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DELPHI FINANCIAL GROUP INC/DE  
Form 10-Q  
November 08, 2006

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

FORM 10-Q

(Mark One)

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

For the Quarterly Period Ended September 30, 2006

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

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

Commission File Number 001-11462

DELPHI FINANCIAL GROUP, INC.  
(Exact name of registrant as specified in its charter)

Delaware	(302) 478-5142	13-3427277
(State or other jurisdiction of incorporation or organization)	(Registrant's telephone number, including area code)	(I.R.S. Employer Identification Number)

1105 North Market Street, Suite 1230, P.O. Box 8985, Wilmington, Delaware (Address of principal executive offices)	19899 (Zip Code)
--	---------------------

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

Yes  No   
--- ---

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

Large accelerated filer  Accelerated filer  Non-accelerated filer   
--- --- ---

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

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Yes      No    X  
    ---    ---

As of October 31, 2006, the Registrant had 43,385,758 shares of Class A Common Stock and 5,671,744 shares of Class B Common Stock outstanding.

DELPHI FINANCIAL GROUP, INC.  
FORM 10-Q  
INDEX TO CONSOLIDATED FINANCIAL STATEMENTS  
AND OTHER INFORMATION

	Page
	----
PART I. FINANCIAL INFORMATION (UNAUDITED)	
Item 1. Financial Statements	
Consolidated Statements of Income for the Three and Nine Months Ended September 30, 2006 and 2005.....	3
Consolidated Balance Sheets at September 30, 2006 and December 31, 2005.....	4
Consolidated Statements of Shareholders' Equity for the Nine Months Ended September 30, 2006 and 2005.....	5
Consolidated Statements of Cash Flows for the Nine Months Ended September 30, 2006 and 2005.....	6
Notes to Consolidated Financial Statements.....	7
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.....	12
Item 3. Quantitative and Qualitative Disclosures About Market Risk.....	17
Item 4. Controls and Procedures .....	18
PART II. OTHER INFORMATION	
Item 1A. Risk Factors.....	18
Item 6. Exhibits.....	22
Signatures.....	22

-2-

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

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DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME  
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)  
(UNAUDITED)

	Three Months Ended September 30,		Nine Months Ended September 30,
	2006	2005	2006
Revenue:			
Premium and fee income .....	\$295,190	\$250,649	\$ 838,419
Net investment income .....	66,159	53,843	185,974
Net realized investment (losses) gains .....	(335)	3,397	(1,880)
	-----	-----	-----
	361,014	307,889	1,022,513
	-----	-----	-----
Benefits and expenses:			
Benefits, claims and interest credited to policyholders ..	217,322	180,644	612,961
Commissions .....	18,844	16,843	53,106
Amortization of cost of business acquired .....	20,478	17,972	57,715
Other operating expenses .....	45,992	39,975	129,133
	-----	-----	-----
	302,636	255,434	852,915
	-----	-----	-----
Income from continuing operations before interest and income tax expense .....	58,378	52,455	169,598
Interest expense:			
Corporate debt .....	5,250	3,781	15,029
Junior subordinated deferrable interest debentures .....	1,319	1,229	3,887
	-----	-----	-----
	6,569	5,010	18,916
	-----	-----	-----
Income from continuing operations before income tax expense .....	51,809	47,445	150,682
Income tax expense .....	15,641	14,607	45,858
	-----	-----	-----
Income from continuing operations .....	36,168	32,838	104,824
Income (loss) from discontinued operations, net of income tax expense (benefit) .....	1	(10,806)	(2,932)
	-----	-----	-----
Net income .....	\$ 36,169	\$ 22,032	\$ 101,892
	=====	=====	=====
Basic results per share of common stock:			
Income from continuing operations .....	\$ 0.73	\$ 0.67	\$ 2.12
Net income .....	\$ 0.73	\$ 0.45	\$ 2.06
Diluted results per share of common stock:			
Income from continuing operations .....	\$ 0.71	\$ 0.65	\$ 2.06
Net income .....	\$ 0.71	\$ 0.44	\$ 2.00
Dividends paid per share of common stock .....	\$ 0.08	\$ 0.06	\$ 0.23

See notes to consolidated financial statements.



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See notes to consolidated financial statements.

-4-

DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY  
(DOLLARS IN THOUSANDS)  
(UNAUDITED)

	Class A Common Stock	Class B Common Stock	Additional Paid-in Capital	Accumulated Other Comprehensive Income	Retained Earnings
	-----	-----	-----	-----	-----
Balance, January 1, 2005 .....	\$304	\$39	\$406,908	\$ 57,371	\$534,540
Net income .....	--	--	--	--	84,116
Other comprehensive income:					
Decrease in net unrealized appreciation on investments ..	--	--	--	(28,762)	--
Decrease in net loss on cash flow hedge .....	--	--	--	589	--
Comprehensive income .....					
Issuance of stock, exercise of stock options and share conversions ...	8	--	26,928	--	--
Stock-based compensation .....	--	--	2,301	--	--
Cash dividends .....	--	--	--	--	(8,658)
Balance, September 30, 2005 .....	====	====	=====	=====	=====
Balance, January 1, 2006 .....	\$313	\$39	\$442,531	\$ 20,264	\$636,285
Net income .....	--	--	--	--	101,892
Other comprehensive income:					
Decrease in net unrealized appreciation on investments ..	--	--	--	(3,852)	--
Decrease in net loss on cash flow hedge .....	--	--	--	589	--
Comprehensive income .....					
Issuance of stock, exercise of stock options and share conversions ...	7	(1)	21,912	--	--
Stock-based compensation .....	--	--	6,533	--	--
Acquisition of treasury stock .....	--	--	--	--	--
Cash dividends .....	--	--	--	--	(11,038)
Three-for-two stock split .....	159	19	(179)	--	--
Balance, September 30, 2006 .....	====	====	=====	=====	=====
	\$479	\$57	\$470,797	\$ 17,001	\$727,139

See notes to consolidated financial statements.

-5-

DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(DOLLARS IN THOUSANDS)  
(UNAUDITED)

	Nine Months En September 30	
	2006	2005
	-----	-----
Operating activities:		
Net income .....	\$ 101,892	\$
Adjustments to reconcile net income to net cash provided by operating activities:		
Change in policy liabilities and policyholder accounts .....	197,987	1
Net change in reinsurance receivables and payables .....	3,523	
Amortization, principally the cost of business acquired and investments .....	50,397	
Deferred costs of business acquired .....	(77,473)	(
Net realized losses (gains) on investments .....	1,880	
Net change in federal income tax liability .....	12,193	
Other .....	(38,463)	(
	-----	-----
Net cash provided by operating activities .....	251,936	2
	-----	-----
Investing activities:		
Purchases of investments and loans made .....	(898,282)	(1,4
Sales of investments and receipts from repayment of loans .....	597,301	1,1
Maturities of investments .....	168,327	1
Net change in short-term investments .....	(202,886)	(
Change in deposit in separate account .....	(2,234)	
	-----	-----
Net cash used by investing activities .....	(337,774)	(2
	-----	-----
Financing activities:		
Deposits to policyholder accounts .....	178,231	
Withdrawals from policyholder accounts .....	(98,778)	(
Borrowings under revolving credit facility .....	31,000	
Principal payments under revolving credit facility .....	(2,000)	(
Change in liability for Federal Home Loan Bank advances .....	--	(
Other financing activities .....	(5,612)	
	-----	-----
Net cash provided by financing activities .....	102,841	
	-----	-----
Increase in cash .....	17,003	
Cash at beginning of period .....	28,493	
	-----	-----
Cash at end of period .....	\$ 45,496	\$
	=====	=====

See notes to consolidated financial statements.

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

## NOTE A - SIGNIFICANT ACCOUNTING POLICIES

The financial statements of Delphi Financial Group, Inc. (the "Company," or "Delphi" which terms include the Company and its consolidated subsidiaries unless the context indicates otherwise) included herein were prepared in conformity with accounting principles generally accepted in the United States ("GAAP") for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. The information furnished includes all adjustments and accruals of a normal recurring nature, which are in the opinion of management, necessary for a fair presentation of results for the interim periods. Certain reclassifications have been made in the September 30, 2005 consolidated financial statements to conform to the September 30, 2006 presentation. On May 4, 2006, the Company's Board of Directors declared a 3-for-2 common stock split effected in the form of a 50% stock dividend, which was distributed on June 1, 2006 to stockholders of record on May 18, 2006. Results per share and applicable share amounts for prior periods have been restated to reflect the stock split. Operating results for the three and nine months ended September 30, 2006 are not necessarily indicative of the results that may be expected for the year ended December 31, 2006. For further information refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 2005 (the "2005 Form 10-K"). Capitalized terms used herein without definition have the meanings ascribed to them in the 2005 Form 10-K.

