriate, factors that may affect future financial performance. Please read this discussion in conjunction with the accompanying consolidated financial statements and notes. Results for interim periods are not necessarily indicative of the results that may be expected for a full year, especially when considering the risks and uncertainties associated with the COVID-19 pandemic and the impact it may have on our business, results of operations and financial condition. For additional forward-looking information and risks related to the impact of the pandemic refer to Liquidity and Capital Resources - Potential Impacts of COVID-19 Pandemic included in Management's Discussion and Analysis of Financial Condition and Results of Operations and Item 1A - Risk Factors. In addition, the results for the quarterly period ended June 30, 2020, were impacted by: (i) our actuarial unlocking exercise to reduce future expected new money rates and lower the option budgets on our fixed index products; and (ii) increase our accrual for the Global Resolution Agreement.

We are closely monitoring developments relating to COVID-19 and assessing its impact on our business, policyholders, agents and associates. Depending on the duration and severity of the pandemic, we foresee the potential for some adverse impacts related to, among other things, near-term sales results, insurance product margin, net investment income, invested assets, regulatory capital, liabilities for insurance products, deferred acquisition costs, the present value of future profits, and income tax assets, although the full extent to which COVID-19 impacts financial results remains uncertain.

Operationally, we implemented our business continuity plans and took other precautions, such as employee business travel restrictions and remote work arrangements which, to date, have enabled us to support the health and wellness of our agents and associates, while maintaining our critical business processes, customer service levels, relationships with key vendors, financial reporting systems, internal controls over financial reporting and disclosure controls and procedures. In addition, we implemented additional cybersecurity precautions as a result of our remote working environment. We also introduced financial support programs for our exclusive agents who have seen their businesses disrupted, and their livelihoods challenged, and we deployed enhanced technology tools and training for such agents to allow them to serve consumers through virtual consultations and digital insurance applications.

While we have implemented risk management and contingency plans and taken other precautions with respect to the COVID-19 pandemic, such measures may not adequately protect our business from the full impacts of the pandemic. Currently, most of our employees are working remotely with only a few operationally critical employees working at certain of our facilities for business continuity purposes. An extended period of remote work arrangements could strain our business continuity plans, introduce additional operational risk, including but not limited to cybersecurity risks, and impair our ability to effectively manage our business.

In addition, the pandemic and its impact on the economy and financial markets could materially adversely affect our business, results of operations, investment portfolio or financial condition. We will continue reviewing accounting estimates, asset valuations and various financial scenarios for capital and liquidity; however, in light of evolving health, economic, governmental, social, and other factors, the potential impact of COVID-19 and actions taken in response to it on our business, results of operations, investment portfolio and financial condition remains uncertain.

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

Our statements, trend analyses and other information contained in this report and elsewhere (such as in filings by CNO with the SEC, press releases, presentations by CNO or its management or oral statements) relative to markets for CNO's products and trends in CNO's operations or financial results, as well as other statements, contain forward-looking statements within the meaning of the federal securities laws and the Private Securities Litigation Reform Act of 1995. Forward-looking statements typically are identified by the use of terms such as "anticipate," "believe," "plan," "estimate," "expect," "project," "intend," "may," "will," "would," "contemplate," "possible," "attempt," "seek," "should," "could," "goal," "target," "on track," "comfortable with," "optimistic," "guidance," "outlook" and similar words, although some forward-looking statements are expressed differently. You should consider statements that contain these words carefully because they describe our expectations, plans, strategies and goals and our beliefs concerning future business conditions, our results of operations, financial position, and our business outlook or they state other "forward-looking" information based on currently available

information. The "Risk Factors" section of our 2019 Annual Report on Form 10-K and the changes set forth in the Risk Factors section of this Form 10-Q provide examples of risks, uncertainties and events that could cause our actual results to differ materially from the expectations expressed in our forward-looking statements. Assumptions and other important factors that could cause our actual results to differ materially from those anticipated in our forward-looking statements include, among other things:

- the ongoing COVID-19 pandemic and the resulting financial market, economic and other impacts could adversely affect our business, results of operations, financial condition and liquidity;
- changes in or sustained low interest rates causing reductions in investment income, the margins of our fixed annuity and life insurance businesses, and sales of, and demand for, our products;
- expectations of lower future investment earnings may cause us to accelerate amortization, write down the balance of insurance acquisition costs or establish additional liabilities for insurance products;
- general economic, market and political conditions and uncertainties, including the performance and fluctuations of the financial markets which may affect the value of our investments as well as our ability to raise capital or refinance existing indebtedness and the cost of doing so;
- the ultimate outcome of lawsuits filed against us and other legal and regulatory proceedings to which we are subject;
- our ability to make anticipated changes to certain non-guaranteed elements of our life insurance products;
- our ability to obtain adequate and timely rate increases on our health products, including our long-term care business;
- the receipt of any required regulatory approvals for dividend and surplus debenture interest payments from our insurance subsidiaries;
- mortality, morbidity, the increased cost and usage of health care services, persistency, the adequacy of our previous reserve estimates, changes in the health care market and other factors which may affect the profitability of our insurance products;
- changes in our assumptions related to deferred acquisition costs or the present value of future profits;
- the recoverability of our deferred tax assets and the effect of potential ownership changes and tax rate changes on their value;
- our assumption that the positions we take on our tax return filings will not be successfully challenged by the Internal Revenue Service;
- changes in accounting principles and the interpretation thereof;
- our ability to continue to satisfy the financial ratio and balance requirements and other covenants of our debt agreements;
- our ability to achieve anticipated expense reductions and levels of operational efficiencies including improvements in claims adjudication and continued automation and rationalization of operating systems;
- performance and valuation of our investments, including the impact of realized losses (including other-than-temporary impairment charges);
- our ability to identify products and markets in which we can compete effectively against competitors with greater market share, higher ratings, greater financial resources and stronger brand recognition;
- our ability to generate sufficient liquidity to meet our debt service obligations and other cash needs;
- changes in capital deployment opportunities;

- our ability to maintain effective controls over financial reporting;
- our ability to continue to recruit and retain productive agents and distribution partners;
- customer response to new products, distribution channels and marketing initiatives;
- our ability to maintain the financial strength ratings of CNO and our insurance company subsidiaries as well as the impact of our ratings on our business, our ability to access capital, and the cost of capital;
- regulatory changes or actions, including: those relating to regulation of the financial affairs of our insurance companies, such as the calculation of risk-based capital and minimum capital requirements, and payment of dividends and surplus debenture interest to us; regulation of the sale, underwriting and pricing of products; and health care regulation affecting health insurance products;
- changes in the Federal income tax laws and regulations which may affect or eliminate the relative tax advantages of some of our products or affect the value of our deferred tax assets;
- availability and effectiveness of reinsurance arrangements, as well as the impact of any defaults or failure of reinsurers to perform;
- the performance of third party service providers and potential difficulties arising from outsourcing arrangements;
- the growth rate of sales, collected premiums, annuity deposits and assets;
- interruption in telecommunication, information technology or other operational systems or failure to maintain the security, confidentiality or privacy of sensitive data on such systems;
- events of terrorism, cyber attacks, natural disasters or other catastrophic events, including losses from a disease pandemic or potential adverse impacts from global warming;
- ineffectiveness of risk management policies and procedures in identifying, monitoring and managing risks; and
- the risk factors or uncertainties listed from time to time in our filings with the SEC.

Other factors and assumptions not identified above are also relevant to the forward-looking statements, and if they prove incorrect, could also cause actual results to differ materially from those projected.

All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by the foregoing cautionary statement. Our forward-looking statements speak only as of the date made. We assume no obligation to update or to publicly announce the results of any revisions to any of the forward-looking statements to reflect actual results, future events or developments, changes in assumptions or changes in other factors affecting the forward-looking statements.

The reporting of risk-based capital ("RBC") measures is not intended for the purpose of ranking any insurance company or for use in connection with any marketing, advertising or promotional activities.

OVERVIEW

We are a holding company for a group of insurance companies operating throughout the United States that develop, market and administer health insurance, annuity, individual life insurance and other insurance products. We focus on serving the senior and middle-income markets, which we believe are attractive, underserved, high growth markets. We sell our products through three distribution channels: career agents, independent producers (some of whom sell one or more of our product lines exclusively) and direct marketing.

Prior to 2020, the Company managed its business through the following operating segments: Bankers Life, Washington National and Colonial Penn, which were defined on the basis of product distribution; long-term care in run-off; and corporate operations, comprised of holding company activities and certain noninsurance company businesses.

In January 2020, we announced a new operating model that changes how we view our operating segments. Instead of the operating business segments described above, we view our operations as four insurance product lines (annuity, health, life and long-term care) and the investment and fee revenue segments. The new structure creates a leaner, more integrated, customer-centric organization that better positions us for long-term success and shareholder value creation. Our new segments are aligned based on their common characteristics, comparability of profit margins and the way management makes operating decisions and assesses the performance of the business. We began reporting under the new segment structure in the first quarter of 2020. Prior period results have been reclassified to conform to the new reporting structure.

Our insurance product line segments (including annuity, health, life and long-term care) include marketing, underwriting and administration of the policies our insurance subsidiaries sell. Under our new operating model, the business written in each of the four product categories through all of our insurance subsidiaries is aggregated allowing management and investors to assess the performance of each product category. When analyzing profitability of these segments, we use insurance product margin as the measure of profitability, which is: (i) insurance policy income; and (ii) net investment income allocated to the insurance product lines; less (i) insurance policy benefits and interest credited to policyholders; and (ii) amortization, non-deferred commissions and advertising expense. Net investment income is allocated to the product lines using the book yield of investments backing the block of business, which is applied to the average insurance liabilities, net of insurance intangibles, for the block in each period.

Income from insurance products is the sum of the insurance margins of the annuity, health, life and long-term care product lines, less expenses allocated to the insurance lines. It excludes the income from our fee income business, investment income not allocated to product lines, net expenses not allocated to product lines (primarily holding company expenses) and income taxes. Management believes insurance product margin and income from insurance products help provide a better understanding of the business and a more meaningful analysis of the results of our insurance product lines.

Under our new structure, we market our insurance products through the Consumer and Worksite Divisions that reflect the customers served by the Company.

The Consumer Division serves individual consumers, engaging with them on the phone, online, face-to-face with agents, or through a combination of sales channels. This structure unifies consumer capabilities into a single division and integrates the strength of our agent sales forces and industry-leading direct-to-consumer business with proven experience in advertising, web/digital and call center support.

The Worksite Division focuses on worksite and group sales for businesses, associations, and other membership groups, interacting with customers at their place of employment. By creating a dedicated Worksite Division, we bring a sharper focus to this high-growth business while further capitalizing on the strength of our recent acquisition of WBD. The individual results for the Worksite Division are currently not significant pursuant to accounting standards. Sales in the Worksite Division have been particularly adversely impacted by the COVID-19 pandemic given the challenges of interacting with customers at their place of employment. We plan to analyze the profitability of the insurance products of the Consumer and Worksite Divisions separately when the Worksite Division becomes significant.

We also centralized certain functional areas previously housed in the three business segments, including marketing, business unit finance, sales training and support, and agent recruiting, among others. All policy, contract, and certificate terms, conditions, and benefits remain unchanged.

The investment segment involves the management of our capital resources, including investments and the management of corporate debt and liquidity. Our measure of profitability of this segment is the total net investment income not allocated to the insurance products. Investment income not allocated to product lines represents net investment income less: (i) equity returns credited to policyholder account balances; (ii) the investment income allocated to our product lines; (iii) interest expense on notes payable and investment borrowings; and (iv) certain expenses related to benefit plans that are offset by special-purpose investment income. Investment income not allocated to product lines includes investment income on investments in excess of average insurance liabilities, investments held by our holding companies, the spread we earn from the FHLB investment

borrowing program and variable components of investment income (including call and prepayment income, adjustments to returns on structured securities due to cash flow changes, income (loss) from COLI and variations in income (loss) from alternative investments), net of interest expense on corporate debt.

Our fee and other revenue segment includes the earnings generated from sales of third-party insurance products, services provided by WBD (our wholly owned on-line benefit administration firm) and the operations of our broker-dealer and registered investment advisor.

Expenses not allocated to product lines include the expenses of our corporate operations, excluding interest expense on debt.

