

PRINCIPAL FINANCIAL GROUP INC

Form 10-Q

April 29, 2015

[Table of Contents](#)

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 10-Q**

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

**For the quarterly period ended March 31, 2015**

**OR**

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

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**1-16725**

**(Commission file number)**

# PRINCIPAL FINANCIAL GROUP, INC.

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of incorporation or organization)

**42-1520346**

(I.R.S. Employer Identification Number)

**711 High Street, Des Moines, Iowa 50392**

(Address of principal executive offices)

**(515) 247-5111**

(Registrant's telephone number, including area code)

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

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

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

Large accelerated filer

Accelerated filer

Non-accelerated filer   
(Do not check if a smaller  
reporting company)

Smaller reporting company

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

The total number of shares of the registrant's Common Stock, \$0.01 par value, outstanding as of April 22, 2015, was 294,385,885.



Table of Contents

**PRINCIPAL FINANCIAL GROUP, INC.**

**TABLE OF CONTENTS**

	<b>Page</b>
<u>Part I - FINANCIAL INFORMATION</u>	
<u>Item 1.</u>	
<u>Financial Statements</u>	3
<u>Consolidated Statements of Financial Position at March 31, 2015 (Unaudited) and December 31, 2014</u>	3
<u>Unaudited Consolidated Statements of Operations for the three months ended March 31, 2015 and 2014</u>	4
<u>Unaudited Consolidated Statements of Comprehensive Income for the three months ended March 31, 2015 and 2014</u>	5
<u>Unaudited Consolidated Statements of Stockholders' Equity for the three months ended March 31, 2015 and 2014</u>	6
<u>Unaudited Consolidated Statements of Cash Flows for the three months ended March 31, 2015 and 2014</u>	7
<u>Notes to Unaudited Consolidated Financial Statements - March 31, 2015</u>	8
<u>Item 2.</u>	
<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	82
<u>Item 3.</u>	
<u>Quantitative and Qualitative Disclosures about Market Risk</u>	114
<u>Item 4.</u>	
<u>Controls and Procedures</u>	119
<u>Part II - OTHER INFORMATION</u>	
<u>Item 1.</u>	
<u>Legal Proceedings</u>	120
<u>Item 1A.</u>	
<u>Risk Factors</u>	120
<u>Item 2.</u>	
<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	120
<u>Item 6.</u>	
<u>Exhibits</u>	121
<u>Signature</u>	122

Table of Contents**PART I FINANCIAL INFORMATION****Item 1. Financial Statements****Principal Financial Group, Inc.****Consolidated Statements of Financial Position**

	March 31, 2015 (Unaudited)	December 31, 2014
	(in millions)	
<b>Assets</b>		
Fixed maturities, available-for-sale (2015 and 2014 include \$266.4 million and \$278.2 million related to consolidated variable interest entities)	\$ 49,755.7	\$ 49,670.8
Fixed maturities, trading (2015 and 2014 both include \$100.4 million related to consolidated variable interest entities)	574.0	604.6
Equity securities, available-for-sale	144.9	123.0
Equity securities, trading (2015 and 2014 include \$352.3 million and \$345.3 million related to consolidated variable interest entities)	875.1	840.2
Mortgage loans	11,899.5	11,811.6
Real estate (2015 and 2014 include \$297.8 million and \$284.9 million related to consolidated variable interest entities)	1,391.7	1,344.6
Policy loans	826.0	829.2
Other investments (2015 and 2014 include \$34.6 million and \$40.6 million related to consolidated variable interest entities and \$57.5 million and \$127.2 million measured at fair value under the fair value option)	3,395.6	3,209.8
Total investments	68,862.5	68,433.8
Cash and cash equivalents	1,452.0	1,863.9
Accrued investment income	531.1	505.9
Premiums due and other receivables	1,230.0	1,213.0
Deferred acquisition costs	3,020.8	2,993.0
Property and equipment	607.4	590.2
Goodwill	981.0	1,007.4
Other intangibles	1,291.2	1,323.5
Separate account assets (2015 and 2014 include \$35,319.4 million and \$34,655.4 million related to consolidated variable interest entities)	143,505.2	140,072.8
Other assets	1,013.7	1,083.5
Total assets	\$ 222,494.9	\$ 219,087.0
<b>Liabilities</b>		
Contractholder funds	\$ 34,173.8	\$ 34,726.7
Future policy benefits and claims	24,377.1	24,036.6
Other policyholder funds	853.1	812.7
Short-term debt	27.2	28.0
Long-term debt (2015 and 2014 include \$65.6 million and \$82.3 million related to consolidated variable interest entities)	2,514.6	2,531.2
Income taxes currently payable	12.0	11.5
Deferred income taxes	968.5	1,035.3
	143,505.2	140,072.8

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Separate account liabilities (2015 and 2014 include \$35,319.4 million and \$34,655.4 million related to consolidated variable interest entities)		
Other liabilities (2015 and 2014 include \$335.9 million and \$344.0 million related to consolidated variable interest entities, of which \$67.1 million and \$71.0 million are measured at fair value under the fair value option)	5,506.3	5,542.2
<b>Total liabilities</b>	<b>211,937.8</b>	<b>208,797.0</b>
Redeemable noncontrolling interest	65.0	58.0
<b>Stockholders' equity</b>		
Series A preferred stock, par value \$.01 per share with liquidation preference of \$100 per share 3.0 million shares authorized, issued and outstanding in 2015 and 2014		
Series B preferred stock, par value \$.01 per share with liquidation preference of \$25 per share 10.0 million shares authorized, issued and outstanding in 2015 and 2014	0.1	0.1
Common stock, par value \$.01 per share 2,500.0 million shares authorized, 464.7 million and 462.7 million shares issued, and 294.4 million and 293.9 million shares outstanding in 2015 and 2014	4.6	4.6
Additional paid-in capital	9,975.6	9,945.5
Retained earnings	6,420.4	6,114.1
Accumulated other comprehensive income	28.0	50.4
Treasury stock, at cost (170.3 million and 168.8 million shares in 2015 and 2014)	(6,006.1)	(5,930.7)
<b>Total stockholders' equity attributable to Principal Financial Group, Inc.</b>	<b>10,422.6</b>	<b>10,184.0</b>
Noncontrolling interest	69.5	48.0
<b>Total stockholders' equity</b>	<b>10,492.1</b>	<b>10,232.0</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 222,494.9</b>	<b>\$ 219,087.0</b>

See accompanying notes.

Table of Contents

**Principal Financial Group, Inc.**  
**Consolidated Statements of Operations**  
**(Unaudited)**

	For the three months ended March 31,	
	2015	2014
	(in millions, except per share data)	
<b>Revenues</b>		
Premiums and other considerations	\$ 916.4	\$ 803.6
Fees and other revenues	950.8	829.7
Net investment income	723.9	844.7
Net realized capital gains, excluding impairment losses on available-for-sale securities	73.7	19.8
Net other-than-temporary impairment recoveries on available-for-sale securities	14.0	10.9
Other-than-temporary impairment losses on fixed maturities, available-for-sale reclassified from other comprehensive income	(21.5)	(30.1)
Net impairment losses on available-for-sale securities	(7.5)	(19.2)
Net realized capital gains	66.2	0.6
Total revenues	2,657.3	2,478.6
<b>Expenses</b>		
Benefits, claims and settlement expenses	1,236.3	1,227.5
Dividends to policyholders	41.7	45.7
Operating expenses	921.2	829.0
Total expenses	2,199.2	2,102.2
Income before income taxes	458.1	376.4
Income taxes	29.0	52.3
Net income	429.1	324.1
Net income attributable to noncontrolling interest	6.7	22.2
Net income attributable to Principal Financial Group, Inc.	422.4	301.9
Preferred stock dividends	8.2	8.2
Net income available to common stockholders	\$ 414.2	\$ 293.7
<b>Earnings per common share</b>		
Basic earnings per common share	\$ 1.41	\$ 0.96
Diluted earnings per common share	\$ 1.39	\$ 0.95
<b>Dividends declared per common share</b>	<b>\$ 0.36</b>	<b>\$ 0.28</b>

See accompanying notes.

Table of Contents

**Principal Financial Group, Inc.**  
**Consolidated Statements of Comprehensive Income**  
**(Unaudited)**

	For the three months ended		
	2015	March 31,	2014
	(in millions)		
Net income	\$	429.1	\$ 324.1
Other comprehensive income (loss), net:			
Net unrealized gains on available-for-sale securities		57.1	192.2
Noncredit component of impairment losses on fixed maturities, available-for-sale		13.5	17.5
Net unrealized gains on derivative instruments		27.8	9.0
Foreign currency translation adjustment		(132.6)	(45.6)
Net unrecognized postretirement benefit obligation		12.0	3.5
Other comprehensive income (loss)		(22.2)	176.6
Comprehensive income		406.9	500.7
Comprehensive income attributable to noncontrolling interest		0.4	20.2
Comprehensive income attributable to Principal Financial Group, Inc.	\$	406.5	\$ 480.5

*See accompanying notes.*



Table of Contents**Principal Financial Group, Inc.****Consolidated Statements of Stockholders' Equity****(Unaudited)**

	Series A preferred stock	Series B preferred stock	Common stock	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income (in millions)	Treasury stock	Noncontrolling interest	Total stockholders equity
<b>Balances at January 1, 2014</b>	\$	\$ 0.1	\$ 4.6	\$ 9,798.9	\$ 5,405.4	\$ 183.2	\$ (5,708.0)	\$ 92.8	\$ 9,777.0
Common stock issued				16.1					16.1
Stock-based compensation and additional related tax benefits				22.7	(1.4)				21.3
Treasury stock acquired, common							(89.0)		(89.0)
Dividends to common stockholders					(82.7)				(82.7)
Dividends to preferred stockholders					(8.2)				(8.2)
Distributions to noncontrolling interest								(22.0)	(22.0)
Contributions from noncontrolling interest								7.9	7.9
Purchase of subsidiary shares from noncontrolling interest								(25.3)	(25.3)
Adjustments to redemption amount of redeemable noncontrolling interest				(24.6)	(9.7)				(34.3)
Net income (excludes \$2.0 million attributable to redeemable noncontrolling interest)					301.9			20.2	322.1
Other comprehensive income (excludes \$1.6 million attributable to redeemable noncontrolling interest)						178.6		(3.6)	175.0
<b>Balances at March 31, 2014</b>	\$	\$ 0.1	\$ 4.6	\$ 9,813.1	\$ 5,605.3	\$ 361.8	\$ (5,797.0)	\$ 70.0	\$ 10,057.9
<b>Balances at January 1, 2015</b>	\$	\$ 0.1	\$ 4.6	\$ 9,945.5	\$ 6,114.1	\$ 50.4	\$ (5,930.7)	\$ 48.0	\$ 10,232.0
Common stock issued				17.9					17.9
Stock-based compensation and additional related tax benefits				33.2	(1.6)				31.6
Treasury stock acquired, common							(75.4)		(75.4)
Dividends to common stockholders					(106.3)				(106.3)
Dividends to preferred stockholders					(8.2)				(8.2)
Distributions to noncontrolling interest								(0.3)	(0.3)

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Contributions from noncontrolling interest										1.5	1.5						
Purchase of subsidiary shares from noncontrolling interest	(17.3)					(6.5)				15.1	(8.7)						
Adjustments to redemption amount of redeemable noncontrolling interest	(3.7)										(3.7)						
Net income (excludes \$2.9 million attributable to redeemable noncontrolling interest)					422.4					3.8	426.2						
Other comprehensive loss (excludes \$(7.7) million attributable to redeemable noncontrolling interest)								(15.9)		1.4	(14.5)						
<b>Balances at March 31, 2015</b>	\$	\$	0.1	\$	4.6	\$	9,975.6	\$	6,420.4	\$	28.0	\$	(6,006.1)	\$	69.5	\$	10,492.1

See accompanying notes.