## Accounting Changes

Stock Options. As of January 1, 2006, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 123 (Revised) ("123R"), "Share-Based Payment," a revision of SFAS No. 123, which requires all share-based payments to employees, including grants of employee stock options, to be recognized as expense in the income statement based on their fair values and prohibits pro forma disclosure as an alternative. The Company adopted SFAS No. 123R using the modified prospective transition method, under which compensation cost is recognized for all new awards granted after the date of adoption and for any unvested awards previously granted for which expenses were not being recognized under SFAS No. 123. Accordingly, since the Company adopted SFAS No. 123 in 2003 using the prospective transition method, compensation cost for unvested awards granted prior to 2003 is required to be recognized under SFAS No. 123R. Compensation cost recognized for such awards was not material to the results of operations of the Company for the three and nine months ended September 30, 2006.

SFAS No. 123R also requires the Company to estimate forfeitures in calculating the expense relating to stock-based compensation as opposed to recognizing these forfeitures and the corresponding reduction in expense only as they occur. During the first nine months of 2006, the Company recorded an adjustment for expected forfeitures as a reduction in stock-based compensation expense, which is included within other operating expenses on the Company's consolidated income statement. The adjustment attributable to compensation expense recognized prior to 2006 for unvested awards as of January 1, 2006 was not recorded as a cumulative effect adjustment, net of tax, because the amount was not material to the results of operations of the Company. In addition, SFAS No. 123R requires the Company to reflect the tax savings resulting from tax deductions in excess of expense as a financing cash flow in its statement of cash flows rather than

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as an operating cash flow as in prior periods. These cash flows were not material to the Company's consolidated statements of cash flows for the three and nine months ended September 30, 2006.

-7-

DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (CONTINUED)  
 (UNAUDITED)

NOTE A - SIGNIFICANT ACCOUNTING POLICIES - (CONTINUED)

The following table illustrates the effect on net income and earnings per share as if the Company had applied the fair value recognition provisions of SFAS No. 123 to stock-based employee compensation as of its original effective date (dollars in thousands, except for per share data):

	Three Months Ended September 30, 2005 -----	Nine Months Ended September 30, 2005 -----
Net income, as reported .....	\$22,032	\$84,116
Add: Stock-based employee compensation expense included in reported net income, net of related tax effects .....	707	2,003
Deduct: Stock-based employee compensation expense determined under the fair value based method for all awards, net of related tax effects .....	(764)	(2,215)
Pro forma net income .....	\$21,975 =====	\$83,904 =====
Earnings per share:		
Basic, as reported .....	\$ 0.45	\$ 1.72
Basic, pro forma .....	0.45	1.72
Diluted, as reported .....	\$ 0.44	\$ 1.68
Diluted, pro forma .....	0.43	1.66

The Company recognized stock compensation expenses of \$7.2 million and \$2.9 million in the first nine months of 2006 and 2005, respectively, of which \$3.5 million and \$1.0 million was recognized in the third quarter of 2006 and 2005, respectively. The remaining unrecognized compensation expense related to unvested awards at September 30, 2006 was \$17.2 million and the weighted-average period of time over which this expense will be recognized is 2.9 years.

The fair values of options were estimated at the grant date using the Black-Scholes option pricing model with the following weighted average assumptions for the first nine months of 2006: expected volatility - 24.4%, expected dividends - 0.9%, expected lives of the options - 6.5 years, and the risk free rate - 4.8%. The following weighted average assumptions were used for the first nine months of 2005: expected volatility - 23.3%, expected dividends - 0.8%, expected lives of the options - 5.0 years, and the risk free rate - 3.8%.

The expected volatility reflects the Company's past monthly stock price volatility. The expected life of options granted in the first nine months of 2006 was calculated using the "simplified method" in accordance with Staff

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Accounting Bulletin 107. For options granted in the first nine months of 2005, the Company used a projected expected life based on employees' historical exercise behavior. The dividend yield is based on the Company's historical dividend payments. The risk-free rate is derived from public data sources at the time of the grant. Compensation cost is recognized over the expected life of the option using the straight-line method.

-8-

### DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (CONTINUED) (UNAUDITED)

#### NOTE A - SIGNIFICANT ACCOUNTING POLICIES - (CONTINUED)

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

Options	Number of Options	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value (\$000)
-----	-----	-----	-----	-----
Outstanding at January 1, 2006 .....	3,847,821	\$17.66		
Granted .....	565,901	33.28		
Exercised .....	(748,908)	13.44		
Forfeited .....	(47,770)	27.85		
Expired .....	(203)	29.43		
	-----	-----		
Outstanding at September 30, 2006 ..	3,616,841	\$20.84	4.6	\$68,862
	=====	=====	===	=====
Exercisable at September 30, 2006 ..	2,638,090	\$17.45	3.1	\$59,174

The weighted average grant date fair value of options granted during the first nine months of 2006 and 2005 was \$8.07 and \$7.48, respectively, and during the third quarter of 2005 was \$7.98. The Company did not grant any options during the third quarter of 2006. The cash proceeds from stock options exercised were \$10.1 million and \$14.6 million for the first nine months of 2006 and 2005, respectively. The total intrinsic value of options exercised during the first nine months of 2006 and 2005 was \$17.2 million and \$20.1 million, respectively.

At September 30, 2006, 3,787,500 performance-contingent incentive options were outstanding with a weighted average exercise price of \$24.51, a weighted average contractual term of 7.4 years and an intrinsic value of \$58.2 million. None of the options were exercisable at September 30, 2006.

#### Recently Issued Accounting Standards

In February 2006, the Financial Accounting Standards Board (the "FASB") issued SFAS No. 155, "Accounting for Certain Hybrid Financial Instruments -- an amendment of SFAS No. 133 and SFAS No. 140." This standard (a) permits fair value re-measurement of an entire hybrid financial instrument that contains an embedded derivative that otherwise would require bifurcation; (b) clarifies which interest-only and principal-only securities are not subject to the

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requirements of SFAS No. 133; (c) establishes a requirement to evaluate interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an embedded derivative requiring bifurcation; (d) clarifies that concentrations of credit risk in the form of subordination are not embedded derivatives; and (e) amends SFAS No. 140 to eliminate restrictions on a qualifying special-purpose entity's ability to hold a passive derivative financial instrument that pertains to beneficial interests that are or contain a derivative financial instrument. This statement is effective for all financial instruments acquired or issued after January 1, 2007. The Company has not yet determined the impact, if any, that the adoption of SFAS No. 155 will have on its consolidated financial position or results of operations.

In September 2006, the FASB issued SFAS No. 157, "Fair Value Measurements", which addresses the manner in which fair value should be measured under GAAP. SFAS No. 157 provides a common definition of fair value and establishes a framework that fair value measures should follow under GAAP, but this statement does not supersede existing guidance on when fair value measures should be used. This standard will also require companies to disclose the extent to which they measure assets and liabilities at fair value, the methods and assumptions they use to measure fair value, and the effect of fair value measures on their earnings. This statement is effective for financial statements issued for fiscal years beginning after November 15, 2007. The Company has not yet determined the impact, if any, that the adoption of SFAS No. 157 will have on its consolidated financial position or results of operations.

-9-

### DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (CONTINUED) (UNAUDITED)

#### NOTE A - SIGNIFICANT ACCOUNTING POLICIES - (CONTINUED)

In September 2006, the FASB issued SFAS No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans." This Statement requires an employer to recognize the overfunded or underfunded status of a defined benefit postretirement plan as an asset or liability in its statement of financial position and to recognize changes in that funded status in the year in which the changes occur through comprehensive income. Prior accounting standards only required footnote disclosure of a plan's funded status. This statement is effective for financial statements issued for fiscal years ending after December 15, 2006. The Company does not expect the adoption of SFAS No. 158 to have a material impact on its consolidated financial position or results of operations.