The following summarizes our earnings for the three and six months ending June 30, 2020 and 2019 (dollars in millions, except per share data):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Insurance product margin				
Annuity margin	$ 123.8	$ 57.2	$ 183.3	$ 113.4
Health margin	82.3	78.3	155.9	157.2
Life margin	36.1	51.7	80.4	94.8
Long-term care margin	13.2	11.9	26.5	23.4
Total insurance product margin	255.4	199.1	446.1	388.8
Allocated expenses	(128.1)	(135.2)	(264.7)	(271.1)
Income from insurance products	127.3	63.9	181.4	117.7
Fee income	5.2	4.4	13.0	8.8
Investment income not allocated to product lines	8.2	48.3	65.6	91.6
Expenses not allocated to product lines	(38.5)	(19.9)	(52.3)	(38.0)
Operating earnings before taxes	102.2	96.7	207.7	180.1
Income tax expense on operating income	(22.8)	(20.3)	(44.0)	(37.9)
Net operating income (a)	79.4	76.4	163.7	142.2
Net realized investment gains (losses) from sales, impairments and change in allowance for credit losses (net of related amortization)	12.3	(1.7)	(51.4)	(2.4)
Net change in market value of investments recognized in earnings	31.2	6.8	(17.2)	23.4
Fair value changes related to agent deferred compensation plan	(13.2)	(11.6)	(13.2)	(16.9)
Fair value changes in embedded derivative liabilities (net of related amortization)	(27.1)	(35.9)	(93.8)	(65.5)
Loss on extinguishment of debt	—	(7.3)	—	(7.3)
Other	—	.7	2.3	1.9
Net non-operating loss before taxes	3.2	(49.0)	(173.3)	(66.8)
Income tax benefit on non-operating loss	.6	(10.2)	(36.4)	(14.0)
Valuation allowance for deferred tax assets and other tax items	—	—	(34.0)	—
Net non-operating loss	2.6	(38.8)	(102.9)	(52.8)
Net income	$ 82.0	$ 37.6	$ 60.8	$ 89.4
Per diluted share				
Net operating income	$ .55	$ .48	$ 1.13	$ .89
Net non-operating loss	.02	(.24)	(.71)	(.33)
Net income	$ .57	$ .24	$ .42	$ .56

(a) Management believes that an analysis of net operating income provides a clearer comparison of the operating results of the Company from period to period because it excludes: (i) net realized investment gains (losses) from sales, impairments and change in allowance for credit losses, net of related amortization and taxes; (ii) net change in market value of investments recognized in earnings, net of taxes; (iii) fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, net of related amortization and taxes; (iv) fair value changes related to the agent deferred compensation plan, net of taxes; (v) loss on extinguishment of debt, net of taxes; and (vi) other non-operating items consisting primarily of earnings attributable to VIEs. The table above reconciles the non-GAAP measures to the corresponding GAAP measure.

In addition, management uses these non-GAAP financial measures in its budgeting process, financial analysis of segment performance and in assessing the allocation of resources. We believe these non-GAAP financial measures enhance an investor's understanding of our financial performance and allows them to make more informed judgments about the Company as a whole. These measures also highlight operating trends that might not otherwise be apparent. However, net operating income is not a measurement of financial performance under GAAP and should not be considered as an alternative to cash flow from operating activities, as a measure of liquidity, or as an alternative to net income as measures of our operating performance or any other measures of performance derived in accordance with GAAP. In addition, net operating income should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items. Net operating income has limitations as an analytical tool, and you should not consider such measure either in isolation or as a substitute for analyzing our results as reported under GAAP. Our definition and calculation of net operating income are not necessarily comparable to other similarly titled measures used by other companies due to different methods of calculation.

CRITICAL ACCOUNTING POLICIES

Refer to "Critical Accounting Policies" in our 2019 Annual Report on Form 10-K for information on our other accounting policies that we consider critical in preparing our consolidated financial statements.

CHANGES IN ACTUARIAL ASSUMPTIONS IN THE SECOND QUARTER OF 2020

We conducted our annual comprehensive review of actuarial assumptions in the fourth quarter of 2019. However, we update our assumptions, as necessary, to the extent current conditions or circumstances warrant changes that could be significant to our operating results. Given our expectation that interest rates will remain low for the long-term, we performed an actuarial unlocking exercise in the second quarter of 2020 to reflect our assumption that average new money rates will remain flat at 4 percent for the long-term. This change and the related impacts to persistency assumptions had a $45.6 million unfavorable impact on pre-tax earnings. As part of the actuarial unlocking exercise, we also changed our assumptions related to the future option costs we incur in providing benefits on fixed index annuities which had a favorable impact on pre-tax earnings of $91.5 million. These future option costs represent the estimated cost we will incur to purchase a series of annual forward options over the duration of the policy that back the potential return based on a percentage of the amount of increase in the value of the appropriate index. When interest rates decrease, we are permitted (subject to policy minimums) to decrease this benefit, lowering the option costs. The impact of these changes in assumptions is summarized below (dollars in millions):

	Line of business			
	Fixed index annuities	Fixed interest annuities	Interest-sensitive life	Total
	Favorable (unfavorable)			
Impacts of an average new money rate assumption of 4 percent				
Insurance policy benefits	$ (5.0)	$ —	$ (7.4)	$ (12.4)
Amortization of insurance intangibles	(25.6)	(9.4)	1.8	(33.2)
Subtotal	(30.6)	(9.4)	(5.6)	(45.6)
Impacts of changes in future option costs				
Insurance policy benefits	104.8	—	—	104.8
Amortization of insurance intangibles	(13.3)	—	—	(13.3)
Subtotal	91.5	—	—	91.5
Impact on pre-tax income	$ 60.9	$ (9.4)	$ (5.6)	$ 45.9

As noted above, the magnitude of the offsetting impacts of the change in new money rate and the change in future option costs had significantly different impacts on our results in the second quarter of 2020. These results are consistent with the different accounting requirements for insurance intangibles and the embedded derivatives related to the future option budgets for our fixed index annuity products.

Insurance intangibles related to interest-sensitive products are amortized in relation to estimated gross profits using the interest rate credited to the underlying policies. When actual profits or our current best estimates of future profits are different than our previous estimates, we adjust the cumulative amortization of insurance acquisition costs to maintain amortization expense as a constant percentage of gross profits over the entire life of the policies.

Due to this accounting requirement, only a portion of the reduced estimated gross profits due to the change in new money rate assumptions is recognized in earnings in the period of unlocking. The adjustment to gross profits is spread on a retrospective basis over the life of the related blocks of business. The unlocking adjustment in the second quarter of 2020 is a “catch-up” adjustment recognized through earnings to reflect the inception date to current date income adjustments, as if our current assumptions were used to determine amortization from each policy’s inception date. For example, the changes in new money rate and persistency assumptions had the effect of reducing estimated gross profits by approximately $280 million. This impact compares to the net unfavorable unlocking adjustments of $45.6 million.

In contrast, the options attributable to the policyholder for the estimated life of the contract is treated as an embedded derivative. We are required to record the embedded derivatives related to our fixed index annuity products at estimated fair

value. The value of the embedded derivatives is determined based on the present value of estimated future option costs discounted using a risk-free rate adjusted for our non-performance risk and a risk charge. This rate is currently very low at
.85%. Due to this accounting requirement, a significant percentage of the change in gross profits attributable to the change in option budgets is reflected in our current earnings as an unlocking adjustment. For example, the change in expected future option budgets had the effect of increasing estimated gross profits by approximately $105 million. This impact compares to the net favorable unlocking adjustments of $91.5 million.

Changes in future new money rate and persistency assumptions can also result in a charge related to our life, health and annuity with life contingency products. However, assumptions related to these products are locked in when the policies are issued and a charge is only taken when the present value of future cash flows, in combination with the related liability for insurance products, is less than the unamortized insurance intangible balance. In such case, the charge would be made to amortization expense at the time assumption changes result in a deficiency. If the deficiency exceeds the balance of insurance intangibles, a premium deficiency reserve is established for the excess. The recoverability test referred to above is conducted based on lines of business consistent with the manner we group them in our segment reporting.

Even after the changes in assumptions for new money rates, the loss recognition margins on our traditional life, long-term care, payout annuities, Medicare supplement and supplemental health products are positive. Although, no loss recognition is required in the second quarter of 2020, the future margins for these blocks would be reduced by approximately $160 million due to the impact of these changes in assumptions.

This actuarial unlocking exercise does not replace our comprehensive annual review of all assumptions for our insurance products, which we plan to complete in the fourth quarter of this year. Additional adjustments may be identified based on the results of the comprehensive annual review.

RESULTS OF OPERATIONS

The following tables and narratives summarize the operating results of our segments (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Insurance product margin				
Annuity:				
Insurance policy income	$ 4.5	$ 4.2	$ 10.1	$ 10.8
Net investment income	116.6	114.8	234.0	230.6
Insurance policy benefits	107.7	(5.1)	102.2	(13.0)
Interest credited	(43.6)	(41.6)	(85.6)	(84.8)
Amortization and non-deferred commissions	(61.4)	(15.1)	(77.4)	(30.2)
Annuity margin	123.8	57.2	183.3	113.4
Health:				
Insurance policy income	360.1	358.1	722.2	716.3
Net investment income	36.1	35.8	72.2	72.0
Insurance policy benefits	(274.7)	(272.7)	(544.3)	(537.6)
Amortization and non-deferred commissions	(39.2)	(42.9)	(94.2)	(93.5)
Health margin	82.3	78.3	155.9	157.2
Life:				
Insurance policy income	194.3	189.0	388.4	376.2
Net investment income	34.7	34.8	69.0	69.3
Insurance policy benefits	(147.8)	(126.2)	(279.7)	(257.0)
Interest credited	(10.9)	(10.6)	(21.2)	(20.8)
Amortization and non-deferred commissions	(18.0)	(20.3)	(39.9)	(41.2)
Advertising expense	(16.2)	(15.0)	(36.2)	(31.7)
Life margin	36.1	51.7	80.4	94.8
Long-term care:				
Insurance policy income	66.4	67.0	133.3	134.3
Net investment income	34.0	34.0	68.3	67.3
Insurance policy benefits	(84.3)	(85.7)	(168.5)	(171.2)
Amortization and non-deferred commissions	(2.9)	(3.4)	(6.6)	(7.0)
Long-term care margin	13.2	11.9	26.5	23.4
Total insurance product margin	255.4	199.1	446.1	388.8
Allocated expenses:				
Branch office expenses	(15.1)	(16.3)	(34.0)	(38.6)
Other allocated expenses	(113.0)	(118.9)	(230.7)	(232.5)
Income from insurance products	127.3	63.9	181.4	117.7
Fee income	5.2	4.4	13.0	8.8
Investment income not allocated to product lines	8.2	48.3	65.6	91.6
Expenses not allocated to product lines	(38.5)	(19.9)	(52.3)	(38.0)
Operating earnings before taxes	102.2	96.7	207.7	180.1
Income tax expense on operating income	(22.8)	(20.3)	(44.0)	(37.9)
Net operating income	$ 79.4	$ 76.4	$ 163.7	$ 142.2

CNO is the top tier holding company for a group of insurance companies operating throughout the United States that develop, market and administer health insurance, annuity, individual life insurance and other insurance products. We view our operations by segments, which consist of insurance product lines. These products are distributed by our two divisions. The Consumer Division serves individual consumers, engaging with them on the phone, online, face-to-face with agents, or through a combination of sales channels. The Worksite Division focuses on worksite and group sales for businesses, associations, and other membership groups, interacting with customers at their place of employment.

Insurance product margin is management's measure of the profitability of its annuity, health, life and long-term care product lines' performance and consists of premiums plus allocated investment income less insurance policy benefits, interest credited, commissions, advertising expense and amortization of acquisition costs. Income from insurance products is the sum of the insurance margins of the annuity, health, life and long-term care product lines, less expenses allocated to the insurance lines. It excludes the income from our fee income business, investment income not allocated to product lines, net expenses not allocated to product lines (primarily holding company expenses) and income taxes. Management believes insurance product margin and income from insurance products help provide a better understanding of the business and a more meaningful analysis of the results of our insurance product lines.

Investment income is allocated to the product lines using the book yield of investments backing the block of business, which is applied to the average insurance liabilities, net of insurance intangibles, for the block in each period. Investment income not allocated to product lines represents net investment income less the investment income allocated to our product lines and includes investment income on investments in excess of average insurance liabilities, investments held by our holding companies, the spread we earn from the FHLB investment borrowing program and variable components of investment income (including call and prepayment income, adjustments to returns on structured securities due to cash flow changes, income (loss) from COLI and variations in income (loss) from alternative investments), net of interest expense on corporate debt.

Management believes that an analysis of Net income applicable to common stock before: (i) net realized investment gains (losses) from sales, impairments and change in allowance for credit losses, net of related amortization and taxes; (ii) net change in market value of investments recognized in earnings, net of taxes; (iii) fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, net of related amortization and taxes; (iv) fair value changes related to the agent deferred compensation plan, net of taxes; (v) loss on extinguishment of debt, net of taxes; (vi) changes in the valuation allowance for deferred tax assets and other tax items; and (vii) other non-operating items consisting primarily of earnings attributable to VIEs, net of taxes ("Net operating income," a non-GAAP financial measure) is important to evaluate the financial performance of the company, and is a key measure commonly used in the life insurance industry. Management uses this measure to evaluate performance because the items excluded from net operating income can be affected by events that are unrelated to the company's underlying fundamentals.

Summary of Operating Results: Net operating income was $79.4 million in the second quarter of 2020, up from $76.4 million in the second quarter of 2019, and was $163.7 million in the first six months of 2020, up from $142.2 million in the first six months of 2019.

Insurance product margin for the three and six months ended June 30, 2020, was significantly impacted by changes in our actuarial assumptions as further described above under the caption "Changes in Actuarial Assumptions in the Second Quarter of 2020".

The higher fee income in the 2020 periods primarily reflects changes in assumptions used to estimate revenues on the sales of third-party products, net of related distribution expenses.

Investment income not allocated to product lines was lower in the 2020 periods as discussed in additional detail below.

Expenses not allocated to product lines were higher in the 2020 periods due to a $23.5 million increase (recognized in the second quarter of 2020) in our liability for claims and interest pursuant to the Global Resolution Agreement as the third-party auditor has provided information that we have processed and verified allowing us to more accurately estimate the ultimate liability pursuant to the agreement. See the note to the consolidated financial statements entitled "Litigation and Other Legal Proceedings - Regulatory Examinations and Fines" for further information about the Global Resolution Agreement.