Table of Contents**Principal Financial Group, Inc.****Consolidated Statements of Cash Flows****(Unaudited)**

	<b>For the three months ended March 31,</b>	
	<b>2015</b>	<b>2014</b>
	<b>(in millions)</b>	
<b>Operating activities</b>		
Net income	\$ 429.1	\$ 324.1
Adjustments to reconcile net income to net cash provided by operating activities:		
Amortization of deferred acquisition costs	61.5	74.9
Additions to deferred acquisition costs	(99.8)	(95.9)
Accrued investment income	(25.2)	(8.3)
Net cash flows for trading securities	(8.5)	(19.1)
Premiums due and other receivables	11.8	74.0
Contractholder and policyholder liabilities and dividends	314.1	344.1
Current and deferred income taxes (benefits)	(67.4)	14.4
Net realized capital gains	(66.2)	(0.6)
Depreciation and amortization expense	41.6	40.5
Mortgage loans held for sale, sold or repaid, net of gain		0.3
Real estate acquired through operating activities	(18.2)	(20.7)
Real estate sold through operating activities	49.2	104.3
Stock-based compensation	31.8	21.6
Other	(22.9)	(262.3)
Net adjustments	201.8	267.2
Net cash provided by operating activities	630.9	591.3
<b>Investing activities</b>		
Available-for-sale securities:		
Purchases	(2,220.1)	(2,659.5)
Sales	567.5	475.3
Maturities	1,694.3	1,495.9
Mortgage loans acquired or originated	(511.3)	(319.3)
Mortgage loans sold or repaid	408.9	335.1
Real estate acquired	(87.9)	(182.2)
Net purchases of property and equipment	(32.8)	(49.8)
Net change in other investments	(48.1)	69.2
Net cash used in investing activities	(229.5)	(835.3)
<b>Financing activities</b>		
Issuance of common stock	17.9	16.1
Acquisition of treasury stock	(75.4)	(89.0)
Proceeds from financing element derivatives	0.2	14.4
Payments for financing element derivatives	(19.3)	(12.7)
Excess tax benefits from share-based payment arrangements	13.0	4.9
Purchase of subsidiary shares from noncontrolling interest	(8.7)	(25.3)
Dividends to common stockholders	(106.3)	(82.7)
Dividends to preferred stockholders	(8.2)	
Issuance of long-term debt	3.1	14.0
Principal repayments of long-term debt	(19.8)	(100.1)
Net repayments of short-term borrowings	(0.1)	(0.3)
Investment contract deposits	1,277.8	1,319.7
Investment contract withdrawals	(1,871.9)	(1,751.5)

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Net decrease in banking operation deposits	(13.5)		(39.1)
Other	(2.1)		(3.1)
Net cash used in financing activities	(813.3)		(734.7)
Net decrease in cash and cash equivalents	(411.9)		(978.7)
Cash and cash equivalents at beginning of period	1,863.9		2,371.8
Cash and cash equivalents at end of period	\$ 1,452.0	\$	1,393.1

*See accompanying notes.*

Table of Contents**Principal Financial Group, Inc.****Notes to Consolidated Financial Statements****March 31, 2015****(Unaudited)****1. Nature of Operations and Significant Accounting Policies****Basis of Presentation**

The accompanying unaudited consolidated financial statements of Principal Financial Group, Inc. ( PFG ), its majority-owned subsidiaries and its consolidated variable interest entities ( VIEs ), have been prepared in conformity with accounting principles generally accepted in the U.S. ( U.S. GAAP ) for interim financial statements and with the instructions to Form 10-Q and Article 10 of Regulation S-X. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months ended March 31, 2015, are not necessarily indicative of the results that may be expected for the year ended December 31, 2015. These interim unaudited consolidated financial statements should be read in conjunction with our annual audited financial statements as of December 31, 2014, included in our Form 10-K for the year ended December 31, 2014, filed with the United States Securities and Exchange Commission ( SEC ). The accompanying consolidated statement of financial position as of December 31, 2014, has been derived from the audited consolidated statement of financial position but does not include all of the information and footnotes required by U.S. GAAP for complete financial statements.

In February 2015, we announced planned changes to our organizational structure to better align businesses, distribution teams and product offerings for future growth. We plan to implement these changes during 2015 and will report our consolidated financial statements under the new structure in our December 31, 2015, Form 10-K. The changes are not expected to have a material impact on our consolidated financial statements.

**Recent Accounting Pronouncements**

Description	Date of adoption	Effect on our consolidated financial statements or other significant matters
<i>Standards not yet adopted:</i>		
<b>Revenue recognition</b> This authoritative guidance replaces all general and most industry specific revenue recognition guidance currently prescribed by U.S. GAAP. The core principle is that an entity recognizes revenue to reflect the transfer of a promised good or service to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for that good or	January 1, 2017	We are currently evaluating the impact this guidance will have on our consolidated financial statements.

service.

**Simplifying the presentation of debt issuance costs**

January 1,  
2016

We are currently evaluating the impact this guidance will have on our consolidated financial statements.

This authoritative guidance requires debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts.

**Consolidations**

January 1,  
2016

We are currently evaluating the impact this guidance will have on our consolidated financial statements.

This authoritative guidance makes changes to both the variable interest and voting interest consolidation models and eliminates the investment company deferral for portions of the variable interest model. The amendments in the standard impact the consolidation analysis for interests in investment companies and limited partnerships and similar entities.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Description	Date of adoption	Effect on our consolidated financial statements or other significant matters
<b>Standards adopted:</b>		
<p><b>Discontinued operations</b></p> <p>This authoritative guidance amends the definition of discontinued operations and requires entities to provide additional disclosures associated with discontinued operations, as well as disposal transactions that do not meet the discontinued operations criteria. The guidance requires discontinued operations treatment for disposals of a component or group of components that represents a strategic shift that has or will have a major impact on an entity's operations or financial results. The guidance also expands the scope to disposals of equity method investments and businesses that, upon initial acquisition, qualify as held for sale.</p>	January 1, 2015	This guidance was adopted prospectively and did not have a material impact on our consolidated financial statements.
<p><b>Foreign currency cumulative translation adjustment</b></p> <p>This authoritative guidance clarifies how the cumulative translation adjustment related to a parent's investment in a foreign entity should be released when certain transactions related to the foreign entity occur.</p>	January 1, 2014	The guidance was adopted prospectively and did not have a material impact on our consolidated financial statements.

**Separate Accounts**

The separate accounts are legally segregated and are not subject to the claims that arise out of any of our other business. The client, rather than us, directs the investments and bears the investment risk of these funds. The separate account assets represent the fair value of funds that are separately administered by us for contracts with equity, real estate and fixed income investments and are presented as a summary total within the consolidated statements of financial position. An equivalent amount is reported as separate account liabilities, which represent the obligation to return the monies to the client. We receive fees for mortality, withdrawal and expense risks, as well as administrative, maintenance and investment advisory services that are included in the consolidated statements of operations. Net deposits, net investment income and realized and unrealized capital gains and losses of the separate accounts are not reflected in the consolidated statements of operations.

Separate account assets and separate account liabilities include certain retirement accumulation products where the segregated funds and associated obligation to the client are consolidated within our financial statements. We have determined that summary totals are the most meaningful presentation for these funds.

At March 31, 2015 and December 31, 2014, the separate account assets include a separate account valued at \$200.4 million and \$205.4 million, respectively, which primarily includes shares of our stock that were allocated and issued to eligible participants of qualified employee benefit plans administered by us as part of the policy credits issued under our 2001 demutualization. These shares are included in both basic and diluted earnings per share calculations. In the consolidated statements of financial position, the separate account shares are recorded at fair value and are reported as separate account assets with a corresponding separate account liability to eligible participants of the qualified plan. Changes in fair

value of the separate account shares are reflected in both the separate account assets and separate account liabilities and do not impact our results of operations.

## **2. Variable Interest Entities**

We have relationships with and may have a variable interest in various types of special purpose entities. Following is a discussion of our interest in entities that meet the definition of a VIE. When we are the primary beneficiary, we are required to consolidate the entity in our financial statements. The primary beneficiary of a VIE is defined as the enterprise with (1) the power to direct the activities of a VIE that most significantly impact the entity's economic performance and (2) the obligation to absorb losses of the entity or the right to receive benefits from the entity that could potentially be significant to the VIE. For VIEs that are investment companies, the primary beneficiary is the enterprise who absorbs the majority of the entity's expected losses, receives a majority of the expected residual returns or both. On an ongoing basis, we assess whether we are the primary beneficiary of VIEs in which we have a relationship.



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Consolidated Variable Interest Entities**

***Grantor Trusts***

We contributed undated subordinated floating rate notes to three grantor trusts. The trusts separated the cash flows by issuing an interest-only certificate and a residual certificate related to each note contributed. Each interest-only certificate entitles the holder to interest on the stated note for a specified term, while the residual certificate entitles the holder to interest payments subsequent to the term of the interest-only certificate and to all principal payments. We retained the interest-only certificates and the residual certificates were subsequently sold to third parties. We have determined these grantor trusts are VIEs due to insufficient equity to sustain them. We determined we are the primary beneficiary as a result of our contribution of securities into the trusts and our continuing interest in the trusts.

***Collateralized Private Investment Vehicle***

We invest in synthetic collateralized debt obligations, collateralized bond obligations, collateralized loan obligations and other collateralized structures, which are VIEs due to insufficient equity to sustain the entities (collectively known as collateralized private investment vehicles). The performance of the notes of these structures is primarily linked to a synthetic portfolio by derivatives; each note has a specific loss attachment and detachment point. The notes and related derivatives are collateralized by a pool of permitted investments. The investments are held by a trustee and can only be liquidated to settle obligations of the trusts. These obligations primarily include derivatives and the notes due at maturity or termination of the trusts. We determined we are the primary beneficiary for one of these entities because we act as the investment manager of the underlying portfolio and we have an ownership interest.

***Commercial Mortgage-Backed Securities***

We sold commercial mortgage loans to a real estate mortgage investment conduit trust. The trust issued various commercial mortgage-backed securities (CMBS) certificates using the cash flows of the underlying commercial mortgages it purchased. This is considered a VIE due to insufficient equity to sustain itself. We have determined we are the primary beneficiary as we retained the special servicing role for the assets within the trust as well as the ownership of the bond class that controls the unilateral kick out rights of the special servicer.