In September 2005, the American Institute of Certified Public Accountants issued Statement of Position ("SOP") 05-1, "Accounting by Insurance Enterprises for Deferred Acquisition Costs in Connection With Modifications or Exchanges of Insurance Contracts." SOP 05-1 provides accounting guidance for deferred policy acquisition costs associated with internal replacements of insurance and investment contracts other than those already described in SFAS No. 97, "Accounting and Reporting by Insurance Enterprises for Certain Long-Duration Contracts and for Realized Gains and Losses from the Sale of Investments." This statement defines an internal replacement as a modification in product benefits, features, rights, or coverages that occurs by the exchange of a contract for a new contract, or by amendment, endorsement or rider to a contract, or by the election of a feature or coverage within a contract. The provisions of SOP 05-1 are effective for internal replacements occurring in fiscal years beginning after December 15, 2006. The Company has not yet determined the impact, if any,

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that the adoption of SOP 05-1 will have on its consolidated financial position or results of operations.

### NOTE B - INVESTMENTS

At September 30, 2006, the Company had fixed maturity securities available for sale with a carrying value and a fair value of \$3,329.1 million and an amortized cost of \$3,300.4 million. At December 31, 2005, the Company had fixed maturity securities available for sale with a carrying value and a fair value of \$3,244.8 million and an amortized cost of \$3,208.7 million.

The summarized aggregate unaudited net income for the limited partnerships and limited liability companies in which the Company maintained investments at September 30, 2006 was \$2,878.3 million and \$1,341.8 million for the first nine months of 2006 and 2005, respectively, and \$2,384.1 million and \$638.1 million for the third quarter of 2006 and 2005, respectively.

### NOTE C - SEGMENT INFORMATION

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2006	2005	2006	2005
	(dollars in thousands)			
<b>Revenues:</b>				
Group employee benefit products (1) .....	\$325,743	\$274,261	\$ 923,902	\$804,570
Asset accumulation products .....	26,315	21,634	73,718	65,079
Other (2) .....	9,291	8,597	26,773	25,247
	361,349	304,492	1,024,393	894,896
Net realized investment (losses) gains ..	(335)	3,397	(1,880)	8,534
	\$361,014	\$307,889	\$1,022,513	\$903,430
	=====	=====	=====	=====
<b>Operating income:</b>				
Group employee benefit products (1) .....	\$ 57,820	\$ 47,417	\$ 164,907	\$134,331
Asset accumulation products .....	8,134	5,817	21,485	16,574
Other (2) .....	(7,241)	(4,176)	(14,914)	(9,219)
	58,713	49,058	171,478	141,686
Net realized investment (losses) gains ..	(335)	3,397	(1,880)	8,534
	\$ 58,378	\$ 52,455	\$ 169,598	\$150,220
	=====	=====	=====	=====

(1) During the fourth quarter of 2005, the Company decided to exit its non-core property catastrophe reinsurance business. Prior period information has been restated to conform to the current period presentation.

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

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## DELPHI FINANCIAL GROUP, INC. AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (CONTINUED) (UNAUDITED)

### NOTE D - COMPREHENSIVE INCOME (LOSS)

Total comprehensive income (loss) is comprised of net income and other comprehensive income (loss), which includes the change in unrealized gains and losses on securities available for sale and the change in the loss on the cash flow hedge described in the 2005 Form 10-K. Total comprehensive income (loss) was \$98.6 million and \$55.9 million for the first nine months of 2006 and 2005, respectively, and \$87.1 million and \$(2.0) million for the third quarter of 2006 and 2005, respectively.

### NOTE E - COMPUTATION OF RESULTS PER SHARE

On May 4, 2006, the Company's Board of Directors declared a 3-for-2 common stock split effected in the form of a 50% stock dividend, which was distributed on June 1, 2006 to stockholders of record on May 18, 2006. A total of 17,737,749 shares of common stock were issued in connection with the split, and the aggregate amount of \$0.2 million, equal to the par value of the common stock issued, was reclassified from additional paid-in capital to common stock. The stated par value of each share remained at \$0.01. Results per share and applicable share amounts for prior periods have been restated to reflect the stock split. The following table sets forth the calculation of basic and diluted results per share.

	Three Months Ended September 30,		Nine Sep
	2006	2005	2006
	(dollars in thousands except per share data)		
<b>Numerator:</b>			
Income from continuing operations .....	\$36,168	\$ 32,838	\$104,8
Income (loss) from discontinued operations, net of income tax expense (benefit) .....	1	(10,806)	(2,9
Net income .....	\$36,169	\$ 22,032	\$101,8
<b>Denominator:</b>			
Weighted average common shares outstanding .....	49,652	49,350	49,5
Effect of dilutive securities .....	1,274	1,214	1,2
Weighted average common shares outstanding, assuming dilution ..	50,926	50,564	50,8
<b>Basic results per share of common stock:</b>			
Income from continuing operations .....	\$ 0.73	\$ 0.67	\$ 2.
Loss from discontinued operations, net of income tax benefit .....	--	(0.22)	(0.
Net income .....	\$ 0.73	\$ 0.45	\$ 2.
<b>Diluted results per share of common stock:</b>			
Income from continuing operations .....	\$ 0.71	\$ 0.65	\$ 2.
Loss from discontinued operations, net of income tax benefit .....	--	(0.21)	(0.

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Net income .....	\$ 0.71	\$ 0.44	\$ 2.
	=====	=====	=====

-11-

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

#### INTRODUCTION

The Company, through its subsidiaries, underwrites a diverse portfolio of group employee benefit products, primarily group life, disability, and excess workers' compensation insurance. Revenues from this group of products are primarily comprised of earned premiums and investment income. The profitability of group employee benefit products is affected by, among other things, differences between actual and projected claims experience, the retention of existing customers, product mix and the Company's ability to attract new customers, change premium rates and contract terms and control administrative expenses. The Company transfers its exposure to some group employee benefit risks through reinsurance ceded arrangements with other insurance and reinsurance companies. Accordingly, the profitability of the Company's group employee benefit products is affected by the amount, cost and terms of reinsurance it obtains. The profitability of certain group employee benefit products is also affected by the difference between the yield achieved on invested assets and the discount rate used to calculate the related reserves. The Company is continuing to experience favorable market conditions for its excess workers' compensation products due to high primary workers' compensation rates. For its other group employee benefit products, the Company is continuing to increase the size of its sales force in order to enhance its focus on the small case niche (insured groups of 10 to 500 individuals), including employers which are first-time providers of these employee benefits, which the Company believes to offer opportunities for superior profitability. In the fourth quarter of 2005, the Company decided to exit its non-core property catastrophe reinsurance business, due to the volatility associated with such business and other strategic considerations, and has not thereafter renewed or written any new reinsurance contracts in this business. A substantial majority of these reinsurance contracts expired on or before December 31, 2005 and all of the remaining contracts expired during the third quarter of 2006. Accordingly, the Company reclassified the operating results of this business as discontinued operations. Prior period information has been reclassified to conform to the current period presentation.

The Company also operates an asset accumulation business that focuses primarily on offering fixed annuities to individuals. In addition, during the first quarter of 2006, the Company issued \$100 million of fixed and floating rate funding agreements with maturities of three to five years in connection with the issuance of funding agreement-backed notes in a corresponding principal amount. The Company believes that the funding agreement program enhances the Company's asset accumulation business by providing an alternative source of distribution for this business. The Company's liability for the funding agreements is recorded in policyholder account balances. Deposits from the Company's asset accumulation business are recorded as liabilities rather than as premiums. Revenues from the Company's asset accumulation business are primarily comprised of investment income earned on the funds under management. The profitability of asset accumulation products is primarily dependent on the spread achieved between the return on investments and the interest credited to holders of these products. The Company is setting the crediting rates offered on its asset accumulation products in an effort to achieve its targeted interest rate spreads on these products, and is willing to accept lower levels of sales on these products when market conditions make these targeted spreads more difficult to

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achieve.

