HARTFORD FINANCIAL SERVICES GROUP INC/DE
Form 8-K
January 11, 2006

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**UNITED STATES**
**SECURITIES AND EXCHANGE COMMISSION**
**Washington, DC 20549**
**FORM 8-K**
**CURRENT REPORT**
**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): January 10, 2006

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

(Exact name of registrant as specified in its charter)

| Delaware | 001-13958 | 13-3317783 |
|---|---|---|
| (State or other jurisdiction of Incorporation) | (Commission File Number) | (IRS Employer Identification No.) |

| The Hartford Financial Services Group, Inc.<br>Hartford Plaza<br>Hartford, Connecticut | 06115-1900 |
|---|---|
| (Address of principal executive offices) | (Zip Code) |

Registrant s telephone number, including area code: (860) 547-5000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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Item 2.02. Results of Operations and Financial Condition.
SIGNATURE

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Item 2.02. Results of Operations and Financial Condition.

This Current Report on Form 8-K is filed on behalf of The Hartford Financial Services Group, Inc. ( The Hartford or the Company ) to provide supplemental financial disclosure relating to the fiscal years ended December 31, 2004 and 2003; and the nine month period ended September 30, 2005.

The Hartford intends to change its reporting segments effective for the quarter ending December 31, 2005. The segment change is in accordance with the provisions of Statement of Financial Accounting Standard No. 131, and reflects the manner in which the Company is currently organized for purposes of making operating decisions and assessing performance.

The new segments and their component products are as follows:

**Life**

Retail Products Group: This segment will include the Company s individual annuities, retail mutual funds, 529 college savings plans, Canadian and offshore investment products. The Company intends to continue to prepare a separate income statement in its financial supplement for the individual annuity line of business.

Retirement Plans: This segment will include the Company s retirement plan products and services to corporations and municipalities under Section 401(k), 403(b) and 457 plans.

Institutional Solutions Group: This segment will include institutional liability products, including structured settlements and institutional annuities (including terminal funding cases), as well as variable private placement life insurance owned by corporations and high net worth individuals.

The Individual Life and Group Benefits segments remain unchanged from their definitions as of September 30, 2005.

International: This segment, which primarily has operations located in Japan, Brazil, Ireland and the UK, provides investments, retirement savings and other insurance products to individuals and groups outside the United States and Canada. The Company intends to prepare a separate income statement in its financial supplement for the Japanese operations.

Life includes in an Other category its leveraged corporate owned life insurance product line of business; corporate items not directly allocated to any of its reportable operating segments; net realized capital gains and losses on sales generated from movements in interest rates, less amortization of those gains or losses back to the reportable segments; net realized capital gains and losses generated from credit related events, less a credit risk fee charged to the reportable segments; net realized capital gains and losses from non-qualifying derivative strategies (including embedded derivatives) other than the net

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periodic coupon settlements on credit derivatives and the net periodic coupon settlements on the cross currency swap used to economically hedge currency and interest rate risk generated from sales of the Company s yen based fixed annuity, which are allocated to the reportable segments; the mark-to-market adjustment for the equity securities held for trading reported in net investment income and the related change in interest credited reported as a component of benefits, claims and claim adjustment expenses since these items are not considered by the Company s chief operating decision maker in evaluating the International results of operations; and intersegment eliminations.

**Property & Casualty**

Property & Casualty is organized into four reportable operating segments: The underwriting segments of Business Insurance, Personal Lines, Specialty Commercial (collectively Ongoing Operations ) and the Other Operations segment. The component products of each segment remain unchanged from September 30, 2005.

The profitability of the Business Insurance, Personal Lines and Specialty Commercial segments will continue to be evaluated primarily based on underwriting results. The Company will now allocate income and expense items not directly attributed to the underwriting segments, such as net investment income, net realized gains and losses, other expenses and income taxes, to Ongoing Operations and Other Operations, respectively. The profitability of Ongoing Operations and the Other Operations segment will now be evaluated based on net income.

Additionally, effective for the quarter ended December 31, 2005, the Company changed its method for calculating workers compensation premium to be consistent with the method followed for the rest of the Company s property & casualty business. This change had no effect on earned premium. For all periods presented, written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept. Previously, written premiums for most workers compensation policies were calculated based on the period the premiums were billed.

**Corporate**

Corporate remains unchanged from its definition as of September 30, 2005.

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As provided in General Instruction B.2 of Form 8-K, the information and exhibit contained in this Form 8-K shall not be deemed to be filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall they be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

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**JANUARY 10, 2006**

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**BASIS OF PRESENTATION**

## DEFINITIONS AND PRESENTATION

All amounts are in millions, except for per share and ratio information unless otherwise stated.

Life is organized into six reportable operating segments: Retail Products Group, Retirement Plans, Institutional Solutions Group, Individual Life, Group Benefits and International. Life also includes in an Other category net realized capital gains and losses other than net periodic settlements on credit derivatives (reflected in each applicable segment) and net periodic settlements on the Japan fixed annuity cross-currency swap (reflected in the International segment); corporate items not directly allocated to any of its reportable operating segments; and intersegment eliminations.

Property & Casualty includes Ongoing Operations and Other Operations. Ongoing Operations includes the underwriting results of the Business Insurance, Personal Lines and Specialty Commercial segments. Other Operations includes the underwriting results of certain property and casualty insurance operations that have discontinued writing new business and substantially all of the Company s asbestos and environmental exposures. The profitability of the Business Insurance, Personal Lines and Specialty Commercial segments are evaluated primarily based on underwriting results. The Company allocates income and expense items not directly attributed to the underwriting segments, such as net investment income, net realized capital gains and losses, other expenses and income taxes, to Ongoing Operations and Other Operations, respectively. The profitability of Ongoing Operations and the Other Operations segment is evaluated based on net income.

Corporate primarily includes all of the Company s debt financing and related interest expense, as well as certain capital raising and certain purchase accounting adjustment activities.

Certain operating and statistical measures have been incorporated herein to provide supplemental data that indicate trends in The Hartford s current business. These measures include sales, net flows and account value.

The Hartford, along with others in the property and casualty insurance industry, uses underwriting ratios as measures of performance. The loss and loss adjustment expense ratio is the ratio of claims and claim adjustment expenses to earned premiums. The expense ratio is the ratio of underwriting expenses (amortization of deferred policy acquisition costs, as well as other underwriting expenses) to earned premiums. The policyholder dividend ratio is the ratio of policyholder dividends to earned premiums. The combined ratio is the sum of the loss and loss adjustment expense ratio, the expense ratio and the policyholder dividend ratio. These ratios are relative measurements that describe the related cost of losses and expenses for every $100 of earned premiums. A combined ratio below 100 demonstrates underwriting profit; a combined ratio above 100 demonstrates underwriting losses. The catastrophe ratio (a component of the loss ratio) represents the ratio of catastrophe losses to earned premiums.

Assets under management is an internal performance measure used by the Company because a significant portion of the Company s revenues are based upon asset values. These revenues increase or decrease with a rise or fall, correspondingly, in the level of assets under management.

NM Not meaningful means increases or decreases greater than or equal to 200%, or changes from a net gain to a net loss position, or vice versa.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**BASIS OF PRESENTATION (CONTINUED)**

**DISCUSSION OF NON-GAAP AND OTHER FINANCIAL MEASURES**

The Hartford uses non-GAAP and other financial measures in this supplemental financial disclosure to assist investors in analyzing the Company s operating performance for the periods presented herein. Because The Hartford s calculation of these measures may differ from similar measures used by other companies, investors should be careful when comparing The Hartford s non-GAAP and other financial measures to those of other companies.

The Hartford uses the non-GAAP financial measure core earnings as an important measure of the Company s operating performance. Core earnings excludes the cumulative effect of accounting changes and excludes all realized capital gains and losses, except for certain gains and losses such as net periodic settlements on credit derivatives and net periodic settlements on the Japan fixed annuity cross-currency swap. The Company believes core earnings provides investors with a valuable measure of the performance of the Company s ongoing businesses. Net income is the most directly comparable GAAP measure. A reconciliation of net income to core earnings for the periods presented herein is set forth on pages C-1a and C-1b. Core earnings per share is calculated based on a non-GAAP financial measure. Net income per share is the most directly comparable GAAP measure.

The Hartford uses the non-GAAP financial measure core earnings, before tax related items, 2003 asbestos reserve addition, Bancorp litigation and severance charges, to further enhance investor understanding of the Company s ongoing businesses by eliminating the effects of the 2003 asbestos reserve addition, which relates solely to legacy businesses, and the effects of tax related items (amounts related to tax benefits from prior tax years), Bancorp litigation and severance charges because these items either are non-recurring or are highly variable from period to period. Net income is the most directly comparable GAAP measure. A reconciliation of net income (loss) to core earnings, before tax related items, 2003 asbestos reserve addition, Bancorp litigation and severance charges, for the periods presented herein is set forth at pages C-1a and C-1b. Core earnings, before tax related items, 2003 asbestos reserve addition, Bancorp litigation and severance charges, per share is calculated based on a non-GAAP financial measure. Net income per share is the most directly comparable GAAP measure.

Written premiums is a statutory accounting financial measure used by The Hartford as an important indicator of the operating performance of the Company s property-casualty operations. Because written premiums represents the amount of premium charged for policies issued during a fiscal period, The Hartford believes it is useful to investors because it reflects current trends in The Hartford s sale of property-casualty insurance products. Earned premiums, the most directly comparable GAAP measure, represents all premiums that are recognized as revenues during a fiscal period. The difference between written premiums and earned premiums is attributable to the change in unearned premium reserves.

The Company changed its method for calculating workers compensation written premium to be consistent with the method followed for the rest of the Company s property & casualty business. This change had no effect on earned premium. For all periods presented, written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept. Previously, written premiums for most workers compensation policies were calculated based on the period the premiums were billed.

The profitability of the Business Insurance, Personal Lines and Specialty Commercial underwriting segments are evaluated by The Hartford s management primarily based upon underwriting results. Underwriting results is a before-tax measure that represents earned premiums less incurred claims, claim adjustment expenses and underwriting expenses. Underwriting results are influenced significantly by earned premium growth and the adequacy of The Hartford s pricing. Underwriting profitability over time is also greatly influenced by The

Hartford s underwriting discipline, which seeks to manage exposure to loss through favorable risk selection and diversification, its management of claims, its use of reinsurance and its ability to manage its expense ratio, which it accomplishes through economies of scale and its management of acquisition costs and other underwriting expenses.

A catastrophe is a severe loss, resulting from natural and manmade events, including risks such as fire, earthquake, windstorm, explosion, terrorism or other similar events. Each catastrophe has unique characteristics. Catastrophes are not predictable as to timing or loss amount in advance, and therefore their effects are not included in earnings or claims and claim adjustment reserves prior to occurrence. The Hartford believes that a discussion of the effect of catastrophes is meaningful for investors to understand the variability of periodic earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**OPERATING RESULTS BY SEGMENT**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | June 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **LIFE** | | | | | | |
| Retail Products Group | | | | | | |
| Individual Annuity | $ 136 | $ 141 | $ 158 | $ 352 | $ 435 | 24% |
| Other Retail [1] | 12 | (14) | 14 | 25 | 12 | (52%) |
| Total Retail Products Group | 148 | 127 | 172 | 377 | 447 | 19% |
| Retirement Plans | 17 | 17 | 20 | 49 | 54 | 10% |
| Institutional Solutions Group | 21 | 21 | 24 | 50 | 66 | 32% |
| Individual Life | 39 | 39 | 45 | 116 | 123 | 6% |
| Group Benefits | 59 | 64 | 68 | 164 | 191 | 16% |
| International | 14 | 21 | 28 | 37 | 63 | 70% |
| Other [2] | (61) | (9) | 7 | 215 | (63) | NM |
| **Total Life core earnings** | **$ 237** | **$ 280** | **$ 364** | **$1,008** | **$ 881** | **(13%)** |
| Less: Tax related items [3] | | | | 190 | | (100%) |
| Total Life core earnings, before tax related items | $ 237 | $ 280 | $ 364 | $ 818 | $ 881 | 8% |
| **PROPERTY & CASUALTY** | | | | | | |
| **Ongoing Operations** | | | | | | |
| Ongoing Operations Underwriting Results | | | | | | |
| Business Insurance | $ 118 | $ 141 | $ 125 | $ 297 | $ 384 | 29% |
| Personal Lines | 127 | 188 | 71 | 44 | 386 | NM |
| Specialty Commercial | 40 | 5 | (143) | (139) | (98) | 29% |
| Total Ongoing Operations underwriting results | 285 | 334 | 53 | 202 | 672 | NM |
| Net servicing income | 13 | 15 | 12 | 40 | 40 | |
| Net investment income | 260 | 258 | 279 | 650 | 797 | 23% |
| Periodic net coupon settlements on non-qualifying derivatives, before-tax | | | | 8 | | (100%) |
| Other expenses | (59) | (37) | (50) | (162) | (146) | 10% |
| Income tax expense | (149) | (178) | (77) | (165) | (404) | (145%) |
| | **$ 350** | **$ 392** | **$ 217** | **$ 573** | **$ 959** | **67%** |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Ongoing Operations core earnings** | | | | | | |
| Less: Tax related items [3] | | | | 26 | | (100%) |
| Ongoing Operations core earnings, before tax related items | $ 350 | $ 392 | $ 217 | $ 547 | $ 959 | 75% |
| **Other Operations** | | | | | | |
| **Other Operations core earnings** | **$ 36** | **$ (23)** | **$ 15** | **$ (75)** | **$ 28** | **NM** |
| **Total Property & Casualty core earnings** | **$ 386** | **$ 369** | **$ 232** | **$ 498** | **$ 987** | **98%** |
| Total Property & Casualty core earnings, before tax related items | $ 386 | $ 369 | $ 232 | $ 472 | $ 987 | 109% |
| **CORPORATE** | | | | | | |
| **Total Corporate core earnings** | **$ (41)** | **$ (43)** | **$ (40)** | **$ (131)** | **$ (124)** | **5%** |
| **CONSOLIDATED** | | | | | | |
| Core earnings, before tax related items | $ 582 | $ 606 | $ 556 | $1,159 | $1,744 | 50% |
| Add: Tax related items [3] | | | | 216 | | (100%) |
| **Core earnings** | **$ 582** | **$ 606** | **$ 556** | **$1,375** | **$1,744** | **27%** |
| Add: Net realized capital gains (losses), after-tax [4] | 84 | (4) | (17) | 143 | 63 | (56%) |
| Add: Cumulative effect of accounting change, after-tax | | | | (23) | | 100% |
| **Net income** | **$ 666** | **$ 602** | **$ 539** | **$1,495** | **$1,807** | **21%** |
| **PER SHARE DATA** | | | | | | |
| Diluted earnings per share | | | | | | |
| Core earnings before tax related items | $ 1.93 | $ 1.99 | $ 1.81 | $ 3.91 | $ 5.73 | 47% |
| **Core earnings** | **$ 1.93** | **$ 1.99** | **$ 1.81** | **$ 4.64** | **$ 5.73** | **23%** |
| **Net income** | **$ 2.21** | **$ 1.98** | **$ 1.76** | **$ 5.04** | **$ 5.94** | **18%** |

[1] Included in the three months ended June 30, 2005 and the nine months ended

September 30, 2005 is an expense of $24, after-tax, which is an estimate of the termination value of a provision of an agreement with a distribution partner of the Company s retail mutual funds.

[2] Included in the three months ended March 31, 2005 and the nine months ended September 30, 2005 is a charge of $66 to reserve for investigations related to market timing by the SEC and New York Attorney General s Office and directed brokerage by the SEC.

[3] For the nine months ended September 30, 2004, Life includes $190 and Property and Casualty includes $26 of tax benefit related to prior tax years.

[4] Includes those net realized capital gains not included in core

earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**OPERATING RESULTS BY SEGMENT**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | DECEMBER 31, 2004 | Change |
| **LIFE** | | | | | | | |
| Retail Products Group | | | | | | | |
| Individual Annuity | $ 112 | $ 113 | $ 127 | $ 134 | $ 392 | $ 486 | 24% |
| Other Retail | 10 | 8 | 7 | 11 | 20 | 36 | 80% |
| Total Retail Products Group | 122 | 121 | 134 | 145 | 412 | 522 | 27% |
| Retirement Plans | 14 | 18 | 17 | 18 | 42 | 67 | 60% |
| Institutional Solutions Group | 17 | 14 | 19 | 18 | 32 | 68 | 113% |
| Individual Life | 34 | 37 | 45 | 40 | 145 | 156 | 8% |
| Group Benefits | 46 | 49 | 69 | 65 | 148 | 229 | 55% |
| International | 10 | 11 | 16 | 6 | 13 | 43 | NM |
| Other | 12 | 7 | 196 | 16 | 43 | 231 | NM |
| **Total Life core earnings** | **$ 255** | **$ 257** | **$ 496** | **$ 308** | **$ 835** | **$1,316** | **58%** |
| Less: Tax related items [1] | | | 190 | | 30 | 190 | NM |
| Less: Bancorp litigation | | | | | (40) | | 100% |
| Total Life core earnings, before tax related items and Bancorp litigation | $ 255 | $ 257 | $ 306 | $ 308 | $ 845 | $1,126 | 33% |
| **PROPERTY & CASUALTY** | | | | | | | |
| **Ongoing Operations** | | | | | | | |
| Ongoing Operations Underwriting Results | | | | | | | |
| Business Insurance | $ 225 | $ 97 | $ (25) | $ 63 | $ 158 | $ 360 | 128% |
| Personal Lines | 106 | 75 | (137) | 94 | 130 | 138 | 6% |
| Specialty Commercial | (110) | 29 | (58) | 86 | 10 | (53) | NM |
| Total Ongoing Operations underwriting results | 221 | 201 | (220) | 243 | 298 | 445 | 49% |
| Net servicing and other income | 9 | 21 | 10 | 2 | 8 | 42 | NM |
| Net investment income | 215 | 207 | 228 | 253 | 836 | 903 | 8% |
| | 4 | 3 | 1 | 1 | 18 | 9 | (50%) |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Periodic net coupon settlements on non-qualifying derivatives, before-tax | | | | | | | |
| Other expenses | (61) | (51) | (50) | (36) | (260) | (198) | 24% |
| Income tax (expense) benefit | (113) | (110) | 58 | (139) | (203) | (304) | (50%) |
| **Ongoing Operations core earnings** | **$ 275** | **$ 271** | **$ 27** | **$ 324** | **$ 697** | **$ 897** | **29%** |
| Less: Tax related items [1] | | | 26 | | | 26 | |
| Less: Severance charges | | | | | (27) | | 100% |
| Ongoing Operations core earnings, before tax related items and severance charges | $ 275 | $ 271 | $ 1 | $ 324 | $ 724 | $ 871 | 20% |
| **Other Operations** | | | | | | | |
| **Other Operations core earnings** | **$ 22** | **$ (83)** | **$ (14)** | **$ 7** | **$(1,595)** | **$ (68)** | **96%** |
| Less: 2003 asbestos reserve addition | | | | | (1,701) | | 100% |
| Other Operations core earnings, before 2003 asbestos reserve addition | $ 22 | $ (83) | $ (14) | $ 7 | $ 106 | $ (68) | NM |
| **Total Property & Casualty core earnings** | **$ 297** | **$ 188** | **$ 13** | **$ 331** | **$ (898)** | **$ 829** | **NM** |
| Total Property & Casualty core earnings before tax related items, 2003 asbestos reserve addition and severance charges | $ 297 | $ 188 | $ (13) | $ 331 | $ 830 | $ 803 | (3%) |
| **CORPORATE** | | | | | | | |
| **Total Corporate core earnings** | **$ (52)** | **$ (38)** | **$ (41)** | **$ (42)** | **$ (191)** | **$ (173)** | **9%** |
| **CONSOLIDATED** | | | | | | | |
| Core earnings before tax related items, 2003 asbestos reserve addition, Bancorp litigation and severance | $ 500 | $ 407 | $ 252 | $ 597 | $ 1,484 | $1,756 | 18% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| charges | | | | | | | |
| Add: Tax related items [1] | | | 216 | | 30 | 216 | NM |
| Add: 2003 asbestos reserve addition | | | | | (1,701) | | 100% |
| Add: Bancorp litigation | | | | | (40) | | 100% |
| Add: Severance charges | | | | | (27) | | 100% |
| **Core earnings** | **$ 500** | **$ 407** | **$ 468** | **$ 597** | **$ (254)** | **$1,972** | **NM** |
| Add: Net realized capital gains, after-tax [2] | 91 | 26 | 26 | 23 | 163 | 166 | 2% |
| Add: Cumulative effect of accounting change, after-tax | (23) | | | | | (23) | |
| **Net income (loss)** | **$ 568** | **$ 433** | **$ 494** | **$ 620** | **$ (91)** | **$2,115** | **NM** |
| | | | | | | | |
| **PER SHARE DATA** | | | | | | | |
| Diluted earnings per share [3] | | | | | | | |
| Core earnings before tax related items, 2003 asbestos reserve addition, Bancorp litigation and severance charges [4] | $ 1.70 | $ 1.37 | $ 0.85 | $ 2.00 | $ 5.41 | $ 5.91 | 9% |
| **Core earnings** | **$ 1.70** | **$ 1.37** | **$ 1.57** | **$ 2.00** | **$ (0.93)** | **$ 6.64** | **NM** |
| **Net income (loss)** | **$ 1.93** | **$ 1.46** | **$ 1.66** | **$ 2.08** | **$ (0.33)** | **$ 7.12** | **NM** |