***Mandatory Retirement Savings***

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We hold an equity interest in Chilean mandatory privatized social security funds in which we provide asset management services. We determined that the mandatory privatized social security funds, which also include contributions for voluntary pension savings, voluntary non-pension savings and compensation savings accounts, are VIEs. This is because the equity holders as a group lack the power, due to voting rights or similar rights, to direct the activities of the entity that most significantly impact the entity's economic performance and also because equity investors are protected from below-average market investment returns relative to the industry's return, due to a regulatory guarantee that we provide. Further we concluded that we are the primary beneficiary through our power to make decisions and our variable interest in the funds. The purpose of the funds, which reside in legally segregated entities, is to provide long-term retirement savings. The obligation to the client is directly related to the assets held in the funds and, as such, we present the assets as separate account assets and the obligation as separate account liabilities within our consolidated statements of financial position.

### *Real Estate*

We invest in several real estate limited partnerships and limited liability companies. The entities invest in real estate properties. Certain of these entities are VIEs based on the combination of our significant economic interest and related voting rights. We determined we are the primary beneficiary as a result of our power to control the entities through our significant ownership.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The carrying amounts of our consolidated VIE assets, which can only be used to settle obligations of consolidated VIEs, and liabilities of consolidated VIEs for which creditors do not have recourse are as follows:

	Grantor trusts	Collateralized private investment vehicle	CMBS	Mandatory retirement savings	Real estate	Total
	(in millions)					
<b>March 31, 2015</b>						
Fixed maturities, available-for-sale	\$ 266.4	\$	\$	\$	\$	\$ 266.4
Fixed maturities, trading		100.4				100.4
Equity securities, trading				352.3		352.3
Real estate					297.8	297.8
Other investments			28.9		5.7	34.6
Cash					6.0	6.0
Accrued investment income	0.4		0.2		1.7	2.3
Separate account assets				35,319.4		35,319.4
Other assets					0.3	0.3
<b>Total assets</b>	<b>\$ 266.8</b>	<b>\$ 100.4</b>	<b>\$ 29.1</b>	<b>\$ 35,671.7</b>	<b>\$ 311.5</b>	<b>\$ 36,379.5</b>
Long-term debt	\$	\$	\$	\$	\$ 65.6	\$ 65.6
Income taxes currently payable					0.2	0.2
Deferred income taxes	1.7				(0.4)	1.3
Separate account liabilities				35,319.4		35,319.4
Other liabilities (1)	233.8	86.7	1.9		13.5	335.9
<b>Total liabilities</b>	<b>\$ 235.5</b>	<b>\$ 86.7</b>	<b>\$ 1.9</b>	<b>\$ 35,319.4</b>	<b>\$ 78.9</b>	<b>\$ 35,722.4</b>
<b>December 31, 2014</b>						
Fixed maturities, available-for-sale	\$ 278.2	\$	\$	\$	\$	\$ 278.2
Fixed maturities, trading		100.4				100.4
Equity securities, trading				345.3		345.3
Real estate					284.9	284.9
Other investments			35.0		5.6	40.6
Cash					4.7	4.7
Accrued investment income	0.4		0.2		1.4	2.0
Separate account assets				34,655.4		34,655.4
Other assets					0.3	0.3
<b>Total assets</b>	<b>\$ 278.6</b>	<b>\$ 100.4</b>	<b>\$ 35.2</b>	<b>\$ 35,000.7</b>	<b>\$ 296.9</b>	<b>\$ 35,711.8</b>
Long-term debt	\$	\$	\$	\$	\$ 82.3	\$ 82.3
Income taxes currently payable					10.6	10.6
Deferred income taxes	1.5				(0.4)	1.1
Separate account liabilities				34,655.4		34,655.4
Other liabilities (1)	239.1	85.6	4.8		14.5	344.0

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Total liabilities	\$	240.6	\$	85.6	\$	4.8	\$	34,655.4	\$	107.0	\$	35,093.4
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(1) Grantor trusts contain an embedded derivative of a forecasted transaction to deliver the underlying securities; the collateralized private investment vehicle includes derivative liabilities and an obligation to redeem notes at maturity or termination of the trust.

We did not provide financial or other support to investees designated as VIEs for the periods ended March 31, 2015 and December 31, 2014.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Unconsolidated Variable Interest Entities**

*Invested Securities*

We hold a variable interest in a number of VIEs where we are not the primary beneficiary. Our investments in these VIEs are reported in fixed maturities, available-for-sale; fixed maturities, trading and other investments in the consolidated statements of financial position and are described below.

Unconsolidated VIEs include CMBS, residential mortgage-backed pass-through securities ( RMBS ) and other asset-backed securities ( ABS ). All of these entities were deemed VIEs because the equity within these entities is insufficient to sustain them. We determined we are not the primary beneficiary in the entities within these categories of investments. This determination was based primarily on the fact we do not own the class of security that controls the unilateral right to replace the special servicer or equivalent function.

As previously discussed, we invest in several types of collateralized private investment vehicles, which are VIEs. These include cash and synthetic structures that we do not manage. We have determined we are not the primary beneficiary of these collateralized private investment vehicles primarily because we do not control the economic performance of the entities and were not involved with the design of the entities.

We have invested in various VIE trusts as a debt holder. All of these entities are classified as VIEs due to insufficient equity to sustain them. We have determined we are not the primary beneficiary primarily because we do not control the economic performance of the entities and were not involved with the design of the entities.

We have invested in partnerships and other funds, some of which are classified as VIEs. Some of these entities have returns in the form of income tax credits. These entities are classified as VIEs as the general partners do not have equity investments at risk in the entities. We have determined we are not the primary beneficiary because we are not the general partner, who makes all the significant decisions for the entities. Other limited partnerships and fund interests have returns from investment income. These entities are classified as VIEs as the decision makers do not have equity investments at risk in the entities. We have determined we are not the primary beneficiary because we do not make the significant decisions for the entities, or our variable interest does not absorb the majority of the variability of the entities' net assets.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The carrying value and maximum loss exposure for our unconsolidated VIEs were as follows:

	Asset carrying value	Maximum exposure to loss (1)
<b>March 31, 2015</b>		
Fixed maturities, available-for-sale:		
Corporate	\$ 466.4	\$ 357.3
Residential mortgage-backed pass-through securities	2,823.5	2,688.8
Commercial mortgage-backed securities	3,911.3	3,822.0
Collateralized debt obligations	532.9	549.9
Other debt obligations	4,648.2	4,598.2
Fixed maturities, trading:		
Residential mortgage-backed pass-through securities	32.1	32.1
Commercial mortgage-backed securities	1.8	1.8
Collateralized debt obligations	39.8	39.8
Other investments:		
Other limited partnership and fund interests	190.7	190.7
<b>December 31, 2014</b>		
Fixed maturities, available-for-sale:		
Corporate	\$ 456.7	\$ 353.3
Residential mortgage-backed pass-through securities	2,822.9	2,702.9
Commercial mortgage-backed securities	3,975.5	3,896.9
Collateralized debt obligations	504.1	521.2
Other debt obligations	4,616.4	4,583.4
Fixed maturities, trading:		
Residential mortgage-backed pass-through securities	34.4	34.4
Commercial mortgage-backed securities	1.5	1.5
Collateralized debt obligations	39.4	39.4
Other debt obligations	0.2	0.2
Other investments:		
Other limited partnership and fund interests	188.2	188.2

(1) Our risk of loss is limited to our initial investment measured at amortized cost for fixed maturities, available-for-sale and other investments. Our risk of loss is limited to our investment measured at fair value for our fixed maturities, trading.

***Sponsored Investment Funds***

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We are the investment manager for certain money market mutual funds that are deemed to be VIEs. We are not the primary beneficiary of these VIEs since our involvement is limited primarily to being a service provider, and our variable interest does not absorb the majority of the variability of the entities' net assets. As of March 31, 2015 and December 31, 2014, these VIEs held \$1.2 billion and \$1.4 billion in total assets, respectively. We have no contractual obligation to contribute to the funds.

We provide asset management and other services to certain investment structures for which we earn performance-based management fees. These structures are considered VIEs. We are not the primary beneficiary of these entities as we do not have the obligation to absorb losses of the entities that could be potentially significant to the VIE or the right to receive benefits from these entities that could be potentially significant.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**3. Investments****Fixed Maturities and Equity Securities**

Fixed maturities include bonds, ABS, redeemable preferred stock and certain nonredeemable preferred securities. Equity securities include mutual funds, common stock, nonredeemable preferred stock and mandatory regulatory required investments. We classify fixed maturities and equity securities as either available-for-sale or trading at the time of the purchase and, accordingly, carry them at fair value. See Note 9, Fair Value Measurements, for methodologies related to the determination of fair value. Unrealized gains and losses related to available-for-sale securities, excluding those in fair value hedging relationships, are reflected in stockholders' equity, net of adjustments associated with deferred acquisition costs ( DAC ) and related actuarial balances, derivatives in cash flow hedge relationships and applicable income taxes. Unrealized gains and losses related to hedged portions of available-for-sale securities in fair value hedging relationships and mark-to-market adjustments on certain trading securities are reflected in net realized capital gains (losses). Mark-to-market adjustments related to certain securities carried at fair value with an investment objective to realize economic value through mark-to-market changes are reflected in net investment income.

The cost of fixed maturities is adjusted for amortization of premiums and accrual of discounts, both computed using the interest method. The cost of fixed maturities and equity securities classified as available-for-sale is adjusted for declines in value that are other than temporary. Impairments in value deemed to be other than temporary are primarily reported in net income as a component of net realized capital gains (losses), with noncredit impairment losses for certain fixed maturities, available-for-sale reported in other comprehensive income ( OCI ). For loan-backed and structured securities, we recognize income using a constant effective yield based on currently anticipated cash flows.

The amortized cost, gross unrealized gains and losses, other-than-temporary impairments in accumulated other comprehensive income ( AOCI ) and fair value of fixed maturities and equity securities available-for-sale are summarized as follows:

	Amortized cost	Gross unrealized gains	Gross unrealized losses (in millions)	Fair value	Other-than- temporary impairments in AOCI (1)
<b>March 31, 2015</b>					
Fixed maturities, available-for-sale:					
U.S. government and agencies	\$ 1,181.1	\$ 56.3	\$ 0.9	\$ 1,236.5	\$
Non-U.S. governments	666.7	170.7	0.4	837.0	
States and political subdivisions	4,021.3	326.3	1.9	4,345.7	
Corporate	28,960.4	2,669.1	208.9	31,420.6	0.1
Residential mortgage-backed pass-through securities	2,688.8	137.8	3.1	2,823.5	
	<b>3,822.0</b>	<b>142.2</b>	<b>52.9</b>	<b>3,911.3</b>	<b>87.6</b>



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Commercial mortgage-backed securities

Collateralized debt obligations	549.9	3.7	20.7	532.9	1.3
Other debt obligations	4,598.2	69.0	19.0	4,648.2	65.0
Total fixed maturities, available-for-sale	\$ 46,488.4	\$ 3,575.1	\$ 307.8	\$ 49,755.7	\$ 154.0
Total equity securities, available-for-sale	\$ 145.6	\$ 8.6	\$ 9.3	\$ 144.9	

**December 31, 2014**

Fixed maturities, available-for-sale:

U.S. government and agencies	\$ 1,085.6	\$ 39.1	\$ 2.9	\$ 1,121.8	\$
Non-U.S. governments	704.4	188.3	1.6	891.1	
States and political subdivisions	3,916.8	291.3	4.1	4,204.0	
Corporate	29,308.3	2,442.6	215.9	31,535.0	18.4
Residential mortgage-backed pass-through securities	2,702.9	126.3	6.3	2,822.9	
Commercial mortgage-backed securities	3,896.9	141.5	62.9	3,975.5	88.9
Collateralized debt obligations	521.2	3.5	20.6	504.1	1.3
Other debt obligations	4,583.4	57.5	24.5	4,616.4	66.9
Total fixed maturities, available-for-sale	\$ 46,719.5	\$ 3,290.1	\$ 338.8	\$ 49,670.8	\$ 175.5
Total equity securities, available-for-sale	\$ 125.1	\$ 7.7	\$ 9.8	\$ 123.0	

(1) Excludes \$153.6 million and \$167.5 million as of March 31, 2015 and December 31, 2014, respectively, of net unrealized gains on impaired fixed maturities, available-for-sale related to changes in fair value subsequent to the impairment date, which are included in gross unrealized gains and gross unrealized losses.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The amortized cost and fair value of fixed maturities available-for-sale at March 31, 2015, by expected maturity, were as follows:

	Amortized cost	Fair value
	(in millions)	
Due in one year or less	\$ 2,424.1	\$ 2,455.2
Due after one year through five years	13,187.1	13,813.4
Due after five years through ten years	7,676.0	8,211.4
Due after ten years	11,542.3	13,359.8
Subtotal	34,829.5	37,839.8
Mortgage-backed and other asset-backed securities	11,658.9	11,915.9
Total	\$ 46,488.4	\$ 49,755.7

Actual maturities may differ because borrowers may have the right to call or prepay obligations. Our portfolio is diversified by industry, issuer and asset class. Credit concentrations are managed to established limits.