The following discussion and analysis of the results of operations and financial condition of the Company should be read in conjunction with the Consolidated Financial Statements and related notes included in this document, as well as the Company's annual report on Form 10-K for the year ended December 31, 2005 (the "2005 Form 10-K"). Capitalized terms used herein without definition have the meanings ascribed to them in the 2005 Form 10-K. The preparation of financial statements in conformity with GAAP requires management, in some instances, to make judgments about the application of these principles. The amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period could differ materially from the amounts reported if different conditions existed or different judgments were utilized. A discussion of how management applies certain critical accounting policies and makes certain estimates is contained in the 2005 Form 10-K in the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations - Critical Accounting Policies and Estimates" and should be read in conjunction with the following discussion and analysis of results of operations and financial condition of the Company. In addition, a discussion of uncertainties and contingencies which can affect actual results and could cause future results to differ materially from those expressed in certain forward-looking statements contained in this Management's Discussion and Analysis of Financial Condition and Results of Operations can be found below under the caption "Forward-Looking Statements And Cautionary Statements Regarding Certain Factors That May Affect Future Results" and in Part II Item 1A, "Risk Factors."

-12-

### RESULTS OF OPERATIONS

Nine Months Ended September 30, 2006 Compared to  
Nine Months Ended September 30, 2005

Summary of Results. Net income was \$101.9 million, or \$2.00 per diluted share, for the first nine months of 2006 as compared to \$84.1 million, or \$1.68 per diluted share, for the first nine months of 2005. Net income for the first nine months of 2006 and 2005 included realized investment (losses) gains (net of the related income tax (benefit) expense) of \$(1.2) million, or \$(0.03) per diluted share, and \$5.5 million, or \$0.11 per diluted share, respectively. Net income for the first nine months of 2006 benefited from growth in income from the Company's core group employee benefit products, increased investment spreads on the Company's asset accumulation products and an increase in net investment income, and was adversely impacted by an increase in interest expense. Core group employee benefit products include group life, disability, excess workers' compensation, travel accident and dental insurance. Premiums from the Company's core group employee benefit products increased 15% in the first nine months of 2006 and the combined ratio (loss ratio plus expense ratio) for these products decreased to 93.1% in the first nine months of 2006 from 94.3% in the first nine months of 2005. Net investment income for the first nine months of 2006, which increased 15% from the first nine months of 2005, reflects an 11% increase in average invested assets. The increase in interest expense was primarily due to the increases in the Company's weighted average borrowings and the weighted average borrowing rate due to increases in the levels of the short-term interest indices referenced under the Company's revolving credit facility during the first nine months of 2006 as compared to the first nine months of 2005. During the 2006 and 2005 periods, the Company had losses from discontinued operations (net of the related income tax benefit) of \$(2.9) million, or \$(0.06) per diluted share, and \$(9.0) million, or \$(0.18) per diluted share, respectively,

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attributable to the non-core property catastrophe reinsurance business which it decided to exit during the fourth quarter of 2005.

Premium and Fee Income. Premium and fee income for the first nine months of 2006 was \$838.4 million as compared to \$732.6 million for the first nine months of 2005, an increase of 14%. Premiums from core group employee benefit products increased 15% to \$798.2 million for the first nine months of 2006 from \$692.2 million for the first nine months of 2005. This increase reflects normal growth in employment and salary levels for the Company's existing customer base, price increases, new business production and improved persistency. Within core group employee benefit products, premiums from excess workers' compensation insurance for self-insured employers increased 19% to \$191.3 million for the first nine months of 2006 from \$160.4 million for the first nine months of 2005. This increase was primarily due to the demand for this product as a result of high primary workers' compensation rates. In its renewals of insurance coverage during the first nine months of 2006, SNCC continued to obtain higher SIR levels, which are up 8%, while maintaining its pricing. Excess workers' compensation new business production, which represents the amount of new annualized premium sold, increased 56% to \$53.4 million for the first nine months of 2006 from \$34.3 million for the first nine months of 2005 and the retention of existing customers for the first nine months of 2006 remained strong. New business production for 2006 benefited from a renewal rights agreement into which SNCC entered in July 2005. Under the agreement, SNCC acquired, among other things, the right to offer renewal quotes to expiring excess workers' compensation policies of a former competitor. Premiums from the Company's other core group employee benefit products increased 14% to \$606.9 million for the first nine months of 2006 from \$531.8 million for the first nine months of 2005, primarily attributable to new business production, improved retention of existing customers and a 16% increase in premiums from the Company's group disability products. During the first nine months of 2006, premiums from the Company's group disability products increased to \$338.1 million from \$291.5 million during the first nine months of 2005, reflecting substantial growth in the Company's turnkey disability business. New business production for the Company's other core group employee benefit products was \$133.0 million for the first nine months of 2006 as compared to \$134.3 million for the first nine months of 2005. New business production does not include premiums from the Company's turnkey disability business. The level of production achieved from these products reflects the Company's focus on the small case niche (insured groups of 10 to 500 individuals) which resulted in a 12% increase in production based on the number of cases sold as compared to the first nine months of 2005. The Company continued to implement price increases for certain existing disability and group life customers.

Deposits from the Company's asset accumulation products, consisting of new annuity sales and funding agreements, were \$171.1 million for the first nine months of 2006 as compared to \$74.4 million for the first nine months of 2005. The increase in deposits reflects the issuance of \$100.0 million of fixed and floating rate funding agreements during the first quarter of 2006 under the Company's new program under which funding agreement-backed notes are issued to institutional investors by an unconsolidated special purpose vehicle which uses the proceeds to purchase from the Company funding agreements having terms substantially similar to those of the notes. Deposits from the Company's asset accumulation products are recorded as liabilities rather than as premiums.

Net Investment Income. Net investment income for the first nine months of 2006 was \$186.0 million as compared to \$162.3 million for the first nine months of 2005, an increase of 15%. The level of net investment income in the 2006 period reflects an

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11% increase in average invested assets in the first nine months of 2006 from the first nine months of 2005 and an increase in the tax equivalent weighted average annualized yield. The tax equivalent weighted average annualized yield on invested assets was 6.4% for the first nine months of 2006 and 6.2% for the first nine months of 2005.

Net Realized Investment (Losses) Gains. Net realized investment (losses) gains were \$(1.9) million for the first nine months of 2006 as compared to \$8.5 million for the first nine months of 2005. The Company's investment strategy results in periodic sales of securities and, therefore, the recognition of realized investment gains and losses. During the first nine months of 2006 and 2005, the Company recognized \$1.4 million and \$12.7 million, respectively, of net gains on the sales of securities. The Company monitors its investments on an ongoing basis. When the market value of a security declines below its cost, and management judges the decline to be other than temporary, the security is written down to fair value, and the decline is reported as a realized investment loss. In the first nine months of 2006 and 2005, the Company recognized \$3.3 million and \$4.2 million, respectively, of losses due to the other than temporary declines in the market values of certain fixed maturity securities.

The Company may recognize additional losses of this type in the future. The Company anticipates that if certain other existing declines in security values are determined to be other than temporary, it may recognize additional investment losses in the range of \$5 million to \$10 million, on an after-tax basis, with respect to the relevant securities. However, the extent of any such losses will depend on future market developments and changes in security values, and such losses may be outside this range. The Company continuously monitors the affected securities pursuant to its procedures for evaluation for other than temporary impairment in valuation, which are described in the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations - Critical Accounting Policies and Estimates - Investments" in the 2005 Form 10-K. It is not possible to predict the extent of any future changes in value, positive or negative, or the results of the future application of these procedures, with respect to these securities. There can be no assurance that the Company will realize investment gains in the future in an amount sufficient to offset any such losses.

Benefits and Expenses. Policyholder benefits and expenses were \$852.9 million for the first nine months of 2006 as compared to \$753.2 million for the first nine months of 2005, an increase of 13%. This increase primarily reflects the increase in premiums from the Company's group employee benefit products discussed above, and also reflects additions to reserves for prior years' claims and claim expenses in the amount of \$21.8 million due to adverse loss experience, primarily arising from the Company's excess workers' compensation line and due principally to moderately increased claim frequency, relative to prior periods, relating to policies written during the competitive market cycle years of 1997 to 2001. If this experience trend were to continue in the future, absent favorable loss experience in other policy years, the Company's results of operations could be materially adversely affected. The combined ratio (loss ratio plus expense ratio) for the Company's group employee benefits products decreased to 93.1% in the first nine months of 2006 from 94.3% in the first nine months of 2005. The weighted average annualized crediting rate on the Company's asset accumulation products, which reflects the effects of the first year bonus crediting rate on certain newly issued products, was 4.5% and 4.6% for the first nine months of 2006 and 2005, respectively.