Margin from Annuity Products (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Annuity margin:				
Fixed index annuities				
Insurance policy income	$ 2.6	$ 2.8	$ 5.9	$ 5.9
Net investment income	82.9	76.0	165.0	151.3
Insurance policy benefits	104.1	(.5)	103.1	—
Interest credited	(28.3)	(24.7)	(54.5)	(50.4)
Amortization and non-deferred commissions	(49.6)	(12.1)	(63.4)	(24.2)
Margin from fixed index annuities	$ 111.7	$ 41.5	$ 156.1	$ 82.6
Average net insurance liabilities	$ 7,056.3	$ 6,388.9	$ 6,988.9	$ 6,291.3
Margin/average net insurance liabilities	6.33%	2.60%	4.47%	2.63%
Fixed interest annuities				
Insurance policy income	$ .1	$ .4	$ .4	$ .9
Net investment income	26.8	31.2	54.9	64.0
Insurance policy benefits	—	(.1)	(.1)	(.2)
Interest credited	(14.4)	(16.0)	(29.3)	(32.4)
Amortization and non-deferred commissions	(11.7)	(3.0)	(13.8)	(6.0)
Margin from fixed interest annuities	$ .8	$ 12.5	$ 12.1	$ 26.3
Average net insurance liabilities	$ 2,088.2	$ 2,337.9	$ 2,117.2	$ 2,377.6
Margin/average net insurance liabilities	.15%	2.14%	1.14%	2.21%
Other annuities				
Insurance policy income	1.8	1.0	3.8	4.0
Net investment income	6.9	7.6	14.1	15.3
Insurance policy benefits	3.6	(4.5)	(.8)	(12.8)
Interest credited	(.9)	(.9)	(1.8)	(2.0)
Amortization and non-deferred commissions	(.1)	—	(.2)	—
Margin from other annuities	$ 11.3	$ 3.2	$ 15.1	$ 4.5
Average net insurance liabilities	$ 533.5	$ 574.4	$ 542.5	$ 575.1
Margin/average net insurance liabilities	8.47%	2.23%	5.57%	1.56%
Total annuity margin	$ 123.8	$ 57.2	$ 183.3	$ 113.4
Average net insurance liabilities	$ 9,678.0	$ 9,301.2	$ 9,648.6	$ 9,244.0
Margin/average net insurance liabilities	5.12%	2.46%	3.80%	2.45%

Margin from fixed index annuities was $111.7 million in the second quarter of 2020, compared to $41.5 million in 2019, and was $156.1 million in the first six months of 2020, compared to $82.6 million in 2019. The increase in margin is primarily due to: (i) the favorable impact of actuarial assumption changes previously discussed; and (ii) growth in the block. Average net insurance liabilities (total insurance liabilities less: (i) amounts related to reinsured business; (ii) deferred acquisition costs; (iii) present value of future profits; and (iv) the value of unexpired options credited to insurance liabilities) were $7,056.3 million and $6,388.9 million in the second quarters of 2020 and 2019, respectively, and were $6,988.9 million and $6,291.3 million in the first six months of 2020 and 2019, respectively, driven by deposits and reinvested returns in excess of withdrawals in periods subsequent to the second quarter of 2019. The increase in net insurance liabilities results in higher net investment income allocated, however, the earned yield was 4.70 percent in the second quarter of 2020 down from 4.76 percent in 2019, and was 4.72 percent in the first six months of 2020 down from 4.81 percent in 2019, reflecting lower market yields.

Net investment income and interest credited exclude the change in market values of the underlying options supporting the fixed index annuity products and corresponding offsetting amount credited to policyholder account balances. Such amounts were $44.9 million and $20.2 million in the second quarters of 2020 and 2019, respectively, and were $(75.0) million and $58.1 million in the first six months of 2020 and 2019, respectively.

Margin from fixed interest annuities was $.8 million in the second quarter of 2020, compared to $12.5 million in 2019, and was $12.1 million in the first six months of 2020, compared to $26.3 million in 2019. The decrease in margin is primarily due to: (i) the unfavorable impact of actuarial assumption changes previously discussed; and (ii) a reduction in the size of the block. Average net insurance liabilities were $2,088.2 million in the second quarter of 2020 compared to $2,337.9 million in 2019 and were $2,117.2 million in the first six months of 2020 compared to $2,377.6 million in 2019, driven by withdrawals in excess of deposits and reinvested returns. The decrease in net insurance liabilities results in lower net investment income allocated. The earned yield decreased to 5.13 percent in the second quarter of 2020 from 5.34 percent in 2019 and to 5.19 percent in the first six months of 2020 from 5.38 percent in 2019, reflecting lower market yields.

Margin from other annuities in the 2020 periods reflects favorable mortality compared to the same periods in the prior year. Annuitant mortality related to contracts with life contingencies resulted in a decrease in insurance liabilities and insurance policy benefits of $9.8 million in the second quarter of 2020.

Margin from Health Products (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Health margin:				
Supplemental health				
Insurance policy income	$ 169.8	$ 164.4	$ 339.6	$ 327.6
Net investment income	34.9	34.7	69.8	69.7
Insurance policy benefits	(138.1)	(128.9)	(271.0)	(252.0)
Amortization and non-deferred commissions	(26.2)	(27.8)	(55.8)	(55.4)
Margin from supplemental health	$ 40.4	$ 42.4	$ 82.6	$ 89.9
Margin/insurance policy income	24%	26%	24%	27%
Medicare supplement				
Insurance policy income	$ 190.3	$ 193.7	$ 382.6	$ 388.7
Net investment income	1.2	1.1	2.4	2.3
Insurance policy benefits	(136.6)	(143.8)	(273.3)	(285.6)
Amortization and non-deferred commissions	(13.0)	(15.1)	(38.4)	(38.1)
Margin from Medicare supplement	$ 41.9	$ 35.9	$ 73.3	$ 67.3
Margin/insurance policy income	22%	19%	19%	17%
Total health margin	$ 82.3	$ 78.3	$ 155.9	$ 157.2
Margin/insurance policy income	23%	22%	22%	22%

Margin from supplemental health business was $40.4 million in the second quarter of 2020, down 4.7 percent from 2019, and was $82.6 million in the first six months of 2020, down 8.1 percent from 2019, driven primarily by a decrease in the margin as a percentage of insurance policy income to 24% in the second quarter of 2020 compared to 26% in the prior year period and 24% in first six months of 2020 compared to 27% in the prior year period. Insurance policy benefits in the 2019 periods reflected better claims experience than expected. Insurance policy income increased due to new sales in recent periods. Our margin on the supplemental health business in the second quarter of 2020 was unfavorably impacted by higher persistency resulting in a lower release of reserves, more than offsetting favorable claim experience. Such higher persistency primarily resulted from regulatory mandates and the Company's policy which delays the lapsation of policies due to the non-payment of premiums during the pandemic.

Our supplemental health products (including specified disease, accident and hospital indemnity products) generally provide fixed or limited benefits. For example, payments under cancer insurance policies are generally made directly to, or at the direction of, the policyholder following diagnosis of, or treatment for, a covered type of cancer. Approximately three-fourths of our supplemental health policies inforce (based on policy count) are sold with return of premium or cash value riders. The return of premium rider generally provides that after a policy has been inforce for a specified number of years or upon the policyholder reaching a specified age, we will pay to the policyholder, or a beneficiary under the policy, the aggregate amount of all premiums paid under the policy, without interest, less the aggregate amount of all claims incurred under the policy. The cash value rider is similar to the return of premium rider, but also provides for payment of a graded portion of the return of premium benefit if the policy terminates before the return of premium benefit is earned. Accordingly, the net cash flows from these products generally result in the accumulation of amounts in the early years of a policy (reflected in our earnings as reserve increases which is a component of insurance policy benefits) which will be paid out as benefits in later policy years (reflected in our earnings as reserve decreases which offset the recording of benefit payments). As the policies age, insurance policy benefits will typically increase, but the increase in benefits will be partially offset by investment income earned on the accumulated assets.

Margin from Medicare supplement business was $41.9 million and $35.9 million in the second quarters of 2020 and 2019, respectively, and was $73.3 million and $67.3 million in the first six months of 2020 and 2019, respectively. The increase in margin on the Medicare supplement business in the 2020 periods reflects favorable claim experience. Such favorable claim experience in the second quarter of 2020 may be attributable to policyholders deferring health care during the pandemic which may lead to higher claim costs in future periods. Insurance policy income was $190.3 million in the second quarter of 2020, down 1.8 percent from 2019, and was $382.6 million in the first six months of 2020, down 1.6 percent from 2019, reflecting lower sales in recent periods partially offset by premium rate increases.

Medicare supplement business consists of both individual and group policies. Government regulations generally require we attain and maintain a ratio of total benefits incurred to total premiums earned (excluding changes in policy benefits reserves which is a component of Insurance policy benefits) of not less than 65 percent on individual products and not less than 75 percent on group products. The ratio is determined after three years from the original issuance of the policy and over the lifetime of the policy and measured in accordance with statutory accounting principles. Since the insurance product liabilities we establish for Medicare supplement business are subject to significant estimates, the ultimate claim liability we incur for a particular period is likely to be different than our initial estimate. Changes to our estimates are reflected in Insurance policy benefits in the period the change is determined.

Margin from Life Products (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Life margin:				
Interest-sensitive life				
Insurance policy income	$ 38.7	$ 37.3	$ 78.3	$ 73.5
Net investment income	11.7	11.7	23.4	23.3
Insurance policy benefits	(23.2)	(14.9)	(38.9)	(30.8)
Interest credited	(10.7)	(10.4)	(20.9)	(20.4)
Amortization and non-deferred commissions	(4.8)	(7.1)	(12.2)	(14.1)
Margin from interest-sensitive life	$ 11.7	$ 16.6	$ 29.7	$ 31.5
Average net insurance liabilities	$ 913.5	$ 860.7	$ 906.8	$ 856.4
Interest margin	$ 1.0	$ 1.3	$ 2.5	$ 2.9
Interest margin/average net insurance liabilities	.44%	.60%	.55%	.68%
Underwriting margin	$ 10.7	$ 15.3	$ 27.2	$ 28.6
Underwriting margin/insurance policy income	28%	41%	35%	39%
Traditional life				
Insurance policy income	$ 155.6	$ 151.7	$ 310.1	$ 302.7
Net investment income	23.0	23.1	45.6	46.0
Insurance policy benefits	(124.6)	(111.3)	(240.8)	(226.2)
Interest credited	(.2)	(.2)	(.3)	(.4)
Amortization and non-deferred commissions	(13.2)	(13.2)	(27.7)	(27.1)
Advertising expense	(16.2)	(15.0)	(36.2)	(31.7)
Margin from traditional life	$ 24.4	$ 35.1	$ 50.7	$ 63.3
Margin/insurance policy income	16%	23%	16%	21%
Margin excluding advertising expense/insurance policy income	26%	33%	28%	31%
Total life margin	$ 36.1	$ 51.7	$ 80.4	$ 94.8

Margin from interest-sensitive life business was $11.7 million in the second quarter of 2020, down 30 percent from 2019, and was $29.7 million in the first six months of 2020, down 5.7 percent from 2019. The decrease in margin is primarily due to: (i) the unfavorable impact of actuarial assumptions previously discussed; partially offset by (ii) growth in the block due to sales in recent periods. In addition, we estimate that the impact from death claims related to COVID-19 on the margin of this block of business was approximately $1 million in the second quarter of 2020.

The interest margin was $1.0 million and $1.3 million in the second quarters of 2020 and 2019, respectively, and was $2.5 million and $2.9 million in the first six months of 2020 and 2019, respectively. Net investment income in the 2020 periods is comparable to the 2019 periods. The increase in average net insurance liabilities results in higher net investment income allocated, however, the decrease in earned yield has resulted in net investment income being flat compared to the prior year. The earned yield was 5.12 percent and 5.44 percent in the second quarters of 2020 and 2019, respectively, and 5.16 percent and 5.44 percent in the first six months of 2020 and 2019, respectively. Interest credited to policyholders may be changed annually but are subject to minimum guaranteed rates and, as a result, the reduction in our earned rate was not fully reflected in the rate credited to policyholders.

Net investment income and interest credited excludes the change in market values of the underlying options supporting the fixed index life products and corresponding offsetting amount credited to policyholder account balances. Such amounts were $5.8 million and $2.9 million in the second quarters of 2020 and 2019, respectively, and were $(10.8) million and $8.6 million in the first six months of 2020 and 2019, respectively.

Margin from Traditional life business was $24.4 million in the second quarter of 2020, down 30 percent from 2019, and was $50.7 million in the first six months of 2020, down 20 percent from 2019. Insurance policy income was $155.6 million in the second quarter of 2020, up 2.6 percent from the 2019 period, and was $310.1 million in the first six months of 2020, up 2.4 percent from the 2019 period, reflecting new sales and persistency in the block. Insurance policy benefits were $124.6 million in the second quarter of 2020, up 12 percent from the same period in 2019, and were $240.8 million in the first six months of 2020, up 6.5 percent from the 2019 period. We estimate that the impact from death claims related to COVID-19 increased insurance policy benefits by approximately $13 million in the second quarter of 2020.

Allocated net investment income in the 2020 periods was comparable to the 2019 periods, as the growth in the block was offset by lower average investment yields in the 2020 periods.