**Net Realized Capital Gains and Losses**

Net realized capital gains and losses on sales of investments are determined on the basis of specific identification. In general, in addition to realized capital gains and losses on investment sales and periodic settlements on derivatives not designated as hedges, we report gains and losses related to the following in net realized capital gains (losses): other-than-temporary impairments of securities and subsequent realized recoveries, mark-to-market adjustments on certain trading securities, mark-to-market adjustments on certain seed money investments, fair value hedge and cash flow hedge ineffectiveness, mark-to-market adjustments on derivatives not designated as hedges, changes in the mortgage loan valuation allowance provision and impairments of real estate held for investment. Investment gains and losses on sales of certain real estate held for sale that do not meet the criteria for classification as a discontinued operation, mark-to-market adjustments on certain securities carried at fair value with an investment objective to realize economic value through mark-to-market changes are reported as net investment income and are excluded from net realized capital gains (losses). The major components of net realized capital gains (losses) on investments are summarized as follows:

	For the three months ended March 31,	
	2015	2014
	(in millions)	
Fixed maturities, available-for-sale:		
Gross gains	\$ 9.8	\$ 3.6
Gross losses	(1.5)	(3.2)
Net impairment losses	(7.5)	(25.1)
Hedging, net	(10.6)	4.5
Fixed maturities, trading	0.7	14.2
Equity securities, available-for-sale:		
Gross losses		(0.1)

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Net impairment recoveries				5.9
Equity securities, trading		1.5		3.6
Mortgage loans		(2.4)		1.4
Derivatives		62.6		(11.3)
Other		13.6		7.1
Net realized capital gains	\$	66.2	\$	0.6

Proceeds from sales of investments (excluding call and maturity proceeds) in fixed maturities, available-for-sale were \$556.3 million and \$471.9 million for the three months ended March 31, 2015 and 2014, respectively.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Other-Than-Temporary Impairments**

We have a process in place to identify fixed maturity and equity securities that could potentially have a credit impairment that is other than temporary. This process involves monitoring market events that could impact issuers' credit ratings, business climate, management changes, litigation and government actions and other similar factors. This process also involves monitoring late payments, pricing levels, downgrades by rating agencies, key financial ratios, financial statements, revenue forecasts and cash flow projections as indicators of credit issues.

Each reporting period, all securities are reviewed to determine whether an other-than-temporary decline in value exists and whether losses should be recognized. We consider relevant facts and circumstances in evaluating whether a credit or interest-related impairment of a security is other than temporary. Relevant facts and circumstances considered include: (1) the extent and length of time the fair value has been below cost; (2) the reasons for the decline in value; (3) the financial position and access to capital of the issuer, including the current and future impact of any specific events; (4) for structured securities, the adequacy of the expected cash flows; (5) for fixed maturities, our intent to sell a security or whether it is more likely than not we will be required to sell the security before the recovery of its amortized cost which, in some cases, may extend to maturity and (6) for equity securities, our ability and intent to hold the security for a period of time that allows for the recovery in value. To the extent we determine that a security is deemed to be other than temporarily impaired, an impairment loss is recognized.

Impairment losses on equity securities are recognized in net income and are measured as the difference between amortized cost and fair value. The way in which impairment losses on fixed maturities are recognized in the financial statements is dependent on the facts and circumstances related to the specific security. If we intend to sell a security or it is more likely than not that we would be required to sell a security before the recovery of its amortized cost, we recognize an other-than-temporary impairment in net income for the difference between amortized cost and fair value. If we do not expect to recover the amortized cost basis, we do not plan to sell the security and if it is not more likely than not that we would be required to sell a security before the recovery of its amortized cost, the recognition of the other-than-temporary impairment is bifurcated. We recognize the credit loss portion in net income and the noncredit loss portion in OCI ( bifurcated OTTI ).

Total other-than-temporary impairment losses, net of recoveries from the sale of previously impaired securities, were as follows:

	<b>For the three months ended March 31,</b>	
	<b>2015</b>	<b>2014</b>
	(in millions)	
Fixed maturities, available-for-sale	\$ 14.0	\$ 5.0
Equity securities, available-for-sale		5.9
Net other-than-temporary impairment recoveries on available-for-sale securities	14.0	10.9
Other-than-temporary impairment losses on fixed maturities, available-for-sale reclassified from OCI (1)	(21.5)	(30.1)
Net impairment losses on available-for-sale securities	\$ (7.5)	\$ (19.2)

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(1) Represents the net impact of (a) gains resulting from reclassification of noncredit impairment losses for fixed maturities with bifurcated OTTI from net realized capital gains (losses) to OCI and (b) losses resulting from reclassification of previously recognized noncredit impairment losses from OCI to net realized capital gains (losses) for fixed maturities with bifurcated OTTI that had additional credit losses or fixed maturities that previously had bifurcated OTTI that have now been sold or are intended to be sold.

We estimate the amount of the credit loss component of a fixed maturity security impairment as the difference between amortized cost and the present value of the expected cash flows of the security. The present value is determined using the best estimate cash flows discounted at the effective interest rate implicit to the security at the date of purchase or the current yield to accrete an asset-backed or floating rate security. The methodology and assumptions for establishing the best estimate cash flows vary depending on the type of security. The ABS cash flow estimates are based on security specific facts and circumstances that may include collateral characteristics, expectations of delinquency and default rates, loss severity and prepayment speeds and structural support, including subordination and guarantees. The corporate security cash flow estimates are derived from scenario-based outcomes of expected corporate restructurings or liquidations using bond specific facts and circumstances including timing, security interests and loss severity.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The following table provides a rollforward of accumulated credit losses for fixed maturities with bifurcated credit losses. The purpose of the table is to provide detail of (1) additions to the bifurcated credit loss amounts recognized in net realized capital gains (losses) during the period and (2) decrements for previously recognized bifurcated credit losses where the loss is no longer bifurcated and/or there has been a positive change in expected cash flows or accretion of the bifurcated credit loss amount.

	For the three months ended March 31,	
	2015	2014
	(in millions)	
Beginning balance	\$ (144.4)	\$ (235.4)
Credit losses for which an other-than-temporary impairment was not previously recognized	(0.8)	(0.3)
Credit losses for which an other-than-temporary impairment was previously recognized	(1.7)	(24.1)
Reduction for credit losses previously recognized on fixed maturities now sold or intended to be sold	6.2	33.6
Net reduction for positive changes in cash flows expected to be collected and amortization (1)	2.0	2.0
Foreign currency translation adjustment	0.1	
Ending balance	\$ (138.6)	\$ (224.2)

(1) Amounts are recognized in net investment income.

### Gross Unrealized Losses for Fixed Maturities and Equity Securities

For fixed maturities and equity securities available-for-sale with unrealized losses, including other-than-temporary impairment losses reported in OCI, the gross unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position are summarized as follows:

	Less than twelve months		March 31, 2015 Greater than or equal to twelve months		Total	
	Fair value	Gross unrealized losses	Fair value	Gross unrealized losses	Fair value	Gross unrealized losses
	(in millions)					
Fixed maturities, available-for-sale:						
U.S. government and agencies	\$ 88.9	\$ 0.6	\$ 40.5	\$ 0.3	\$ 129.4	\$ 0.9
Non-U.S. governments	15.7	0.3	4.5	0.1	20.2	0.4
	129.5	1.3	26.4	0.6	155.9	1.9

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States and political subdivisions									
Corporate	1,694.0	72.1	1,035.0	136.8	2,729.0	208.9			
Residential mortgage-backed pass-through securities	170.9	0.7	170.8	2.4	341.7	3.1			
Commercial mortgage-backed securities	311.4	2.5	334.8	50.4	646.2	52.9			
Collateralized debt obligations	92.2	0.9	97.6	19.8	189.8	20.7			
Other debt obligations	556.6	1.7	340.2	17.3	896.8	19.0			
Total fixed maturities, available-for-sale	\$ 3,059.2	\$ 80.1	\$ 2,049.8	\$ 227.7	\$ 5,109.0	\$ 307.8			
Total equity securities, available-for-sale	\$	\$	\$ 36.5	\$ 9.3	\$ 36.5	\$ 9.3			

Of the total amounts, Principal Life's consolidated portfolio represented \$4,886.7 million in available-for-sale fixed maturities with gross unrealized losses of \$283.7 million. Of those fixed maturity securities in Principal Life's consolidated portfolio with a gross unrealized loss position, 77% were investment grade (rated AAA through BBB-) with an average price of 95 (carrying value/amortized cost) at March 31, 2015. Gross unrealized losses in our fixed maturities portfolio decreased during the three months ended March 31, 2015, due primarily to a decrease in interest rates.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

For those securities that had been in a continuous unrealized loss position for less than twelve months, Principal Life's consolidated portfolio held 472 securities with a carrying value of \$2,986.4 million and unrealized losses of \$78.9 million reflecting an average price of 97 at March 31, 2015. Of this portfolio, 77% was investment grade (rated AAA through BBB-) at March 31, 2015, with associated unrealized losses of \$28.6 million. The unrealized losses on these securities can primarily be attributed to changes in market interest rates and changes in credit spreads since the securities were acquired.

For those securities that had been in a continuous unrealized loss position greater than or equal to twelve months, Principal Life's consolidated portfolio held 306 securities with a carrying value of \$1,900.3 million and unrealized losses of \$204.8 million. The average rating of this portfolio was A- with an average price of 90 at March 31, 2015. Of the \$204.8 million in unrealized losses, the commercial mortgage-backed securities sector accounts for \$50.4 million in unrealized losses with an average price of 87 and an average credit rating of A-. The remaining unrealized losses consist primarily of \$114.0 million within the corporate sector at March 31, 2015. The average price of the corporate sector was 89 and the average credit rating was BBB+. The unrealized losses on these securities can primarily be attributed to changes in market interest rates and changes in credit spreads since the securities were acquired.