Interest Expense. Interest expense was \$18.9 million for the first nine months of 2006 as compared to \$15.3 million for the first nine months of 2005, an increase of \$3.6 million. This increase primarily resulted from the increases in the weighted average borrowings and the weighted average borrowing rate due to

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increases in the levels of the short-term interest indices referenced under the Company's revolving credit facility during the first nine months of 2006 as compared to the first nine months of 2005.

**Income Tax Expense.** Income tax expense was \$45.9 million for the first nine months of 2006 as compared to \$41.8 million for the first nine months of 2005. The Company's effective tax rate was 30.4% for the first nine months of 2006 and 31.0% for the first nine months of 2005.

**Loss from Discontinued Operations.** During the fourth quarter of 2005, the Company decided to exit its non-core property catastrophe reinsurance business, due to the volatility associated with such business and other strategic considerations, and did not enter into or renew any assumed property reinsurance contracts. A substantial majority of these reinsurance contracts expired on or before December 31, 2005 and all of the remaining contracts expired during the third quarter of 2006. In the first nine months of 2006, the Company recognized an after-tax operating loss of \$(2.9) million, or \$(0.06) per diluted share, net of an income tax benefit of \$1.6 million, substantially all of which was attributable to additional losses relating to the Katrina and Wilma hurricanes which occurred in 2005. In the first nine months of 2005, the Company recognized an after-tax operating loss of \$(9.0) million, or \$(0.18) per diluted share, net of income tax benefit of \$4.8 million from this business.

-14-

Three Months Ended September 30, 2006 Compared to  
Three Months Ended September 30, 2005

**Summary of Results.** Net income was \$36.2 million, or \$0.71 per diluted share, for the third quarter of 2006 as compared to \$22.0 million, or \$0.44 per diluted share, for the third quarter of 2005. Net income in the third quarter of 2006 and 2005 included realized investment (losses) gains (net of the related income tax (benefit) expense) of \$(0.2) million, or \$0.00 per diluted share, and \$2.2 million, or \$0.04 per diluted share, respectively. The increase in net income in the third quarter of 2006 is primarily attributable to growth in income from group employee benefit products, increased investment spreads on the Company's asset accumulation products and an increase in net investment income, partially offset by an increase in interest expense. Premiums from the Company's core group employee benefit products increased 18% in the third quarter of 2006 and the combined ratio (loss ratio plus expense ratio) was 93.3% in the third quarter of 2006 and 2005. The 23% increase in net investment income in the third quarter of 2006 from the third quarter of 2005 reflects a 10% increase in average invested assets and an increase in the tax equivalent weighted average annualized yield. The increase in interest expense was primarily due to the increases in the weighted average borrowings and the weighted average borrowing rate due to increases in the levels of the short-term interest indices referenced under the Company's revolving credit facility during the third quarter of 2006 as compared to the third quarter of 2005. During the third quarter of 2005, the Company had losses from discontinued operations (net of the related income tax benefit) of \$(10.8) million, or \$(0.21) per diluted share, attributable to the non-core property catastrophe reinsurance business which it decided to exit during the fourth quarter of 2005.

**Premium and Fee Income.** Premium and fee income for the third quarter of 2006 was \$295.2 million as compared to \$250.6 million for the third quarter of 2005, an increase of 18%. Premiums from core group employee benefit products increased 18% to \$279.8 million for the third quarter of 2006 from \$236.5 million for the third quarter of 2005. This increase reflects normal growth in employment and salary levels for the Company's existing customer base, price increases, new

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business production and improved persistency. Premiums from excess workers' compensation insurance for self-insured employers increased 21% to \$67.7 million for the third quarter of 2006 from \$55.9 million for the third quarter of 2005. This increase was primarily due to the demand for this product as a result of high primary workers' compensation rates. In its renewals of insurance coverages during the third quarter of 2006, SNCC continued to obtain higher SIR levels, which were up 6%, while maintaining its pricing. Excess workers' compensation new business production, which represents the amount of new annualized premium sold, increased 11% to \$19.7 million for the third quarter of 2006 from \$17.7 million for the third quarter of 2005 and the retention of existing customers in the third quarter of 2006 remained strong. New business production for 2006 benefited from a renewal rights agreement into which SNCC entered in July 2005. Under the agreement, SNCC acquired, among other things, the right to offer renewal quotes to expiring excess workers' compensation policies of a former competitor. Premiums from the Company's other core group employee benefit products increased 17% to \$212.1 million for the third quarter of 2006 from \$180.7 million for the third quarter of 2005, primarily reflecting new business production, improved retention of existing customers and a 20% increase in premiums from the Company's group disability products. During the third quarter of 2006, premiums from the Company's group disability products increased to \$119.2 million from \$99.5 million during the third quarter of 2005, reflecting substantial growth in the Company's turnkey disability business. New business production for the Company's other core group employee benefit products increased 5% to \$44.4 million for the third quarter of 2006 from \$42.2 million for the third quarter of 2005. New business production does not include premiums from the Company's turnkey disability business. The level of production achieved from these products reflects the Company's focus on the small case niche (insured groups of 10 to 500 individuals) which resulted in a 3% increase in production based on the number of cases sold as compared to the third quarter of 2005. The Company continued to implement price increases for certain existing disability and group life customers.

Deposits from the Company's asset accumulation products were \$26.3 million for the third quarter of 2006 as compared to \$25.4 million for the third quarter of 2005. Deposits from the Company's asset accumulation products are recorded as liabilities rather than as premiums.

Net Investment Income. Net investment income in the third quarter of 2006 was \$66.2 million as compared to \$53.8 million in the third quarter of 2005, an increase of 23%. The level of net investment income in the 2006 period reflects a 10% increase in average invested assets in such period, an increase in the tax equivalent weighted average annualized yield and a higher level of tax-exempt interest income. The tax equivalent weighted average annualized yield on invested assets was 6.6% for the third quarter of 2006 compared to 5.9% for the third quarter of 2005. The tax equivalent weighted average annualized yield in 2006 benefited from an increased level of tax-exempt interest income while the tax equivalent weighted average annualized yield in 2005 was adversely impacted as a relatively higher percentage of total investment income was allocated to discontinued operations.

Net Realized Investment (Losses) Gains. Net realized investment (losses) gains were \$(0.2) million for the third quarter of 2006 as compared to \$2.2 million for the third quarter of 2005. The Company's investment strategy results in periodic sales of securities and, therefore, the recognition of realized investment gains and losses. During the third quarter of 2006 and 2005, the Company recognized \$0.8 million and \$6.4 million, respectively, of net gains on sales of securities. The Company monitors its

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investments on an ongoing basis. When the market value of a security declines below its cost, and management judges the decline to be other than temporary, the security is written down to fair value, and the decline is reported as a realized investment loss. In the third quarter of 2006 and 2005, the Company recognized \$1.1 million and \$3.0 million, respectively, of losses due to the other than temporary declines in the market values of certain fixed maturity securities.

The Company may recognize additional losses of this type in the future. The Company anticipates that if certain other existing declines in security values are determined to be other than temporary, it may recognize additional investment losses in the range of \$5 million to \$10 million, on an after-tax basis, with respect to the relevant securities. However, the extent of any such losses will depend on future market developments and changes in security values, and such losses may be outside this range. The Company continuously monitors the affected securities pursuant to its procedures for evaluation for the other than temporary impairment in valuation which are described in the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations - Critical Accounting Policies and Estimates - Investments" in the 2005 Form 10-K. It is not possible to predict the extent of any future changes in value, positive or negative, or the results of the future application of these procedures, with respect to these securities. There can be no assurance that the Company will realize investment gains in the future in an amount sufficient to offset any such losses.

**Benefits and Expenses.** Policyholder benefits and expenses were \$302.6 million for the third quarter of 2006 as compared to \$255.4 million for the third quarter of 2005, an increase of 18%. This increase primarily reflects the increase in premiums from the Company's group employee benefit products discussed above, and also reflects additions to reserves for prior years' claims and claim expenses in the amount of \$11.6 million due to adverse loss experience, primarily arising from the Company's excess workers' compensation line and due principally to moderately increased claim frequency, relative to prior periods, relating to policies written during the competitive market cycle years of 1997 to 2001. If this experience trend were to continue in the future, absent favorable loss experience in other policy years, the Company's results of operations could be materially adversely affected. The combined ratio (loss ratio plus expense ratio) for the Company's group employee benefits segment was 93.3% in the third quarters of 2006 and 2005.