Advertising expense was $16.2 million in the second quarter of 2020, up $1.2 million from the comparable period in 2019, and was $36.2 million in the first six months of 2020, up $4.5 million from the comparable period in 2019. The demand and cost of television advertising can fluctuate from period to period. We are disciplined with our marketing expenditures and will increase or decrease our marketing spend depending on prices.

Margin from Long-term Care Products (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Long-term care margin:				
Insurance policy income	$ 66.4	$ 67.0	$ 133.3	$ 134.3
Net investment income	34.0	34.0	68.3	67.3
Insurance policy benefits	(84.3)	(85.7)	(168.5)	(171.2)
Amortization and non-deferred commissions	(2.9)	(3.4)	(6.6)	(7.0)
Margin from long-term care	$ 13.2	$ 11.9	$ 26.5	$ 23.4
Margin/insurance policy income	20%	18%	20%	17%

Margin from Long-term care products was $13.2 million in the second quarter of 2020, up 11 percent from 2019, and was $26.5 million in the first six months of 2020, up 13 percent from 2019. The margin as a percentage of insurance policy income increased to 20% in the second quarter of 2020 compared to 18% in the second quarter of 2019 and to 20% in the first six months of 2020 compared to 17% in the first six months of 2019. The margin in the 2020 periods benefited from reserve releases due to deaths that occurred as well as lower claims incurred attributable to policyholders deferring health care during the pandemic.

Collected Premiums From Annuity and Interest-Sensitive Life Products (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Collected premiums from annuity and interest-sensitive life products:				
Annuities	$ 242.7	$ 341.2	$ 534.9	$ 656.9
Interest-sensitive life	51.3	51.9	104.4	99.4
Total collected premiums from annuity and interest-sensitive life products	$ 294.0	$ 393.1	$ 639.3	$ 756.3

Collected premiums from annuity and interest-sensitive products decreased 25 percent in the second quarter of 2020, compared to the second quarter of 2019 and 15 percent in the first six months of 2020, compared to the first six months of 2019, primarily due to lower premium collections from fixed index products. We have proactively managed the participation rates on our fixed index products in order to balance sales growth and profitability in the current low interest rate environment.

Investment Income Not Allocated to Product Lines (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Net investment income	$ 318.8	$ 334.5	$ 488.4	$ 690.3
Allocated to product lines:				
Annuity	(116.6)	(114.8)	(234.0)	(230.6)
Health	(36.1)	(35.8)	(72.2)	(72.0)
Life	(34.7)	(34.8)	(69.0)	(69.3)
Long-term care	(34.0)	(34.0)	(68.3)	(67.3)
Equity returns credited to policyholder account balances	(50.7)	(23.1)	85.8	(66.7)
Amounts allocated to product lines and credited to policyholder account balances	(272.1)	(242.5)	(357.7)	(505.9)
Amount related to variable interest entities and other non-operating items	(9.6)	(16.0)	(21.2)	(35.2)
Interest expense on debt	(13.6)	(12.6)	(27.2)	(24.7)
Interest expense on investment borrowings	(5.8)	(12.3)	(14.9)	(24.7)
Less amounts credited to deferred compensation plans (offsetting investment income)	(9.5)	(2.8)	(1.8)	(8.2)
Total adjustments	(38.5)	(43.7)	(65.1)	(92.8)
Investment income not allocated to product lines	$ 8.2	$ 48.3	$ 65.6	$ 91.6

The above table reconciles net investment income to investment income not allocated to product lines. Such amount will fluctuate from period to period based on the level of prepayment income (including call premiums); the performance of our alternative investments (which are typically reported a quarter in arrears); and the earnings related to the investments underlying our COLI. The decrease in investment income not allocated to product lines in the 2020 periods can be attributed to lower variable investment income including income (loss) on alternative investments and prepayment and call income.

Net Non-Operating Income (Loss) (dollars in millions):

The following summarizes our net non-operating income (loss) for the three and six months ending June 30, 2020 and 2019 (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Net realized investment gains (losses) losses from sales, impairments and change in allowance for credit losses (net of related amortization)	$ 12.3	$ (1.7)	$ (51.4)	$ (2.4)
Net change in market value of investments recognized in earnings	31.2	6.8	(17.2)	23.4
Fair value changes related to agent deferred compensation plan	(13.2)	(11.6)	(13.2)	(16.9)
Fair value changes in embedded derivative liabilities (net of related amortization)	(27.1)	(35.9)	(93.8)	(65.5)
Loss on extinguishment of debt	—	(7.3)	—	(7.3)
Other	—	.7	2.3	1.9
Net non-operating income (loss) before taxes	$ 3.2	$ (49.0)	$ (173.3)	$ (66.8)

Net realized investment gains (losses), net of related amortization, in the three and six months ended June 30, 2020, were $12.3 million and $(51.4) million, respectively, including an (increase) decrease in the allowance for credit losses and other-than-temporary impairment losses of $15.9 million and $(39.5) million, respectively, which were recorded in earnings. The increase in the allowance for credit losses in the first six months of 2020 reflects the market volatility and other impacts of the COVID-19 pandemic. We anticipate continued volatility and the potential for additional increases to the allowance for credit losses in future periods. Net realized investment losses in the first six months of 2019 were $2.4 million (net of related amortization) including other-than-temporary impairment losses of $2.2 million which were recorded in earnings.

During the first six months of 2020 and 2019, we recognized an increase (decrease) in earnings of $(17.2) million and $23.4 million, respectively, due to the net change in market value of investments recognized in earnings.

During the first six months of 2020 and 2019, we recognized a decrease in earnings of $13.2 million and $16.9 million, respectively, for the mark-to-market change in the agent deferred compensation plan liability which was impacted by changes in the underlying actuarial assumptions used to value the liability. We recognize the mark-to-market change in the estimated value of this liability through earnings as assumptions change.

During the first six months of 2020 and 2019, we recognized a decrease in earnings of $93.8 million and $65.5 million, respectively, resulting from changes in the estimated fair value of embedded derivative liabilities related to our fixed index annuities, net of related amortization. Such amounts include the impacts of changes in market interest rates used to determine the derivative's estimated fair value. At June 30, 2020, the weighted average discount rate used to value this liability was .85 percent compared to 1.88 percent at December 31, 2019. The discount rate is based on risk-free rates (U.S. Treasury rates for similar durations) adjusted for non-performance risk and risk margins for non-capital market inputs. The significant decrease in U.S. Treasury rates in the first six months of 2020 was the primary factor in the change in estimated fair value of the embedded derivative liabilities.

Loss on extinguishment of debt in the 2019 periods of $7.3 million consisted of: (i) a premium of $6.1 million due to the redemption of the 4.500% Senior Notes due May 2020 (the "2020 Notes"); and (ii) $1.2 million related to the write-off of unamortized issuance costs due to the redemption of the 2020 Notes.

LIQUIDITY AND CAPITAL RESOURCES

Potential Impacts of COVID-19 Pandemic

We expect the potential impact of the pandemic on our results will be largely driven by three things which are already impacting our business, but the duration and severity of which are currently unknown:

- the impact of social distancing on our sales volumes;
- changes in mortality, morbidity, and persistency (or lapse rates) impacting insurance product margin; and
- the resulting economic recession driving: (i) lower net investment income through lower interest rates; (ii) the impact of credit deterioration on invested assets and capital; and (iii) potential impacts to reserves and deferred acquisition costs resulting from lower interest rates.

Given the ongoing uncertainty related to how the COVID-19 pandemic will impact our results and the continued economic impact it will have, we continue to model a range of potential outcomes across these three dimensions. The purpose of our modeling is not to predict certain outcomes, but to develop a range of potential outcomes and manage capital and liquidity in the context of outcomes within the range. We most recently updated our models for two scenarios in July 2020. These scenarios incorporate many assumptions and actual conditions in future periods may differ materially from the assumptions used in modeling the two scenarios. In the first scenario, we assumed 150,000 deaths from the virus in the United States, with the economy recovering in the third quarter of 2020 and with muted economic growth in the fourth quarter of 2020. In the second scenario, we assumed 400,000 deaths from the virus in the United States, with more modest economic growth in the third quarter of 2020 and with a second wave of economic recession beginning in the fourth quarter of 2020.

With respect to the impact of the COVID-19 pandemic on sales volumes, we expect our consolidated results in the second half of 2020 to continue to be challenged, but with positive momentum during the period. In the second quarter of 2020, our Consumer Division life, health and long-term care sales (new annualized premiums) were down 10 percent and collected premiums from our annuity products were down 29 percent from the same period in the prior year. To the extent the economy continues to reopen and as our customers and agents become more accustomed to virtual transactions, sales in the Consumer Division are expected to improve.

The path to recovery within our Worksite Division is proving to be more difficult. In the second quarter of 2020, our Worksite Division life and health sales (new annualized premiums) were down 69 percent compared to the same period in the prior year. We currently expect sales in the Worksite Division to remain challenged through the third quarter of 2020 and begin to improve in the fourth quarter in conjunction with open enrollment periods.

With respect to changes in mortality and morbidity, based on the modeling of the two scenarios described above we estimate that COVID-19 related claims could have a net adverse impact on our full year 2020 total insurance product margin in the range of approximately $20 million to $52 million across the two scenarios. In the second quarter of 2020, our margin on life insurance products reflected an estimated $14 million adverse mortality impact related to COVID-19. While higher mortality claims unfavorably impact our life product margins, we anticipate that our health and long-term care margins will generally benefit through a related release of reserves in the second half of 2020. Physical distancing practices related to COVID-19 had a significant favorable impact on paid claims in the second quarter of 2020 in our health and long-term care businesses as consumers deferred medical and/or long-term care treatments. We expect some portion of this trend to reverse in some subsequent quarter, as and when physical distancing practices are relaxed.

We believe there is a possibility that high unemployment could translate to an increase in lapse rates in future periods. If higher lapse rates do occur, we expect that current period earnings would generally be favorably impacted but earnings in future periods would be unfavorably impacted, as the base of our inforce business would be lower.

Regarding our investment portfolio, we have evaluated a range of potential impacts from the pandemic, including impacts on credit migration, default levels, net investment income and capital. We used a range of assumptions which are market-consistent, or in-line with downside assumptions from rating agencies and consistent with past financial crises. Our

evaluation focused in particular on COVID-19 impacted sectors such as real estate, airlines, retail, hospitality, and energy, among others.

With respect to the collective impact of the COVID-19 pandemic on earnings, we expect our operating earnings in the second half of 2020 to be lower than the prior year period. This is driven by the expectation of lower investment yields and due to the impact of COVID-19 claims on insurance product margins.

We believe our earnings over the long-term will be impacted by lower interest rates consistent with the assumptions reflected in our actuarial unlocking exercise in the second quarter of 2020. Refer to "Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations - Changes in Actuarial Assumptions in the Second Quarter of 2020" for further information related to changes in certain actuarial assumptions and their impact on our operating results in the second quarter of 2020.

With respect to capital, based on the modeling described above, even with the more adverse impacts of the second scenario, we believe we would be able to:

- maintain our target RBC levels, debt to capital ratios and minimum holding company liquidity;
- maintain our quarterly dividend to shareholders; and
- have continued capacity for modest share repurchases.

The two modeling scenarios described above, and the resulting range of estimated outcomes, are hypothetical and have been provided to give a general sense of how certain aspects of our business could be affected by COVID-19, depending on the duration and severity of the pandemic and related governmental and social responses and the economic consequences of the pandemic. There are many modeling scenarios which could result in materially different projected outcomes from the two described above and, accordingly the modeling scenarios described above do not constitute an exclusive set of possible outcomes resulting from COVID-19 which could affect our business, results of operations, financial condition and liquidity. Similarly, given the unprecedented nature of the COVID-19 pandemic, the assumptions used in these modeling scenarios, and the related range of outcomes, are based on assumed facts which are inherently unpredictable and, accordingly, if the pandemic progresses and updated assumptions were to be applied to the modeling scenarios the outcome generated by the application of updated assumptions to these modeling scenarios may be materially different from those described above. For example, the actual number of U.S. deaths and the related economic impacts from COVID-19 may differ materially from the assumptions used to generate the outcomes from the two scenarios. In this regard, we note that while the number of presumed COVID-19 related deaths at the time we modeled the financial impacts to us of COVID-19 was less than our low end assumptions of 150,000, as of the date of this filing the number of reported presumed deaths from the virus in the United States exceeds 150,000. In addition, policies and actions taken by the United States government have mitigated the impacts of COVID-19 on the financial markets, investment performance and valuations. There can be no assurance that these policies will continue. If the economic impact of COVID-19 is ultimately worse than contemplated by our modeled scenarios, the impact to our business, results of operations, financial condition and liquidity could be significantly different than described above.

Our capital structure as of June 30, 2020 and December 31, 2019 was as follows (dollars in millions):

	June 30, 2020	December 31, 2019
Total capital:		
Corporate notes payable	$ 989.7	$ 989.1
Shareholders' equity:		
Common stock	1.4	1.5
Additional paid-in capital	2,664.3	2,767.3
Accumulated other comprehensive income	1,520.2	1,372.5
Retained earnings	545.3	535.7
Total shareholders' equity	4,731.2	4,677.0
Total capital	$ 5,720.9	$ 5,666.1

The following table summarizes certain financial ratios as of and for the six months ended June 30, 2020 and as of and for the year ended December 31, 2019:

	June 30, 2020	December 31, 2019
Book value per common share	$ 33.38	$ 31.58
Book value per common share, excluding accumulated other comprehensive income (a)	22.66	22.32
Debt to total capital ratios:		
Corporate debt to total capital	17.3%	17.5%
Corporate debt to total capital, excluding accumulated other comprehensive income (a)	23.6%	23.0%

(a) This non-GAAP measure differs from the corresponding GAAP measure presented immediately above, because accumulated other comprehensive income has been excluded from the value of capital used to determine this measure. Management believes this non-GAAP measure is useful because it removes the volatility that arises from changes in accumulated other comprehensive income. Such volatility is often caused by changes in the estimated fair value of our investment portfolio resulting from changes in general market interest rates rather than the business decisions made by management. However, this measure does not replace the corresponding GAAP measure.