Because we expected to recover our amortized cost, it was not our intent to sell the fixed maturity available-for-sale securities with unrealized losses and it was not more likely than not that we would be required to sell these securities before recovery of the amortized cost, which may be maturity, we did not consider these investments to be other-than-temporarily impaired at March 31, 2015.

	Less than twelve months		December 31, 2014 Greater than or equal to twelve months		Total	
	Fair value	Gross unrealized losses	Fair value	Gross unrealized losses	Fair value	Gross unrealized losses
	(in millions)					
Fixed maturities, available-for-sale:						
U.S. government and agencies	\$ 211.5	\$ 0.7	\$ 95.0	\$ 2.2	\$ 306.5	\$ 2.9
Non-U.S. governments	20.3	1.4	7.5	0.2	27.8	1.6
States and political subdivisions	208.1	0.7	210.5	3.4	418.6	4.1
Corporate	3,072.1	76.8	1,238.3	139.1	4,310.4	215.9
Residential mortgage-backed pass-through securities	18.0		395.3	6.3	413.3	6.3
Commercial mortgage-backed securities	375.3	3.0	395.0	59.9	770.3	62.9
Collateralized debt obligations	114.8	1.0	112.0	19.6	226.8	20.6



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Other debt obligations	971.2	3.5	432.7	21.0	1,403.9	24.5
Total fixed maturities, available-for-sale	\$ 4,991.3	\$ 87.1	\$ 2,886.3	\$ 251.7	\$ 7,877.6	\$ 338.8
Total equity securities, available-for-sale	\$ 10.0	\$ 36.0	\$ 9.8	\$ 46.0	\$ 9.8	

Of the total amounts, Principal Life's consolidated portfolio represented \$7,638.7 million in available-for-sale fixed maturities with gross unrealized losses of \$310.8 million. Of those fixed maturity securities in Principal Life's consolidated portfolio with a gross unrealized loss position, 80% were investment grade (rated AAA through BBB-) with an average price of 96 (carrying value/amortized cost) at December 31, 2014. Gross unrealized losses in our fixed maturities portfolio decreased during the year ended December 31, 2014, due primarily to a decrease in interest rates.

For those securities that had been in a continuous unrealized loss position for less than twelve months, Principal Life's consolidated portfolio held 685 securities with a carrying value of \$4,907.1 million and unrealized losses of \$85.4 million reflecting an average price of 98 at December 31, 2014. Of this portfolio, 77% was investment grade (rated AAA through BBB-) at December 31, 2014, with associated unrealized losses of \$44.4 million. The unrealized losses on these securities can primarily be attributed to changes in market interest rates and changes in credit spreads since the securities were acquired.

For those securities that had been in a continuous unrealized loss position greater than or equal to twelve months, Principal Life's consolidated portfolio held 429 securities with a carrying value of \$2,731.6 million and unrealized losses of \$225.4 million. The average rating of this portfolio was A with an average price of 92 at December 31, 2014. Of the \$225.4 million in unrealized losses, the

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

commercial mortgage-backed securities sector accounts for \$59.9 million in unrealized losses with an average price of 87 and an average credit rating of A-. The remaining unrealized losses consist primarily of \$113.0 million within the corporate sector at December 31, 2014. The average price of the corporate sector was 91 and the average credit rating was BBB+. The unrealized losses on these securities can primarily be attributed to changes in market interest rates and changes in credit spreads since the securities were acquired.

Because we expected to recover our amortized cost, it was not our intent to sell the fixed maturity available-for-sale securities with unrealized losses and it was not more likely than not that we would be required to sell these securities before recovery of the amortized cost, which may be maturity, we did not consider these investments to be other-than-temporarily impaired at December 31, 2014.

**Net Unrealized Gains and Losses on Available-for-Sale Securities and Derivative Instruments**

The net unrealized gains and losses on investments in fixed maturities available-for-sale, equity securities available-for-sale and derivative instruments in cash flow hedge relationships are reported as a separate component of stockholders' equity. The cumulative amount of net unrealized gains and losses on available-for-sale securities and derivative instruments in cash flow hedge relationships net of adjustments related to DAC and related actuarial balances and applicable income taxes was as follows:

	March 31, 2015	December 31, 2014
	(in millions)	
Net unrealized gains on fixed maturities, available-for-sale (1)	\$ 3,338.7	\$ 3,079.1
Noncredit component of impairment losses on fixed maturities, available-for-sale	(154.0)	(175.5)
Net unrealized losses on equity securities, available-for-sale	(0.7)	(2.1)
Adjustments for assumed changes in amortization patterns	(351.3)	(346.8)
Adjustments for assumed changes in policyholder liabilities	(1,256.4)	(1,078.6)
Net unrealized gains on derivative instruments	202.3	160.1
Net unrealized gains on equity method subsidiaries and noncontrolling interest adjustments	97.6	88.9
Provision for deferred income taxes	(629.5)	(576.8)
Net unrealized gains on available-for-sale securities and derivative instruments	\$ 1,246.7	\$ 1,148.3

(1) Excludes net unrealized gains (losses) on fixed maturities, available-for-sale included in fair value hedging relationships.

**Mortgage Loans**

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Mortgage loans consist of commercial and residential mortgage loans. We evaluate risks inherent in our commercial mortgage loans in two classes: (1) brick and mortar property loans, including mezzanine loans, where we analyze the property's rent payments as support for the loan, and (2) credit tenant loans (CTL), where we rely on the credit analysis of the tenant for the repayment of the loan. We evaluate risks inherent in our residential mortgage loan portfolio in two classes: (1) home equity mortgages and (2) first lien mortgages. The carrying amount of our mortgage loan portfolio was as follows:

	March 31, 2015	December 31, 2014
	(in millions)	
Commercial mortgage loans	\$ 10,820.8	\$ 10,723.8
Residential mortgage loans	1,135.6	1,144.3
Total amortized cost	11,956.4	11,868.1
Valuation allowance	(56.9)	(56.5)
Total carrying value	\$ 11,899.5	\$ 11,811.6

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

We periodically purchase mortgage loans as well as sell mortgage loans we have originated. We purchased \$63.5 million and \$39.8 million of residential mortgage loans during the three months ended March 31, 2015 and 2014, respectively. We sold \$21.4 million and \$0.0 million of residential mortgage loans during the three months ended March 31, 2015 and 2014, respectively. We purchased \$107.0 million and \$21.3 million of commercial mortgage loans during the three months ended March 31, 2015 and 2014, respectively. We sold \$1.0 million and \$1.1 million of commercial mortgage loans during the three months ended March 31, 2015 and 2014, respectively.

Our commercial mortgage loan portfolio consists primarily of non-recourse, fixed rate mortgages on stabilized properties. Our commercial mortgage loan portfolio is diversified by geographic region and specific collateral property type as follows:

	March 31, 2015		December 31, 2014	
	Amortized cost	Percent of total	Amortized cost	Percent of total
	(\$ in millions)			
<b>Geographic distribution</b>				
New England	\$ 531.4	4.9%	\$ 528.0	4.9%
Middle Atlantic	2,947.2	27.2	2,951.0	27.5
East North Central	471.8	4.4	442.1	4.1
West North Central	282.0	2.6	233.3	2.2
South Atlantic	1,977.2	18.3	1,970.9	18.4
East South Central	200.9	1.9	197.4	1.8
West South Central	1,062.8	9.8	1,023.9	9.5
Mountain	804.0	7.4	772.0	7.2
Pacific	2,505.2	23.1	2,565.5	24.0
International	38.3	0.4	39.7	0.4
Total	\$ 10,820.8	100.0%	\$ 10,723.8	100.0%
<b>Property type distribution</b>				
Office	\$ 3,798.7	35.1%	\$ 3,646.1	34.0%
Retail	2,562.7	23.7	2,512.1	23.4
Industrial	1,852.8	17.1	1,918.7	17.9
Apartments	2,194.8	20.3	2,200.5	20.5
Hotel	296.2	2.7	331.5	3.1
Mixed use/other	115.6	1.1	114.9	1.1
Total	\$ 10,820.8	100.0%	\$ 10,723.8	100.0%

Our residential mortgage loan portfolio is composed of home equity mortgages with an amortized cost of \$268.1 million and \$283.4 million and first lien mortgages with an amortized cost of \$867.5 million and \$860.9 million as of March 31, 2015 and December 31, 2014, respectively. Our residential home equity mortgages are concentrated in the United States and are generally second lien mortgages comprised of closed-end loans and lines of credit. The majority of our first lien loans are concentrated in the Chilean market.

**Mortgage Loan Credit Monitoring**

***Commercial Credit Risk Profile Based on Internal Rating***

We actively monitor and manage our commercial mortgage loan portfolio. All commercial mortgage loans are analyzed regularly and substantially all are internally rated, based on a proprietary risk rating cash flow model, in order to monitor the financial quality of these assets. The model stresses expected cash flows at various levels and at different points in time depending on the durability of the income stream, which includes our assessment of factors such as location (macro and micro markets), tenant quality and lease expirations. Our internal rating analysis presents expected losses in terms of a Standard & Poor's (S&P) bond equivalent rating. As the credit risk for commercial mortgage loans increases, we adjust our internal ratings downward with loans in the category B+ and below having the highest risk for credit loss. Internal ratings on commercial mortgage loans are updated at least annually and potentially more often for certain loans with material changes in collateral value or occupancy and for loans on an internal watch list.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Commercial mortgage loans that require more frequent and detailed attention than other loans in our portfolio are identified and placed on an internal watch list. Among the criteria that would indicate a potential problem are significant negative changes in ratios of loan to value or contract rents to debt service, major tenant vacancies or bankruptcies, borrower sponsorship problems, late payments, delinquent taxes and loan relief/restructuring requests.

The amortized cost of our commercial mortgage loan portfolio by credit risk, as determined by our internal rating system expressed in terms of an S&P bond equivalent rating, was as follows:

	Brick and mortar	March 31, 2015 CTL (in millions)	Total
A- and above	\$ 9,185.9	\$ 186.0	\$ 9,371.9
BBB+ thru BBB-	1,077.2	147.0	1,224.2
BB+ thru BB-	166.1		166.1
B+ and below	57.1	1.5	58.6
Total	\$ 10,486.3	\$ 334.5	\$ 10,820.8

	Brick and mortar	December 31, 2014 CTL (in millions)	Total
A- and above	\$ 9,115.8	\$ 168.8	\$ 9,284.6
BBB+ thru BBB-	1,041.0	178.5	1,219.5
BB+ thru BB-	148.3		148.3
B+ and below	69.8	1.6	71.4
Total	\$ 10,374.9	\$ 348.9	\$ 10,723.8

***Residential Credit Risk Profile Based on Performance Status***

Our residential mortgage loan portfolio is monitored based on performance of the loans. Monitoring on a residential mortgage loan increases when the loan is delinquent or earlier if there is an indication of impairment. We define non-performing residential mortgage loans as loans 90 days or greater delinquent or on non-accrual status.