**Interest Expense.** Interest expense was \$6.6 million for the third quarter of 2006 as compared to \$5.0 million for the third quarter of 2005, an increase of \$1.6 million. The increase was primarily due to the increases in the weighted average borrowings and the weighted average borrowing rate due to increases in the levels of short-term interest indices referenced under the Company's revolving credit facility during the third quarter of 2006 as compared to the third quarter of 2005.

**Income Tax Expense.** Income tax expense was \$15.6 million for the third quarter of 2006 as compared to \$14.6 million for the third quarter of 2005. The Company's effective tax rate was 30.2% for the third quarter of 2006 and 30.8% for the third quarter of 2005.

**Income (Loss) from Discontinued Operations.** During the fourth quarter of 2005, the Company decided to exit its non-core property catastrophe reinsurance business, due to the volatility associated with such business and other strategic considerations, and did not enter into or renew any assumed property reinsurance contracts. A substantial majority of these reinsurance contracts expired on or before December 31, 2005 and all of the remaining contracts expired during the third quarter of 2006. Income from discontinued operations was not material to net income in the third quarter of 2006. In the third

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quarter of 2005, the Company recognized an after-tax operating loss of \$(10.8) million, or \$(0.21) per diluted share, net of income tax benefit of \$5.8 million from this business.

### LIQUIDITY AND CAPITAL RESOURCES

General. The Company had approximately \$121.8 million of financial resources available at the holding company level at September 30, 2006, which was primarily comprised of investments in the common stock of its investment subsidiaries, investments in limited partnerships and limited liability companies and short-term investments. The assets of the investment subsidiaries are primarily invested in limited partnerships and limited liability companies. Other sources of liquidity at the holding company level include dividends paid from subsidiaries, primarily generated from operating cash flows and investments. The Company's insurance subsidiaries are permitted, without prior regulatory approval, to make dividends payments totaling \$72.5 million during 2006, of which \$2.6 million has been paid to the holding company during the first nine months of 2006. In general, dividends from the Company's non-insurance subsidiaries are not subject to regulatory or other restrictions. The Company had \$80.0 million of borrowings available to it under its \$200 million revolving credit facility as of September 30, 2006. In October 2006, the Company and its bank lender group amended the Company's \$200 million revolving credit facility, which amendment, among other things, increased the maximum borrowings available under the facility to \$250 million, improved the pricing terms and extended the maturity date from May 2010 to October 2011. A shelf registration statement is also in effect under which securities yielding proceeds of up to \$106.2 million may be issued by the Company.

-16-

The Company's current liquidity needs, in addition to funding its operating expenses, include principal and interest payments on outstanding borrowings under its revolving credit facility, interest payments on the 2033 Senior Notes, and distributions on the Capital Securities and the 2003 Capital Securities. The 2033 Senior Notes mature in their entirety in May 2033 and are not subject to any sinking fund requirements but are redeemable by the Company at par at any time on or after May 15, 2008. The junior subordinated deferrable interest debentures underlying the Capital Securities are not redeemable prior to March 25, 2007. The junior subordinated deferrable interest debentures underlying the 2003 Capital Securities are redeemable, in whole or in part, beginning May 15, 2008.

On November 2, 2006, the Company's Board of Directors declared a cash dividend of \$0.08 per share, which will be paid on the Company's Class A Common Stock and Class B Common Stock on November 30, 2006.

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

Cash Flows. Operating activities increased cash by \$251.9 million and \$208.9 million in the first nine months of 2006 and 2005, respectively. Net investing activities used \$337.8 million of cash during the first nine months of 2006 primarily for the purchase of securities and financing activities provided \$102.8 million of cash, principally due to the issuance of funding agreements and an increase in borrowings under the Company's revolving credit facility, partially offset by repurchases of the Company's Class A Common Stock having a total cost of \$16.6 million.

Share Repurchase Program. The Company's board of directors has authorized a

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share repurchase program. Share repurchases are effected by the Company in the open market or in negotiated transactions in compliance with the safe harbor provisions of Rule 10b-18 under the Securities Exchange Act of 1934. Execution of the share repurchase program is based on management's assessment of market conditions for its common stock and other potential uses of capital. During the first quarter of 2006, the Company repurchased 480,900 shares of its Class A Common Stock for a total cost of \$16.6 million with a volume weighted average price of \$34.47 per share. At September 30, 2006, the repurchase of approximately 0.9 million shares remained authorized under this program.

Investments. The Company's overall investment strategy emphasizes safety and liquidity, while seeking the best available return, by focusing on, among other things, managing the Company's interest-sensitive assets and liabilities and seeking to minimize the Company's exposure to fluctuations in interest rates. The Company's investment portfolio, which totaled \$4.3 billion at September 30, 2006, consists primarily of investments in fixed maturity securities, mortgage loans, investments in limited partnerships, trading account securities and short-term investments. During the first nine months of 2006, the market value of the Company's investment portfolio, in relation to its amortized cost, decreased by \$7.2 million from year-end 2005, before related changes in the cost of business acquired of \$1.3 million and the income tax provision of \$2.1 million. In addition, the Company recognized pre-tax net investment losses of \$1.9 million in the first nine months of 2006. The weighted average credit rating of the Company's fixed maturity portfolio as rated by Standard & Poor's Corporation was "AA" at September 30, 2006. While ratings of this type address credit risk, they do not address other risks, such as prepayment and extension risks. See "Forward-Looking Statements and Cautionary Statements Regarding Certain Factors That May Affect Future Results" and Part II Item 1A, "Risk Factors" for a discussion of various risks relating to the Company's investment portfolio.

Reinsurance. The Company cedes portions of the risks relating to its group employee benefit products under indemnity reinsurance agreements with various unaffiliated reinsurers. The Company pays reinsurance premiums which are generally based upon specified percentages of the Company's premiums on the business reinsured. These agreements expire at various intervals as to new risks, and replacement agreements are negotiated on terms believed appropriate in light of current market conditions. During 2005, the Company entered into a reinsurance arrangement under which the Company cedes 30% of its excess workers' compensation risks between \$100.0 million and \$150.0 million, per policy per occurrence. This change has increased the reinsurance premiums paid by the Company for these products.

In the fourth quarter of 2005, the Company decided to exit its non-core property catastrophe reinsurance business, due to the volatility associated with such business and other strategic considerations, and has not thereafter renewed or written any new reinsurance contracts in this business. A substantial majority of these reinsurance contracts expired on or before December 31, 2005 and all of the remaining contracts expired during the third quarter of 2006.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

There have been no material changes in the Company's exposure to market risk or its management of such risk since December 31, 2005.

-17-

### ITEM 4. CONTROLS AND PROCEDURES

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

### FORWARD-LOOKING STATEMENTS AND CAUTIONARY STATEMENTS REGARDING CERTAIN FACTORS THAT MAY AFFECT FUTURE RESULTS

In connection with, and because it desires to take advantage of, the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, the Company cautions readers regarding certain forward-looking statements in the above "Management's Discussion and Analysis of Financial Condition and Results of Operations" and elsewhere in this Form 10-Q and in any other statement made by, or on behalf of, the Company, whether in future filings with the Securities and Exchange Commission or otherwise. Forward-looking statements are statements not based on historical information and which relate to future operations, strategies, financial results, prospects, outlooks or other developments. Some forward-looking statements may be identified by the use of terms such as "expects," "believes," "anticipates," "intends," "judgment," "outlook" or other similar expressions. Forward-looking statements are necessarily based upon estimates and assumptions that are inherently subject to significant business, economic, competitive and other uncertainties and contingencies, many of which are beyond the Company's control and many of which, with respect to future business decisions, are subject to change. Examples of such uncertainties and contingencies include, among other important factors, those affecting the insurance industry generally, such as the economic and interest rate environment, federal and state legislative and regulatory developments, including but not limited to changes in financial services, employee benefit and tax laws and regulations, market pricing and competitive trends relating to insurance products and services, acts of terrorism or war, and the availability and cost of reinsurance, and those relating specifically to the Company's business, such as the level of its insurance premiums and fee income, the claims experience, persistency and other factors affecting the profitability of its insurance products, the performance of its investment portfolio and changes in the Company's investment strategy, acquisitions of companies or blocks of business, and ratings by major rating organizations of the Company and its insurance subsidiaries. These uncertainties and contingencies can affect actual results and could cause actual results to differ materially from those expressed in any forward-looking statements made by, or on behalf of, the Company. Certain of these uncertainties and contingencies are described in more detail in Part II Item 1A, "Risk Factors." The Company disclaims any obligation to update forward-looking information.