[1] For the three months ended September 30, 2004 and the year ended December 31, 2004, Life includes $190 and Property and Casualty includes $26 of tax benefit related to prior tax years. For the year ended December 31, 2003, Life includes $30 of tax benefit related to prior

tax years.

[2] Includes those net realized capital gains not included in core earnings.

[3] As a result of the antidilutive impact from the net loss for the year ended December 31, 2003, The Hartford is required by generally accepted accounting principles to use basic weighted average shares in the calculation of diluted earnings per share for the year ended December 31, 2003. In the absence of the net loss, 274.2 weighted average common shares outstanding and dilutive potential common shares would have been used in the calculation for the year ended December 31, 2003.

[4] Calculated using weighted average common shares outstanding and

dilutive potential common shares of 274.2 for the year ended December 31, 2003.

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**LIFE**

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**FINANCIAL HIGHLIGHTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **REVENUES** | | | | | | |
| Retail Products Group | | | | | | |
| Individual Annuity | $ 672 | $ 680 | $ 681 | $1,961 | $ 2,033 | 4% |
| Other Retail | 118 | 118 | 128 | 302 | 364 | 21% |
| Total Retail Products Group | 790 | 798 | 809 | 2,263 | 2,397 | 6% |
| Retirement Plans | 113 | 117 | 118 | 321 | 348 | 8% |
| Institutional Solutions Group | 299 | 340 | 358 | 907 | 997 | 10% |
| Individual Life | 261 | 259 | 277 | 772 | 797 | 3% |
| Group Benefits | 1,046 | 1,048 | 1,049 | 3,012 | 3,143 | 4% |
| International | 104 | 111 | 141 | 180 | 356 | 98% |
| Other | 143 | 49 | 53 | 369 | 245 | (34%) |
| **Total revenues before net investment income on equity securities held for trading** | **2,756** | **2,722** | **2,805** | **7,824** | **8,283** | **6%** |
| Net investment income on equity securities held for trading [1] | 221 | 303 | 1,500 | 383 | 2,024 | NM |
| **Total revenues** | **$2,977** | **$3,025** | **$4,305** | **$8,207** | **$10,307** | **26%** |
| **CORE EARNINGS BY SEGMENT** | | | | | | |
| Retail Products Group | | | | | | |
| Individual Annuity | $ 136 | $ 141 | $ 158 | $ 352 | $ 435 | 24% |
| Other Retail [2] | 12 | (14) | 14 | 25 | 12 | (52%) |
| Total Retail Products Group | 148 | 127 | 172 | 377 | 447 | 19% |
| Retirement Plans | 17 | 17 | 20 | 49 | 54 | 10% |
| Institutional Solutions Group | 21 | 21 | 24 | 50 | 66 | 32% |
| Individual Life | 39 | 39 | 45 | 116 | 123 | 6% |
| Group Benefits | 59 | 64 | 68 | 164 | 191 | 16% |
| International | 14 | 21 | 28 | 37 | 63 | 70% |

| | | | | | | |
|---|---|---|---|---|---|---|
| Other [3], [4] | (61) | (9) | 7 | 215 | (63) | NM |
| **Core earnings** | **237** | **280** | **364** | **1,008** | **881** | **(13%)** |
| Cumulative effect of accounting change, net of tax | | | | (23) | | 100% |
| Net realized gains (losses), net of tax, included in net income of | | | | | | |
| Other | 54 | (4) | (18) | 77 | 32 | (58%) |
| **Net Income** | **$ 291** | **$ 276** | **$ 346** | **$1,062** | **$ 913** | **(14%)** |

[1] These revenues will fluctuate principally due to the investment income and the mark-to-market adjustment of the trading investment portfolio supporting the variable annuities business in the international operations, principally in Japan.

[2] Included in the nine months ended September 30, 2005 is an expense of $24, after-tax, which is an estimate of the termination value of a provision of an agreement with a distribution partner of the Company s retail mutual funds.

[3] Included in the three months ended March 31, 2005 and the nine months ended September 30, 2005 is a charge of $66 to reserve for investigations related to market timing by the SEC and New York Attorney General and directed brokerage by the SEC.

[4] Included in the nine months ended September 30, 2004 is a tax benefit of $190, which primarily relates to the favorable tax treatment of certain tax items.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**FINANCIAL HIGHLIGHTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | DECEMBER 31, 2004 | Change |
| **REVENUES** | | | | | | | |
| Retail Products Group | | | | | | | |
| Individual Annuity [1] | $ 626 | $ 629 | $ 706 | $ 666 | $1,753 | $ 2,627 | 50% |
| Other Retail | 103 | 99 | 100 | 105 | 310 | 407 | 31% |
| Total Retail Products Group | 729 | 728 | 806 | 771 | 2,063 | 3,034 | 47% |
| Retirement Plans | 102 | 109 | 110 | 113 | 381 | 434 | 14% |
| Institutional Solutions Group | 307 | 292 | 308 | 384 | 1,522 | 1,291 | (15%) |
| Individual Life | 255 | 253 | 264 | 280 | 987 | 1,052 | 7% |
| Group Benefits [2] | 1,003 | 1,001 | 1,008 | 1,015 | 2,624 | 4,027 | 53% |
| International | 49 | 57 | 74 | 70 | 90 | 250 | 178% |
| Other | 157 | 105 | 107 | 108 | 400 | 477 | 19% |
| **Total revenues before net investment income on equity securities held for trading** | **2,602** | **2,545** | **2,677** | **2,741** | **8,067** | **10,565** | **31%** |
| Net investment income (loss) on equity securities held for trading [3] | 456 | 101 | (174) | 416 | | 799 | |
| **Total revenues** | **$3,058** | **$2,646** | **$2,503** | **$3,157** | **$8,067** | **$11,364** | **41%** |
| **CORE EARNINGS BY SEGMENT** | | | | | | | |
| Retail Products Group | | | | | | | |
| Individual Annuity | $ 112 | $ 113 | $ 127 | $ 134 | $ 392 | $ 486 | 24% |
| Other Retail | 10 | 8 | 7 | 11 | 20 | 36 | 80% |
| Total Retail Products Group | 122 | 121 | 134 | 145 | 412 | 522 | 27% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Retirement Plans | 14 | 18 | 17 | 18 | 42 | 67 | 60% |
| Institutional Solutions Group [4] | 17 | 14 | 19 | 18 | 32 | 68 | 113% |
| Individual Life | 34 | 37 | 45 | 40 | 145 | 156 | 8% |
| Group Benefits | 46 | 49 | 69 | 65 | 148 | 229 | 55% |
| International | 10 | 11 | 16 | 6 | 13 | 43 | NM |
| Other | 12 | 7 | 196 | 16 | 43 | 231 | NM |
| **Core earnings [5]** | **255** | **257** | **496** | **308** | **835** | **1,316** | **58%** |
| Cumulative effect of accounting change, net of tax | (23) | | | | | (23) | |
| Net realized gains (losses), net of tax, included in net income of Other | 49 | 12 | 16 | 12 | 10 | 89 | NM |
| **Net Income** | **$ 281** | **$ 269** | **$ 512** | **$ 320** | **$ 845** | **$ 1,382** | **64%** |

[1] With the adoption of SOP 03-1, in the first quarter of 2004 certain annuity products were required to be accounted for in the general account.

[2] Beginning in the first quarter of 2004, Group Benefits revenues includes revenues associated with a newly acquired business.

[3] These revenues will fluctuate principally due to the investment income and the mark-to-market adjustment of

the trading investment portfolio supporting the variable annuities business in the international operations, principally in Japan.

[4] Included in the year ended December 31, 2003 is an expense related to the Bancorp litigation dispute of $40, after-tax.

[5] Included in the three months ended September 30, 2004 and the year ended December 31, 2003 is a tax benefit of $190 and $30, respectively, which primarily relates to the favorable tax treatment of certain tax items.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **REVENUES** | | | | | | |
| Earned premiums | $ 999 | $1,047 | $1,045 | $3,023 | $ 3,091 | 2% |
| Fee income | 950 | 960 | 1,026 | 2,527 | 2,936 | 16% |
| Net investment income | | | | | | |
| Securities available-for-sale and other | 729 | 733 | 771 | 2,141 | 2,233 | 4% |
| Equity securities held for trading [1] | 221 | 303 | 1,500 | 383 | 2,024 | NM |
| Total net investment income | 950 | 1,036 | 2,271 | 2,524 | 4,257 | 69% |
| Net realized capital gains (losses) | 78 | (18) | (37) | 133 | 23 | (83%) |
| **Total revenues** | **2,977** | **3,025** | **4,305** | **8,207** | **10,307** | **26%** |
| **BENEFITS AND EXPENSES** | | | | | | |
| Benefits, claims and claim adjustment expenses [1] | 1,739 | 1,756 | 2,926 | 4,733 | 6,421 | 36% |
| Amortization of deferred policy acquisition costs and present value of future profits | 277 | 266 | 310 | 705 | 853 | 21% |
| Insurance operating costs and other expenses | 577 | 639 | 621 | 1,566 | 1,837 | 17% |
| **Total benefits and expenses** | **2,593** | **2,661** | **3,857** | **7,004** | **9,111** | **30%** |
| **NET INCOME** | | | | | | |
| **Income before income taxes** | **384** | **364** | **448** | **1,203** | **1,196** | **(1%)** |
| Income tax expense (benefit) | 93 | 88 | 102 | 118 | 283 | 140% |
| Income before cumulative effect of accounting change, net of tax | 291 | 276 | 346 | 1,085 | 913 | (16%) |

| | | | | | | |
|---|---|---|---|---|---|---|
| Cumulative effect of accounting change, net of tax | | | | (23) | | 100% |
| **Net income** | **291** | **276** | **346** | **1,062** | **913** | **(14%)** |
| Less: Cumulative effect of accounting change, net of tax | | | | (23) | | 100% |
| Less: net realized gains (losses), net of tax, included in net income of Other | 54 | (4) | (18) | 77 | 32 | (58%) |
| **Core earnings** | **237** | **280** | **364** | **1,008** | **881** | **(13%)** |
| Less: Tax related items | | | | 190 | | (100%) |
| **Core earnings, before tax related items** | **$ 237** | **$ 280** | **$ 364** | **$ 818** | **$ 881** | **8%** |

[1] Includes dividend income and mark-to-market effects of trading securities supporting the international variable annuity business, which are classified in net investment income with corresponding amounts credited to policyholders within benefits, claims and claim adjustment expenses.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | DECEMBER 31, 2004 | Change |
| **REVENUES** | | | | | | | |
| Earned premiums | $ 995 | $ 970 | $1,058 | $1,049 | $3,086 | $ 4,072 | 32% |
| Fee income | 825 | 838 | 864 | 937 | 2,760 | 3,464 | 26% |
| Net investment income [1] | | | | | | | |
| Securities available-for-sale and other | 706 | 709 | 726 | 735 | 2,041 | 2,876 | 41% |
| Equity securities held for trading [2] | 456 | 101 | (174) | 416 | | 799 | |
| Total net investment income | 1,162 | 810 | 552 | 1,151 | 2,041 | 3,675 | 80% |
| Other revenues [1] | | | | | 131 | | |
| Net realized capital gains (losses) | 76 | 28 | 29 | 20 | 49 | 153 | NM |
| **Total revenues** | **3,058** | **2,646** | **2,503** | **3,157** | **8,067** | **11,364** | **41%** |
| **BENEFITS AND EXPENSES** | | | | | | | |
| Benefits, claims and claim adjustment expenses [1][2] | 1,877 | 1,531 | 1,325 | 1,897 | 4,616 | 6,630 | 44% |
| Amortization of deferred policy acquisition costs and present value of future profits | 233 | 235 | 237 | 277 | 778 | 982 | 26% |
| Insurance operating costs and other expenses | 527 | 514 | 525 | 579 | 1,607 | 2,145 | 33% |
| **Total benefits and expenses** | **2,637** | **2,280** | **2,087** | **2,753** | **7,001** | **9,757** | **39%** |
| **NET INCOME** | | | | | | | |
| **Income before income taxes** | **421** | **366** | **416** | **404** | **1,066** | **1,607** | **51%** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Income tax expense (benefit) | 117 | 97 | (96) | 84 | 221 | 202 | (9%) |
| Income before cumulative effect of accounting change, net of tax | 304 | 269 | 512 | 320 | 845 | 1,405 | 66% |
| Cumulative effect of accounting change, net of tax | (23) | | | | | (23) | |
| **Net income** | **281** | **269** | **512** | **320** | **845** | **1,382** | **64%** |
| Less: Cumulative effect of accounting change, net of tax | (23) | | | | | (23) | |
| Less: net realized gains (losses), net of tax, included in net income of Other | 49 | 12 | 16 | 12 | 10 | 89 | NM |
| **Core earnings** | **255** | **257** | **496** | **308** | **835** | **1,316** | **58%** |
| Less: Tax related items | | | 190 | | 30 | 190 | NM |
| Less: Bancorp litigation | | | | | (40) | | 100% |
| **Core earnings, before tax related items and Bancorp litigation** | **$ 255** | **$ 257** | **$ 306** | **$ 308** | **$ 845** | **$ 1,126** | **33%** |

[1] With the adoption of SOP 03-1, certain annuity products were required to be accounted for in the general account. This change in accounting results in an increase in and volatility in net investment

income and benefits expense, as well as a decrease in other revenues beginning in the first quarter 2004.