Liquidity for Insurance Operations

Our insurance companies generally receive adequate cash flows from premium collections and investment income to meet their obligations. Life insurance, long-term care insurance and annuity liabilities are generally long-term in nature. Life and annuity policyholders may, however, withdraw funds or surrender their policies, subject to any applicable penalty provisions; there are generally no withdrawal or surrender benefits for long-term care insurance. We actively manage the relationship between the duration of our invested assets and the estimated duration of benefit payments arising from contract liabilities.

Three of the Company's insurance subsidiaries (Bankers Life, Washington National and Colonial Penn) are members of the FHLB. As members of the FHLB, our insurance subsidiaries have the ability to borrow on a collateralized basis from the FHLB. We are required to hold certain minimum amounts of FHLB common stock as a condition of membership in the FHLB, and additional amounts based on the amount of the borrowings. At June 30, 2020, the carrying value of the FHLB common stock was $71.0 million. As of June 30, 2020, collateralized borrowings from the FHLB totaled $1.6 billion and the proceeds were used to purchase fixed maturity securities. The borrowings are classified as investment borrowings in the accompanying consolidated balance sheet. The borrowings are collateralized by investments with an estimated fair value of $2.1 billion at June 30, 2020, which are maintained in custodial accounts for the benefit of the FHLB.

State laws generally give state insurance regulatory agencies broad authority to protect policyholders in their jurisdictions. Regulators have used this authority in the past to restrict the ability of our insurance subsidiaries to pay any dividends or other amounts without prior approval. We cannot be assured that the regulators will not seek to assert greater supervision and control over our insurance subsidiaries' businesses and financial affairs.

Our estimated consolidated statutory RBC ratio was 405 percent at June 30, 2020, compared to 408 percent at December 31, 2019. The decrease is primarily due to a 29 percentage point decrease in investment valuation-related items which were substantially offset by statutory operating earnings and the impacts of a change in principle related to certain reserve calculations, net of dividends paid to the holding company. In the first six months of 2020, our estimated consolidated statutory operating earnings were $228 million and insurance company dividends of $130.3 million were paid to the holding company. Statutory operating income and capital and surplus were favorably impacted by $99 million and $53 million, respectively, related to certain provisions in the CARES Act. The favorable impact resulted from provisions that permitted the carryback of net operating losses that were created after 2017 and the temporary repeal of the 80% limitation on the utilization of NOLs created after 2017.

Our insurance subsidiaries transfer exposure to certain risk to others through reinsurance arrangements. When we obtain reinsurance, we are still liable for those transferred risks in the event the reinsurer defaults on its obligations. The failure, insolvency, inability or unwillingness of one or more of the Company's reinsurers to perform in accordance with the terms of its reinsurance agreement could negatively impact our earnings or financial position and our consolidated statutory RBC ratio.

Financial Strength Ratings of our Insurance Subsidiaries

Financial strength ratings provided by Fitch Ratings ("Fitch"), A.M. Best Company ("A.M. Best"), S&P and Moody's Investor Services, Inc. ("Moody's") are the rating agency's opinions of the ability of our insurance subsidiaries to pay policyholder claims and obligations when due.

On April 21, 2020, Fitch affirmed its "A-" financial strength ratings of our primary insurance subsidiaries. The outlook for these ratings remain stable. An insurer rated "A", in Fitch's opinion, indicates a low expectation of ceased or interrupted payments and indicates strong capacity to meet policyholder and contract obligations. This capacity may, nonetheless, be more vulnerable to changes in circumstances or in economic conditions than is the case for higher ratings. Fitch ratings for the industry range from "AAA Exceptionally Strong" to "C Distressed" and some companies are not rated. Pluses and minuses show the relative standing within a category. Fitch has nineteen possible ratings. There are six ratings above the "A-" rating of our primary insurance subsidiaries and twelve ratings that are below that rating.

On January 29, 2020, A.M. Best affirmed its "A-" financial strength ratings of our primary insurance subsidiaries. The outlook for these ratings remain stable. The "A-" rating is assigned to companies that have an excellent ability, in A.M. Best's opinion, to meet their ongoing obligations to policyholders. A.M. Best ratings for the industry currently range from "A++ (Superior)" to "F (In Liquidation)" and some companies are not rated. An "A++" rating indicates a superior ability to meet ongoing obligations to policyholders. A.M. Best has sixteen possible ratings. There are three ratings above the "A-" rating of our primary insurance subsidiaries and twelve ratings that are below that rating.

On June 21, 2019, S&P upgraded the financial strength ratings of our primary insurance subsidiaries to "A-" from "BBB+" and the outlook for these ratings is stable. S&P financial strength ratings range from "AAA" to "R" and some companies are not rated. An insurer rated "A", in S&P's opinion, has strong financial security characteristics, but is somewhat more likely to be affected by adverse business conditions than are insurers with higher ratings. Pluses and minuses show the relative standing within a category. S&P has twenty-one possible ratings. There are six ratings above the "A-" rating of our primary insurance subsidiaries and fourteen ratings that are below that rating.

On October 4, 2018, Moody's upgraded the financial strength ratings of our primary insurance subsidiaries to "A3" from "Baa1" and the outlook for these ratings is stable. Moody's actions resulted from the Company's announcement that Bankers Life had closed on its agreement to cede certain long-term care policies. Moody’s financial strength ratings range from "Aaa" to "C". These ratings may be supplemented with numbers "1", "2", or "3" to show relative standing within a category. In Moody's view, an insurer rated "A" offers good financial security, however, certain elements may be present which suggests a susceptibility to impairment sometime in the future. Moody's has twenty-one possible ratings. There are six ratings above the "A3" rating of our primary insurance subsidiaries and fourteen ratings that are below that rating.

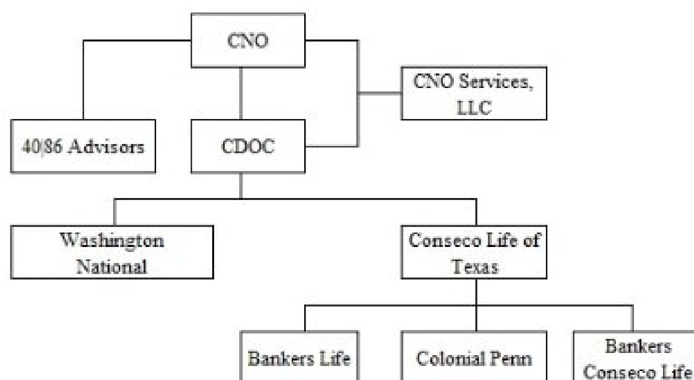
Rating agencies have increased the frequency and scope of their credit reviews and requested additional information from the companies that they rate, including us. They may also adjust upward the capital and other requirements employed in the rating agency models for maintenance of certain ratings levels. We cannot predict what actions rating agencies may take, or what actions we may take in response. Accordingly, downgrades and outlook revisions related to us or the life insurance industry may occur in the future at any time and without notice by any rating agency. These could increase policy surrenders and withdrawals, adversely affect relationships with our distribution channels, reduce new sales, reduce our ability to borrow and increase our future borrowing costs.

Liquidity of the Holding Companies

Availability and Sources and Uses of Holding Company Liquidity; Limitations on Ability of Insurance Subsidiaries to Make Dividend and Surplus Debenture Interest Payments to the Holding Companies; Limitations on Holding Company Activities

At June 30, 2020, CNO, CDOC, Inc. ("CDOC", our wholly owned subsidiary and the immediate parent of Washington National and Conseco Life Insurance Company of Texas ("CLTX")) and our other non-insurance subsidiaries held unrestricted cash and cash equivalents of $208.0 million. CNO and CDOC are holding companies with no business operations of their own; they depend on their operating subsidiaries for cash to make principal and interest payments on debt, and to pay administrative expenses and income taxes. CNO and CDOC receive cash from insurance subsidiaries, consisting of dividends and distributions, interest payments on surplus debentures and tax-sharing payments, as well as cash from non-insurance subsidiaries consisting of dividends, distributions, loans and advances. The principal non-insurance subsidiaries that provide cash to CNO and CDOC are 40|86 Advisors, Inc., which receives fees from the insurance subsidiaries for investment services, and CNO Services, LLC which receives fees from the insurance subsidiaries for providing administrative services. The agreements between our insurance subsidiaries and CNO Services, LLC and 40|86 Advisors, Inc., respectively, were previously approved by the domestic insurance regulator for each insurance company, and any payments thereunder do not require further regulatory approval.

The following summarizes the current ownership structure of CNO’s primary subsidiaries:



The ability of our insurance subsidiaries to pay dividends is subject to state insurance department regulations and is based on the financial statements of our insurance subsidiaries prepared in accordance with statutory accounting practices prescribed or permitted by regulatory authorities, which differ from GAAP. These regulations generally permit dividends to be paid from statutory earned surplus of the insurance company without regulatory approval for any 12-month period in amounts equal to the greater of (or in some states, the lesser of): (i) statutory net gain from operations or net income for the prior year; or (ii) 10 percent of statutory capital and surplus as of the end of the preceding year. However, as each of the immediate insurance subsidiaries of CDOC has significant negative earned surplus, any dividend payments from the insurance subsidiaries require the prior approval of the director or commissioner of the applicable state insurance department. In the first six months of 2020, our insurance subsidiaries paid dividends to CDOC totaling $130.3 million. We expect to receive regulatory approval for future

dividends from our subsidiaries, but there can be no assurance that such payments will be approved or that the financial condition of our insurance subsidiaries will not change, making future approvals less likely.

CDOC holds surplus debentures from CLTX with an aggregate principal amount of $749.6 million. Interest payments on those surplus debentures do not require additional approval provided the RBC ratio of CLTX exceeds 100 percent (but do require prior written notice to the Texas state insurance department). The estimated RBC ratio of CLTX was 352 percent at June 30, 2020. CDOC also holds a surplus debenture from Colonial Penn with a principal balance of $160.0 million. Interest payments on that surplus debenture require prior approval by the Pennsylvania state insurance department. Dividends and other payments from our non-insurance subsidiaries, including 40|86 Advisors, Inc. and CNO Services, LLC, to CNO or CDOC do not require approval by any regulatory authority or other third party. However, insurance regulators may prohibit payments by our insurance subsidiaries to parent companies if they determine that such payments could be adverse to our policyholders or contractholders.

The insurance subsidiaries of CDOC receive funds to pay dividends primarily from: (i) the earnings of their direct businesses; (ii) tax sharing payments received from subsidiaries (if applicable); and (iii) with respect to CLTX, dividends received from subsidiaries. At June 30, 2020, the subsidiaries of CLTX had earned surplus (deficit) as summarized below (dollars in millions):

Subsidiaries of CLTX	Earned surplus (deficit)	Additional information
Bankers Life	$ 256.0	(a)
Colonial Penn	(354.8)	(b)

(a) Bankers Life paid cash dividends of $125.0 million to CLTX in the first six months of 2020. Bankers Life may pay dividends without regulatory approval or prior notice for any 12-month period if such dividends are less than the greater of: (i) statutory net income for the prior year; or (ii) 10 percent of statutory capital and surplus as of the end of the preceding year. Dividends in excess of these levels require 30 days prior notice.

(b) The deficit is primarily due to transactions which occurred several years ago, including a tax planning transaction and the fee paid to recapture a block of business previously ceded to an unaffiliated insurer.

A significant deterioration in the financial condition, earnings or cash flow of the material subsidiaries of CNO or CDOC for any reason could hinder such subsidiaries' ability to pay cash dividends or other disbursements to CNO and/or CDOC, which, in turn, could limit CNO's ability to meet debt service requirements and satisfy other financial obligations. In addition, we may choose to retain capital in our insurance subsidiaries or to contribute additional capital to our insurance subsidiaries to maintain or strengthen their surplus or fund a long-term care reinsurance transaction, and these decisions could limit the amount available at our top tier insurance subsidiaries to pay dividends to the holding companies.

At June 30, 2020, there are no amounts outstanding under our Revolving Credit Agreement and there are no scheduled repayments of our direct corporate obligations until May 2025.

Free cash flow is a measure of holding company liquidity and is calculated as: (i) dividends, management fees and surplus debenture interest payments received from our subsidiaries; plus (ii) earnings on corporate investments; less (iii) interest expense, corporate expenses and net tax payments. In the first six months of 2020, we generated approximately $173 million of such free cash flow. The Company is committed to deploying 100 percent of its free cash flow into investments to accelerate profitable growth, common stock dividends and share repurchases. In late June 2020, we resumed share repurchase activity after suspending such share repurchases in mid-March 2020 in light of the uncertainty related to the COVID-19 pandemic. We expect to have capacity to continue modest share repurchases in the second half of 2020. The amount and timing of future share repurchases (if any) will be based on business and market conditions and other factors including, but not limited to, available free cash flows, the current price of our common stock and investment opportunities. In the first six months of 2020, we repurchased 7.1 million shares of common stock for $113.0 million under our securities repurchase program. The Company had remaining repurchase authority of $419.3 million as of June 30, 2020.