## PART II. OTHER INFORMATION

### ITEM 1A. RISK FACTORS

RESERVES ESTABLISHED FOR FUTURE POLICY BENEFITS AND CLAIMS MAY PROVE INADEQUATE.

The Company's reserves for future policy benefits and unpaid claims and claim expenses are estimates that entail various assumptions and judgments. These estimates are subject to variability, since the factors and events affecting the

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ultimate liability for claims have not all taken place, and thus cannot be evaluated with certainty. Moreover, under the actuarial methodologies utilized by the Company, these estimates are subject to reevaluation based on developing trends with respect to the Company's loss experience. Such trends may emerge over longer periods of time, and changes in such trends cannot necessarily be identified or predicted at any given time by reference to current claims experience, whether favorable or unfavorable. If the Company's actual loss experience from its current or discontinued products is different from the Company's assumptions or estimates, the Company's reserves could be inadequate. In such event, the Company's results of operations, liquidity or financial condition could be materially adversely affected.

### THE MARKET VALUES OF THE COMPANY'S INVESTMENTS FLUCTUATE.

The market values of the Company's investments vary depending on economic and market conditions, including interest rates, and such values can decline as a result of changes in such conditions. Increasing interest rates or a widening in the spread between interest rates available on U.S. Treasury securities and corporate debt, for example, will typically have an adverse impact on the market values of the fixed maturity securities in the Company's investment portfolio. If interest rates decline, the Company generally achieves a lower overall rate of return on investments of cash generated from the Company's operations. In addition, in the event that investments are called or mature in a declining interest rate environment, the Company may be unable to reinvest the proceeds in securities with comparable interest rates. The Company may also in the future be required or

-18-

determine to sell certain investments, whether to meet contractual obligations to its policyholders, or otherwise, at a price and a time when the market value of such investments is less than the book value of such investments.

Declines in the fair value of investments that are considered in the judgment of management to be other than temporary are reported as realized investment losses. The Company has experienced and may in the future experience losses from other than temporary declines in security values. Such losses are recorded as realized investment losses in the income statement. See "Results of Operations - Net Realized Investment (Losses) Gains." In addition, the Company invests in certain limited partnerships and limited liability companies that invest in various financial instruments. These investments are reflected in the Company's financial statements under the equity method; accordingly, positive or negative changes in the value of the investees' financial instruments are included in net investment income. Thus, the Company's results of operations, in addition to its liquidity and financial condition, could be materially adversely affected if these entities were to experience significant losses in the values of their financial assets.

### THE COMPANY'S INVESTMENT AND FINANCING STRATEGY EXPOSES THE COMPANY TO DEFAULT AND OTHER RISKS.

The management of the Company's investment portfolio is an important component of the Company's profitability since a substantial portion of the Company's operating income is generated from the difference between the yield achieved on invested assets and, in the case of asset accumulation products, the interest credited on policyholder funds and, in the case of the Company's other products for which reserves are discounted, the discount rate used to calculate the related reserves.

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The Company is subject to the risk, among others, that the issuers of the fixed maturity securities the Company owns will default on principal and interest payments. A major economic downturn or any of the various other factors that affect issuers' abilities to pay could result in issuer defaults. Because the Company's investments consist primarily of fixed maturity securities and short-term investments, such defaults could materially adversely affect the Company's results of operations, liquidity or financial condition. The Company continually monitors its investment portfolio and attempts to ensure that the risks associated with concentrations of investments in either a particular sector of the market or a single entity are limited.

At September 30, 2006, mortgage-backed securities comprised 22% of the Company's total invested assets. Mortgage-backed securities subject the Company to a degree of interest rate risk, including prepayment and extension risk, which is generally a function of the sensitivity of each security's underlying collateral to prepayments under varying interest rate environments and the repayment priority of the securities in the particular securitization structure. The Company seeks to limit the extent of this risk by emphasizing the more predictable payment classes and securities with stable collateral.

The Company, through its insurance subsidiaries, maintains a program in which investments are financed using advances from various Federal Home Loan Banks. The Company has utilized this program to manage the duration of its liabilities and to earn spread income, which is the difference between the financing cost and the earnings from the investments purchased with those funds. At September 30, 2006, the Company had an outstanding advance of \$55.0 million. The advance was obtained at a fixed rate and has a term to maturity of 13.7 years. In addition, the Company has from time to time utilized reverse repurchase agreements, futures and option contracts and interest rate and credit default swaps in connection with its investment strategy. These transactions may require the Company to maintain securities or cash on deposit with the applicable counterparty as collateral. As the market value of the collateral or contracts changes, the Company may be required to deposit additional collateral or be entitled to have a portion of the collateral returned to it. The Company also maintains a securities lending program under which certain securities from its portfolio are loaned to other institutions for short periods of time. The Company maintains full ownership rights to the securities loaned and continues to earn interest and dividends on them. The collateral received for securities loaned is recorded at the fair value of the collateral, which is generally in an amount in excess of the market value of the securities loaned. The Company's institutional lending agent monitors the market value of the securities loaned and obtains additional collateral as necessary.

The types and amounts of investments made by the Company's insurance subsidiaries are subject to the insurance laws and regulations of their respective states of domicile. Each of these states has comprehensive investment regulations. In addition, the Company's revolving credit facility also contains limitations, with which the Company is currently in compliance in all material respects, on the composition of the Company's investment portfolio. The Company also continually monitors its investment portfolio and attempts to ensure that the risks associated with concentrations of investments in either a particular sector of the market or a single entity are limited.

### THE COMPANY'S FINANCIAL POSITION EXPOSES THE COMPANY TO INTEREST RATE RISKS.

Because the Company's primary assets and liabilities are financial in nature, the Company's consolidated financial position and earnings are subject to risks resulting from changes in interest rates. The Company manages this risk by active portfolio management focusing on minimizing its exposure to fluctuations in interest rates by matching its invested assets and related liabilities and by periodically adjusting the crediting rates on its annuity products. The

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profitability of certain group employee

-19-

benefit products is also affected by the difference between the yield achieved on invested assets and the discount rate used to calculate the related reserves. The Company manages this risk by seeking to adjust the prices charged for these products.

THE COMPANY'S ABILITY TO REDUCE ITS EXPOSURE TO RISKS DEPENDS ON THE AVAILABILITY AND COST OF REINSURANCE.

The Company transfers its exposure to some risks through reinsurance arrangements with other insurance and reinsurance companies. Under the Company's reinsurance arrangements, another insurer assumes a specified portion of the Company's losses and loss adjustment expenses in exchange for a specified portion of policy premiums. The availability, amount, cost and terms of reinsurance may vary significantly based on market conditions. Any decrease in the amount of the Company's reinsurance will increase the Company's risk of loss and any increase in the cost of reinsurance will, absent a decrease in the reinsurance amount, reduce the Company's premium income. In either case, the Company's operating results could be adversely affected unless it is able to accordingly adjust the prices or other terms of its insurance policies or successfully implement other operational initiatives, as to which no assurance can be given. Furthermore, the Company is subject to credit risk with respect to reinsurance. The Company obtains reinsurance primarily through indemnity reinsurance transactions in which the Company is still liable for the transferred risks if the reinsurers fail to meet their financial obligations. Such failures could materially adversely affect the Company's results of operations, liquidity or financial condition.

Following the terrorist events of September 11, 2001, due to various factors, higher prices and less favorable terms and conditions have been offered in the reinsurance market. In the future, the Company's reinsurers may continue to seek price increases, although the extent of any such increases cannot currently be predicted. Also, there has been significantly reduced availability of reinsurance covering risks such as terrorist and catastrophic events. Accordingly, substantially all of the Company's coverages of this nature were discontinued during 2002, which would result in the Company retaining a higher portion of losses from such events if they occur. The Company has not been able to replace such coverages on acceptable terms due to present market conditions, and there can be no assurance that the Company will be able to do so in the future. However, under the Terrorism Act, which terminates on December 31, 2007, the federal government will pay 90% and 85% of the Company's covered losses above the annual deductible during 2006 and 2007, respectively, relating to acts of international terrorism from property and casualty products directly written by SNCC. The occurrence of a significant terrorist or catastrophic event could have a material adverse effect on the Company's results of operations, liquidity or financial condition.