[2] Following adoption of SOP 03-1 on January 1, 2004, net investment income and benefits expense will fluctuate principally due to the investment income and the mark-to-market adjustment of the trading investment portfolio supporting the variable annuities business in the international operations, principally in Japan.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP INDIVIDUAL ANNUITY**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable annuity fees | $ 410 | $ 416 | $ 440 | $1,104 | $1,266 | 15% |
| Mutual fund and other fees | 30 | 32 | 28 | 78 | 90 | 15% |
| **Total fee income** | **440** | **448** | **468** | **1,182** | **1,356** | **15%** |
| Direct premiums | 19 | 28 | 18 | 124 | 65 | (48%) |
| Reinsurance premiums | (34) | (33) | (33) | (106) | (100) | 6% |
| **Total premiums and other considerations** | **425** | **443** | **453** | **1,200** | **1,321** | **10%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 268 | 258 | 250 | 825 | 776 | (6%) |
| Net investment income on assigned capital | 17 | 17 | 17 | 52 | 51 | (2%) |
| Charge for invested capital | (42) | (39) | (40) | (115) | (121) | (5%) |
| **Total net investment income** | **243** | **236** | **227** | **762** | **706** | **(7%)** |
| Net realized capital gains (losses) | 4 | 1 | 1 | (1) | 6 | NM |
| **Total revenues** | **672** | **680** | **681** | **1,961** | **2,033** | **4%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death benefits | 8 | 13 | 6 | 26 | 27 | 4% |
| Other contract benefits | 19 | 20 | 24 | 53 | 63 | 19% |
| Change in reserve | 10 | 13 | 1 | 88 | 24 | (73%) |
| Sales inducements | 9 | 10 | 10 | 19 | 29 | 53% |
| Interest credited on G/A assets | 189 | 180 | 177 | 633 | 546 | (14%) |
| **Total benefits and claims** | **235** | **236** | **218** | **819** | **689** | **(16%)** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 246 | 248 | 232 | 879 | 726 | (17%) |
| Operating expenses | 49 | 53 | 47 | 143 | 149 | 4% |
| Premium taxes and other expenses | 5 | 5 | 4 | 13 | 14 | 8% |
| **Subtotal expenses before deferral** | **300** | **306** | **283** | **1,035** | **889** | **(14%)** |
| Deferred policy acquisition costs | (198) | (198) | (176) | (753) | (572) | 24% |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Total other insurance expense** | **102** | **108** | **107** | **282** | **317** | **12%** |
| Amortization of deferred policy acquisition costs | 168 | 163 | 172 | 436 | 503 | 15% |
| **Total benefits and expenses** | **505** | **507** | **497** | **1,537** | **1,509** | **(2%)** |
| **Income before income tax expense** | **167** | **173** | **184** | **424** | **524** | **24%** |
| Income tax expense | 31 | 32 | 26 | 72 | 89 | 24% |
| **Net Income before cumulative effect of accounting change [1]** | **136** | **141** | **158** | **352** | **435** | **24%** |
| Cumulative effect of accounting change, net of tax | | | | (19) | | 100% |
| **Net income** | **$ 136** | **$ 141** | **$ 158** | **$ 333** | **$ 435** | **31%** |

[1] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP INDIVIDUAL ANNUITY**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable annuity fees | $ 359 | $ 369 | $ 376 | $ 404 | $1,112 | $1,508 | 36% |
| Mutual fund and other fees | 26 | 26 | 26 | 28 | 131 | 106 | (19%) |
| **Total fee income** | **385** | **395** | **402** | **432** | **1,243** | **1,614** | **30%** |
| Net guaranteed separate account income | | | | | 101 | | (100%) |
| Direct premiums | 20 | 17 | 87 | 22 | 96 | 146 | 52% |
| Reinsurance premiums | (34) | (34) | (38) | (36) | (130) | (142) | (9%) |
| **Total premiums and other considerations** | **371** | **378** | **451** | **418** | **1,310** | **1,618** | **24%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | 275 | 273 | 277 | 272 | 501 | 1,097 | 119% |
| Net investment income on assigned capital | 16 | 18 | 18 | 19 | 64 | 71 | 11% |
| Charge for invested capital | (36) | (40) | (39) | (43) | (133) | (158) | (19%) |
| **Total net investment income** | **255** | **251** | **256** | **248** | **432** | **1,010** | **134%** |
| Net realized capital gains (losses) | | | (1) | | 11 | (1) | NM |
| **Total revenues** | **626** | **629** | **706** | **666** | **1,753** | **2,627** | **50%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death benefits | 4 | 8 | 14 | 8 | 51 | 34 | (33%) |
| Other contract benefits | 16 | 18 | 19 | 19 | 73 | 72 | (1%) |
| Change in reserve | 9 | 6 | 73 | 9 | 45 | 97 | 116% |
| Sales inducements | 6 | 6 | 7 | 11 | 66 | 30 | (55%) |
| Interest credited on G/A assets | 211 | 211 | 211 | 208 | 284 | 841 | 196% |
| **Total benefits and claims** | **246** | **249** | **324** | **255** | **519** | **1,074** | **107%** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 325 | 290 | 264 | 248 | 1,087 | 1,127 | 4% |
| Operating expenses | 46 | 47 | 50 | 48 | 190 | 191 | 1% |
| Premium taxes and other expenses | 4 | 5 | 4 | 7 | 17 | 20 | 18% |
| **Subtotal expenses before deferral** | **375** | **342** | **318** | **303** | **1,294** | **1,338** | **3%** |
| Deferred policy acquisition costs | (286) | (249) | (218) | (197) | (965) | (950) | 2% |
| **Total other insurance expense** | **89** | **93** | **100** | **106** | **329** | **388** | **18%** |
| Amortization of deferred policy acquisition costs | 149 | 144 | 143 | 157 | 453 | 593 | 31% |
| **Total benefits and expenses** | **484** | **486** | **567** | **518** | **1,301** | **2,055** | **58%** |
| **Income before income tax expense** | **142** | **143** | **139** | **148** | **452** | **572** | **27%** |
| Income tax expense [1] | 30 | 30 | 12 | 14 | 60 | 86 | 43% |
| **Net Income before cumulative effect of accounting change [2]** | **112** | **113** | **127** | **134** | **392** | **486** | **24%** |
| Cumulative effect of accounting change, net of tax | (19) | | | | | (19) | |
| **Net income** | **$ 93** | **$ 113** | **$ 127** | **$ 134** | **$ 392** | **$ 467** | **19%** |

[1] Included in the year ended December 31, 2003 is a tax benefit of $19, which primarily relates to the favorable tax treatment of certain tax items.

[2] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP OTHER**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable annuity fees | $ 1 | $ 2 | $ 3 | $ 1 | $ 6 | NM |
| Mutual fund and other fees | 116 | 116 | 123 | 302 | 355 | 18% |
| **Total fee income** | **117** | **118** | **126** | **303** | **361** | **19%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 1 | | 2 | | 3 | |
| Net investment income on assigned capital | | | | (1) | | 100% |
| **Total net investment income** | **1** | | **2** | **(1)** | **3** | NM |
| Net realized capital gains (losses) | | | | | | |
| **Total revenues** | **118** | **118** | **128** | **302** | **364** | **21%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| **Total benefits and claims** | | | | | | |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 74 | 74 | 78 | 196 | 226 | 15% |
| Operating expenses | 23 | 23 | 21 | 62 | 67 | 8% |
| Premium taxes and other expenses [1] | 4 | 41 | 7 | 8 | 52 | NM |
| **Subtotal expenses before deferral** | **101** | **138** | **106** | **266** | **345** | **30%** |
| Deferred policy acquisition costs | (14) | (13) | (14) | (42) | (41) | 2% |
| **Total other insurance expense** | **87** | **125** | **92** | **224** | **304** | **36%** |
| Amortization of deferred policy acquisition costs | 13 | 14 | 14 | 40 | 41 | 2% |
| **Total benefits and expenses** | **100** | **139** | **106** | **264** | **345** | **31%** |
| **Income before income tax expense** | **18** | **(21)** | **22** | **38** | **19** | **(50%)** |
| Income tax expense | 6 | (7) | 8 | 13 | 7 | (46%) |
| **Net income [2]** | **$ 12** | **$ (14)** | **$ 14** | **$ 25** | **$ 12** | **(52%)** |

[1] Included in the three months ended June 30, 2005 the Company recorded an expense of $37, pre-tax, which is an estimate of the termination value of a provision of an agreement with a distribution partner of the Company s mutual funds.

[2] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP OTHER**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable annuity fees | $ 1 | $ | $ | $ 1 | $ | $ 2 | |
| Mutual fund and other fees | 102 | 100 | 100 | 101 | 310 | 403 | 30% |
| **Total fee income** | **103** | **100** | **100** | **102** | **310** | **405** | **31%** |
| Direct premiums | | (1) | 1 | 1 | | 1 | |
| **Total premiums and other considerations** | **103** | **99** | **101** | **103** | **310** | **406** | **31%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | | | | 1 | | 1 | |
| Net investment income on assigned capital | | | (1) | 1 | | | |
| **Total net investment income** | | | **(1)** | **2** | | **1** | |
| **Total revenues** | **103** | **99** | **100** | **105** | **310** | **407** | **31%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| **Total benefits and claims** | | | | | | | |
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 69 | 66 | 61 | 66 | 198 | 262 | 32% |
| Operating expenses | 19 | 20 | 23 | 20 | 69 | 82 | 19% |
| Premium taxes and other expenses | 1 | 2 | 5 | 2 | 10 | 10 | |
| **Subtotal expenses before deferral** | **89** | **88** | **89** | **88** | **277** | **354** | **28%** |
| Deferred policy acquisition costs | (15) | (15) | (12) | (13) | (46) | (55) | (20%) |
| **Total other insurance expense** | **74** | **73** | **77** | **75** | **231** | **299** | **29%** |
| Amortization of deferred policy acquisition costs | 13 | 14 | 13 | 13 | 48 | 53 | 10% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Total benefits and expenses** | **87** | **87** | **90** | **88** | **279** | **352** | **26%** |
| **Income before income tax expense** | **16** | **12** | **10** | **17** | **31** | **55** | **77%** |
| Income tax expense | 6 | 4 | 3 | 6 | 11 | 19 | 73% |
| **Net income [1]** | **$ 10** | **$ 8** | **$ 7** | **$ 11** | **$ 20** | **$ 36** | **80%** |

[1] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **Individual Annuity** | | | | | | |
| Broker-dealer | $1,892 | $1,818 | $1,676 | $ 7,880 | $ 5,386 | (32%) |
| Banks | 1,281 | 1,140 | 1,127 | 4,546 | 3,548 | (22%) |
| **Total sales/deposits by distribution** | **3,173** | **2,958** | **2,803** | **12,426** | **8,934** | **(28%)** |
| Variable | 3,103 | 2,886 | 2,748 | 11,860 | 8,737 | (26%) |
| Fixed MVA/other | 70 | 72 | 55 | 566 | 197 | (65%) |
| **Total sales/deposits by product** | **3,173** | **2,958** | **2,803** | **12,426** | **8,934** | **(28%)** |
| **Retail Mutual Funds** | **1,446** | **1,321** | **1,307** | **4,609** | **4,074** | **(12%)** |
| **529 College Savings Plan/Specialty Products/Other** | **118** | **97** | **129** | **265** | **344** | **30%** |
| **Total Retail Products Group** | **$4,737** | **$4,376** | **$4,239** | **$17,300** | **$13,352** | **(23%)** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **Individual Annuity** | | | | | | | |
| Broker-dealer | $3,082 | $2,582 | $2,216 | $1,969 | $11,201 | $ 9,849 | (12%) |
| Banks | 1,619 | 1,602 | 1,325 | 1,300 | 5,279 | 5,846 | 11% |
| **Total sales/deposits by distribution** | **4,701** | **4,184** | **3,541** | **3,269** | **16,480** | **15,695** | **(5%)** |
| Variable | 4,581 | 3,938 | 3,341 | 3,174 | 15,671 | 15,034 | (4%) |
| Fixed MVA/other | 120 | 246 | 200 | 95 | 809 | 661 | (18%) |
| **Total sales/deposits by product** | **4,701** | **4,184** | **3,541** | **3,269** | **16,480** | **15,695** | **(5%)** |
| **Retail Mutual Funds** | **1,942** | **1,409** | **1,258** | **1,255** | **4,771** | **5,864** | **23%** |
| **529 College Savings Plan/Specialty Products/Other** | **100** | **86** | **79** | **105** | **232** | **370** | **59%** |
| **Total Retail Products Group** | **$6,743** | **$5,679** | **$4,878** | **$4,629** | **$21,483** | **$21,929** | **2%** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 |
|---|---|---|---|
| **INDIVIDUAL ANNUITY** | | | |
| General account | $ 18,327 | $ 17,852 | $ 17,324 |
| Non-guaranteed separate account | 90,690 | 92,448 | 96,591 |
| **Total Individual Annuity** | **$109,017** | **$110,300** | **$113,915** |
| **BY PRODUCT** | | | |
| **Individual Annuity** | | | |
| Individual Variable Annuities | | | |
| General account | $ 7,494 | $ 7,415 | $ 7,120 |
| Non-guaranteed separate account | 90,577 | 92,332 | 96,472 |
| Total individual variable annuities | 98,071 | 99,747 | 103,592 |
| Fixed MVA & other individual annuities | 10,946 | 10,553 | 10,323 |
| **Total Individual Annuity** | **109,017** | **110,300** | **113,915** |
| **Specialty Products/Other Segregated Assets** | **216** | **243** | **286** |
| **Mutual Fund Assets** | | | |
| Retail mutual fund assets | 24,949 | 25,958 | 27,522 |
| Specialty Product/Other mutual fund assets | 185 | 218 | 293 |
| 529 College Savings Plan assets | 509 | 553 | 608 |
| **Total Mutual Fund Assets** | **25,643** | **26,729** | **28,423** |
| **Total Retail Products Group Assets Under Management** | **$134,876** | **$137,272** | **$142,624** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | Dec. 31, 2003 | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 |
|---|---|---|---|---|---|
| **INDIVIDUAL ANNUITY** | | | | | |
| General account | $ 9,351 | $ 19,338 | $ 19,302 | $ 19,322 | $ 18,984 |
| Guaranteed separate account | 10,239 | | | | |
| Non-guaranteed separate account | 78,126 | 82,360 | 84,574 | 84,228 | 92,017 |
| **Total Individual Annuity** | **$ 97,716** | **$101,698** | **$103,876** | **$103,550** | **$111,001** |
| **BY PRODUCT** | | | | | |
| **Individual Annuity** | | | | | |
| Individual Variable Annuities | | | | | |
| General account | $ 8,487 | $ 8,137 | $ 8,038 | $ 7,958 | $ 7,715 |
| Non-guaranteed separate account | 78,014 | 82,249 | 84,466 | 84,121 | 91,902 |
| Total individual variable annuities | 86,501 | 90,386 | 92,504 | 92,079 | 99,617 |
| Fixed MVA & other individual annuities | 11,215 | 11,312 | 11,372 | 11,471 | 11,384 |
| **Total Individual Annuity** | **97,716** | **101,698** | **103,876** | **103,550** | **111,001** |
| **Specialty Products/Other Segregated Assets** | **48** | **72** | **103** | **135** | **182** |
| **Mutual Fund Assets** | | | | | |
| Retail mutual fund assets | 20,301 | 21,888 | 22,734 | 22,694 | 25,240 |
| Specialty Product/Other mutual fund assets | 109 | 121 | 127 | 144 | 164 |
| 529 College Savings Plan assets | 259 | 324 | 368 | 398 | 477 |
| **Total Mutual Fund Assets** | **20,669** | **22,333** | **23,229** | **23,236** | **25,881** |
| **Total Retail Products Group Assets Under Management** | **$118,433** | **$124,103** | **$127,208** | **$126,921** | **$137,064** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA OTHER RETAIL ASSET ROLLFORWARD**

| | | | THREE MONTHS ENDED | | |
|---|---|---|---|---|---|
| | | | **March 31, 2005** | **June 30, 2005** | **Sept. 30, 2005** |
| **RETAIL MUTUAL FUNDS** | **Asset Rollforward** | | | | |
| | | **Beginning balance** | **$25,240** | **$24,949** | **$25,958** |
| | Sales/Deposits | | 1,446 | 1,321 | 1,307 |
| | Redemptions | | (1,065) | (999) | (1,234) |
| | Net Sales | | 381 | 322 | 73 |
| | Change in market value | | (652) | 705 | 1,509 |
| | Other [1] | | (20) | (18) | (18) |
| | | **Ending balance** | **$24,949** | **$25,958** | **$27,522** |

[1] Includes front end loads on A share products

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETAIL PRODUCTS GROUP**
**SUPPLEMENTAL DATA OTHER RETAIL ASSET ROLLFORWARD**

| | | THREE MONTHS ENDED | | | |
|---|---|---|---|---|---|
| | | **March 31, 2004** | **June 30, 2004** | **Sept. 30, 2004** | **Dec. 31, 2004** |
| **RETAIL MUTUAL FUNDS** | **Asset Rollforward** | | | | |
| | **Beginning balance** | **$20,301** | **$21,888** | **$22,734** | **$22,694** |
| | Sales/Deposits | 1,942 | 1,409 | 1,258 | 1,255 |
| | Redemptions | (887) | (785) | (819) | (868) |
| | Net Sales | 1,055 | 624 | 439 | 387 |
| | Change in market value | 557 | 245 | (459) | 2,179 |
| | Other [1] | (25) | (23) | (20) | (20) |
| | **Ending balance** | **$21,888** | **$22,734** | **$22,694** | **$25,240** |

[1] Includes front end loads on A share products

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable annuity fees | $ 32 | $ 34 | $ 36 | $ 80 | $ 102 | 28% |
| Mutual fund and other fees | 2 | 3 | 4 | 7 | 9 | 29% |
| **Total fee income** | **34** | **37** | **40** | **87** | **111** | **28%** |
| Direct premiums | 3 | 4 | 1 | 6 | 8 | 33% |
| **Total premiums and other considerations** | **37** | **41** | **41** | **93** | **119** | **28%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 73 | 76 | 75 | 224 | 224 | |
| Net investment income on assigned capital | 3 | 2 | 3 | 8 | 8 | |
| Charge for invested capital | | (1) | | (2) | (1) | 50% |
| **Total net investment income** | **76** | **77** | **78** | **230** | **231** | |
| Net realized capital gains (losses) | | (1) | (1) | (2) | (2) | |
| **Total revenues** | **113** | **117** | **118** | **321** | **348** | **8%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death benefits | | 1 | | 1 | 1 | |
| Other contract benefits | 14 | 13 | 13 | 42 | 40 | (5%) |
| Change in reserve | (5) | (4) | (6) | (18) | (15) | 17% |
| Sales inducements | | | | | | |
| Interest credited on G/A assets | 47 | 49 | 50 | 138 | 146 | 6% |
| **Total benefits and claims** | **56** | **59** | **57** | **163** | **172** | **6%** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 17 | 14 | 15 | 35 | 46 | 31% |
| Operating expenses | 34 | 39 | 40 | 96 | 113 | 18% |

| | | | | | | |
|---|---|---|---|---|---|---|
| Premium taxes and other expenses | | (1) | 1 | (2) | | 100% |
| **Subtotal expenses before deferral** | **51** | **52** | **56** | **129** | **159** | **23%** |
| Deferred policy acquisition costs | (24) | (23) | (24) | (63) | (71) | (13%) |
| **Total other insurance expense** | **27** | **29** | **32** | **66** | **88** | **33%** |
| Amortization of deferred policy acquisition costs | 7 | 5 | 5 | 21 | 17 | (19%) |
| **Total benefits and expenses** | **90** | **93** | **94** | **250** | **277** | **11%** |
| **Income before income tax expense** | **23** | **24** | **24** | **71** | **71** | |
| Income tax expense | 6 | 7 | 4 | 22 | 17 | (23%) |
| **Net Income before cumulative effect of accounting change [1]** | **17** | **17** | **20** | **49** | **54** | **10%** |
| Cumulative effect of accounting change, net of tax | | | | (1) | | 100% |
| **Net income** | **$ 17** | **$ 17** | **$ 20** | **$ 48** | **$ 54** | **13%** |

[1] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable annuity fees | $ 25 | $ 27 | $ 28 | $ 29 | $ 73 | $ 109 | 49% |
| Other Fees | 4 | 1 | 2 | 5 | 10 | 12 | 20% |
| **Total fee income** | **29** | **28** | **30** | **34** | **83** | **121** | **46%** |
| Direct premiums | 1 | 4 | 1 | 4 | 15 | 10 | (33%) |
| **Total premiums and other considerations** | **30** | **32** | **31** | **38** | **98** | **131** | **34%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | 72 | 74 | 78 | 74 | 276 | 298 | 8% |
| Net investment income on assigned capital | 2 | 3 | 3 | 2 | 9 | 10 | 11% |
| Charge for invested capital | (1) | | (1) | | (4) | (2) | 50% |
| **Total net investment income** | **73** | **77** | **80** | **76** | **281** | **306** | **9%** |
| Net realized capital gains (losses) | (1) | | (1) | (1) | 2 | (3) | NM |
| **Total revenues** | **102** | **109** | **110** | **113** | **381** | **434** | **14%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death benefits | | (1) | 2 | (1) | 1 | | (100%) |
| Other contract benefits | 15 | 14 | 13 | 15 | 60 | 57 | (5%) |
| Change in reserve | (7) | (5) | (6) | (5) | (21) | (23) | (10%) |
| Sales inducements | | | | | 2 | | (100%) |
| Interest credited on G/A assets | 45 | 46 | 47 | 48 | 184 | 186 | 1% |
| **Total benefits and claims** | **53** | **54** | **56** | **57** | **226** | **220** | **(3%)** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 12 | 11 | 12 | 12 | 33 | 47 | 42% |
| Operating expenses | 30 | 31 | 35 | 44 | 123 | 140 | 14% |
| Premium taxes and other expenses | 1 | | (3) | 3 | (2) | 1 | NM |
| **Subtotal expenses before deferral** | **43** | **42** | **44** | **59** | **154** | **188** | **22%** |
| Deferred policy acquisition costs | (21) | (20) | (22) | (29) | (75) | (92) | (23%) |
| **Total other insurance expense** | **22** | **22** | **22** | **30** | **79** | **96** | **22%** |
| Amortization of deferred policy acquisition costs | 7 | 7 | 7 | 8 | 18 | 29 | 61% |
| **Total benefits and expenses** | **82** | **83** | **85** | **95** | **323** | **345** | **7%** |
| **Income before income tax expense** | **20** | **26** | **25** | **18** | **58** | **89** | **53%** |
| Income tax expense [1] | 6 | 8 | 8 | | 16 | 22 | 38% |
| **Net Income before cumulative effect of accounting changes [2]** | **14** | **18** | **17** | **18** | **42** | **67** | **60%** |
| Cumulative effect of accounting changes, net of tax | (1) | | | | | (1) | |
| **Net income** | **$ 13** | **$ 18** | **$ 17** | **$ 18** | **$ 42** | **$ 66** | **57%** |

[1] Included in the year ended December 31, 2003 is a tax benefit of $2, which primarily relates to the favorable tax treatment of certain tax items.