In the first six months of 2020, dividends declared on common stock totaled $33.4 million ($0.23 per common share). In May 2020, the Company increased its quarterly common stock dividend to $0.12 per share from $0.11 per share.

On April 21, 2020, Fitch affirmed its "BBB-" rating on our senior unsecured debt. The outlook for these ratings remain stable. In Fitch's view, an obligation rated "BBB" indicates that expectations of default risk are currently low. The capacity for payment of financial commitments is considered adequate but adverse business or economic conditions are more likely to impair this capacity. Pluses and minuses show the relative standing within a category. Fitch has a total of 21 possible ratings ranging from "AAA" to "D". There are nine ratings above CNO's "BBB-" rating and eleven ratings that are below its rating.

On January 29, 2020, A.M. Best affirmed its "bbb-" issuer credit and senior unsecured debt ratings. The outlook for these ratings remain stable. In A.M. Best's view, a company rated "bbb-" has an adequate ability to meet the terms of its obligations; however, the issuer is more susceptible to changes in economic or other conditions. Pluses and minuses show the relative standing within a category. A.M. Best has a total of 22 possible ratings ranging from "aaa (Exceptional)" to "d (In default)". There are nine ratings above CNO's "bbb-" rating and twelve ratings that are below its rating.

On June 21, 2019, S&P upgraded our senior unsecured debt rating to "BBB-" from "BB+" and the outlook for these ratings is stable. In S&P's view, an obligation rated "BBB" exhibits adequate protection parameters. However, adverse economic conditions or changing circumstances are more likely to lead to a weakened capacity of the obligor to meet its financial commitment on the obligation. Pluses and minuses show the relative standing within a category. S&P has a total of 22 possible ratings ranging from "AAA (Extremely Strong)" to "D (Payment Default)". There are nine ratings above CNO's "BBB-" rating and twelve ratings that are below its rating.

On October 4, 2018, Moody's upgraded our senior unsecured debt rating to "Baa3" from "Ba1" and the outlook for these ratings is stable. Moody's actions resulted from the Company's announcement that Bankers Life had closed on its agreement to cede certain long-term care policies. In Moody's view, obligations rated "Baa" are subject to moderate credit risk and may possess certain speculative characteristics. A rating is supplemented with numerical modifiers "1", "2" or "3" to show the relative standing within a category. Moody's has a total of 21 possible ratings ranging from "Aaa" to "C". There are nine ratings above CNO's "Baa3" rating and eleven ratings that are below its rating.

We believe that the existing cash available to the holding company, the cash flows to be generated from operations and other transactions will be sufficient to allow us to meet our debt service obligations, pay corporate expenses and satisfy other financial obligations. However, our cash flow is affected by a variety of factors, many of which are outside of our control, including insurance regulatory issues, competition, financial markets and other general business conditions. We cannot provide assurance that we will possess sufficient income and liquidity to meet all of our debt service requirements and other holding company obligations.

INVESTMENTS

At June 30, 2020, the amortized cost, gross unrealized gains, gross unrealized losses, allowance for credit losses and estimated fair value of fixed maturities, available for sale, were as follows (dollars in millions):

	Amortized cost	Gross unrealized gains	Gross unrealized losses	Allowance for credit losses	Estimated fair value
Investment grade (a):					
Corporate securities	$ 10,908.4	$ 2,010.4	$ (33.1)	$ (2.6)	$ 12,883.1
United States Treasury securities and obligations of United States government corporations and agencies	151.3	79.0	—	—	230.3
States and political subdivisions	2,161.5	316.3	(3.3)	(.5)	2,474.0
Foreign governments	85.6	15.9	—	—	101.5
Asset-backed securities	1,084.6	27.0	(18.2)	(.3)	1,093.1
Agency residential mortgage-backed securities	67.8	7.6	—	—	75.4
Non-agency residential mortgage-backed securities	907.9	38.4	(2.7)	—	943.6
Commercial mortgage-backed securities	1,810.8	59.0	(43.5)	—	1,826.3
Collateralized loan obligations	457.6	—	(15.1)	—	442.5
Total investment grade fixed maturities, available for sale	17,635.5	2,553.6	(115.9)	(3.4)	20,069.8
Below-investment grade (a) (b):					
Corporate securities	742.8	24.0	(14.9)	(7.4)	744.5
States and political subdivisions	12.9	—	(3.5)	—	9.4
Asset-backed securities	87.8	.2	(5.7)	—	82.3
Non-agency residential mortgage-backed securities	1,092.4	110.1	(7.9)	—	1,194.6
Commercial mortgage-backed securities	70.2	.5	(3.4)	—	67.3
Total below-investment grade fixed maturities, available for sale	2,006.1	134.8	(35.4)	(7.4)	2,098.1
Total fixed maturities, available for sale	$ 19,641.6	$ 2,688.4	$ (151.3)	$ (10.8)	$ 22,167.9

(a) Investment ratings are assigned the second lowest rating by Nationally Recognized Statistical Rating Organizations ("NRSROs") (Moody's, S&P or Fitch), or if not rated by such firms, the rating assigned by the National Association of Insurance Commissioners (the "NAIC"). NAIC designations of "1" or "2" include fixed maturities generally rated investment grade (rated "Baa3" or higher by Moody's or rated "BBB-" or higher by S&P and Fitch). NAIC designations of "3" through "6" are referred to as below-investment grade (which generally are rated "Ba1" or lower by Moody's or rated "BB+" or lower by S&P and Fitch). References to investment grade or below-investment grade throughout our consolidated financial statements are determined as described above.

(b) Certain structured securities rated below-investment grade by NRSROs may be assigned a NAIC 1 or NAIC 2 designation based on the cost basis of the security relative to estimated recoverable amounts as determined by the NAIC. Refer to the table below for a summary of our fixed maturity securities, available for sale, by NAIC designations.

The NAIC evaluates the fixed maturity investments of insurers for regulatory and capital assessment purposes and assigns securities to one of six credit quality categories called NAIC designations, which are used by insurers when preparing their annual statements based on statutory accounting principles. The NAIC designations are generally similar to the credit quality designations of the NRSROs for marketable fixed maturity securities, except for certain structured securities. However, certain structured securities rated below investment grade by the NRSROs can be assigned NAIC 1 or NAIC 2 designations depending on the cost basis of the holding relative to estimated recoverable amounts as determined by the NAIC. The following summarizes the NAIC designations and NRSRO equivalent ratings:

NAIC Designation	NRSRO Equivalent Rating
1	AAA/AA/A
2	BBB
3	BB
4	B
5	CCC and lower
6	In or near default

A summary of our fixed maturity securities, available for sale, by NAIC designations (or for fixed maturity securities held by non-regulated entities, based on NRSRO ratings) as of June 30, 2020 is as follows (dollars in millions):

NAIC designation	Amortized cost	Estimated fair value	Percentage of total estimated fair value
1	$ 10,806.7	$ 12,240.1	55.2%
2	7,934.0	9,037.0	40.8
Total NAIC 1 and 2 (investment grade)	18,740.7	21,277.1	96.0
3	660.3	656.4	3.0
4	218.1	212.2	.9
5	21.5	21.2	.1
6	1.0	1.0	—
Total NAIC 3, 4, 5 and 6 (below-investment grade)	900.9	890.8	4.0
Total	$ 19,641.6	$ 22,167.9	100.0%

Fixed Maturity Securities, Available for Sale

The following table summarizes the carrying values and gross unrealized losses of our fixed maturity securities, available for sale, by category as of June 30, 2020 (dollars in millions):

	Carrying value	Percent of fixed maturities	Gross unrealized losses	Percent of gross unrealized losses
States and political subdivisions	$ 2,483.4	11.2%	$ 6.8	4.6%
Non-agency residential mortgage-backed securities	2,138.2	9.7	10.6	7.0
Commercial mortgage-backed securities	1,893.6	8.5	46.9	31.0
Banks	1,582.8	7.1	5.8	3.8
Utilities	1,506.9	6.8	1.2	.8
Insurance	1,479.7	6.7	6.5	4.3
Healthcare/pharmaceuticals	1,307.6	5.9	1.8	1.2
Asset-backed securities	1,175.4	5.3	23.9	15.8
Food/beverage	945.5	4.3	.6	.4
Energy	774.9	3.5	14.1	9.3
Technology	727.5	3.3	.5	.3
Brokerage	725.8	3.3	1.2	.8
Telecom	576.1	2.6	—	—
Transportation	533.5	2.4	.6	.4
Real estate/REITs	468.9	2.1	3.0	2.0
Cable/media	451.3	2.0	.4	.3
Collateralized loan obligations	442.5	2.0	15.1	9.9
Capital goods	431.1	1.9	.5	.3
Chemicals	375.0	1.7	1.2	.8
U.S. Treasury and Obligations	230.3	1.0	—	—
Other	1,917.9	8.7	10.6	7.0
Total fixed maturities, available for sale	$ 22,167.9	100.0%	$ 151.3	100.0%

Below-Investment Grade Securities

At June 30, 2020, the amortized cost of the Company's below-investment grade fixed maturity securities, available for sale, was $2,006.1 million, or 10 percent of the Company's fixed maturity portfolio. The estimated fair value of the below-investment grade portfolio was $2,098.1 million, or 105 percent of the amortized cost.

Below-investment grade corporate debt securities typically have different characteristics than investment grade corporate debt securities. Based on historical performance, probability of default by the borrower is significantly greater for below-investment grade corporate debt securities and in many cases severity of loss is relatively greater as such securities are generally unsecured and often subordinated to other indebtedness of the issuer. Also, issuers of below-investment grade corporate debt securities frequently have higher levels of debt relative to investment-grade issuers, hence, all other things being equal, are generally more sensitive to adverse economic conditions. The Company attempts to reduce the overall risk related to its investment in below-investment grade securities, as in all investments, through careful credit analysis, strict investment policy guidelines, and diversification by issuer and/or guarantor and by industry.

Net Realized and Unrealized Investment Losses

During the first six months of 2020, the $50.4 million of realized losses on sales of $402.4 million of fixed maturity securities, available for sale included: (i) $15.1 million related to various corporate securities; (ii) $25.0 million related to commercial mortgage-backed securities; and (iii) $10.3 million related to various other investments. Securities are generally sold at a loss following unforeseen issuer-specific events or conditions or shifts in perceived relative values. These reasons include but are not limited to: (i) changes in the investment environment, including changes in relative value among potential investment strategies; (ii) expectation that the market value could deteriorate; (iii) our desire to reduce our exposure to an asset class, an issuer or an industry; (iv) prospective or actual changes in credit quality; or (v) changes in expected portfolio cash flows.

During the first six months of 2019, the $52.3 million of realized losses on sales of $877.4 million of fixed maturity securities, available for sale, included: (i) $45.2 million related to various corporate securities; and (ii) $7.1 million related to various other investments.

The following summarizes the investments sold at a loss during the first six months of 2020 which had been continuously in an unrealized loss position exceeding 20 percent of the amortized cost basis prior to the sale for the period indicated (dollars in millions):

		At date of sale	
	Number of issuers	Amortized cost	Fair value
Less than 6 months prior to sale	17	$ 49.1	$ 34.6
Greater than or equal to 6 months and less than 12 months prior to sale	1	3.1	1.9
Total	18	$ 52.2	$ 36.5

Prior to January 1, 2020, we regularly evaluated all of our investments with unrealized losses for possible impairment. Our assessment of whether unrealized losses were "other than temporary" required significant judgment. Factors considered included: (i) the extent to which fair value was less than the cost basis; (ii) the length of time that the fair value had been less than cost; (iii) whether the unrealized loss was event driven, credit-driven or a result of changes in market interest rates or risk premium; (iv) the near-term prospects for specific events, developments or circumstances likely to affect the value of the investment; (v) the investment's rating and whether the investment was investment-grade and/or had been downgraded since its purchase; (vi) whether the issuer was current on all payments in accordance with the contractual terms of the investment and was expected to meet all of its obligations under the terms of the investment; (vii) whether we intended to sell the investment or it was more likely than not that circumstances would require us to sell the investment before recovery occurs; (viii) the underlying current and prospective asset and enterprise values of the issuer and the extent to which the recoverability of the carrying value of our investment would be affected by changes in such values; (ix) projections of, and unfavorable changes in, cash flows on structured securities including mortgage-backed and asset-backed securities; (x) our best estimate of the value of any collateral; and (xi) other objective and subjective factors.

Future events may occur, or additional information may become available, which may necessitate future realized losses in our portfolio. Significant losses could have a material adverse effect on our consolidated financial statements in future periods.

The following table sets forth the amortized cost and estimated fair value of those fixed maturities, available for sale, with unrealized losses at June 30, 2020, by contractual maturity. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties. Structured securities frequently include provisions for periodic principal payments and permit periodic unscheduled payments.