The amortized cost of our performing and non-performing residential mortgage loans was as follows:

March 31, 2015

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	Home equity	First liens (in millions)	Total
Performing	\$ 254.9	\$ 854.0	\$ 1,108.9
Nonperforming	13.2	13.5	26.7
Total	\$ 268.1	\$ 867.5	\$ 1,135.6

	Home equity	December 31, 2014 First liens (in millions)	Total
Performing	\$ 268.4	\$ 847.6	\$ 1,116.0
Nonperforming	15.0	13.3	28.3
Total	\$ 283.4	\$ 860.9	\$ 1,144.3

**Non-Accrual Mortgage Loans**

Commercial and residential mortgage loans are placed on non-accrual status if we have concern regarding the collectability of future payments or if a loan has matured without being paid off or extended. Factors considered may include conversations with the borrower, loss of major tenant, bankruptcy of borrower or major tenant, decreased property cash flow for commercial mortgage loans or number of days past due and other circumstances for residential mortgage loans. Based on an assessment as to the collectability of

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

the principal, a determination is made to apply any payments received either against the principal or according to the contractual terms of the loan. When a loan is placed on nonaccrual status, the accrued unpaid interest receivable is reversed against interest income. Accrual of interest resumes after factors resulting in doubts about collectability have improved. Residential first lien mortgages in the Chilean market are carried on accrual for a longer period of delinquency than domestic loans, as assessment of collectability is based on the nature of the loans and collection practices in that market.

The amortized cost of mortgage loans on non-accrual status was as follows:

	March 31, 2015	December 31, 2014
	(in millions)	
Commercial:		
Brick and mortar	\$ 8.9	\$ 9.6
Residential:		
Home equity	13.2	15.0
First liens	9.1	8.8
Total	\$ 31.2	\$ 33.4

The aging of our mortgage loans, based on amortized cost, was as follows:

	March 31, 2015					Current	Total loans	Recorded investment 90 days or more and accruing
	30-59 days past due	60-89 days past due	90 days or more past due	Total past due (in millions)				
Commercial-brick and mortar	\$	\$	\$ 4.5	\$ 4.5	\$ 10,481.8	\$ 10,486.3	\$	
Commercial-CTL					334.5	334.5		
Residential-home equity	1.7	1.0	1.6	4.3	263.8	268.1		
Residential-first liens	18.3	6.2	12.3	36.8	830.7	867.5	4.4	
Total	\$ 20.0	\$ 7.2	\$ 18.4	\$ 45.6	\$ 11,910.8	\$ 11,956.4	\$ 4.4	

	December 31, 2014					Current	Total loans	Recorded investment 90 days or more and accruing
	30-59 days past due	60-89 days past due	90 days or more past due	Total past due (in millions)				
	\$	\$ 4.5	\$ 0.7	\$ 5.2	\$ 10,369.7	\$ 10,374.9	\$	



Commercial-brick and mortar									
Commercial-CTL						348.9		348.9	
Residential-home equity	2.3	1.2	3.4	6.9		276.5		283.4	
Residential-first liens	24.2	7.0	12.1	43.3		817.6		860.9	4.5
Total	\$ 26.5	\$ 12.7	\$ 16.2	\$ 55.4	\$ 11,812.7	\$ 11,868.1	\$ 4.5		

### Mortgage Loan Valuation Allowance

We establish a valuation allowance to provide for the risk of credit losses inherent in our portfolio. The valuation allowance includes loan specific reserves for loans that are deemed to be impaired as well as reserves for pools of loans with similar risk characteristics where a property risk or market specific risk has not been identified but for which we anticipate a loss may occur. Mortgage loans on real estate are considered impaired when, based on current information and events, it is probable that we will be unable to collect all amounts due according to contractual terms of the loan agreement. When we determine that a loan is impaired, a valuation allowance is established equal to the difference between the carrying amount of the mortgage loan and the estimated value reduced by the cost to sell. Estimated value is based on either the present value of the expected future cash flows discounted at the loan's effective interest rate, the loan's observable market price or fair value of the collateral. Subsequent changes in the estimated value are

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

reflected in the valuation allowance. Amounts on loans deemed to be uncollectible are charged off and removed from the valuation allowance. The change in the valuation allowance provision is included in net realized capital gains (losses) on our consolidated statements of operations.

The valuation allowance is maintained at a level believed adequate by management to absorb estimated probable credit losses. Management's periodic evaluation and assessment of the valuation allowance adequacy is based on known and inherent risks in the portfolio, adverse situations that may affect a borrower's ability to repay, the estimated value of the underlying collateral, composition of the loan portfolio, portfolio delinquency information, underwriting standards, peer group information, current economic conditions, loss experience and other relevant factors. The evaluation of our impaired loan component is subjective, as it requires the estimation of timing and amount of future cash flows expected to be received on impaired loans.

We review our commercial mortgage loan portfolio and analyze the need for a valuation allowance for any loan that is delinquent for 60 days or more, in process of foreclosure, restructured, on the internal watch list or that currently has a valuation allowance. In addition to establishing allowance levels for specifically identified impaired commercial mortgage loans, management determines an allowance for all other loans in the portfolio for which historical experience and current economic conditions indicate certain losses exist. These loans are segregated by risk rating level with an estimated loss ratio applied against each risk rating level. The loss ratio is generally based upon historic loss experience for each risk rating level as adjusted for certain current environmental factors management believes to be relevant.

For our residential mortgage loan portfolio, we separate the loans into several homogeneous pools, each of which consist of loans of a similar nature including but not limited to loans similar in collateral, term and structure and loan purpose or type. We evaluate loan pools based on aggregated risk ratings, estimated specific loss potential in the different classes of credits, and historical loss experience by pool type. We adjust these quantitative factors for qualitative factors of present conditions. Qualitative factors include items such as economic and business conditions, changes in the portfolio, value of underlying collateral and concentrations. Residential mortgage loan pools exclude loans that have been restructured or impaired, as those loans are evaluated individually.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

A rollforward of our valuation allowance and ending balances of the allowance and loan balance by basis of impairment method was as follows:

	Commercial	Residential (in millions)	Total
<b>For the three months ended March 31, 2015</b>			
Beginning balance	\$ 26.9	\$ 29.6	\$ 56.5
Provision	0.9	1.9	2.8
Charge-offs		(3.0)	(3.0)
Recoveries		0.6	0.6
Ending balance	\$ 27.8	\$ 29.1	\$ 56.9
Allowance ending balance by basis of impairment method:			
Individually evaluated for impairment	\$ 2.4	\$ 8.7	\$ 11.1
Collectively evaluated for impairment	25.4	20.4	45.8
Allowance ending balance	\$ 27.8	\$ 29.1	\$ 56.9
Loan balance by basis of impairment method:			
Individually evaluated for impairment	\$ 4.4	\$ 26.0	\$ 30.4
Collectively evaluated for impairment	10,816.4	1,109.6	11,926.0
Loan ending balance	\$ 10,820.8	\$ 1,135.6	\$ 11,956.4
<b>For the three months ended March 31, 2014</b>			
Beginning balance	\$ 28.7	\$ 41.1	\$ 69.8
Provision	(1.9)	0.3	(1.6)
Charge-offs	(0.3)	(3.1)	(3.4)
Recoveries		1.7	1.7
Ending balance	\$ 26.5	\$ 40.0	\$ 66.5
Allowance ending balance by basis of impairment method:			
Individually evaluated for impairment	\$ 2.4	\$ 9.5	\$ 11.9
Collectively evaluated for impairment	24.1	30.5	54.6
Allowance ending balance	\$ 26.5	\$ 40.0	\$ 66.5
Loan balance by basis of impairment method:			
Individually evaluated for impairment	\$ 4.4	\$ 32.0	\$ 36.4
Collectively evaluated for impairment	10,294.6	1,213.9	11,508.5
Loan ending balance	\$ 10,299.0	\$ 1,245.9	\$ 11,544.9

**Impaired Mortgage Loans**

Impaired mortgage loans are loans with a related specific valuation allowance, loans whose carrying amount has been reduced to the expected collectible amount because the impairment has been considered other than temporary or a loan modification has been classified as a troubled debt restructuring ( TDR ). Based on an assessment as to the collectability of the principal, a determination is made to apply any payments received either against the principal or according to the contractual terms of the loan. Our recorded investment in and unpaid principal balance of impaired loans along with the related loan specific allowance for losses, if any, and the average recorded investment and interest income

recognized during the time the loans were impaired were as follows:

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	Recorded investment	March 31, 2015 Unpaid principal balance (in millions)		Related allowance
With no related allowance recorded:				
Commercial-brick and mortar	\$ 4.5	\$	4.8	\$
Residential-first liens	3.4		3.3	
With an allowance recorded:				
Commercial-brick and mortar	4.4		4.4	2.4
Residential-home equity	15.8		16.6	8.0
Residential-first liens	6.8		6.8	0.7
Total:				
Commercial	\$ 8.9	\$	9.2	\$ 2.4
Residential	\$ 26.0	\$	26.7	\$ 8.7

	Recorded investment	December 31, 2014 Unpaid principal balance (in millions)		Related allowance
With no related allowance recorded:				
Commercial-brick and mortar	\$ 5.2	\$	6.7	\$
Residential-first liens	3.4		3.4	
With an allowance recorded:				
Commercial-brick and mortar	4.4		4.4	2.4
Residential-home equity	16.5		17.1	8.2
Residential-first liens	7.2		7.2	0.8
Total:				
Commercial	\$ 9.6	\$	11.1	\$ 2.4
Residential	\$ 27.1	\$	27.7	\$ 9.0

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	Average recorded investment	Interest income recognized	
	(in millions)		
<b>For the three months ended March 31, 2015</b>			
With no related allowance recorded:			
Commercial-brick and mortar	\$ 4.9	\$	
Residential-first liens	3.4		
With an allowance recorded:			
Commercial-brick and mortar	4.4		0.1
Residential-home equity	16.2		0.1
Residential-first liens	7.0		
Total:			
Commercial	\$ 9.3	\$	0.1
Residential	\$ 26.6	\$	0.1
<b>For the three months ended March 31, 2014</b>			
With no related allowance recorded:			
Commercial-brick and mortar	\$ 11.2	\$	
Residential-first liens	4.6		
With an allowance recorded:			
Commercial-brick and mortar	4.4		0.1
Residential-home equity	19.1		0.2
Residential-first liens	8.8		
Total:			
Commercial	\$ 15.6	\$	0.1
Residential	\$ 32.5	\$	0.2

**Mortgage Loan Modifications**

Our commercial and residential mortgage loan portfolios include loans that have been modified. We assess loan modifications on a case-by-case basis to evaluate whether a TDR has occurred. The commercial mortgage loan TDRs were modified to delay or reduce principal payments and to increase, reduce or delay interest payments. For these TDR assessments, we have determined the loan rates are now considered below market based on current circumstances. The commercial mortgage loan modifications resulted in delayed cash receipts and a decrease in interest income. The residential mortgage loan TDRs include modifications of interest-only payment periods, delays in principal balloon payments, and interest rate reductions. Residential mortgage loan modifications resulted in delayed or decreased cash receipts and a decrease in interest income.

The following table includes information about outstanding loans that were modified and met the criteria of a TDR during the periods indicated. In addition, the table includes information for loans that were modified and met the criteria of a TDR within the past twelve months that were in payment default during the periods indicated:

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	For the three months ended March 31, 2015			
	TDRs		TDRs in payment default	
	Number of contracts	Recorded investment (in millions)	Number of contracts	Recorded investment (in millions)
Residential-home equity	8	\$ 0.5	1	\$
Total	8	\$ 0.5	1	\$

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	Number of contracts	For the three months ended March 31, 2014		Number of contracts	Recorded investment (in millions)
		TDRs	Recorded investment (in millions)		
Commercial-brick and mortar	1	\$	4.4	1	\$ 0.2
Residential-home equity	13		0.5		
Total	14	\$	4.9	1	\$ 0.2

Commercial mortgage loans that have been designated as a TDR have been previously reserved for in the mortgage loan valuation allowance at the estimated fair value of the underlying collateral reduced by the cost to sell.