[2] Net income before cumulative

effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **401K** | | | | | | |
| Annuity plan/participant rollovers | $ 577 | $ 316 | $ 420 | $1,028 | $1,313 | 28% |
| Annuity ongoing contributions | 317 | 301 | 317 | 684 | 935 | 37% |
| **Total 401K Annuity** | **894** | **617** | **737** | **1,712** | **2,248** | **31%** |
| Mutual funds | 62 | 46 | 54 | 156 | 162 | 4% |
| **Total 401K** | **956** | **663** | **791** | **1,868** | **2,410** | **29%** |
| **Governmental** | | | | | | |
| Annuity plan/participant rollovers | 61 | 25 | 58 | 178 | 144 | (19%) |
| Annuity ongoing contributions | 243 | 234 | 263 | 736 | 740 | 1% |
| **Total Annuity** | **304** | **259** | **321** | **914** | **884** | **(3%)** |
| Mutual funds | 14 | 8 | 41 | 26 | 63 | 142% |
| **Total Governmental** | **318** | **267** | **362** | **940** | **947** | **1%** |
| **Total Retirement Plans** | **$1,274** | **$ 930** | **$ 1,153** | **$2,808** | **$3,357** | **20%** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **401K** | | | | | | | |
| Annuity plan/participant rollovers | $ 416 | $ 287 | $ 325 | $ 305 | $ 905 | $1,333 | 47% |
| Annuity ongoing contributions | 234 | 218 | 232 | 246 | 652 | 930 | 43% |
| **Total 401K Annuity** | **650** | **505** | **557** | **551** | **1,557** | **2,263** | **45%** |
| Mutual funds | 70 | 48 | 38 | 61 | 215 | 217 | 1% |
| **Total 401K** | **720** | **553** | **595** | **612** | **1,772** | **2,480** | **40%** |
| **Governmental** | | | | | | | |
| Annuity plan/participant rollovers | 81 | 69 | 28 | 22 | 452 | 200 | (56%) |
| Annuity ongoing contributions | 276 | 235 | 225 | 177 | 860 | 913 | 6% |
| **Total Annuity** | **357** | **304** | **253** | **199** | **1,312** | **1,113** | **(15%)** |
| Mutual funds | 10 | 8 | 8 | 34 | 33 | 60 | 82% |
| **Total Governmental** | **367** | **312** | **261** | **233** | **1,345** | **1,173** | **(13%)** |
| **Total Retirement Plans** | **$1,087** | **$ 865** | **$ 856** | **$ 845** | **$3,117** | **$3,653** | **17%** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 |
|---|---|---|---|
| **401K** | | | |
| General account | $ 1,171 | $ 1,194 | $ 1,247 |
| Non-guaranteed separate account | 5,893 | 6,344 | 7,056 |
| **Total 401K** | **$ 7,064** | **$ 7,538** | **$ 8,303** |
| **GOVERNMENTAL** | | | |
| General account | $ 4,121 | $ 4,201 | $ 4,284 |
| Non-guaranteed separate account | 5,761 | 5,853 | 5,878 |
| **Total Governmental** | **$ 9,882** | **$10,054** | **$10,162** |
| **TOTAL RETIREMENT** | | | |
| General account | $ 5,292 | $ 5,395 | $ 5,531 |
| Non-guaranteed separate account | 11,654 | 12,197 | 12,934 |
| **Total Retirement Plans account value** | **$16,946** | **$17,592** | **$18,465** |
| **BY PRODUCT** | | | |
| **401K Annuity** | $ 7,064 | $ 7,538 | $ 8,303 |
| **Governmental Annuity** | 9,882 | 10,054 | 10,162 |
| **Total Retirement Plans account value** | **16,946** | **17,592** | **18,465** |
| **Mutual Fund Assets** | | | |
| 401K mutual fund assets | 767 | 808 | 872 |
| Governmental mutual fund assets | 738 | 728 | 147 |
| **Total Mutual Fund Assets** | **1,505** | **1,536** | **1,019** |
| **Total Retirement Plans Assets Under Management** | **$18,451** | **$19,128** | **$19,484** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | Dec. 31, 2003 | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 |
|---|---|---|---|---|---|
| **401K** | | | | | |
| General account | $ 1,024 | $ 1,048 | $ 1,077 | $ 1,132 | $ 1,113 |
| Non-guaranteed separate account | 3,582 | 4,110 | 4,408 | 4,659 | 5,418 |
| **Total 401K** | **$ 4,606** | **$ 5,158** | **$ 5,485** | **$ 5,791** | **$ 6,531** |
| **GOVERNMENTAL** | | | | | |
| General account | $ 3,819 | $ 3,831 | $ 3,907 | $ 3,994 | $ 4,048 |
| Non-guaranteed separate account | 5,146 | 5,412 | 5,538 | 5,443 | 5,914 |
| **Total Governmental** | **$ 8,965** | **$ 9,243** | **$ 9,445** | **$ 9,437** | **$ 9,962** |
| **TOTAL RETIREMENT** | | | | | |
| General account | $ 4,843 | $ 4,879 | $ 4,984 | $ 5,126 | $ 5,161 |
| Non-guaranteed separate account | 8,728 | 9,522 | 9,946 | 10,102 | 11,332 |
| **Total Retirement Plans account value** | **$13,571** | **$14,401** | **$14,930** | **$15,228** | **$16,493** |
| **BY PRODUCT** | | | | | |
| **401K Annuity** | $ 4,606 | $ 5,158 | $ 5,485 | $ 5,791 | $ 6,531 |
| **Governmental Annuity** | 8,965 | 9,243 | 9,445 | 9,437 | 9,962 |
| **Total Retirement Plans account value** | **13,571** | **14,401** | **14,930** | **15,228** | **16,493** |
| **Mutual Fund Assets** | | | | | |
| 401K mutual fund assets | 585 | 644 | 668 | 662 | 755 |
| Governmental mutual fund assets | 770 | 762 | 764 | 731 | 756 |
| **Total Mutual Fund Assets** | **1,355** | **1,406** | **1,432** | **1,393** | **1,511** |

| | | | | | |
|---|---|---|---|---|---|
| **Total Retirement Plans Assets Under Management** | **$14,926** | **$15,807** | **$16,362** | **$16,621** | **$18,004** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA ACCOUNT VALUE ROLLFORWARD [1]**

| | | THREE MONTHS ENDED | | |
|---|---|---|---|---|
| | | **March 31, 2005** | **June 30, 2005** | **Sept. 30, 2005** |
| **401K (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | |
| | **Beginning balance** | **$6,531** | **$ 7,064** | **$ 7,538** |
| | Sales/Deposits | 894 | 617 | 737 |
| | Surrenders | (253) | (271) | (268) |
| | Death benefits/annuity payouts | (5) | (4) | (6) |
| | Net Flows | 636 | 342 | 463 |
| | Change in market value/change in reserve/interest credited | (103) | 132 | 302 |
| | **Ending balance** | **$7,064** | **$ 7,538** | **$ 8,303** |
| **GOVERNMENTAL (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | |
| | **Beginning balance** | **$9,962** | **$ 9,882** | **$10,054** |
| | Sales/Deposits | 304 | 259 | 321 |
| | Surrenders | (250) | (234) | (570) |
| | Death benefits/annuity payouts | (13) | (18) | (14) |
| | Net Flows | 41 | 7 | (263) |
| | Change in market value/change in reserve/interest credited | (121) | 165 | 371 |
| | **Ending balance** | **$9,882** | **$10,054** | **$10,162** |

[1] Account value includes policyholder balances for investment contracts and reserves for future policy benefits for insurance contracts.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**RETIREMENT PLANS**
**SUPPLEMENTAL DATA ACCOUNT VALUE ROLLFORWARD [1]**

| | | THREE MONTHS ENDED | | | |
|---|---|---|---|---|---|
| | | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 |
| **401K (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | | |
| | **Beginning balance** | **$4,606** | **$5,158** | **$5,485** | **$5,791** |
| | Sales/Deposits | 650 | 505 | 557 | 551 |
| | Surrenders | (201) | (196) | (206) | (238) |
| | Death benefits/annuity payouts | (3) | (4) | (4) | (5) |
| | Net Flows | 446 | 305 | 347 | 308 |
| | Change in market value/change in reserve/interest credited | 106 | 22 | (41) | 432 |
| | **Ending balance** | **$5,158** | **$5,485** | **$5,791** | **$6,531** |
| **GOVERNMENTAL (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | | |
| | **Beginning balance** | **$8,965** | **$9,243** | **$9,445** | **$9,437** |
| | Sales/Deposits | 357 | 304 | 253 | 199 |
| | Surrenders | (239) | (185) | (169) | (233) |
| | Death benefits/annuity payouts | (14) | (13) | (14) | (16) |
| | Net Flows | 104 | 106 | 70 | (50) |
| | Change in market value/change in reserve/interest credited | 174 | 96 | (78) | 575 |
| | **Ending balance** | **$9,243** | **$9,445** | **$9,437** | **$9,962** |

[1] Account value includes policyholder balances for investment contracts and reserves for future policy benefits for insurance contracts.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable annuity fees | $ 14 | $ 13 | $ 15 | $ 40 | $ 42 | 5% |
| Cost of insurance charges | 21 | 13 | 6 | 67 | 40 | (40%) |
| Mutual fund and other fees | 2 | 7 | 5 | 10 | 14 | 40% |
| **Total fee income** | **37** | **33** | **26** | **117** | **96** | **(18%)** |
| Direct premiums | 82 | 115 | 126 | 299 | 323 | 8% |
| **Total premiums and other considerations** | **119** | **148** | **152** | **416** | **419** | **1%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 176 | 187 | 203 | 471 | 566 | 20% |
| Net investment income on assigned capital | 5 | 5 | 5 | 14 | 15 | 7% |
| Charge for invested capital | | 1 | (1) | 4 | | (100%) |
| **Total net investment income** | **181** | **193** | **207** | **489** | **581** | **19%** |
| Net realized capital gains (losses) | (1) | (1) | (1) | 2 | (3) | NM |
| **Total revenues** | **299** | **340** | **358** | **907** | **997** | **10%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death benefits | 23 | 13 | 5 | 69 | 41 | (41%) |
| Other contract benefits | 73 | 71 | 75 | 210 | 219 | 4% |
| Change in reserve | 75 | 112 | 121 | 283 | 308 | 9% |
| Interest credited on G/A assets | 83 | 91 | 99 | 219 | 273 | 25% |
| **Total benefits and claims** | **254** | **287** | **300** | **781** | **841** | **8%** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 8 | 10 | 12 | 21 | 30 | 43% |
| Operating expenses | 14 | 14 | 16 | 42 | 44 | 5% |
| | 2 | 5 | 4 | 10 | 11 | 10% |

| | | | | | | |
|---|---|---|---|---|---|---|
| Premium taxes and other expenses | | | | | | |
| **Subtotal expenses before deferral** | **24** | **29** | **32** | **73** | **85** | **16%** |
| Deferred policy acquisition costs | (14) | (12) | (17) | (35) | (43) | (23%) |
| **Total other insurance expense** | **10** | **17** | **15** | **38** | **42** | **11%** |
| Amortization of deferred policy acquisition costs | 6 | 8 | 9 | 19 | 23 | 21% |
| **Total benefits and expenses** | **270** | **312** | **324** | **838** | **906** | **8%** |
| **Income before income tax expense** | **29** | **28** | **34** | **69** | **91** | **32%** |
| Income tax expense | 8 | 7 | 10 | 19 | 25 | 32% |
| **Net income [1]** | **$ 21** | **$ 21** | **$ 24** | **$ 50** | **$ 66** | **32%** |

[1] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | DECEMBER 31, 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable annuity fees | $ 15 | $ 12 | $ 13 | $ 14 | $ 55 | $ 54 | (2%) |
| Cost of insurance charges | 21 | 23 | 23 | 24 | 84 | 91 | 8% |
| Mutual fund and other fees | 3 | 2 | 5 | 6 | 6 | 16 | 167% |
| **Total fee income** | **39** | **37** | **41** | **44** | **145** | **161** | **11%** |
| Net guaranteed separate account income | | | | | 9 | | (100%) |
| Direct premiums | 108 | 92 | 99 | 164 | 783 | 463 | (41%) |
| **Total premiums and other considerations** | **147** | **129** | **140** | **208** | **937** | **624** | **(33%)** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | 152 | 158 | 161 | 169 | 555 | 640 | 15% |
| Net investment income on assigned capital | 5 | 4 | 5 | 5 | 19 | 19 | |
| Charge for invested capital | 2 | 1 | 1 | 1 | 7 | 5 | (29%) |
| **Total net investment income** | **159** | **163** | **167** | **175** | **581** | **664** | **14%** |
| Net realized capital gains (losses) | 1 | | 1 | 1 | 4 | 3 | (25%) |
| **Total revenues** | **307** | **292** | **308** | **384** | **1,522** | **1,291** | **(15%)** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death benefits | 21 | 24 | 24 | 23 | 86 | 92 | 7% |
| Other contract benefits | 68 | 68 | 74 | 69 | 231 | 279 | 21% |
| Change in reserve | 104 | 90 | 89 | 162 | 774 | 445 | (43%) |
| Interest credited on G/A assets | 71 | 73 | 75 | 81 | 253 | 300 | 19% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Total benefits and claims** | **264** | **255** | **262** | **335** | **1,344** | **1,116** | **(17%)** |
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 7 | 8 | 6 | 11 | 34 | 32 | (6%) |
| Operating expenses | 15 | 13 | 14 | 15 | 54 | 57 | 6% |
| Premium taxes and other expenses | 3 | 2 | 5 | 5 | 65 | 15 | (77%) |
| **Subtotal expenses before deferral** | **25** | **23** | **25** | **31** | **153** | **104** | **(32%)** |
| Deferred policy acquisition costs | (12) | (12) | (11) | (14) | (44) | (49) | (11%) |
| **Total other insurance expense** | **13** | **11** | **14** | **17** | **109** | **55** | **(50%)** |
| Amortization of deferred policy acquisition costs | 7 | 6 | 6 | 7 | 28 | 26 | (7%) |
| **Total benefits and expenses** | **284** | **272** | **282** | **359** | **1,481** | **1,197** | **(19%)** |
| **Income before income tax expense** | **23** | **20** | **26** | **25** | **41** | **94** | **129%** |
| Income tax expense | 6 | 6 | 7 | 7 | 9 | 26 | 189% |
| **Net income [1]** | **$ 17** | **$ 14** | **$ 19** | **$ 18** | **$ 32** | **$ 68** | **113%** |

[1] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **Institutional** | | | | | | |
| Structured settlements | $ 138 | $ 163 | $ 187 | $ 539 | $ 488 | (9%) |
| Institutional annuities | 16 | 6 | 9 | 40 | 31 | (23%) |
| GIC/Funding agreements/registered notes | 907 | 338 | 1,099 | 883 | 2,344 | 165% |
| Other | | 204 | 7 | 324 | 211 | (35%) |
| **Subtotal** | **1,061** | **711** | **1,302** | **1,786** | **3,074** | **72%** |
| Mutual funds | 190 | 307 | 134 | 216 | 631 | 192% |
| **Total Institutional** | **1,251** | **1,018** | **1,436** | **2,002** | **3,705** | **85%** |
| **Private Placement Life Insurance** | | | | | | |
| Corporate owned | 65 | 169 | 241 | 424 | 475 | 12% |
| High net worth | 44 | 11 | 4 | 69 | 59 | (14%) |
| **Total Private Placement Life Insurance** | **109** | **180** | **245** | **493** | **534** | **8%** |
| **Total Institutional Solutions Group** | **$1,360** | **$1,198** | **$1,681** | **$2,495** | **$4,239** | **70%** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA SALES/DEPOSITS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | DECEMBER 31, 2004 | Change |
| **Institutional** | | | | | | | |
| Structured settlements | $203 | $ 180 | $156 | $ 172 | $ 609 | $ 711 | 17% |
| Institutional annuities | 7 | 11 | 22 | 78 | 430 | 118 | (73%) |
| GIC/Funding agreements/registered notes | 18 | 319 | 546 | 613 | 1,581 | 1,496 | (5%) |
| Other | 4 | 316 | 4 | 6 | 324 | 330 | 2% |
| **Subtotal** | **232** | **826** | **728** | **869** | **2,944** | **2,655** | **(10%)** |
| Mutual funds | 96 | 38 | 82 | 62 | 339 | 278 | (18%) |
| **Total Institutional** | **328** | **864** | **810** | **931** | **3,283** | **2,933** | **(11%)** |
| **Private Placement Life Insurance** | | | | | | | |
| Corporate owned | 162 | 131 | 131 | 257 | 185 | 681 | NM |
| High net worth | 48 | 16 | 5 | 8 | 127 | 77 | (39%) |
| **Total Private Placement Life Insurance** | **210** | **147** | **136** | **265** | **312** | **758** | **143%** |
| **Total Institutional Solutions Group** | **$538** | **$1,011** | **$946** | **$1,196** | **$3,595** | **$3,691** | **3%** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 |
|---|---|---|---|
| **INSTITUTIONAL** | | | |
| General account | $12,319 | $12,590 | $13,680 |
| Guaranteed separate account | 353 | 373 | 358 |
| Non-guaranteed separate account | 2,825 | 3,113 | 3,136 |
| **Total Institutional** | **$15,497** | **$16,076** | **$17,174** |
| **PRIVATE PLACEMENT LIFE INSURANCE** | | | |
| General account | $ 10 | $ 10 | $ 10 |
| Non-guaranteed separate account | 22,631 | 23,047 | 23,528 |
| **Total Private Placement Life Insurance** | **$22,641** | **$23,057** | **$23,538** |
| **TOTAL INSTITUTIONAL SOLUTIONS GROUP** | | | |
| General account | $12,329 | $12,600 | $13,690 |
| Guaranteed separate account | 353 | 373 | 358 |
| Non-guaranteed separate account | 25,456 | 26,160 | 26,664 |
| **Total Institutional Solutions Group account value** | **$38,138** | **$39,133** | **$40,712** |
| **BY PRODUCT** | | | |
| **Institutional** | | | |
| Structured settlements | $ 4,145 | $ 4,307 | $ 4,492 |
| Institutional annuities | 2,488 | 2,504 | 2,491 |
| GIC/Funding agreements/registered notes | 6,139 | 6,254 | 7,163 |
| Other | 2,725 | 3,011 | 3,028 |
| **Total Institutional** | **15,497** | **16,076** | **17,174** |
| Private Placement Life Insurance | 22,641 | 23,057 | 23,538 |
| **Total Institutional Solutions Group account value** | **38,138** | **39,133** | **40,712** |
| Institutional Mutual Fund Assets | **815** | **1,146** | **1,324** |
| | **$38,953** | **$40,279** | **$42,036** |