THE INSURANCE BUSINESS IS A HEAVILY REGULATED INDUSTRY.

The Company's insurance subsidiaries, like other insurance companies, are highly regulated by state insurance authorities in the states in which they are domiciled and the other states in which they conduct business. Such regulations, among other things, limit the amount of dividends and other payments that can be made by such subsidiaries without prior regulatory approval and impose restrictions on the amount and type of investments such subsidiaries may have. These regulations also affect many other aspects of the Company's insurance

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subsidiaries' businesses, including, for example, RBC requirements, various reserve requirements, the terms, conditions and manner of sale and marketing of insurance products, claims-handling practices and the form and content of required financial statements. These regulations are intended to protect policyholders rather than investors. The ability of the Company's insurance subsidiaries to continue to conduct their businesses is dependent upon the maintenance of their licenses in these various states.

In April 2004, the New York Attorney General (the "NYAG") initiated an investigation into certain insurance broker compensation arrangements and other aspects of dealings between insurance brokers and insurance companies, and, in connection therewith, filed a civil complaint in October 2004 against a major insurance brokerage firm based on certain of such firm's compensation arrangements with insurers and alleged misconduct in connection with the placement of insurance business. Other state regulators subsequently announced the commencement of similar investigations and reviews. The Company has received administrative subpoenas or similar requests for information from the Illinois Division of Insurance, the Missouri Department of Insurance, the NYAG's office, the North Carolina Department of Insurance and the Ohio Department of Insurance in connection with their investigations. Additional regulatory inquiries may be received by the Company's insurance subsidiaries in the future. The Company has fully cooperated with inquiries it has received to date, and it intends to fully cooperate with any future inquiries of this type.

Based on an internal review in 2004 relating to the Company's insurance subsidiaries, the Company had identified certain potential issues concerning past insurance solicitation practices involving SNCC and Marsh & McLennan. The instances that the Company was able to specifically identify in this regard were limited in number and involved modest amounts of premium. The Company reported on these issues to the NYAG's office and to the Missouri Department of Insurance. In 2005, SNCC was the subject of a targeted market conduct examination by the Missouri Department of Insurance relating to these issues, which did not result in any significant adverse findings. The Company will fully cooperate with these and any other regulatory agencies relating to these issues. It is not possible to predict the future impact of this matter on the Company or of the various

-20-

investigations, or any regulatory changes or litigation resulting from such investigations, on the insurance industry or on the Company and its insurance subsidiaries.

From time to time, increased scrutiny has been placed upon the insurance regulatory framework, and a number of state legislatures have considered or enacted legislative measures that alter, and in many cases increase, state authority to regulate insurance companies. In addition to legislative initiatives of this type, the NAIC and insurance regulators are continuously involved in a process of reexamining existing laws and regulations and their application to insurance companies. Furthermore, while the federal government currently does not directly regulate the insurance business, federal legislation and administrative policies (and court interpretations thereof) in a number of areas, such as employee benefits regulation, age, sex and disability-based discrimination, financial services regulation and federal taxation, can significantly affect the insurance business. It is not possible to predict the future impact of changing regulation on the operations of the Company and its insurance subsidiaries.

The Company's insurance subsidiaries can also be required, under solvency or

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guaranty laws of most states in which they do business, to pay assessments to fund policyholder losses or liabilities of insurance companies that become insolvent.

THE FINANCIAL SERVICES INDUSTRY IS HIGHLY COMPETITIVE.

The Company competes with numerous other insurance and financial services companies. Many of these organizations have substantially greater assets, higher ratings from rating agencies, larger and more diversified portfolios of insurance products and larger agency sales operations than the Company. Competition in asset accumulation product markets is also encountered from banks, securities brokerage firms and other financial intermediaries marketing alternative savings products, such as mutual funds, traditional bank investments and retirement funding alternatives.

THE COMPANY MAY BE ADVERSELY IMPACTED BY A DECLINE IN THE RATINGS OF ITS INSURANCE SUBSIDIARIES OR ITS OWN CREDIT RATINGS.

Ratings with respect to claims-paying ability and financial strength have become an increasingly important factor impacting the competitive position of insurance companies. The financial strength ratings of RSLIC as of October 2006 as assigned by A.M. Best, Fitch, Moody's and Standard & Poor's were A (Excellent), A (Strong), A3 (Good) and A (Strong), respectively. The financial strength ratings of SNCC as of October 2006 as assigned by A.M. Best, Fitch and Standard & Poor's were A (Excellent), A (Strong) and A (Strong), respectively. Each of the rating agencies reviews its ratings of companies periodically and there can be no assurance that the current ratings of the Company's insurance subsidiaries will be maintained or improved in the future. Claims-paying and financial strength ratings are based upon factors relevant to policyholders and are not directed toward protection of investors. Downgrades in the ratings of the Company's insurance subsidiaries could adversely affect sales of their products and could have a material adverse effect on the results of the Company's operations. In addition, downgrades in the Company's credit ratings could materially adversely affect its ability to access the capital markets. The Company's senior unsecured debt ratings as of October 2006 from A.M. Best, Fitch, Moody's and Standard & Poor's were bbb, BBB, Baa3 and BBB, respectively. The ratings for RSLIC's fixed and floating rate funding agreements as of October 2006 from A.M. Best, Moody's and Standard & Poor's were a, A3 and A, respectively.

ALMOST HALF OF THE VOTING POWER OF DELPHI IS CONTROLLED BY ROBERT ROSENKRANZ, WHOSE INTERESTS MAY DIFFER FROM THOSE OF OTHER SECURITYHOLDERS.

Each share of Delphi's Class A Common Stock entitles the holder to one vote and each share of Delphi's Class B Common Stock entitles the holder to a number of votes per share equal to the lesser of (1) the number of votes such that the aggregate of all outstanding shares of Class B Common Stock will be entitled to cast 49.9% of all of the votes represented by the aggregate of all outstanding shares of Class A Common Stock and Class B Common Stock or (2) ten votes. Each share of Class B Common Stock is convertible at any time into one share of Class A Common Stock. The holders of the Class A Common Stock vote as a separate class to elect one director of Delphi. As of November 1, 2006, Mr. Robert Rosenkranz, our Chairman and Chief Executive Officer, by means of beneficial ownership of the general partner of Rosenkranz & Company and direct or beneficial ownership, had the power to vote all of the outstanding shares of Class B Common Stock, which as of such date represented 49.9% of the aggregate voting power of the Common Stock. Holders of a majority of the combined voting power of Delphi's stockholders have the power to elect all of the members of its Board of Directors (other than the director elected by the holders of Class A Common Stock) and to determine the outcome of fundamental corporate transactions, including mergers and acquisitions, consolidations and sales of all or substantially all of its assets. We are a party to consulting and other

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agreements with certain affiliates of Mr. Rosenkranz under which various fees are paid to such affiliates, and which are expected to continue in accordance with their terms.

-21-

### ITEM 6. EXHIBITS

- 11.1 Computation of Results per Share of Common Stock (incorporated by reference to Note E to the Consolidated Financial Statements included elsewhere herein)
- 31.1 Certification by the Chairman of the Board and Chief Executive Officer of Periodic Report Pursuant to Rule 13a-14(a) or 15d-14(a)
- 31.2 Certification by the Vice President and Treasurer of Periodic Report Pursuant to Rule 13a-14(a) or 15d-14(a)
- 32.1 Certification of Periodic Report Pursuant to 18 U.S.C. Section 1350 as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

### SIGNATURES

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

DELPHI FINANCIAL GROUP, INC.  
(Registrant)

/s/ ROBERT ROSENKRANZ

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Robert Rosenkranz  
Chairman of the Board and Chief  
Executive Officer  
(Principal Executive Officer)

/s/ THOMAS W. BURGHART

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Thomas W. Burghart  
Vice President and Treasurer  
(Principal Accounting and Financial  
Officer)

Date: November 8, 2006

-22-