Residential mortgage loans that have been designated as a TDR are specifically reserved for in the mortgage loan valuation allowance if losses result from the modification. Residential mortgage loans that have defaulted or have been discharged through bankruptcy are reduced to the expected collectible amount.

**Securities Posted as Collateral**

We posted \$1,075.1 million in fixed maturities, available-for-sale securities at March 31, 2015, to satisfy collateral requirements primarily associated with a reinsurance arrangement, our derivative credit support annex (collateral) agreements, Futures Commission Merchant ( FCM ) agreements, a lending arrangement and our obligation under funding agreements with the Federal Home Loan Bank of Des Moines ( FHLB Des Moines ). In addition, we posted \$2,363.7 million in commercial mortgage loans and home equity mortgages as of March 31, 2015, to satisfy collateral requirements associated with our obligation under funding agreements with the FHLB Des Moines. Since we did not relinquish ownership rights on these instruments, they are reported as fixed maturities, available-for-sale and mortgage loans, respectively, on our consolidated statements of financial position. Of the securities posted as collateral, \$191.0 million can be sold or repledged by the secured party.

**Balance Sheet Offsetting**

Financial assets subject to master netting agreements or similar agreements were as follows:

Gross amount of recognized	Gross amounts not offset in the consolidated statements of financial position	
	Financial	Collateral



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	assets (1)	instruments (2)	received	Net amount
	(in millions)			
<b>March 31, 2015</b>				
Derivative assets	\$ 835.8	\$ (542.5)	\$ (278.0)	\$ 15.3
Reverse repurchase agreements	55.5		(55.5)	
Total	\$ 891.3	\$ (542.5)	\$ (333.5)	\$ 15.3
<b>December 31, 2014</b>				
Derivative assets	\$ 661.8	\$ (479.5)	\$ (169.0)	\$ 13.3
Reverse repurchase agreements	51.5		(51.5)	
Total	\$ 713.3	\$ (479.5)	\$ (220.5)	\$ 13.3

(1) The gross amount of recognized derivative and reverse repurchase agreement assets are reported with other investments and cash and cash equivalents on the consolidated statements of financial position. The above excludes \$0.0 million of derivative assets as of both March 31, 2015 and December 31, 2014 that are not subject to master netting agreements or similar agreements. The gross amounts of derivative and reverse repurchase agreement assets are not netted against offsetting liabilities for presentation on the consolidated statements of financial position.

(2) Represents amount of offsetting derivative liabilities that are subject to an enforceable master netting agreement or similar agreement that are not netted against the gross derivative assets for presentation on the consolidated statements of financial position.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Financial liabilities subject to master netting agreements or similar agreements were as follows:

	Gross amount of recognized liabilities (1)	Gross amounts not offset in the consolidated statements of financial position		Net amount
		Financial instruments (2)	Collateral pledged	
		(in millions)		
<b>March 31, 2015</b>				
Derivative liabilities	\$ 904.5	\$ (542.5)	\$ (269.1)	\$ 92.9
<b>December 31, 2014</b>				
Derivative liabilities	\$ 786.0	\$ (479.5)	\$ (220.6)	\$ 85.9

(1) The gross amount of recognized derivative liabilities are reported with other liabilities on the consolidated statements of financial position. The above excludes \$469.0 million and \$421.3 million of derivative liabilities as of March 31, 2015 and December 31, 2014, respectively, which are primarily embedded derivatives that are not subject to master netting agreements or similar agreements. The gross amounts of derivative liabilities are not netted against offsetting assets for presentation on the consolidated statements of financial position.

(2) Represents amount of offsetting derivative assets that are subject to an enforceable master netting agreement or similar agreement that are not netted against the gross derivative liabilities for presentation on the consolidated statements of financial position.

The financial instruments that are subject to master netting agreements or similar agreements include right of setoff provisions. Derivative instruments include provisions to setoff positions covered under the agreements with the same counterparties and provisions to setoff positions outside of the agreements with the same counterparties in the event of default by one of the parties. Derivative instruments also include collateral provisions. Collateral received and pledged is generally settled daily with each counterparty. See Note 4, Derivative Financial Instruments, for further details.

Repurchase and reverse repurchase agreements include provisions to setoff other repurchase and reverse repurchase balances with the same counterparty. Repurchase and reverse repurchase agreements also include collateral provisions with the counterparties. For reverse repurchase agreements we require the counterparties to pledge collateral with a value greater than the amount of cash transferred. We have the right but do not sell or repledge collateral received in reverse repurchase agreements. Repurchase agreements are structured as secured borrowings for all counterparties. We pledge fixed maturities available-for-sale, which the counterparties have the right to sell or repledge. Interest incurred on repurchase agreements is reported as part of operating expense on the consolidated statements of operations. Net proceeds related to repurchase agreements are reported as a component of financing activities on the consolidated statements of cash flows. We did not have any outstanding repurchase agreements as of March 31, 2015 and December 31, 2014.

#### 4. Derivative Financial Instruments

Derivatives are generally used to hedge or reduce exposure to market risks associated with assets held or expected to be purchased or sold and liabilities incurred or expected to be incurred. Derivatives are used to change the characteristics of our asset/liability mix consistent with our risk management activities. Derivatives are also used in asset replication strategies.

### **Types of Derivative Instruments**

#### ***Interest Rate Contracts***

Interest rate risk is the risk we will incur economic losses due to adverse changes in interest rates. Sources of interest rate risk include the difference between the maturity and interest rate changes of assets with the liabilities they support, timing differences between the pricing of liabilities and the purchase or procurement of assets and changing cash flow profiles from original projections due to prepayment options embedded within asset and liability contracts. We use various derivatives to manage our exposure to fluctuations in interest rates.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Interest rate swaps are contracts in which we agree with other parties to exchange, at specified intervals, the difference between fixed rate and floating rate interest amounts based upon designated market rates or rate indices and an agreed upon notional principal amount. Generally, no cash is exchanged at the outset of the contract and no principal payments are made by any party. Cash is paid or received based on the terms of the swap. We use interest rate swaps primarily to more closely match the interest rate characteristics of assets and liabilities and to mitigate the risks arising from timing mismatches between assets and liabilities (including duration mismatches). We also use interest rate swaps to hedge against changes in the value of assets we anticipate acquiring and other anticipated transactions and commitments. Interest rate swaps are used to hedge against changes in the value of the guaranteed minimum withdrawal benefit ( GMWB ) liability. The GMWB rider on our variable annuity products provides for guaranteed minimum withdrawal benefits regardless of the actual performance of various equity and/or fixed income funds available with the product.

Interest rate options, including interest rate caps and interest rate floors, which can be combined to form interest rate collars, are contracts that entitle the purchaser to pay or receive the amounts, if any, by which a specified market rate exceeds a cap strike interest rate, or falls below a floor strike interest rate, respectively, at specified dates. We use interest rate collars to manage interest rate risk related to guaranteed minimum interest rate liabilities in our individual annuities contracts and lapse risk associated with higher interest rates.

A swaption is an option to enter into an interest rate swap at a future date. We purchase swaptions to offset or modify existing exposures. Swaptions provide us the benefit of the agreed-upon strike rate if the market rates for liabilities are higher, with the flexibility to enter into the current market rate swap if the market rates for liabilities are lower. Swaptions not only hedge against the downside risk, but also allow us to take advantage of any upside benefits.

In exchange-traded futures transactions, we agree to purchase or sell a specified number of contracts, the values of which are determined by the values of designated classes of securities, and to post variation margin on a daily basis in an amount equal to the difference in the daily market values of those contracts. We enter into exchange-traded futures with regulated futures commissions merchants who are members of a trading exchange. We have used exchange-traded futures to reduce market risks from changes in interest rates and to alter mismatches between the assets in a portfolio and the liabilities supported by those assets.

***Foreign Exchange Contracts***

Foreign currency risk is the risk we will incur economic losses due to adverse fluctuations in foreign currency exchange rates. This risk arises from foreign currency-denominated funding agreements we issue, foreign currency-denominated fixed maturities we invest in and the financial results of our international operations, including acquisition and divestiture activity. We use various derivatives to manage our exposure to fluctuations in foreign currency exchange rates.

Currency swaps are contracts in which we agree with other parties to exchange, at specified intervals, a series of principal and interest payments in one currency for that of another currency. Generally, the principal amount of each currency is exchanged at the beginning and termination of the currency swap by each party. The interest payments are primarily fixed-to-fixed rate; however, they may also be fixed-to-floating rate or floating-to-fixed rate. These transactions are entered into pursuant to master agreements that provide for a single net payment to be made by one counterparty for payments made in the same currency at each due date. We use currency swaps to reduce market risks from changes in currency exchange rates with respect to investments or liabilities denominated in foreign currencies that we either hold or intend to acquire or sell.

Currency forwards are contracts in which we agree with other parties to deliver or receive a specified amount of an identified currency at a specified future date. Typically, the price is agreed upon at the time of the contract and payment for such a contract is made at the specified future date. We use currency forwards to reduce market risks from changes in currency exchange rates with respect to investments or liabilities denominated in foreign currencies that we either hold or intend to acquire or sell and to hedge the currency risk associated with a business combination. We have also used currency forwards to hedge the currency risk associated with net investments in foreign operations. We did not use any currency forwards during 2015 or 2014 to hedge our net investment in foreign operations.

### *Equity Contracts*

Equity risk is the risk that we will incur economic losses due to adverse fluctuations in common stock. We use various derivatives to manage our exposure to equity risk, which arises from products in which the interest we credit is tied to an external equity index as well as products subject to minimum contractual guarantees.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

We purchase equity call spreads to hedge the equity participation rates promised to contractholders in conjunction with our fixed deferred annuity and universal life products that credit interest based on changes in an external equity index. We use exchange-traded futures and equity put options to hedge against changes in the value of the GMWB liability related to the GMWB rider on our variable annuity product, as previously explained. The premium associated with certain options is paid quarterly over the life of the option contract.

***Credit Contracts***

Credit risk relates to the uncertainty associated with the continued ability of a given obligor to make timely payments of principal and interest. We use credit default swaps to enhance the return on our investment portfolio by providing comparable exposure to fixed income securities that might not be available in the primary market. They are also used to hedge credit exposures in our investment portfolio. Credit derivatives are used to sell or buy credit protection on an identified name or names on an unfunded or synthetic basis in return for receiving or paying a quarterly premium. The premium generally corresponds to a referenced name's credit spread at the time the agreement is executed. In cases where we sell protection, we also buy a quality cash bond to match against the credit default swap, thereby entering into a synthetic transaction replicating a cash security. When selling protection, if there is an event of default by the referenced name, as defined by the agreement, we are obligated to pay the counterparty the referenced amount of the contract and receive in return the referenced security in a principal amount equal to the notional value of the credit default swap.