**Total Institutional Solutions Group Assets Under Management**

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA ASSETS UNDER MANAGEMENT**

| | Dec. 31, 2003 | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 |
|---|---|---|---|---|---|
| **INSTITUTIONAL** | | | | | |
| General account | $ 9,912 | $10,135 | $10,318 | $10,919 | $11,337 |
| Guaranteed separate account | 343 | 357 | 335 | 352 | 355 |
| Non-guaranteed separate account | 2,405 | 2,449 | 2,724 | 2,740 | 2,907 |
| **Total Institutional** | **$12,660** | **$12,941** | **$13,377** | **$14,011** | **$14,599** |
| **PRIVATE PLACEMENT LIFE INSURANCE** | | | | | |
| General account | $ 17 | $ 18 | $ 19 | $ 19 | $ 14 |
| Non-guaranteed separate account | 20,975 | 21,287 | 21,573 | 21,870 | 22,484 |
| **Total Private Placement Life Insurance** | **$20,992** | **$21,305** | **$21,592** | **$21,889** | **$22,498** |
| **TOTAL INSTITUTIONAL SOLUTIONS GROUP** | | | | | |
| General account | $ 9,929 | $10,153 | $10,337 | $10,938 | $11,351 |
| Guaranteed separate account | 343 | 357 | 335 | 352 | 355 |
| Non-guaranteed separate account | 23,380 | 23,736 | 24,297 | 24,610 | 25,391 |
| **Total Institutional Solutions Group account value** | **$33,652** | **$34,246** | **$34,969** | **$35,900** | **$37,097** |
| **BY PRODUCT** | | | | | |
| **Institutional** | | | | | |
| Structured settlements | $ 3,285 | $ 3,492 | $ 3,673 | $ 3,828 | $ 4,006 |
| Institutional annuities | 2,395 | 2,418 | 2,397 | 2,418 | 2,492 |
| GIC/Funding agreements/registered notes | 4,677 | 4,686 | 4,690 | 5,129 | 5,297 |
| Other | 2,303 | 2,345 | 2,617 | 2,636 | 2,804 |
| **Total Institutional** | **12,660** | **12,941** | **13,377** | **14,011** | **14,599** |
| Private Placement Life Insurance | 20,992 | 21,305 | 21,592 | 21,889 | 22,498 |
| **Total Institutional Solutions Group account value** | **33,652** | **34,246** | **34,969** | **35,900** | **37,097** |

| | | | | | |
|---|---|---|---|---|---|
| Institutional Mutual Fund Assets | **438** | **484** | **508** | **569** | **676** |
| **Total Institutional Solutions Group Assets Under Management** | **$34,090** | **$34,730** | **$35,477** | **$36,469** | **$37,773** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA ACCOUNT VALUE AND ASSET ROLLFORWARD [1]**

| | | THREE MONTHS ENDED | | |
|---|---|---|---|---|
| | | **March 31, 2005** | **June 30, 2005** | **Sept. 30, 2005** |
| **INSTITUTIONAL (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | |
| | **Beginning balance** | **$14,599** | **$15,497** | **$16,076** |
| | Sales/Deposits | 1,061 | 711 | 1,302 |
| | Surrenders | (155) | (323) | (296) |
| | Death benefits/annuity payouts | (114) | (118) | (119) |
| | Net Flows | 792 | 270 | 887 |
| | Change in market value/change in reserve/interest credited | 106 | 309 | 211 |
| | **Ending balance** | **$15,497** | **$16,076** | **$17,174** |
| **PRIVATE PLACEMENT LIFE INSURANCE** | **Account Value Rollforward** | | | |
| | **Beginning balance** | **$22,498** | **$22,641** | **$23,057** |
| | Sales/Deposits | 109 | 180 | 245 |
| | Surrenders | (48) | (2) | (16) |
| | Death benefits/annuity payouts | (10) | (9) | (17) |
| | Net Flows | 51 | 169 | 212 |
| | Change in market value/change in reserve/interest credited | 144 | 301 | 311 |
| | Other [2] | (52) | (54) | (42) |
| | **Ending balance** | **$22,641** | **$23,057** | **$23,538** |

[1] Account value includes policyholder balances for investment contracts and reserves for

future policy benefits for insurance contracts.

[2] Primarily consists of cost of insurance and M&E charges.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INSTITUTIONAL SOLUTIONS GROUP**
**SUPPLEMENTAL DATA ACCOUNT VALUE AND ASSET ROLLFORWARD [1]**

| | | THREE MONTHS ENDED | | | |
|---|---|---|---|---|---|
| | | **March 31, 2004** | **June 30, 2004** | **Sept. 30, 2004** | **Dec. 31, 2004** |
| **INSTITUTIONAL (EXCLUDING ALL MUTUAL FUNDS)** | **Account Value Rollforward** | | | | |
| | **Beginning balance** | **$12,660** | **$12,941** | **$13,377** | **$14,011** |
| | Sales/Deposits | 232 | 826 | 728 | 869 |
| | Surrenders | (88) | (402) | (197) | (537) |
| | Death benefits/annuity payouts | (99) | (101) | (104) | (103) |
| | Net Flows | 45 | 323 | 427 | 229 |
| | Change in market value/change in reserve/interest credited | 236 | 113 | 207 | 359 |
| | **Ending balance** | **$12,941** | **$13,377** | **$14,011** | **$14,599** |
| **PRIVATE PLACEMENT LIFE INSURANCE** | **Account Value Rollforward** | | | | |
| | **Beginning balance** | **$20,992** | **$21,305** | **$21,592** | **$21,889** |
| | Sales/Deposits | 210 | 147 | 136 | 265 |
| | Surrenders | (13) | (5) | (3) | (26) |
| | Death benefits/annuity payouts | (13) | (7) | (18) | (15) |
| | Net Flows | 184 | 135 | 115 | 224 |
| | Change in market value/change in reserve/interest credited | 199 | 230 | 228 | 410 |
| | Other [2] | (70) | (78) | (46) | (25) |
| | **Ending balance** | **$21,305** | **$21,592** | **$21,889** | **$22,498** |

[1] Account value includes policyholder balances for investment

contracts and reserves for future policy benefits for insurance contracts.

[2] Primarily consists of cost of insurance and M&E charges.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INDIVIDUAL LIFE**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable life fees | $ 14 | $ 15 | $ 15 | $ 38 | $ 44 | 16% |
| Cost of insurance charges | 114 | 116 | 118 | 333 | 348 | 5% |
| Other fees | 67 | 60 | 74 | 186 | 201 | 8% |
| **Total fee income** | **195** | **191** | **207** | **557** | **593** | **6%** |
| Direct premiums | 19 | 19 | 21 | 51 | 59 | 16% |
| Reinsurance premiums | (27) | (26) | (29) | (67) | (82) | (22%) |
| **Net premiums** | **(8)** | **(7)** | **(8)** | **(16)** | **(23)** | **(44%)** |
| **Total premiums and other considerations** | **187** | **184** | **199** | **541** | **570** | **5%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 80 | 81 | 83 | 247 | 244 | (1%) |
| Net investment income on assigned capital | 3 | 3 | 3 | 10 | 9 | (10%) |
| Charge for invested capital | (9) | (9) | (9) | (29) | (27) | 7% |
| **Total net investment income** | **74** | **75** | **77** | **228** | **226** | **(1%)** |
| Net realized capital gains (losses) | | | 1 | 3 | 1 | (67%) |
| **Total revenues** | **261** | **259** | **277** | **772** | **797** | **3%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death benefits | 66 | 63 | 54 | 188 | 183 | (3%) |
| Other contract benefits | 4 | 6 | 5 | 16 | 15 | (6%) |
| Change in reserve | (5) | (4) | (4) | (3) | (13) | NM |
| Interest credited on G/A assets | 55 | 55 | 57 | 159 | 167 | 5% |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Total benefits and claims** | **120** | **120** | **112** | **360** | **352** | **(2%)** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 52 | 47 | 58 | 137 | 157 | 15% |
| Operating expenses | 52 | 56 | 57 | 150 | 165 | 10% |
| Dividends to policyholders | 1 | | 1 | 2 | 2 | |
| Premium taxes and other expenses | 9 | 10 | 8 | 25 | 27 | 8% |
| **Subtotal expenses before deferral** | **114** | **113** | **124** | **314** | **351** | **12%** |
| Deferred policy acquisition costs | (74) | (71) | (81) | (194) | (226) | (16%) |
| **Total other insurance expense** | **40** | **42** | **43** | **120** | **125** | **4%** |
| Amortization of deferred policy acquisition costs and present value of future profits | 44 | 40 | 58 | 123 | 142 | 15% |
| **Total benefits and expenses** | **204** | **202** | **213** | **603** | **619** | **3%** |
| **Income before income tax expense** | **57** | **57** | **64** | **169** | **178** | **5%** |
| Income tax expense | 18 | 18 | 19 | 53 | 55 | 4% |
| **Net Income before cumulative effect of accounting changes [1]** | **39** | **39** | **45** | **116** | **123** | **6%** |
| Cumulative effect of accounting change, net of tax | | | | (1) | | 100% |
| **Net income** | **$ 39** | **$ 39** | **$ 45** | **$ 115** | **$ 123** | **7%** |

[1] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INDIVIDUAL LIFE**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | DECEMBER 31, 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable life fees | $ 12 | $ 13 | $ 13 | $ 15 | $ 44 | $ 53 | 20% |
| Cost of insurance charges | 110 | 110 | 113 | 113 | 431 | 446 | 3% |
| Other fees | 64 | 58 | 64 | 82 | 264 | 268 | 2% |
| **Total fee income** | **186** | **181** | **190** | **210** | **739** | **767** | **4%** |
| Net guaranteed separate account income | | | | | 8 | | (100%) |
| Direct premiums | 17 | 17 | 17 | 20 | 61 | 71 | 16% |
| Reinsurance premiums | (22) | (22) | (23) | (25) | (81) | (92) | (14%) |
| **Net premiums** | **(5)** | **(5)** | **(6)** | **(5)** | **(20)** | **(21)** | **(5%)** |
| **Total premiums and other considerations** | **181** | **176** | **184** | **205** | **727** | **746** | **3%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | 81 | 82 | 84 | 82 | 289 | 329 | 14% |
| Net investment income on assigned capital | 3 | 4 | 3 | 3 | 15 | 13 | (13%) |
| Charge for invested capital | (10) | (10) | (9) | (10) | (41) | (39) | 5% |
| **Total net investment income** | **74** | **76** | **78** | **75** | **263** | **303** | **15%** |
| Net realized capital gains (losses) | | 1 | 2 | | (3) | 3 | NM |
| **Total revenues** | **255** | **253** | **264** | **280** | **987** | **1,052** | **7%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death benefits | 67 | 61 | 60 | 57 | 224 | 245 | 9% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Other contract benefits | 5 | 6 | 5 | 6 | 23 | 22 | (4%) |
| Change in reserve | | | (3) | | (3) | (3) | |
| Interest credited on G/A assets | 53 | 53 | 53 | 57 | 192 | 216 | 13% |
| **Total benefits and claims** | **125** | **120** | **115** | **120** | **436** | **480** | **10%** |
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 44 | 46 | 47 | 63 | 168 | 200 | 19% |
| Operating expenses | 48 | 50 | 52 | 62 | 193 | 212 | 10% |
| Dividends to policyholders | 1 | | 1 | | 3 | 2 | (33%) |
| Premium taxes and other expenses | 8 | 9 | 8 | 8 | 30 | 33 | 10% |
| **Subtotal expenses before deferral** | **101** | **105** | **108** | **133** | **394** | **447** | **13%** |
| Deferred policy acquisition costs | (61) | (66) | (67) | (89) | (233) | (283) | (21%) |
| **Total other insurance expense** | **40** | **39** | **41** | **44** | **161** | **164** | **2%** |
| Amortization of deferred policy acquisition costs and present value of future profits | 39 | 41 | 43 | 58 | 181 | 181 | |
| **Total benefits and expenses** | **204** | **200** | **199** | **222** | **778** | **825** | **6%** |
| **Income before income tax expense** | **51** | **53** | **65** | **58** | **209** | **227** | **9%** |
| Income tax expense [1] | 17 | 16 | 20 | 18 | 64 | 71 | 11% |
| **Net Income before cumulative effect of accounting changes [2]** | **34** | **37** | **45** | **40** | **145** | **156** | **8%** |
| Cumulative effect of accounting change, net of tax | (1) | | | | | (1) | |
| **Net income** | **$ 33** | **$ 37** | **$ 45** | **$ 40** | **$ 145** | **$ 155** | **7%** |

[1] Included in the year ended

December 31, 2003 is a tax benefit of $2, which primarily relates to the favorable tax treatment of certain tax items.

[2] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**GROUP BENEFITS**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| ASO fees | $ 11 | $ 7 | $ 9 | $ 26 | $ 27 | 4% |
| Other fees | | 1 | | 2 | 1 | (50%) |
| **Total fee income** | **11** | **8** | **9** | **28** | **28** | |
| Direct premiums | 824 | 848 | 853 | 2,192 | 2,525 | 15% |
| Reinsurance premiums | 113 | 92 | 88 | 515 | 293 | (43%) |
| **Total premiums and other considerations** | **948** | **948** | **950** | **2,735** | **2,846** | **4%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 86 | 87 | 87 | 237 | 260 | 10% |
| Net investment income on assigned capital | 12 | 13 | 12 | 38 | 37 | (3%) |
| **Total net investment income** | **98** | **100** | **99** | **275** | **297** | **8%** |
| Net realized capital gains (losses) | | | | 2 | | (100%) |
| **Total revenues** | **1,046** | **1,048** | **1,049** | **3,012** | **3,143** | **4%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death benefits | 239 | 238 | 227 | 708 | 704 | (1%) |
| Other contract benefits | 414 | 416 | 423 | 1,177 | 1,253 | 6% |
| Change in reserve | 69 | 42 | 38 | 160 | 149 | (7%) |
| **Total benefits and claims** | **722** | **696** | **688** | **2,045** | **2,106** | **3%** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 119 | 122 | 128 | 369 | 369 | |
| Operating expenses | 114 | 129 | 129 | 334 | 372 | 11% |
| | 16 | 18 | 15 | 52 | 49 | (6%) |

| | | | | | | |
|---|---|---|---|---|---|---|
| Premium taxes and other expenses | | | | | | |
| **Subtotal expenses before deferral** | **249** | **269** | **272** | **755** | **790** | **5%** |
| Deferred policy acquisition costs | (12) | (12) | (14) | (29) | (38) | (31%) |
| **Total other insurance expense** | **237** | **257** | **258** | **726** | **752** | **4%** |
| Amortization of deferred policy acquisition costs | 7 | 7 | 8 | 18 | 22 | 22% |
| **Total benefits and expenses** | **966** | **960** | **954** | **2,789** | **2,880** | **3%** |
| **Income before income tax expense** | **80** | **88** | **95** | **223** | **263** | **18%** |
| Income tax expense | 21 | 24 | 27 | 59 | 72 | 22% |
| **Net income [1]** | **$ 59** | **$ 64** | **$ 68** | **$ 164** | **$ 191** | **16%** |

[1] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**GROUP BENEFITS**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | DECEMBER 31, 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| ASO fees | $ 9 | $ 8 | $ 9 | $ 9 | $ 19 | $ 35 | 84% |
| Other fees | 1 | 1 | | | 1 | 2 | 100% |
| **Total fee income** | **10** | **9** | **9** | **9** | **20** | **37** | **85%** |
| Direct premiums | 726 | 720 | 746 | 745 | 2,298 | 2,937 | 28% |
| Reinsurance premiums | 179 | 177 | 159 | 163 | 44 | 678 | NM |
| **Total premiums and other considerations** | **915** | **906** | **914** | **917** | **2,362** | **3,652** | **55%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | 77 | 79 | 81 | 85 | 223 | 322 | 44% |
| Net investment income on assigned capital | 12 | 13 | 13 | 13 | 39 | 51 | 31% |
| **Total net investment income** | **89** | **92** | **94** | **98** | **262** | **373** | **42%** |
| Net realized capital gains (losses) | (1) | 3 | | | | 2 | |
| **Total revenues** | **1,003** | **1,001** | **1,008** | **1,015** | **2,624** | **4,027** | **53%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death benefits | 259 | 232 | 217 | 211 | 664 | 919 | 38% |
| Other contract benefits | 387 | 396 | 394 | 397 | 1,025 | 1,574 | 54% |
| Change in reserve | 38 | 62 | 60 | 50 | 173 | 210 | 21% |
| **Total benefits and claims** | **684** | **690** | **671** | **658** | **1,862** | **2,703** | **45%** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 129 | 123 | 117 | 132 | 234 | 501 | 114% |
| Operating expenses | 113 | 109 | 112 | 129 | 297 | 463 | 56% |
| Premium taxes and other expenses | 19 | 17 | 16 | 17 | 45 | 69 | 53% |
| **Subtotal expenses before deferral** | **261** | **249** | **245** | **278** | **576** | **1,033** | **79%** |
| Deferred policy acquisition costs | (9) | (9) | (11) | (15) | (23) | (44) | (91%) |
| **Total other insurance expense** | **252** | **240** | **234** | **263** | **553** | **989** | **79%** |
| Amortization of deferred policy acquisition costs | 5 | 6 | 7 | 5 | 18 | 23 | 28% |
| **Total benefits and expenses** | **941** | **936** | **912** | **926** | **2,433** | **3,715** | **53%** |
| **Income before income tax expense** | **62** | **65** | **96** | **89** | **191** | **312** | **63%** |
| Income tax expense | 16 | 16 | 27 | 24 | 43 | 83 | 93% |
| **Net income [1]** | **$ 46** | **$ 49** | **$ 69** | **$ 65** | **$ 148** | **$ 229** | **55%** |