	Amortized cost	Estimated fair value
	(Dollars in millions)	
Due in one year or less	$ 2.4	$ 2.5
Due after one year through five years	152.7	149.4
Due after five years through ten years	319.7	305.3
Due after ten years	712.3	664.6
Subtotal	1,187.1	1,121.8
Structured securities	2,094.7	1,997.9
Total	$ 3,281.8	$ 3,119.7

The following summarizes the investments in our portfolio rated below-investment grade not deemed to have credit losses which have been continuously in an unrealized loss position exceeding 20 percent of the cost basis for the period indicated as of June 30, 2020 (dollars in millions):

	Number of issuers	Cost basis	Unrealized loss	Estimated fair value
Less than 6 months	1	$ 12.5	$ (3.6)	$ 8.9
Total		$ 12.5	$ (3.6)	$ 8.9

The following table summarizes the gross unrealized losses of our fixed maturity securities, available for sale, by category and ratings category as of June 30, 2020 (dollars in millions):

	Investment grade		Below-investment grade		
	AAA/AA/A	BBB	BB	B+ and below	Total gross unrealized losses
Commercial mortgage-backed securities	$ 39.5	$ 4.0	$ 3.4	$ —	$ 46.9
Asset-backed securities	6.1	12.1	3.8	1.9	23.9
Collateralized loan obligations	15.1	—	—	—	15.1
Energy	—	5.4	8.7	—	14.1
Non-agency residential mortgage-backed securities	1.3	1.4	5.3	2.6	10.6
States and political subdivisions	.3	3.0	3.5	—	6.8
Insurance	.1	6.3	—	.1	6.5
Banks	.7	5.0	—	.1	5.8
Real estate/REITs	1.4	1.5	.1	—	3.0
Aerospace/defense	—	2.8	—	.1	2.9
Retail	—	2.2	.4	.1	2.7
Entertainment/hotels	—	—	2.3	.1	2.4
Healthcare/pharmaceuticals	—	1.6	.1	.1	1.8
Brokerage	.3	.8	.1	—	1.2
Chemicals	—	1.0	.2	—	1.2
Autos	—	1.1	—	.1	1.2
Utilities	—	1.2	—	—	1.2
Other	.6	1.1	1.2	1.1	4.0
Total fixed maturities, available for sale	$ 65.4	$ 50.5	$ 29.1	$ 6.3	$ 151.3

Our investment strategy is to maximize, over a sustained period and within acceptable parameters of quality and risk, investment income and total investment return through active strategic asset allocation and investment management. Accordingly, we may sell securities at a gain or a loss to enhance the projected total return of the portfolio as market opportunities change, to reflect changing perceptions of risk, or to better match certain characteristics of our investment portfolio with the corresponding characteristics of our insurance liabilities.

Structured Securities

At June 30, 2020, fixed maturity investments included structured securities with an estimated fair value of $5.7 billion (or 25.8 percent of all fixed maturity securities). The yield characteristics of structured securities generally differ in some respects from those of traditional corporate fixed-income securities or government securities. For example, interest and principal payments on structured securities may occur more frequently, often monthly. In many instances, we are subject to variability in the amount and timing of principal and interest payments. For example, in many cases, partial prepayments may occur at the option of the issuer and prepayment rates are influenced by a number of factors that cannot be predicted with certainty, including: the relative sensitivity of prepayments on the underlying assets backing the security to changes in interest rates and asset values; the availability of alternative financing; a variety of economic, geographic and other factors; the timing, pace and proceeds of liquidations of defaulted collateral; and various security-specific structural considerations (for example, the repayment priority of a given security in a securitization structure). In addition, the total amount of payments for non-agency structured securities may be affected by changes to cumulative default rates or loss severities of the related collateral.

The amortized cost and estimated fair value of structured securities at June 30, 2020, summarized by type of security, were as follows (dollars in millions):

		Estimated fair value	
Type	Amortized cost	Amount	Percent of fixed maturities
Asset-backed securities	$ 1,172.4	$ 1,175.4	5.3%
Agency residential mortgage-backed securities	67.8	75.4	.3
Non-agency residential mortgage-backed securities	2,000.3	2,138.2	9.7
Commercial mortgage-backed securities	1,881.0	1,893.6	8.5
Collateralized loan obligations	457.6	442.5	2.0
Total structured securities	$ 5,579.1	$ 5,725.1	25.8%

Residential mortgage-backed securities ("RMBS") include transactions collateralized by agency-guaranteed and non-agency mortgage obligations. Non-agency RMBS investments are primarily categorized by underlying borrower credit quality: Prime, Alt-A, Non-Qualified Mortgage ("Non-QM"), and Subprime. Prime borrowers typically default with the lowest frequency, Alt-A and Non-QM default at higher rates, and Subprime borrowers default with the highest frequency. In addition to borrower credit categories, RMBS investments include Re-Performing Loan ("RPL") and Credit Risk Transfer ("CRT") transactions. RPL transactions include borrowers with prior difficulty meeting the original mortgage terms and were subsequently modified, resulting in a sustainable payback arrangement. CRT securities are collateralized by Government-Sponsored Enterprise ("GSE") conforming mortgages and Prime borrowers, but without an agency guarantee against default losses.

Commercial mortgage-backed securities ("CMBS") are secured by commercial real estate mortgages, generally income producing properties that are managed for profit. Property types include multi-family dwellings including apartments, retail centers, hotels, restaurants, hospitals, nursing homes, warehouses, and office buildings. While most CMBS have call protection features whereby underlying borrowers may not prepay their mortgages for stated periods of time without incurring prepayment penalties, recoveries on defaulted collateral may result in involuntary prepayments.

INVESTMENTS IN VARIABLE INTEREST ENTITIES

The following table provides supplemental information about the revenues and expenses of the VIEs which have been consolidated in accordance with authoritative guidance, after giving effect to the elimination of our investment in the VIEs and investment management fees earned by a subsidiary of the Company (dollars in millions):

	Three months ended June 30,		Six months ended June 30,	
	2020	2019	2020	2019
Revenues:				
Net investment income – policyholder and other special-purpose portfolios	$ 13.0	$ 18.6	$ 28.3	$ 40.8
Fee revenue and other income	1.3	1.5	2.6	3.1
Total revenues	14.3	20.1	30.9	43.9
Expenses:				
Interest expense	9.0	13.7	19.7	30.2
Other operating expenses	.4	.8	.7	1.2
Total expenses	9.4	14.5	20.4	31.4
Income before net realized investment gains (losses) and income taxes	4.9	5.6	10.5	12.5
Net realized investment gains (losses)	8.8	(6.3)	(21.3)	(14.5)
Income (loss) before income taxes	$ 13.7	$ (.7)	$ (10.8)	$ (2.0)

Supplemental Information on Investments Held by VIEs

The following table summarizes the carrying values of the investments held by the VIEs by category as of June 30, 2020 (dollars in millions):

	Carrying value	Percent of fixed maturities	Gross unrealized losses	Percent of gross unrealized losses
Healthcare/pharmaceuticals	$ 143.7	12.6%	$ 7.6	12.8%
Technology	126.6	11.1	4.9	8.1
Cable/media	117.8	10.3	5.3	8.9
Food/beverage	81.1	7.1	4.5	7.6
Capital goods	71.7	6.3	3.7	6.2
Consumer products	53.7	4.7	4.0	6.8
Aerospace/defense	51.2	4.5	2.8	4.6
Building materials	48.7	4.3	2.0	3.4
Brokerage	48.4	4.3	1.6	2.6
Paper	46.7	4.1	2.3	3.8
Chemicals	37.1	3.3	1.6	2.7
Transportation	32.1	2.8	1.9	3.2
Autos	31.5	2.8	2.0	3.3
Utilities	29.8	2.6	1.2	2.0
Retail	28.9	2.5	2.2	3.8
Insurance	28.4	2.5	1.0	1.7
Gaming	26.5	2.3	1.6	2.7
Business services	18.1	1.6	1.0	1.6
Metals and mining	12.1	1.1	.6	1.0
Entertainment/hotels	11.5	1.0	1.3	2.2
Other	91.8	8.2	6.6	11.0
Total	$ 1,137.4	100.0%	$ 59.7	100.0%

The following table sets forth the amortized cost and estimated fair value of those investments held by the VIEs with unrealized losses at June 30, 2020, by contractual maturity. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties.

	Amortized cost	Estimated fair value
	(Dollars in millions)	
Due in one year or less	$ 1.0	$ .4
Due after one year through five years	753.7	691.6
Due after five years through ten years	429.0	404.6
Due after ten years	4.0	3.7
Total	$ 1,187.7	$ 1,100.3

The following summarizes the investments sold at a loss during the first six months of 2020 which had been continuously in an unrealized loss position exceeding 20 percent of the amortized cost basis prior to the sale for the period indicated (dollars in millions):

		At date of sale	
	Number of issuers	Amortized cost	Fair value
Less than 6 months prior to sale	4	$ 5.9	$ 4.0
	4	$ 5.9	$ 4.0

The following summarizes the investments in our portfolio rated below-investment grade not deemed to have credit losses which have been continuously in an unrealized loss position exceeding 20 percent of the cost basis for the period indicated as of June 30, 2020 (dollars in millions):

	Number of issuers	Cost basis	Unrealized loss	Estimated fair value
Less than 6 months	1	$ 3.5	$ (.9)	$ 2.6
		$ 3.5	$ (.9)	$ 2.6

NEW ACCOUNTING STANDARDS

See "Recently Issued Accounting Standards" in the notes to consolidated financial statements for a discussion of recently issued accounting standards.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

Our market risks, and the ways we manage them, are summarized in "Management's Discussion and Analysis of Financial Condition and Results of Operations", included in our Annual Report on Form 10-K for the year ended December 31, 2019. For additional information and risks related to the impact of the COVID-19 pandemic refer to Liquidity and Capital Resources - Potential Impacts of COVID-19 Pandemic included in Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations and Item 1A - Risk Factors.

ITEM 4. CONTROLS AND PROCEDURES.

Evaluation of Disclosure Controls and Procedures. CNO's management, under the supervision and with the participation of the Chief Executive Officer and the Chief Financial Officer, evaluated the effectiveness of CNO's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended). Based on its evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of June 30, 2020, CNO's disclosure controls and procedures were effective to ensure that information required to be disclosed by CNO in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures are also designed to reasonably assure that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

Changes to Internal Control Over Financial Reporting. There were no changes in the Company's internal control over financial reporting (as defined in Rule 13a-15(f) under the Securities Exchange Act of 1934) during the three months ended June 30, 2020, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

PART II - OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS.

Information required for Part II, Item 1 is incorporated by reference to the discussion under the heading "Litigation and Other Legal Proceedings" in the footnotes to our consolidated financial statements included in Part I, Item 1 of this Form 10-Q.

ITEM 1A. RISK FACTORS.

CNO and its businesses are subject to a number of risks including general business and financial risk factors. Any or all of such factors could have a material adverse effect on the business, financial condition or results of operations of CNO. Refer to "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019, for further discussion of such risk factors. There have been no material changes from such previously disclosed risk factors other than those included below:

The COVID-19 pandemic has adversely impacted our business, and the ultimate effect on our business, results of operations and financial condition will depend on future developments that are highly uncertain, including the scope and duration of the pandemic and actions taken by governmental authorities in response to the pandemic.

The COVID-19 pandemic has negatively impacted the U.S. and global economy, created significant volatility and disruption in the capital markets, dramatically increased unemployment levels and has fueled concerns that it will lead to a global recession. In addition, the pandemic has resulted in temporary, and in some cases permanent, closures of many businesses and schools and the institution of social distancing and sheltering in place requirements in many states and local communities. As a result, our ability to sell products through our regular channels and the demand for our products and services has been significantly impacted. In the second quarter of 2020, our sales of health and life insurance products (measured by new annualized premiums) decreased by 19 percent compared to the same period in 2019. In addition, premiums collected on annuity products decreased 29 percent in the second quarter of 2020 compared to the same period in 2019. The extent to which the COVID-19 pandemic impacts our business, results of operations or financial condition will depend on the effectiveness of the measures already in place and actions taken, as well as on future developments which are highly uncertain and cannot be predicted, including the scope and duration of the pandemic and actions taken by governmental authorities and other third parties in response to the pandemic, and could continue to cause us to revise financial targets or other guidance we have previously provided.

While we have implemented risk management and contingency plans and taken other precautions with respect to the COVID-19 pandemic, such measures may not adequately protect our business from the full impacts of the pandemic. Currently, most of our employees are working remotely with only a few operationally critical employees working at certain of our facilities for business continuity purposes. An extended period of remote work arrangements could strain our business continuity plans, introduce additional operational risk, including but not limited to cybersecurity risks, and impair our ability to effectively manage our business. The frequency and sophistication of attempts at unauthorized access to our technology systems and fraud may increase, and COVID-19 pandemic conditions may impair our cybersecurity efforts and risk management. We also outsource a variety of functions to third parties, including certain of our administrative operations. As a result, we rely upon the successful implementation and execution of the business continuity planning of such entities in the current environment. While we closely monitor the business continuity activities of these third parties, successful implementation and execution of their business continuity strategies are largely outside our control. If one or more of the third parties to whom we outsource certain critical business activities experience operational failures, or is otherwise unable to perform, as a result of the impacts from the spread of COVID-19 and governmental reactions thereto, it could adversely impact our business, results of operations or financial condition.