[1] Net income is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP**
**LIFE**
**INTERNATIONAL**
**HIGHLIGHTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **CORE EARNINGS** | | | | | | |
| Japan operations | $ 17 | $ 26 | $ 33 | $ 31 | $ 76 | 145% |
| Other international operations | (3) | (5) | (5) | 6 | (13) | NM |
| **Core earnings** | **14** | **21** | **28** | **37** | **63** | 70% |
| Cumulative effect of accounting change, net of tax | | | | (4) | | (100%) |
| **Net income** | **$ 14** | **$ 21** | **$ 28** | **$ 33** | **$ 63** | **91%** |
| **JAPAN SALES Dollars** | | | | | | |
| **Individual Annuity** | | | | | | |
| Variable | $ 3,072 | $ 2,494 | $ 2,809 | $ 5,321 | $ 8,375 | 57% |
| Fixed MVA | 688 | 222 | 158 | 9 | 1,068 | NM |
| **Total sales by product** | $ **3,760** | $ **2,716** | $ **2,967** | $ **5,330** | $ **9,443** | **77%** |
| **JAPAN SALES Yen** | | | | | | |
| **Individual Annuity** | | | | | | |
| Variable | ¥ 321,911 | ¥ 267,333 | ¥ 312,311 | ¥578,936 | ¥ 901,555 | 56% |
| Fixed MVA | 72,017 | 23,795 | 17,619 | 1,005 | 113,431 | NM |
| **Total sales by product** | ¥ **393,928** | ¥ **291,128** | ¥ **329,930** | ¥**579,941** | ¥**1,014,986** | **75%** |
| **NET FLOWS Dollars** | | | | | | |
| **Individual Annuity** | | | | | | |
| Variable | $ 2,892 | $ 2,365 | $ 2,558 | $ 4,910 | $ 7,815 | 59% |
| Fixed MVA | 651 | 203 | 146 | 9 | 1,000 | NM |
| **Total net flows by product** | $ **3,543** | $ **2,568** | $ **2,704** | $ **4,919** | $ **8,815** | **79%** |
| **NET FLOWS Yen** | | | | | | |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Individual Annuity** | | | | | | |
| Variable | ¥ 302,976 | ¥ 253,416 | ¥ 284,656 | ¥534,436 | ¥ 841,048 | 57% |
| Fixed MVA | 68,072 | 21,811 | 16,198 | 954 | 106,081 | NM |
| **Total net flows by product** | ¥ **371,048** | ¥ **275,227** | ¥ **300,854** | ¥**535,390** | ¥ **947,129** | **77%** |
| **JAPAN AUM Dollars** | | | | | | |
| **Individual Annuity** | | | | | | |
| Variable | $ 16,495 | $ 18,440 | $ 21,892 | | | |
| Fixed MVA | 1,120 | 1,286 | 1,407 | | | |
| **Total AUM by product** | $ **17,615** | $ **19,726** | $ **23,299** | | | |
| **JAPAN AUM Yen** | | | | | | |
| **Individual Annuity** | | | | | | |
| Variable | ¥1,767,250 | ¥2,042,998 | ¥2,481,209 | | | |
| Fixed MVA | 120,011 | 142,472 | 159,391 | | | |
| **Total AUM by product** | ¥**1,887,261** | ¥**2,185,470** | ¥**2,640,600** | | | |

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**THE HARTFORD FINANCIAL SERVICES GROUP**
**LIFE**
**INTERNATIONAL**
**HIGHLIGHTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED DECEMBER 31, | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 30, 2004 | 2003 | 2004 | Change |
| **CORE EARNINGS** | | | | | | | |
| Japan operations | $ 8 | $ 11 | $ 12 | $ 9 | $ 7 | $ 40 | NM |
| Other international operations | 2 | | 4 | (3) | 6 | 3 | (50%) |
| **Core earnings** | **10** | **11** | **16** | **6** | **13** | **43** | NM |
| Cumulative effect of accounting change, net of tax | (4) | | | | | (4) | |
| **Net income** | **$ 6** | **$ 11** | **$ 16** | **$ 6** | **$ 13** | **$ 39** | **NM** |
| **JAPAN SALES** | | | | | | | |
| **Dollars** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | $ 1,436 | $ 1,599 | $ 2,286 | $ 1,943 | $ 3,735 | $ 7,264 | 94% |
| Fixed MVA | | | 9 | 512 | | 521 | |
| **Total sales by product** | **$ 1,436** | **$ 1,599** | **$ 2,295** | **$ 2,455** | **$ 3,735** | **$ 7,785** | **108%** |
| **JAPAN SALES Yen** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | ¥153,402 | ¥ 174,231 | ¥ 251,303 | ¥ 203,251 | ¥430,511 | ¥782,187 | 82% |
| Fixed MVA | | | 1,005 | 53,299 | | 54,304 | |
| **Total sales by product** | **¥153,402** | **¥ 174,231** | **¥ 252,308** | **¥ 256,550** | **¥430,511** | **¥836,491** | **94%** |
| **NET FLOWS** | | | | | | | |
| **Dollars** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | $ 1,285 | $ 1,452 | $ 2,173 | $ 1,844 | $ 3,490 | $ 6754 | 94% |
| Fixed MVA | | | 9 | 486 | | 495 | |
| **Total net flows by product** | **$ 1,285** | **$ 1,452** | **$ 2,182** | **$ 2,330** | **$ 3,490** | **$ 7,249** | **108%** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **NET FLOWS Yen** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | ¥137,227 | ¥ 158,274 | ¥ 238,935 | ¥ 192,866 | ¥402,623 | ¥727,302 | 81% |
| Fixed MVA | | | 954 | 50,601 | | 51,555 | |
| **Total net flows by product** | **¥137,227** | **¥ 158,274** | **¥ 239,889** | **¥ 243,467** | **¥402,623** | **¥778,857** | **93%** |
| **JAPAN AUM Dollars** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | $ 8,119 | $ 9,277 | $ 11,118 | $ 14,129 | $ 6,220 | | |
| Fixed MVA | | | 9 | 502 | | | |
| **Total AUM by product** | **$ 8,119** | **$ 9,277** | **$ 11,127** | **$ 14,631** | **$ 6,220** | | |
| **JAPAN AUM Yen** | | | | | | | |
| **Individual Annuity** | | | | | | | |
| Variable | ¥846,172 | ¥1,009,074 | ¥1,223,484 | ¥1,450,025 | ¥666,878 | | |
| Fixed MVA | | | 951 | 51,503 | | | |
| **Total AUM by product** | **¥846,172** | **¥1,009,074** | **¥1,224,435** | **¥1,501,528** | **¥666,878** | | |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INTERNATIONAL JAPAN**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | March 31, 2005 | June 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **Revenues** | | | | | | |
| **Premiums and other considerations** | | | | | | |
| Variable annuity fees | $ 86 | $ 102 | $ 118 | $ 146 | $ 306 | 110% |
| Other Fees | 11 | 1 | 12 | 18 | 24 | 33% |
| **Total fee income** | **97** | **103** | **130** | **164** | **330** | **101%** |
| **Net investment income** | | | | | | |
| Net investment income on G/A assets | 9 | 16 | 16 | | 41 | |
| **Total net investment income** | **9** | **16** | **16** | | **41** | |
| Net realized capital gains (losses) | (5) | (10) | (8) | | (23) | |
| **Total revenues** | **101** | **109** | **138** | **164** | **348** | **112%** |
| **Benefits and Expenses** | | | | | | |
| **Benefits and claims** | | | | | | |
| Death and other benefits | 10 | 4 | 9 | 14 | 23 | 64% |
| Change in reserve Interest credited on G/A assets | 3 | 4 | 3 | | 10 | |
| **Total benefits and claims** | **13** | **8** | **12** | **14** | **33** | **136%** |
| **Other insurance expenses** | | | | | | |
| Commissions & wholesaling expenses | 204 | 156 | 173 | 320 | 533 | 67% |
| Operating expenses | 31 | 32 | 33 | 61 | 96 | 57% |
| Premium taxes and other expenses | 14 | 10 | 12 | 20 | 36 | 80% |
| **Subtotal expenses before deferral** | **249** | **198** | **218** | **401** | **665** | **66%** |
| Deferred policy acquisition costs | (220) | (169) | (185) | (347) | (574) | (65%) |
| **Total other insurance expense** | **29** | **29** | **33** | **54** | **91** | **69%** |

| | | | | | | |
|---|---|---|---|---|---|---|
| Amortization of deferred policy acquisition costs | 32 | 30 | 43 | 48 | 105 | 119% |
| **Total benefits and expenses** | **74** | **67** | **88** | **116** | **229** | **97%** |
| **Income before income tax expense** | **27** | **42** | **50** | **48** | **119** | **148%** |
| Income tax expense | 10 | 16 | 17 | 17 | 43 | 153% |
| **Net Income before cumulative effect of accounting change [1]** | **17** | **26** | **33** | **31** | **76** | **145%** |
| Cumulative effect of accounting changes, net of tax | | | | (4) | | 100% |
| **Net income** | **$ 17** | **$ 26** | **$ 33** | **$ 27** | **$ 76** | **181%** |

[1] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INTERNATIONAL JAPAN**
**INCOME STATEMENTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | DECEMBER 31, 2004 | Change |
| **Revenues** | | | | | | | |
| **Premiums and other considerations** | | | | | | | |
| Variable annuity fees | $ 39 | $ 48 | $ 59 | $ 73 | $ 78 | $ 219 | 181% |
| Other Fees | 7 | 7 | 4 | 3 | 12 | 21 | 75% |
| **Total fee income** | **46** | **55** | **63** | **76** | **90** | **240** | **167%** |
| **Net investment income** | | | | | | | |
| Net investment income on G/A assets | | | | | | | |
| **Total net investment income** | | | | | | | |
| Net realized capital gains (losses) | | | | (1) | | (1) | |
| **Total revenues** | **46** | **55** | **63** | **75** | **90** | **239** | **166%** |
| **Benefits and Expenses** | | | | | | | |
| **Benefits and claims** | | | | | | | |
| Death and other benefits | | 8 | 6 | 7 | 3 | 21 | NM |
| Change in reserve | 4 | (4) | | | (2) | | 100% |
| Interest credited on G/A assets | | | | (1) | | (1) | |
| **Total benefits and claims** | **4** | **4** | **6** | **6** | **1** | **20** | **NM** |
| **Other insurance expenses** | | | | | | | |
| Commissions & wholesaling expenses | 83 | 97 | 140 | 133 | 218 | 453 | 108% |
| Operating expenses | 18 | 20 | 23 | 35 | 57 | 96 | 68% |
| Premium taxes and other expenses | 5 | 6 | 9 | 9 | 12 | 29 | 142% |
| **Subtotal expenses before deferral** | **106** | **123** | **172** | **177** | **287** | **578** | **101%** |
| | (90) | (106) | (151) | (148) | (240) | (495) | (106%) |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Deferred policy acquisition costs | | | | | | | |
| **Total other insurance expense** | **16** | **17** | **21** | **29** | **47** | **83** | **77%** |
| Amortization of deferred policy acquisition costs | 13 | 17 | 18 | 29 | 32 | 77 | 141% |
| **Total benefits and expenses** | **33** | **38** | **45** | **64** | **80** | **180** | **125%** |
| **Income before income tax expense** | **13** | **17** | **18** | **11** | **10** | **59** | **NM** |
| Income tax expense | 5 | 6 | 6 | 2 | 3 | 19 | NM |
| **Net Income before cumulative effect of accounting change [1]** | 8 | 11 | 12 | 9 | 7 | 40 | NM |
| Cumulative effect of accounting changes, net of tax | (4) | | | | | (4) | |
| **Net income** | **$ 4** | **$ 11** | **$ 12** | **$ 9** | **$ 7** | **$ 36** | **NM** |

[1] Net income before cumulative effect of accounting change is defined as core earnings.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INTERNATIONAL JAPAN**
**SUPPLEMENTAL DATA ACCOUNT VALUE ROLLFORWARD**

| | | THREE MONTHS ENDED | | |
|---|---|---|---|---|
| | | **March 31, 2005** | **June 30, 2005** | **Sept. 30, 2005** |
| **VARIABLE ANNUITIES** | **Beginning balance** | **$14,129** | **$16,495** | **$18,440** |
| | Sales/premiums/other deposits | 3,072 | 2,494 | 2,809 |
| | Surrenders | (125) | (78) | (200) |
| | Death benefits/annuitizations/other | (55) | (51) | (51) |
| | Net Flows | 2,892 | 2,365 | 2,558 |
| | Change in market value/change in reserve/interest credited | 136 | 201 | 1,380 |
| | Effect of currency translation | (662) | (621) | (486) |
| | **Ending balance** | **$16,495** | **$18,440** | **$21,892** |
| **FIXED MVA AND OTHER** | **Beginning balance** | **$ 502** | **$ 1,120** | **$ 1,286** |
| | Sales/premiums/other deposits | 688 | 222 | 158 |
| | Surrenders | (3) | (6) | (2) |
| | Death benefits/annuitizations/other | (34) | (13) | (10) |
| | Net Flows | 651 | 203 | 146 |
| | Change in market value/currency/change in reserve/interest credited | 2 | 4 | 4 |
| | Effect of currency translation | (35) | (41) | (29) |
| | **Ending balance** | **$ 1,120** | **$ 1,286** | **$ 1,407** |
| **TOTAL INDIVIDUAL ANNUITY** | **Beginning balance** | **$14,631** | **$17,615** | **$19,726** |
| | Sales/premiums/other deposits | 3,760 | 2,716 | 2,967 |
| | Surrenders | (128) | (84) | (202) |
| | Death benefits/annuitizations/other | (89) | (64) | (61) |
| | Net Flows | 3,543 | 2,568 | 2,704 |
| | Change in market value/change in reserve/interest credited | 138 | 205 | 1,384 |
| | Effect of currency translation | (697) | (662) | (515) |
| | **Ending balance** | **$17,615** | **$19,726** | **$23,299** |

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**LIFE**
**INTERNATIONAL JAPAN**
**SUPPLEMENTAL DATA ACCOUNT VALUE ROLLFORWARD**

| | | THREE MONTHS ENDED | | | | YEAR ENDED |
|---|---|---|---|---|---|---|
| | | March 31, 2004 | June 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DEC. 31, 2003 |
| **VARIABLE ANNUITIES** | **Beginning balance** | **$6,220** | **$8,119** | **$ 9,277** | **$11,118** | **$ 1,722** |
| | Sales/premiums/other deposits | 1,436 | 1,599 | 2,286 | 1,943 | 3,735 |
| | Surrenders | (124) | (123) | (80) | (55) | (244) |
| | Death benefits/annuitizations/other | (27) | (24) | (33) | (44) | |
| | Net Flows | 1,285 | 1,452 | 2,173 | 1,844 | 3,490 |
| | Change in market value/change in reserve/interest credited | 394 | 45 | (222) | 334 | 517 |
| | Effect of currency translation | 220 | (339) | (110) | 833 | 491 |
| | **Ending balance** | **$8,119** | **$9,277** | **$11,118** | **$14,129** | **$ 6,220** |
| **FIXED MVA AND OTHER** | **Beginning balance** | **$** | **$** | **$** | **$ 9** | **$** |
| | Sales/premiums/other deposits | | | 9 | 512 | |
| | Surrenders | | | | | |
| | Death benefits/annuitizations/other | | | | (26) | |
| | Net Flows | | | 9 | 486 | |
| | Change in market value/change in reserve/interest credited | | | | 1 | |
| | Effect of currency translation | | | | 6 | |
| | **Ending balance** | **$** | **$** | **$ 9** | **$ 502** | **$** |
| **TOTAL INDIVIDUAL ANNUITY** | **Beginning balance** | **$6,220** | **$8,119** | **$ 9,277** | **$11,127** | **$ 1,722** |
| | Sales/premiums/other deposits | 1,436 | 1,599 | 2,295 | 2,455 | 3,735 |
| | Surrenders | (124) | (123) | (80) | (55) | (244) |
| | Death benefits/annuitizations/other | (27) | (24) | (33) | (70) | |

| | | | | | |
|---|---|---|---|---|---|
| Net Flows | 1,285 | 1,452 | 2,182 | 2,330 | 3,490 |
| Change in market value/change in reserve/interest credited | 394 | 45 | (222) | 335 | 517 |
| Effect of currency translation | 220 | (339) | (110) | 839 | |
| **Ending balance** | **$8,119** | **$9,277** | **$11,127** | **$14,631** | **$ 5,729** |

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**PROPERTY & CASUALTY**

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**FINANCIAL HIGHLIGHTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | 2005 | Change |
| **TOTAL PROPERTY & CASUALTY PREMIUMS** | | | | | | |
| Written premiums [1] | $ 2,581 | $ 2,722 | $ 2,618 | $ 7,540 | $ 7,921 | 5% |
| Earned premiums [2] | 2,507 | 2,578 | 2,517 | 7,013 | 7,602 | 8% |
| **TOTAL PROPERTY & CASUALTY UNDERWRITING RESULTS** | | | | | | |
| Business Insurance | 118 | 141 | 125 | 297 | 384 | 29% |
| Personal Lines | 127 | 188 | 71 | 44 | 386 | NM |
| Specialty Commercial | 40 | 5 | (143) | (139) | (98) | 29% |
| **Ongoing Operations underwriting results [3]** | **285** | **334** | **53** | **202** | **672** | **NM** |
| Other Operations [4] | (28) | (110) | (53) | (389) | (191) | 51% |
| **Total Property & Casualty underwriting results** | **$ 257** | **$ 224** | **$** | **$ (187)** | **$ 481** | **NM** |
| **ONGOING OPERATIONS UNDERWRITING RATIOS** | | | | | | |
| Loss and loss adjustment expenses | | | | | | |
| Current year | 63.1 | 64.2 | 69.6 | 71.1 | 65.6 | 5.5 |
| Prior year [2] [3] [5] | 0.2 | (2.9) | 1.7 | (0.4) | (0.3) | (0.1) |
| Total loss and loss adjustment expenses | 63.3 | 61.3 | 71.3 | 70.6 | 65.3 | 5.3 |
| Expenses | 25.1 | 25.6 | 26.7 | 26.3 | 25.8 | 0.5 |
| Policyholder dividends | 0.2 | 0.2 | | 0.2 | 0.1 | 0.1 |
| **Combined ratio** | **88.6** | **87.0** | **97.9** | **97.1** | **91.2** | **5.9** |
| Catastrophe ratio [5] [6] | 1.9 | 1.7 | 6.2 | 2.6 | 3.2 | (0.6) |
| **Combined ratio before catastrophes** | **86.8** | **85.3** | **91.7** | **94.5** | **87.9** | **6.6** |
| **Combined ratio before catastrophes and prior year development** | **87.1** | **88.5** | **89.8** | **90.5** | **88.4** | **2.1** |
| **Total Property & Casualty Income** | | | | | | |
| Net income | $ 417 | $ 369 | $ 233 | $ 568 | $ 1,019 | 79% |
| Core earnings [7] [8] | 386 | 369 | 232 | 498 | 987 | 98% |

| | | | | | | |
|---|---|---|---|---|---|---|
| Impact of tax related items | | | | 26 | | (100%) |
| Core earnings before tax related items [8] | $ 386 | $ 369 | $ 232 | $ 472 | $ 987 | 109% |

| | PROPERTY & CASUALTY | | |
|---|---|---|---|
| | **Dec. 31, 2004** | **Sept. 30, 2005** | **Change** |
| **Selected Financial Data** | | | |
| Hartford Fire adjusted statutory surplus ($ in billions) | $ 6.4 | $ 6.9 | $ 0.5 |
| Hartford Fire premium to adjusted surplus ratio | 1.5 | 1.4 | (0.1) |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the nine months ended September 30, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premiums for the three months ended September 30, 2004 and 2005, are net of catastrophe treaty reinstatement premium of $17 and $60, respectively.

[3] Ongoing Operations prior year loss and loss adjustment expenses for the nine months ended September 30, 2004 included a net

reserve release of $298 related to September 11 and an increase in reserves of $190 for construction defects claims. Ongoing Operations prior year loss and loss adjustment expenses for the three months ended June 30, 2005 included a net reserve release of $95, predominantly related to allocated loss adjustment expenses on auto liability claims.

[4] During the nine months ended September 30, 2004, the Company reduced the net reinsurance recoverable asset associated with older, long-term casualty liabilities reported in the Other Operations segment by $181. Additionally, the nine months ended September 30, 2004 included a net reserve release of $97 related to September 11, an increase of $130 for assumed casualty reinsurance reserves, and environmental reserve strengthening of $75. The three months ended June 30, 2005 included assumed reinsurance reserve strengthening of $73.

[5] Included in both the prior year loss and loss adjustment expenses ratio and catastrophe ratio is prior accident year development on catastrophe losses including, for the nine months ended September 30, 2004, the net reserve release related to September 11.

[6] Catastrophe losses for the nine months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne. Catastrophe losses for the three and nine months ended September 30, 2005 included losses from Hurricane Katrina and Hurricane Rita.

[7] Core earnings for Property & Casualty before the impact of the $90 decrease in estimated earned premiums on retrospectively-rated policies and prior year development is $761 for the nine months ended September 30, 2004.

[8] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements

on non-qualifying
derivatives, after tax.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**FINANCIAL HIGHLIGHTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **TOTAL PROPERTY & CASUALTY PREMIUMS** | | | | | | | |
| Written premiums [1] | $ 2,397 | $ 2,548 | $ 2,595 | $ 2,422 | $ 9,144 | $ 9,962 | 9% |
| Earned premiums [2] | 2,186 | 2,353 | 2,474 | 2,481 | 8,805 | 9,494 | 8% |
| **TOTAL PROPERTY & CASUALTY UNDERWRITING RESULTS** | | | | | | | |
| Business Insurance | 225 | 97 | (25) | 63 | 158 | 360 | 128% |
| Personal Lines | 106 | 75 | (137) | 94 | 130 | 138 | 6% |
| Specialty Commercial | (110) | 29 | (58) | 86 | 10 | (53) | NM |
| **Ongoing Operations underwriting results [3]** | **221** | **201** | **(220)** | **243** | **298** | **445** | **49%** |
| Other Operations [4] | (65) | (214) | (110) | (59) | (2,840) | (448) | 84% |
| **Total Property & Casualty underwriting results [5]** | **$ 156** | **$ (13)** | **$ (330)** | **$ 184** | **$ (2,542)** | **$ (3)** | **100%** |
| **ONGOING OPERATIONS UNDERWRITING RATIOS** | | | | | | | |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 66.8 | 65.2 | 80.4 | 63.9 | 68.8 | 69.2 | (0.4) |
| Prior year [2] [3] [6] | (4.5) | 0.7 | 2.1 | 1.4 | 0.5 | 0.1 | 0.4 |
| Total loss and loss adjustment expenses | 62.2 | 65.8 | 82.5 | 65.4 | 69.2 | 69.3 | (0.1) |
| Expenses | 27.3 | 25.6 | 26.1 | 24.8 | 26.8 | 25.9 | 0.9 |
| Policyholder dividends | 0.3 | | 0.3 | | 0.4 | 0.1 | 0.3 |
| **Combined ratio** | **89.8** | **91.4** | **108.9** | **90.2** | **96.5** | **95.3** | **1.2** |
| Catastrophe ratio [5] [6] | (12.2) | 2.4 | 15.6 | 1.2 | 3.1 | 2.2 | 0.9 |
| **Combined ratio before catastrophes** | **102.0** | **89.0** | **93.3** | **89.0** | **93.4** | **93.1** | **0.3** |
| **Combined ratio before catastrophes and prior year development** | **92.7** | **88.5** | **90.5** | **87.6** | **92.8** | **89.7** | **3.1** |

| **Total Property & Casualty Income** | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Net income (loss) | $ | 341 | $ | 203 | $ | 24 | $ | 342 | $ | (745) | $ | 910 | | NM |
| Core earnings [7] [8] | | 297 | | 188 | | 13 | | 331 | | (898) | | 829 | | NM |
| Impact of tax related items and 2003 asbestos reserve addition and severance charges | | | | | | 26 | | | | (1,728) | | 26 | | NM |
| Core earnings before tax related items and 2003 asbestos reserve addition and severance charges [8] | $ | 297 | $ | 188 | $ | (13) | $ | 331 | $ | 830 | $ | 803 | | (3%) |

| | **PROPERTY & CASUALTY** | | |
|---|---|---|---|
| | **Dec. 31, 2003** | **Dec. 31, 2004** | **Change** |
| **Selected Financial Data** | | | |
| Hartford Fire adjusted statutory surplus ($ in billions) | $ 5.9 | $ 6.4 | $ 0.5 |
| Hartford Fire premium to adjusted surplus ratio | 1.5 | 1.5 | |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the three months ended March 31, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premium for the three months ended September 30, 2004 are net of catastrophe treaty reinstatement premium of $17.

[3]

Ongoing Operations prior year loss and loss adjustment expenses for the three months ended March 31, 2004 included a net reserve release of $298 related to September 11 and an increase in reserves of $190 for construction defects claims.

[4] During the three months ended June 30, 2004, the Company reduced the reinsurance recoverable asset associated with older, long-term casualty liabilities reported in the Other Operations segment by $181. The three months ended September 30, 2004 included environmental reserve strengthening of $75.

[5] Included catastrophes of $507, and the net reserve release of $395 related to September 11, for the year ended December 31, 2004. Catastrophe losses for three months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne.

[6] Included in both the prior year loss and loss adjustment expenses ratio and catastrophe ratio is prior accident year development on catastrophe losses including, for the three months ended March 31, 2004, the net reserve release related to September 11.

[7] Core earnings for Property & Casualty before the impacts of the $90 decrease in estimated earned premiums on retrospectively-rated policies and prior year loss development is $322 for the three months ended March 31, 2004 and $1,157 for the year ended December 31, 2004.

[8] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements on non-qualifying derivatives, after tax.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **TOTAL PROPERTY & CASUALTY UNDERWRITING RESULTS** | | | | | | |
| Written premiums [1] | $ 2,581 | $ 2,722 | $ 2,618 | $ 7,540 | $ 7,921 | 5% |
| Change in reserve | 74 | 144 | 101 | 527 | 319 | (39%) |
| Earned premiums [2] | 2,507 | 2,578 | 2,517 | 7,013 | 7,602 | 8% |
| Loss and loss adjustment expenses | | | | | | |
| Current year | 1,580 | 1,655 | 1,749 | 5,000 | 4,984 | |
| Prior year [3] | 34 | 33 | 94 | 314 | 161 | (49%) |
| Total loss and loss adjustment expenses [4] | 1,614 | 1,688 | 1,843 | 5,314 | 5,145 | (3%) |
| Underwriting expenses | 632 | 662 | 675 | 1,873 | 1,969 | 5% |
| Dividends to policyholders | 4 | 4 | (1) | 13 | 7 | (46%) |
| **Underwriting results** | **257** | **224** | | **(187)** | **481** | **NM** |
| Net servicing income | 13 | 15 | 12 | 40 | 40 | |
| Net investment income | 337 | 328 | 349 | 915 | 1,014 | 11% |
| Periodic net coupon settlements on non-qualifying derivatives, before-tax [5] | | | | 8 | | (100%) |
| Other expenses | (60) | (39) | (53) | (181) | (152) | 16% |
| Income tax expense | (161) | (159) | (76) | (123) | (396) | NM |
| **Core earnings, before tax related items** | **386** | **369** | **232** | **472** | **987** | **109%** |
| Tax related items [6] | | | | 26 | | (100%) |
| **Core earnings** | **386** | **369** | **232** | **498** | **987** | **98%** |
| Add: Net realized capital gains, after-tax [5] | 31 | | 1 | 70 | 32 | (54%) |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Net income** | **$ 417** | **$ 369** | **$ 233** | **$ 568** | **$ 1,019** | **79%** |
| Total Property & Casualty effective tax rate net income | 29.9% | 30.0% | 25.0% | 19.2% | 28.9% | 9.7 |
| Total Property & Casualty effective tax rate core earnings [5] | 29.5% | 30.0% | 24.9% | 16.4% | 28.6% | 12.2 |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the nine months ended September 30, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premiums for the three months ended September 30, 2004 and 2005, are net of catastrophe treaty reinstatement premium of $17 and $60, respectively.

[3] The nine months ended September 30, 2004 included a net reserve release of $395 related to September 11, an increase in reserves of $190 for construction defects claims, an increase in reserves of $130 for assumed casualty reinsurance, a reduction in net reinsurance

recoverables of $181, and environmental reserve strengthening of $75. The three months ended June 30, 2005 included a net reserve release of $95, predominantly related to allocated loss adjustment expenses on auto liability claims and assumed reinsurance reserve strengthening of $73.

[4] The three months ended September 30, 2004 included catastrophe losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne. The three months ended September 30, 2005 included catastrophe losses from Hurricane Katrina and Hurricane Rita.

[5] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements on non-qualifying derivatives, after tax.

[6] Tax benefit related to the audit settlement of tax years prior to 2004.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **TOTAL PROPERTY & CASUALTY UNDERWRITING RESULTS** | | | | | | | |
| Written premiums [1] | $ 2,397 | $ 2,548 | $ 2,595 | $ 2,422 | $ 9,144 | $ 9,962 | 9% |
| Change in reserve | 211 | 195 | 121 | (59) | 339 | 468 | 38% |
| Earned premiums [2] | 2,186 | 2,353 | 2,474 | 2,481 | 8,805 | 9,494 | 8% |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 1,469 | 1,535 | 1,996 | 1,590 | 6,102 | 6,590 | 8% |
| Prior year [3] [4] | (51) | 221 | 144 | 100 | 220 | 414 | 88% |
| Total loss and loss adjustment expenses [5] | 1,418 | 1,756 | 2,140 | 1,690 | 6,322 | 7,004 | 11% |
| Underwriting expenses | 605 | 611 | 657 | 608 | 2,387 | 2,481 | 4% |
| Dividends to policyholders | 7 | (1) | 7 | (1) | 34 | 12 | (65%) |
| **Underwriting results** | **156** | **(13)** | **(330)** | **184** | **62** | **(3)** | **NM** |
| Net servicing income | 9 | 21 | 10 | 2 | 8 | 42 | NM |
| Net investment income | 311 | 295 | 309 | 333 | 1,172 | 1,248 | 6% |
| Periodic net coupon settlements on non-qualifying derivatives, before-tax [6] | 4 | 3 | 1 | 1 | 18 | 9 | (50%) |
| Other expenses | (68) | (60) | (53) | (54) | (173) | (235) | (36%) |
| Income tax expense | (115) | (58) | 50 | (135) | (257) | (258) | |
| **Core earnings, before tax related items and 2003 asbestos reserve addition and severance charges** | **297** | **188** | **(13)** | **331** | **830** | **803** | **(3%)** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tax related items [7] | | | 26 | | | 26 | |
| Severance charges | | | | | (27) | | 100% |
| 2003 asbestos reserve addition | | | | | (1,701) | | 100% |
| **Core earnings** | **297** | **188** | **13** | **331** | **(898)** | **829** | **NM** |
| Add: Net realized capital gains, after-tax [6] | 44 | 15 | 11 | 11 | 153 | 81 | (47%) |
| **Net income (loss)** | **$ 341** | **$ 203** | **$ 24** | **$ 342** | **$ (745)** | **$ 910** | **NM** |
| Total Property & Casualty effective tax rate net income | 28.8% | 24.8% | NM | 29.0% | NM | 23.2% | NM |
| Total Property & Casualty effective tax rate core earnings [6] | 27.8% | 23.8% | NM | 28.8% | NM | 21.8% | NM |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the three months ended March 31, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premiums for the three months ended September 30, 2004 are net of catastrophe treaty reinstatement premium of $17.

[3] The three months ended March 31, 2004 included a net reserve release of $395 related to

September 11, an increase in reserves of $190 for construction defects claims and an increase in reserves of $130 for assumed casualty reinsurance. The three months ended June 30, 2004 included a reduction in net reinsurance recoverables of $181. The three months ended September 30, 2004 included environmental reserve strengthening of $75.

[4] The year ended December 31, 2003 excludes $2,604 related to the 2003 asbestos reserve addition.

[5] Included catastrophes of $507, and the net reserve release of $395 related to September 11, for the year ended December 31, 2004. Catastrophe losses for the three months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne.

[6] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements

on non-qualifying derivatives, after tax.

[7] Tax benefit related to the audit settlement of tax years prior to 2004.



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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY ONGOING OPERATIONS**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **ONGOING OPERATIONS UNDERWRITING RESULTS** | | | | | | |
| Written premiums [1] | $ 2,579 | $ 2,722 | $ 2,616 | $ 7,551 | $ 7,917 | 5% |
| Change in reserve | 75 | 143 | 101 | 560 | 319 | (43%) |
| Earned premiums [2] | 2,504 | 2,579 | 2,515 | 6,991 | 7,598 | 9% |
| Loss and loss adjustment expenses | | | | | | |
| Current year | 1,580 | 1,655 | 1,749 | 4,967 | 4,984 | |
| Prior year [3] | 6 | (74) | 43 | (30) | (25) | 17% |
| Total loss and loss adjustment expenses [4] | 1,586 | 1,581 | 1,792 | 4,937 | 4,959 | |
| Underwriting expenses | 629 | 660 | 671 | 1,839 | 1,960 | 7% |
| Dividends to policyholders | 4 | 4 | (1) | 13 | 7 | (46%) |
| **Underwriting results** | **285** | **334** | **53** | **202** | **672** | **NM** |
| Net servicing income | 13 | 15 | 12 | 40 | 40 | |
| Net investment income | 260 | 258 | 279 | 650 | 797 | 23% |
| Periodic net coupon settlements on non-qualifying derivatives, before-tax [5] | | | | 8 | | (100%) |
| Other expenses | (59) | (37) | (50) | (162) | (146) | 10% |
| Income tax expense | (149) | (178) | (77) | (191) | (404) | (112%) |
| **Core earnings, before tax related items** | **350** | **392** | **217** | **547** | **959** | **75%** |
| Tax related items [6] | | | | 26 | | (100%) |
| **Core earnings** | **350** | **392** | **217** | **573** | **959** | **67%** |
| Add: Net realized capital gains (loss), after-tax [5] | 18 | (4) | 1 | 46 | 15 | (67%) |

| | | | | | | |
|---|---|---|---|---|---|---|
| **Net income** | **$ 368** | **$ 388** | **$ 218** | **$ 619** | **$ 974** | **57%** |
| Ongoing Operations effective tax rate net income | 30.2% | 31.1% | 26.1% | 23.5% | 29.7% | 6.2 |
| Ongoing Operations effective tax rate core earnings [5] | 30.0% | 31.1% | 26.0% | 22.4% | 29.6% | 7.2 |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the nine months ended September 30, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premiums for the three months ended September 30, 2004 and 2005, are net of catastrophe treaty reinstatement premium of $17 and $60, respectively.

[3] The nine months ended September 30, 2004 included a net reserve release of $298 related to September 11 and an increase in reserves of $190 for construction defects claims. The three months ended June 30, 2005 included a net reserve release of $95, predominantly related to allocated loss adjustment expenses on auto liability claims.

[4] The three months ended September 30, 2004 included catastrophe losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne. The three months ended September 30, 2005 included catastrophe losses from Hurricane Katrina and Hurricane Rita.

[5] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements on non-qualifying derivatives, after tax.