We expect higher claims on our life and certain health insurance products due to the COVID-19 pandemic which would unfavorably impact our results of operations. In the second quarter of 2020, our margin on life insurance products reflects an estimated $14 million adverse mortality impact related to COVID-19. We expect COVID-19 to continue to adversely impact our life insurance margin in future quarters. In addition, economic uncertainty and unemployment resulting from the impacts of the spread of COVID-19 and governmental reactions thereto may also result in policyholders seeking sources of liquidity and withdrawing at rates greater than we previously expected. In addition, many state insurance departments are requiring insurers to offer flexible premium payment plans, relax payment dates, waive late fees and penalties in order to avoid canceling or non-

renewing polices. If policyholder lapse and surrender rates or premium waivers significantly exceed our expectations, we may need to change our assumptions, models or reserves. The cost of reinsurance to us for these policies could increase, and we may encounter decreased availability of such reinsurance. Each of these could have a material adverse effect on our business, financial condition, results of operations, liquidity and cash flows. Such events or conditions could also have an adverse effect on product sales.

Our investment portfolio (specifically, the increased risk of defaults, downgrades, volatility in the valuations of certain investment assets we hold and lowered variable investment income and returns) has been, and may continue to be, adversely affected as a result the COVID-19 pandemic and uncertainty regarding its outcome. Moreover, volatility in equity markets and sustained lower interest rates, reduced liquidity or a continued slowdown in the United States or in global economic conditions may also adversely affect the values and cash flows of these assets. Our investments in mortgages and commercial mortgage-backed securities have been, and could continue to be, negatively affected by delays or failures of borrowers to make payments of principal and interest when due or delays or moratoriums on foreclosures, enforcement actions with respect to delinquent or defaulted mortgages imposed by governmental authorities or the failure of tenants to pay rent or tenants' demands for lease modifications. Further, severe market volatility may leave us unable to react to market events in a prudent manner consistent with our historical investment practices. Market dislocations, decreases in observable market activity or unavailability of information, in each case, arising from the spread of COVID-19, may restrict our access to key inputs used to derive certain estimates and assumptions made in connection with financial reporting or otherwise. Restricted access to such inputs may make our financial statement balances and estimates and assumptions used to run our business subject to greater variability and subjectivity.

Additionally, COVID-19 could negatively affect our internal controls over financial reporting as the vast majority of our employees are required to work from home and onsite locations remain closed, and therefore new processes, procedures, and controls could be required to respond to changes in our business environment. Further, should any key employees become ill from COVID-19 and unable to work, our ability to operate our internal controls may be adversely impacted.

Any of the direct or indirect effects of the COVID-19 pandemic may cause litigation or regulatory, investor, media, or public inquiries. We may face increased workplace safety costs and risks, lose access to critical employees, and face increased employment-related claims and employee-relations challenges, each of which may increase when our employees begin to return to our workplaces. Our costs to manage and effectively respond to these matters, and to address them in settlement or other ways, may increase.

Any uncertainty as a result of any of these events may require us to change our estimates, assumptions, models or reserves. Refer to "Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations - Changes in Actuarial Assumptions in the Second Quarter of 2020" for further information related to changes in certain actuarial assumptions and their impact on our operating results in the second quarter of 2020. Authorities may not accurately report population and impact data, such as death rates, infections, morbidity, hospitalizations, or illness that we use in our estimates, assumptions and models. Further, the speed at which these events are occurring increases the uncertainty of our estimates, assumptions and models. Any of these events could cause or contribute to the risks and uncertainties enumerated in our Annual Report on Form 10-K and could materially adversely affect our business, results of operations or financial condition. For additional forward-looking information and risks related to the impact of the pandemic, refer to Liquidity and Capital Resources - Potential Impacts of COVID-19 Pandemic included in Management's Discussion and Analysis of Financial Condition and Results of Operations.

Potential continuation of a low interest rate environment for an extended period of time may negatively impact our results of operations, financial position and cash flows.

In recent periods, interest rates have been at or near historically low levels. Some of our products, principally traditional whole life, universal life, fixed rate and fixed index annuity contracts, expose us to the risk that low or declining interest rates will reduce our spread (the difference between the amounts that we are required to pay under the contracts and the investment income we are able to earn on the investments supporting our obligations under the contracts). Our spread is a key component of our net income. Investment income is also an important component of the profitability of our health products, especially long-term care and supplemental health policies. In addition, interest rates impact the liability for the benefits we provide under our agent deferred compensation plan (as it is our policy to immediately recognize changes in assumptions used to determine this liability).

If interest rates were to decrease further or remain at low levels for an extended period of time, we may have to invest new cash flows or reinvest proceeds from investments that have matured or have been prepaid or sold at yields that have the effect of reducing our net investment income as well as the spread between interest earned on investments and interest credited to some of our products below present or planned levels. To the extent prepayment rates on fixed maturity investments or mortgage loans in our investment portfolio exceed our assumptions, this could increase the impact of this risk. We can lower crediting rates on certain products to offset the decrease in investment yield. However, our ability to lower these rates may be limited by: (i) contractually guaranteed minimum rates; or (ii) competition. In addition, a decrease in crediting rates may not match the timing or magnitude of changes in investment yields. Currently, the vast majority of our products with contractually guaranteed minimum rates have crediting rates set at the minimum rate. As a result, further decreases in investment yields would decrease the spread we earn and such spread could potentially become a loss.

The following table summarizes the distribution of annuity and universal life account values, net of amounts ceded, by guaranteed interest crediting rates as of December 31, 2019 (dollars in millions):

Guaranteed rate	Fixed index annuities	Fixed interest annuities	Universal life	Total
> 5.0% to 6.0%	$ —	$ .3	$ 9.4	$ 9.7
> 4.0% to 5.0%	—	27.0	263.9	290.9
> 3.0% to 4.0%	15.7	715.8	42.0	773.5
> 2.0% to 3.0%	703.6	819.2	229.3	1,752.1
> 1.0% to 2.0%	1,666.7	237.4	27.6	1,931.7
1.0% and under	4,749.2	423.5	453.2	5,625.9
	$ 7,135.2	$ 2,223.2	$ 1,025.4	$ 10,383.8
Weighted average	1.24%	2.73%	2.55%	1.69%

At December 31, 2019, $1.7 billion and $.3 billion of our fixed interest annuity and universal life account values, respectively, net of amounts ceded, were at minimum guaranteed crediting rates. The weighted average crediting rates at December 31, 2019, related to such annuity and universal life account values, that were at the minimum guaranteed crediting rate were 1.86 percent and 1.67 percent, respectively.

Our fixed index annuity products provide a guaranteed minimum rate of return and a higher potential return that is based on a percentage (the "participation rate") of the amount of increase in the value of a particular index, such as the Standard & Poor's 500 Index, over a specified period. We are generally able to change the participation rate at the beginning of each index period (typically on each policy anniversary date), subject to contractual minimums. At December 31, 2019, $.7 billion of our fixed index annuity account values were at contractual minimum guarantees or participation rates.

During periods of declining or low interest rates, life and annuity products may be relatively more attractive to consumers, resulting in increased premium payments on products with flexible premium features, repayment of policy loans and increased persistency (a higher percentage of insurance policies remaining in force from year-to-year).

Our expectation of future investment income is an important consideration in determining the amortization of insurance acquisition costs and analyzing the recovery of these assets as well as determining the adequacy of our liabilities for insurance products. Expectations of lower future investment earnings may cause us to accelerate amortization, write down the balance of insurance acquisition costs or establish additional liabilities for insurance products, thereby reducing net income in the future periods.

In the fourth quarter of 2019, we completed a comprehensive review of interest rate assumptions on all of our products which were updated to reflect the projected returns on our investment portfolio. The new money rate is the rate of return we receive on cash flows invested at a current date. If new money rates are lower than the overall weighted average return we earn from our investment portfolio, and the lower rates persist, our overall earned rates will decrease. Specifically, our current projections assume new money rates ranging from 3.65 percent to 4.85 percent for one year (previously ranged from 4.65

percent to 5.67 percent) and then grade over 5 years from these levels to an ultimate new money rate ranging from 4.98 percent to 5.75 percent (previously ranged from 5.23 percent to 6.00 percent), depending on the specific product.

In the second quarter of 2020, we updated our new money rate assumptions given our expectation that interest rates will remain low for the long-term. Specifically, our current projections assume new money rates ranging from 3.65 percent to 4.85 percent forever. The overall average new money rate assumed is 4 percent. The change in this assumption had the following impacts: (i) the change in the new money rate and related impact to persistency assumptions had a $45.6 million unfavorable impact on pre-tax earnings in the second quarter of 2020; (ii) the change in future option costs we incur in providing benefits on fixed index annuities had a favorable impact on pre-tax earnings of $91.5 million; and (iii) the future margins in our insurance block would be reduced by approximately $280 million ($120 million for interest-sensitive life and annuity products and $160 million for all non-interest sensitive products). Refer to "Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations - Changes in Actuarial Assumptions in the Second Quarter of 2020" for further information related to the change in assumptions in the second quarter of 2020.

The following hypothetical scenarios illustrate the sensitivity of changes in interest rates to our products (based on our 2019 comprehensive actuarial review):

- The first hypothetical scenario assumes immediate and permanent reductions to current interest rate spreads on interest-sensitive products. We estimate that a pre-tax charge of approximately $30 million would occur if we increased credited rates related to our interest-sensitive life and annuity products immediately and permanently by 10 basis points due to an increase in the rate credited to account values (or an equivalent increase to the amount allocated to the cost of options for our fixed index annuity products) with no change to assumed earned rates.

- The second scenario assumes that new money rates decrease approximately 100 basis points and remain at that level indefinitely on non-interest sensitive products. We estimate that this scenario would not result in a pre-tax charge but would reduce future margins on non-interest sensitive products by approximately $210 million.

- The third scenario assumes that new money rates decrease approximately 200 basis points and remain at that level indefinitely on non-interest sensitive products. We estimate that this scenario would not result in a pre-tax charge but would reduce future margins on non-interest sensitive products by approximately $420 million.

Although the hypothetical revisions described in the scenarios summarized above are not currently required or anticipated, we believe similar changes could occur based on past variances in experience and our expectations of the ranges of future experience that could reasonably occur. We have assumed that revisions to assumptions resulting in such adjustments would occur equally among policy types, ages and durations within each product classification. Any actual adjustment would be dependent on the specific policies affected and, therefore, may differ from such estimates. In addition, the impact of actual adjustments would reflect the net effect of all changes in assumptions during the period.

Sustained periods of low or declining interest rates may adversely affect our results of operations, financial position and cash flows.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS.

Issuer Purchases of Equity Securities

Period (in 2020)	Total number of shares (or units)	Average price paid per share (or unit)	Total number of shares (or units) purchased as part of publicly announced plans or programs	Maximum number (or approximate dollar value) of shares (or units) that may yet be purchased under the plans or programs (a)
				(dollars in millions)
April 1 through April 30	3,741	$ 11.32	—	$ 449.3
May 1 through May 31	371	13.00	—	449.3
June 1 through June 30	1,970,078	15.24	1,968,554	419.3
Total	1,974,190	15.23	1,968,554	419.3

(a) In May 2011, the Company announced a securities repurchase program. Since that date, the Company's Board of Directors has authorized additional repurchases from time to time, most recently in November 2019 when it authorized the repurchase of an additional $500.0 million of the Company's outstanding securities.

ITEM 6. EXHIBITS.

31.1	Certification Pursuant to the Securities Exchange Act Rule 13a-14(a)/15d-14(a), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification Pursuant to the Securities Exchange Act Rule 13a-14(a)/15d-14(a), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
101.INS	XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document.
101.SCH	XBRL Taxonomy Extension Schema Document.
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB	XBRL Taxonomy Extension Label Linkbase Document.
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document.

SIGNATURE

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.

CNO FINANCIAL GROUP, INC.

Dated: August 7, 2020

By: /s/ John R. Kline

John R. Kline
Senior Vice President and Chief Accounting Officer
(authorized officer and principal accounting officer)

Exhibit 31.1

CERTIFICATION

I, Gary C. Bhojwani, certify that:

1. I have reviewed this quarterly report on Form 10-Q of CNO Financial Group, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary in order to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

   (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

   (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

   (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

   (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

   (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

   (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 7, 2020

/s/ Gary C. Bhojwani
Gary C. Bhojwani
Chief Executive Officer

Exhibit 31.2

CERTIFICATION

I, Paul H. McDonough, certify that:

1. I have reviewed this quarterly report on Form 10-Q of CNO Financial Group, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary in order to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

   (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

   (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

   (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

   (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

   (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

   (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 7, 2020

/s/ Paul H. McDonough
Paul H. McDonough
Executive Vice President
and Chief Financial Officer

Exhibit 32.1

CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of CNO Financial Group, Inc. (the "Company") on Form 10-Q for the period ending June 30, 2020 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Gary C. Bhojwani, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to my actual knowledge:

(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Gary C. Bhojwani
Gary C. Bhojwani
Chief Executive Officer

August 7, 2020

A signed original of this written statement required by Section 906 has been provided to CNO Financial Group, Inc. and will be retained by CNO Financial Group, Inc. and furnished to the Securities and Exchange Commission upon request.

Exhibit 32.2

CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of CNO Financial Group, Inc. (the "Company") on Form 10-Q for the period ending June 30, 2020 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Paul H. McDonough, Executive Vice President and Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to my actual knowledge:

(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Paul H. McDonough
Paul H. McDonough
Executive Vice President
and Chief Financial Officer

August 7, 2020

A signed original of this written statement required by Section 906 has been provided to CNO Financial Group, Inc. and will be retained by CNO Financial Group, Inc. and furnished to the Securities and Exchange Commission upon request.