[6] Tax benefit related to the audit settlement of tax years prior to 2004.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY ONGOING OPERATIONS**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | 2004 | Change |
| **ONGOING OPERATIONS UNDERWRITING RESULTS** | | | | | | | |
| Written premiums [1] | $ 2,398 | $ 2,552 | $ 2,601 | $ 2,421 | $ 8,920 | $ 9,972 | 12% |
| Change in reserve | 224 | 213 | 123 | (58) | 485 | 502 | 4% |
| Earned premiums [2] | 2,174 | 2,339 | 2,478 | 2,479 | 8,435 | 9,470 | 12% |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 1,452 | 1,524 | 1,991 | 1,587 | 5,800 | 6,554 | 13% |
| Prior year [3] | (99) | 16 | 53 | 35 | 40 | 5 | (88%) |
| Total loss and loss adjustment expenses [4] | 1,353 | 1,540 | 2,044 | 1,622 | 5,840 | 6,559 | 12% |
| Underwriting expenses | 593 | 599 | 647 | 615 | 2,263 | 2,454 | 8% |
| Dividends to policyholders | 7 | (1) | 7 | (1) | 34 | 12 | (65%) |
| **Underwriting results** | **221** | **201** | **(220)** | **243** | **298** | **445** | **49%** |
| Net servicing income | 9 | 21 | 10 | 2 | 8 | 42 | NM |
| Net investment income | 215 | 207 | 228 | 253 | 836 | 903 | 8% |
| Periodic net coupon settlements on non-qualifying derivatives, before-tax [5] | 4 | 3 | 1 | 1 | 18 | 9 | (50%) |
| Other expenses | (61) | (51) | (50) | (36) | (219) | (198) | 10% |
| Income tax expense | (113) | (110) | 32 | (139) | (217) | (330) | (52%) |
| **Core earnings, before tax related items and severance charges** | **275** | **271** | **1** | **324** | **724** | **871** | **20%** |
| Tax related items [6] | | | 26 | | | 26 | |
| Severance charges | | | | | (27) | | 100% |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Core earnings** | **275** | **271** | **27** | **324** | **697** | **897** | **29%** |
| Add: Net realized capital gains, after-tax [5] | 30 | 8 | 8 | 12 | 86 | 58 | (33%) |
| **Net income** | **$ 305** | **$ 279** | **$ 35** | **$ 336** | **$ 783** | **$ 955** | **22%** |
| Ongoing Operations effective tax rate net income | 29.7% | 29.3% | NM | 30.0% | 24.2% | 25.9% | 1.7 |
| Ongoing Operations effective tax rate core earnings [5] | 29.1% | 29.1% | NM | 29.8% | 22.7% | 25.2% | 2.5 |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Earned premiums for the three months ended March 31, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. Earned premiums for the three months ended September 30, 2004 are net of catastrophe treaty reinstatement premium of $17.

[3] The three months ended March 31, 2004 included a net reserve release of $298 related to September 11 and an increase in reserves of $190 for construction defects claims.

[4] Included catastrophes of $506, and the net reserve release of $298 related to September 11, for the year ended December 31, 2004. Catastrophe losses for the three months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne.

[5] For periods prior to January 1, 2005, core earnings included the effect of periodic net coupon settlements on non-qualifying derivatives, after tax.

[6] Tax benefit related to the audit settlement of tax years prior to 2004.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**SPECIALTY COMMERCIAL**
**UNDERWRITING RESULTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **UNDERWRITING RESULTS** | | | | | | |
| Written premiums [1] | $ 477 | $ 500 | $ 457 | $1,432 | $1,434 | |
| Change in reserve | 12 | 32 | 26 | 178 | 70 | (61%) |
| Earned premiums [2] [3] | 465 | 468 | 431 | 1,254 | 1,364 | 9% |
| Loss and loss adjustment expenses | | | | | | |
| Current year | 314 | 330 | 398 | 1,036 | 1,042 | 1% |
| Prior year [4] | 9 | 28 | 62 | 71 | 99 | 39% |
| Total loss and loss adjustment expenses [5] | 323 | 358 | 460 | 1,107 | 1,141 | 3% |
| Underwriting expenses | 100 | 103 | 112 | 286 | 315 | 10% |
| Dividends to policyholders | 2 | 2 | 2 | | 6 | |
| **Underwriting results** | **$ 40** | **$ 5** | **$ (143)** | **$ (139)** | **$ (98)** | **29%** |
| **UNDERWRITING RATIOS [2]** | | | | | | |
| Loss and loss adjustment expenses | | | | | | |
| Current year | 67.1 | 70.9 | 92.8 | 82.8 | 76.6 | 6.2 |
| Prior year [6] | 1.9 | 5.8 | 14.6 | 5.6 | 7.2 | (1.6) |
| Total loss and loss adjustment expenses | 69.1 | 76.7 | 107.4 | 88.4 | 83.8 | 4.6 |
| Expenses | 21.9 | 21.7 | 25.4 | 22.7 | 22.9 | (0.2) |
| Policyholder dividends | 0.4 | 0.4 | 0.5 | | 0.4 | (0.4) |
| **Combined ratio** | **91.3** | **98.8** | **133.3** | **111.1** | **107.2** | **3.9** |
| Catastrophe ratio [5] [6] | 1.5 | 3.3 | 19.7 | (2.1) | 7.8 | (9.9) |
| **Combined ratio before catastrophes** | **89.8** | **95.5** | **113.6** | **113.2** | **99.3** | **13.9** |
| | **88.0** | **91.0** | **98.2** | **98.4** | **92.3** | **6.1** |

**Combined ratio before catastrophes and prior year development**

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Specialty Commercial earned premiums for the nine months ended September 30, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. The nine months ended September 30, 2004 also included a net reserve release of $116 related to September 11 and an increase in reserves of $167 for construction defects claims. Other prior year loss development for the nine months ended September 30, 2004 included an increase in reserves of $20. The following table shows underwriting ratios for the nine months ended September 30, 2004 before giving effect of these items:

| | |
|---|---|
| Loss and loss adjustment expenses | |
| Current year | 77.2 |
| Prior year | |

| | |
|---|---|
| Total loss and loss adjustment expenses | 77.2 |
| Expenses | 21.2 |
| Policyholder dividends | |
| **Combined ratio** | **98.4** |
| Catastrophe ratio | 6.7 |
| **Combined ratio before catastrophes** | **91.8** |
| **Combined ratio before catastrophes and prior year development** | **91.8** |

[3] Earned premiums for the three months ended September 30, 2004 and 2005 are net of catastrophe treaty reinstatement premium of $4 and $18, respectively.

[4] The three months ended September 30, 2005 included workers compensation reserve strengthening of $70.

[5] Catastrophe losses for the three months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne. Catastrophe

losses for the three months ended September 30, 2005 included losses from Hurricane Katrina and Hurricane Rita.

[6] Included in both the prior year loss and loss adjustment expenses ratio and catastrophe ratio is prior accident year development on catastrophe losses including, for the nine months ended September 30, 2004, the net reserve release related to September 11.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**SPECIALTY COMMERCIAL**
**UNDERWRITING RESULTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED DECEMBER 31, | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | 2004 | Change |
| **UNDERWRITING RESULTS** | | | | | | | |
| Written premiums [1] | $ 426 | $ 473 | $ 533 | $ 408 | $1,691 | $1,840 | 9% |
| Change in reserve | 105 | 56 | 17 | (64) | 133 | 114 | (14%) |
| Earned premiums [2] [3] | 321 | 417 | 516 | 472 | 1,558 | 1,726 | 11% |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 293 | 302 | 441 | 309 | 1,130 | 1,345 | 19% |
| Prior year | 47 | 3 | 21 | (2) | 52 | 69 | 33% |
| Total loss and loss adjustment expenses [4] | 340 | 305 | 462 | 307 | 1,182 | 1,414 | 20% |
| Underwriting expenses | 88 | 89 | 109 | 77 | 356 | 363 | 2% |
| Dividends to policyholders | 3 | (6) | 3 | 2 | 10 | 2 | (80%) |
| **Underwriting results** | **$ (110)** | **$ 29** | **$ (58)** | **$ 86** | **$ 10** | **$ (53)** | **NM** |
| **UNDERWRITING RATIOS [2]** | | | | | | | |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 90.3 | 73.2 | 85.9 | 64.9 | 72.5 | 77.9 | (5.4) |
| Prior year [5] | 14.9 | 0.6 | 3.9 | (0.4) | 3.3 | 4.0 | (0.7) |
| Total loss and loss adjustment expenses | 105.2 | 73.8 | 89.8 | 64.5 | 75.8 | 81.9 | (6.1) |
| Expenses | 28.1 | 20.4 | 21.3 | 16.9 | 22.9 | 21.1 | 1.8 |
| Policyholder dividends | 0.8 | (1.2) | 0.4 | 0.5 | 0.7 | 0.1 | 0.6 |
| **Combined ratio** | **134.1** | **93.1** | **111.4** | **81.8** | **99.3** | **103.1** | **(3.8)** |
| Catastrophe ratio [4] [5] | (35.6) | 1.6 | 15.7 | 4.2 | 1.7 | (0.4) | 2.1 |
| **Combined ratio before catastrophes** | **169.7** | **91.5** | **95.7** | **77.6** | **97.6** | **103.5** | **(5.9)** |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Combined ratio before catastrophes and prior year development** | **117.5** | **91.7** | **91.9** | **78.0** | **94.3** | **92.8** | **1.5** |

[1] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[2] Specialty Commercial earned premiums for the three months ended March 31, 2004 were reduced by $90, reflecting a decrease in estimated earned premiums on retrospectively-rated policies. The three months ended March 31, 2004 also included a net reserve release of $116 related to September 11 and an increase in reserves of $167 for construction defects claims. Other prior year loss development in 2004 included a decrease in reserves of $4 for the three months ended March 31, 2004 and an increase in reserves of $18 for the year ended December 31, 2004. The following table shows underwriting ratios for the three months ended March 31, 2004 and year ended December 31, 2004

| | | |
|---|---|---|
| before giving effect of these items: | | |
| Loss and loss adjustment expenses | | |
| Current year | 70.5 | 74.0 |
| Prior year | | |
| Total loss and loss adjustment expenses | 70.5 | 74.0 |
| Expenses | 21.9 | 20.1 |
| Policyholder dividends | 0.6 | 0.1 |
| **Combined ratio** | **93.0** | **94.2** |
| Catastrophe ratio | **1.3** | **6.0** |
| **Combined ratio before catastrophes** | **91.7** | **88.2** |
| **Combined ratio before catastrophes and prior year development** | **91.7** | **88.2** |

[3] Earned premiums for the three months ended September 30, 2004 are net of catastrophe treaty reinstatement premium of $4.

[4] Catastrophe losses for the three months ended September 30, 2004 included losses from Hurricane Charley, Hurricane Frances, Hurricane Ivan and Hurricane Jeanne.

[5] Included in both the prior year loss and loss adjustment expenses ratio and catastrophe ratio is prior

accident year development on catastrophe losses including, for the three months ended March 31, 2004, the net reserve release related to September 11.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**SPECIALTY COMMERCIAL**
**WRITTEN AND EARNED PREMIUMS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | SEPTEMBER 30, 2004 | SEPTEMBER 30, 2005 | Change |
| **WRITTEN PREMIUMS [1]** | | | | | | |
| Property | $ 66 | $ 75 | $ 38 | $ 371 | $ 179 | (52%) |
| Casualty | 242 | 239 | 202 | 571 | 683 | 20% |
| Bond | 52 | 59 | 59 | 149 | 170 | 14% |
| Professional Liability | 76 | 89 | 109 | 249 | 274 | 10% |
| Other [2] | 41 | 38 | 49 | 92 | 128 | 39% |
| **Total** | **$ 477** | **$ 500** | **$ 457** | **$ 1,432** | **$ 1,434** | |
| **EARNED PREMIUMS [1]** | | | | | | |
| Property | $ 76 | $ 72 | $ 40 | $ 343 | $ 188 | (45%) |
| Casualty [3] | 214 | 221 | 201 | 437 | 636 | 46% |
| Bond | 49 | 52 | 54 | 140 | 155 | 11% |
| Professional Liability | 82 | 84 | 89 | 248 | 255 | 3% |
| Other | 44 | 39 | 47 | 86 | 130 | 51% |
| **Total** | **$ 465** | **$ 468** | **$ 431** | **$ 1,254** | **$ 1,364** | **9%** |

[1] The difference between written premiums and earned premiums is attributable to the change in unearned premium reserve.

[2] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[3] Earned premiums for the nine months ended September 30, 2004 were reduced by $90 to reflect a decrease in estimated earned premiums on retrospectively-rated policies.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY**
**SPECIALTY COMMERCIAL**
**WRITTEN AND EARNED PREMIUMS**

| | THREE MONTHS ENDED | | | | YEAR ENDED | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | DECEMBER 31, 2003 | DECEMBER 31, 2004 | Change |
| **WRITTEN PREMIUMS [1]** | | | | | | | |
| Property | $ 83 | $ 122 | $ 166 | $ 72 | $ 440 | $ 443 | 1% |
| Casualty | 192 | 182 | 197 | 172 | 670 | 743 | 11% |
| Bond | 48 | 50 | 51 | 48 | 162 | 197 | 22% |
| Professional Liability | 78 | 85 | 86 | 93 | 324 | 342 | 6% |
| Other [2] | 25 | 34 | 33 | 23 | 95 | 115 | 21% |
| **Total** | **$ 426** | **$ 473** | **$ 533** | **$ 408** | **$ 1,691** | **$ 1,840** | **9%** |
| **EARNED PREMIUMS [1]** | | | | | | | |
| Property | $ 87 | $ 99 | $ 157 | $ 118 | $ 429 | $ 461 | 7% |
| Casualty [3] | 81 | 163 | 193 | 198 | 615 | 635 | 3% |
| Bond | 44 | 49 | 47 | 48 | 152 | 188 | 24% |
| Professional Liability | 82 | 82 | 84 | 87 | 296 | 335 | 13% |
| Other | 27 | 24 | 35 | 21 | 66 | 107 | 62% |
| **Total** | **$ 321** | **$ 417** | **$ 516** | **$ 472** | **$ 1,558** | **$ 1,726** | **11%** |

[1] The difference between written premiums and earned premiums is attributable to the change in unearned premium reserve.

[2] Written premium for workers compensation business has been adjusted to reflect written premium in the period the policies incept.

[3] Earned premiums for the three months ended March 31, 2004 were reduced by $90 to reflect a decrease in estimated earned premiums on retrospectively-rated policies.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY OTHER OPERATIONS**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | NINE MONTHS ENDED SEPTEMBER 30, | | |
|---|---|---|---|---|---|---|
| | Mar. 31, 2005 | Jun. 30, 2005 | Sept. 30, 2005 | 2004 | 2005 | Change |
| **UNDERWRITING RESULTS** | | | | | | |
| Written premiums | $ 2 | $ | $ 2 | $ (11) | $ 4 | NM |
| Change in reserve | (1) | 1 | | (33) | | 100% |
| Earned premiums | 3 | (1) | 2 | 22 | 4 | (82%) |
| Loss and loss adjustment expenses | | | | | | |
| Current year | | | | 33 | | (100%) |
| Prior year [1] | 28 | 107 | 51 | 344 | 186 | (46%) |
| Total loss and loss adjustment expenses | 28 | 107 | 51 | 377 | 186 | (51%) |
| Underwriting expenses | 3 | 2 | 4 | 34 | 9 | (74%) |
| **Underwriting results** | **(28)** | **(110)** | **(53)** | **(389)** | **(191)** | **51%** |
| Net investment income | 77 | 70 | 70 | 265 | 217 | (18%) |
| Other expenses | (1) | (2) | (3) | (19) | (6) | 68% |
| Income tax expense | (12) | 19 | 1 | 68 | 8 | (88%) |
| **Core earnings** | **36** | **(23)** | **15** | **(75)** | **28** | **NM** |
| Add: Net realized capital gains, after-tax | 13 | 4 | | 24 | 17 | (29%) |
| **Net income (loss)** | **$ 49** | **$ (19)** | **$ 15** | **$ (51)** | **$ 45** | **NM** |

[1] The nine months ended September 30, 2004 included a net reserve release of $97 related to September 11,

an increase of $130 for assumed casualty reinsurance reserves, a provision of $181 associated with the evaluation of the reinsurance recoverable asset, and $75 of environmental reserve strengthening. The three months ended June 30, 2005 included assumed reinsurance reserve strengthening of $73. The three months ended September 30, 2005 included environmental reserve strengthening of $37.

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**THE HARTFORD FINANCIAL SERVICES GROUP, INC.**
**PROPERTY & CASUALTY OTHER OPERATIONS**
**OPERATING RESULTS**

| | THREE MONTHS ENDED | | | | YEAR ENDED DECEMBER 31, | | |
|---|---|---|---|---|---|---|---|
| | Mar. 31, 2004 | Jun. 30, 2004 | Sept. 30, 2004 | Dec. 31, 2004 | 2003 | 2004 | Change |
| **UNDERWRITING RESULTS** | | | | | | | |
| Written premiums | $ (1) | $ (4) | $ (6) | $ 1 | $ 224 | $ (10) | NM |
| Change in reserve | (13) | (18) | (2) | (1) | (146) | (34) | 77% |
| Earned premiums | 12 | 14 | (4) | 2 | 370 | 24 | (94%) |
| Loss and loss adjustment expenses | | | | | | | |
| Current year | 17 | 11 | 5 | 3 | 302 | 36 | (88%) |
| Prior year [1] [2] | 48 | 205 | 91 | 65 | 180 | 409 | 127% |
| Total loss and loss adjustment expenses | 65 | 216 | 96 | 68 | 482 | 445 | (8%) |
| Underwriting expenses | 12 | 12 | 10 | (7) | 124 | 27 | (78%) |
| **Underwriting results** | **(65)** | **(214)** | **(110)** | **(59)** | **(236)** | **(448)** | **(90%)** |
| Net investment income | 96 | 88 | 81 | 80 | 336 | 345 | 3% |
| Other expenses | (7) | (9) | (3) | (18) | 46 | (37) | NM |
| Income tax expense | (2) | 52 | 18 | 4 | (40) | 72 | NM |
| **Core earnings before 2003 asbestos reserve addition** | **22** | **(83)** | **(14)** | **7** | **106** | **(68)** | **NM** |
| 2003 Asbestos reserve addition | | | | | (1,701) | | 100% |
| **Core earnings** | **22** | **(83)** | **(14)** | **7** | **(1,595)** | **(68)** | **96%** |
| Add: Net realized capital gains, after-tax | 14 | 7 | 3 | (1) | 67 | 23 | (66%) |
| **Net income (loss)** | **$ 36** | **$ (76)** | **$ (11)** | **$ 6** | **$ (1,528)** | **$ (45)** | **97%** |

[1] The three months ended March 31, 2004 included a net reserve release of $97 related to September 11 and an increase of $130 for assumed casualty reinsurance reserves. The three months ended June 30, 2004 included a

provision of $181 associated with the evaluation of the reinsurance recoverable asset. The three months ended September 30, 2004 included environmental reserve strengthening of $75. The three months ended December 31, 2004 included an increase of $40 for assumed casualty reinsurance reserves.

[2] The year ended December 31, 2003 excludes $2,604 related to the 2003 asbestos reserve addition.

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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 hereunto duly authorized.

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Date: January 10, 2006

By: /s/ Robert J. Price
Name: Robert J. Price
Title: Senior Vice President and Controller