Total return swaps are contracts in which we agree with other parties to exchange, at specified intervals, an amount determined by the difference between the previous price and the current price of a reference asset based upon an agreed upon notional principal amount plus an additional amount determined by the financing spread. We currently use futures traded on an exchange ( exchange-traded ) and total return swaps referencing equity indices to hedge our portfolio from potential credit losses related to systemic events.

***Other Contracts***

***Embedded Derivatives.*** We purchase or issue certain financial instruments or products that contain a derivative instrument that is embedded in the financial instrument or product. When it is determined that the embedded derivative possesses economic characteristics that are not clearly or closely related to the economic characteristics of the host contract and a separate instrument with the same terms would qualify as a derivative instrument, the embedded derivative is bifurcated from the host instrument for measurement purposes. The embedded derivative, which is reported with the host instrument in the consolidated statements of financial position, is carried at fair value.

We have investment-type insurance contracts in which the return is tied to a leveraged inflation index. We economically hedge the risk associated with these investment-type insurance contracts.

We offer group annuity contracts that have guaranteed separate accounts as an investment option. We also offer funds with embedded fixed-rate guarantees as investment options in our defined contribution plans in Hong Kong.

We have structured investment relationships with trusts we have determined to be VIEs, which are consolidated in our financial statements. The notes issued by these trusts include obligations to deliver an underlying security to residual interest holders and the obligations contain an embedded derivative of the forecasted transaction to deliver the underlying security.

We have fixed deferred annuities and universal life contracts that credit interest based on changes in an external equity index. We also have certain variable annuity products with a GMWB rider, which allows the customer to make withdrawals of a specified annual amount, either for a fixed number of years or for the lifetime of the customer, even if the account value is fully exhausted. Declines in the equity markets may increase our exposure to benefits under contracts with the GMWB. We economically hedge the exposure in these contracts, as previously explained.

### **Exposure**

Our risk of loss is typically limited to the fair value of our derivative instruments and not to the notional or contractual amounts of these derivatives. We are also exposed to credit losses in the event of nonperformance of the counterparties. Our current credit exposure is limited to the value of derivatives that have become favorable to us. This credit risk is minimized by purchasing such agreements from financial institutions with high credit ratings and by establishing and monitoring exposure limits. We also utilize various credit enhancements, including collateral and credit triggers to reduce the credit exposure to our derivative instruments.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Derivatives may be exchange-traded or they may be privately negotiated contracts, which are usually referred to as over-the-counter ( OTC ) derivatives. Certain of our OTC derivatives are cleared and settled through central clearing counterparties ( OTC cleared ), while others are bilateral contracts between two counterparties ( bilateral OTC ). Our derivative transactions are generally documented under International Swaps and Derivatives Association, Inc. ( ISDA ) Master Agreements. Management believes that such agreements provide for legally enforceable set-off and close-out netting of exposures to specific counterparties. Under such agreements, in connection with an early termination of a transaction, we are permitted to set off our receivable from a counterparty against our payables to the same counterparty arising out of all included transactions. For reporting purposes, we do not offset fair value amounts recognized for the right to reclaim cash collateral or the obligation to return cash collateral against fair value amounts recognized for derivative instruments executed with the same counterparties under master netting agreements.

We posted \$320.3 million and \$271.6 million in cash and securities under collateral arrangements as of March 31, 2015 and December 31, 2014, respectively, to satisfy collateral requirements associated with our derivative credit support agreements and FCM agreements. These amounts include initial margin requirements.

Certain of our derivative instruments contain provisions that require us to maintain an investment grade rating from each of the major credit rating agencies on our debt. If the ratings on our debt were to fall below investment grade, it would be in violation of these provisions and the counterparties to the derivative instruments could request immediate payment or demand immediate and ongoing full overnight collateralization on derivative instruments in net liability positions. The aggregate fair value, inclusive of accrued interest, of all derivative instruments with credit-risk-related contingent features that were in a liability position without regard to netting under derivative credit support annex agreements as of March 31, 2015 and December 31, 2014, was \$740.7 million and \$656.2 million, respectively. Cleared derivatives have contingent features that require us to post excess margin as required by the FCM. The terms surrounding excess margin vary by FCM agreement. With respect to derivatives containing collateral triggers, we posted collateral and initial margin of \$320.3 million and \$271.6 million as of March 31, 2015 and December 31, 2014, respectively, in the normal course of business, which reflects netting under derivative agreements. If the credit-risk-related contingent features underlying these agreements were triggered on March 31, 2015, we would be required to post an additional \$73.4 million of collateral to our counterparties.

As of March 31, 2015 and December 31, 2014, we had received \$230.0 million and \$148.3 million, respectively, of cash collateral associated with our derivative credit support annex agreements and FCM agreements, for which we recorded a corresponding liability reflecting our obligation to return the collateral.



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Notional amounts are used to express the extent of our involvement in derivative transactions and represent a standard measurement of the volume of our derivative activity. Notional amounts represent those amounts used to calculate contractual flows to be exchanged and are not paid or received, except for contracts such as currency swaps. Credit exposure represents the gross amount owed to us under derivative contracts as of the valuation date. The notional amounts and credit exposure of our derivative financial instruments by type were as follows:

	March 31, 2015	December 31, 2014
	(in millions)	
<b>Notional amounts of derivative instruments</b>		
<b>Interest rate contracts:</b>		
Interest rate swaps	\$ 20,264.6	\$ 19,182.6
Interest rate options	4,900.0	4,900.0
Swaptions	159.0	260.0
Interest rate futures	91.0	147.5
<b>Foreign exchange contracts:</b>		
Currency swaps	1,941.2	1,975.5
Currency forwards	262.9	270.7
<b>Equity contracts:</b>		
Equity options	3,506.6	3,293.4
Equity futures	601.4	498.1
<b>Credit contracts:</b>		
Credit default swaps	1,198.5	1,234.5
Total return swaps	90.0	90.0
Futures	11.3	10.5
<b>Other contracts:</b>		
Embedded derivatives	9,412.6	9,235.7
Total notional amounts at end of period	\$ 42,439.1	\$ 41,098.5
<b>Credit exposure of derivative instruments</b>		
<b>Interest rate contracts:</b>		
Interest rate swaps	\$ 634.0	\$ 510.8
Interest rate options	45.3	41.0
<b>Foreign exchange contracts:</b>		
Currency swaps	142.1	97.1
Currency forwards	2.6	1.4
<b>Equity contracts:</b>		
Equity options	47.1	30.2
<b>Credit contracts:</b>		
Credit default swaps	15.7	13.3
Total return swaps	1.6	
Total gross credit exposure	888.4	693.8
Less: collateral received	286.8	183.5
Net credit exposure	\$ 601.6	\$ 510.3

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The fair value of our derivative instruments classified as assets and liabilities was as follows:

	Derivative assets (1)		Derivative liabilities (2)	
	March 31, 2015	December 31, 2014	March 31, 2015	December 31, 2014
(in millions)				
<b>Derivatives designated as hedging instruments</b>				
Interest rate contracts	\$ 16.3	\$ 8.8	\$ 185.6	\$ 193.9
Foreign exchange contracts	126.6	80.0	160.4	69.1
Total derivatives designated as hedging instruments	\$ 142.9	\$ 88.8	\$ 346.0	\$ 263.0
<b>Derivatives not designated as hedging instruments</b>				
Interest rate contracts	\$ 611.1	\$ 508.7	\$ 361.7	\$ 321.4
Foreign exchange contracts	17.5	20.8	55.0	40.1
Equity contracts	47.0	30.2	117.8	131.7
Credit contracts	17.3	13.3	30.5	35.6
Other contracts			462.5	415.5
Total derivatives not designated as hedging instruments	692.9	573.0	1,027.5	944.3
Total derivative instruments	\$ 835.8	\$ 661.8	\$ 1,373.5	\$ 1,207.3

(1) The fair value of derivative assets is reported with other investments on the consolidated statements of financial position.

(2) The fair value of derivative liabilities is reported with other liabilities on the consolidated statements of financial position, with the exception of certain embedded derivative liabilities. Embedded derivative liabilities with a fair value of \$228.7 million and \$176.4 million as of March 31, 2015 and December 31, 2014, respectively, are reported with contractholder funds on the consolidated statements of financial position.

**Credit Derivatives Sold**

When we sell credit protection, we are exposed to the underlying credit risk similar to purchasing a fixed maturity security instrument. The majority of our credit derivative contracts sold reference a single name or reference security (referred to as single name credit default swaps ). The remainder of our credit derivatives reference either a basket or index of securities. These instruments are either referenced in an over-the-counter credit derivative transaction, or embedded within an investment structure that has been fully consolidated into our financial statements.

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These credit derivative transactions are subject to events of default defined within the terms of the contract, which normally consist of bankruptcy, failure to pay, or modified restructuring of the reference entity and/or issue. If a default event occurs for a reference name or security, we are obligated to pay the counterparty an amount equal to the notional amount of the credit derivative transaction. As a result, our maximum future payment is equal to the notional amount of the credit derivative. In certain cases, we also have purchased credit protection with identical underlyings to certain of our sold protection transactions. The effect of this purchased protection would reduce our total maximum future payments by \$10.0 million as of March 31, 2015 and \$10.0 million as of December 31, 2014. These purchased credit derivative transactions had a net asset (liability) fair value of \$0.0 million as of March 31, 2015 and \$(0.1) million as of December 31, 2014. In certain circumstances, our potential loss could also be reduced by any amount recovered in the default proceedings of the underlying credit name.

We purchased an investment structure with embedded credit features that is fully consolidated into our financial statements. This consolidation results in recognition of the underlying credit derivatives and collateral within the structure, typically high quality fixed maturities that are owned by a special purpose vehicle. These credit derivatives reference several names in a basket structure. In the event of default, the collateral within the structure would typically be liquidated to pay the claims of the credit derivative counterparty.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The following tables show our credit default swap protection sold by types of contract, types of referenced/underlying asset class and external agency rating for the underlying reference security. The maximum future payments are undiscounted and have not been reduced by the effect of any offsetting transactions, collateral or recourse features described above.

	March 31, 2015				
	Notional amount	Fair value	Maximum future payments	Weighted average expected life (in years)	
		(in millions)			
<b>Single name credit default swaps</b>					
Corporate debt					
AAA	\$ 30.0	\$ 1.0	\$ 30.0	4.0	
AA	74.0	1.4	74.0	3.0	
A	229.5	3.5	229.5	2.9	
BBB	335.0	2.1	335.0	3.6	
BB	10.0	0.5	10.0	4.7	
Government/municipalities					
AA	30.0	0.6	30.0	4.1	
Sovereign					
AA	10.0	0.1	10.0	4.5	
BBB	40.0	(0.5)	40.0	4.5	
Total single name credit default swaps	758.5	8.7	758.5	3.5	
<b>Basket and index credit default swaps</b>					
Corporate debt					
Near default (1)	100.4	(21.3)	100.4	2.0	
Government/municipalities					
AA	30.0	(1.6)	30.0	2.5	
Structured finance					
BBB	15.9	0.1	15.9	1.4	
Total basket and index credit default swaps	146.3	(22.8)	146.3	2.0	
Total credit default swap protection sold	\$ 904.8	\$ (14.1)	\$ 904.8	3.2	

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	Notional amount	December 31, 2014		Weighted average expected life (in years)
		Fair value (in millions)	Maximum future payments	
<b>Single name credit default swaps</b>				
Corporate debt				
AAA	\$ 30.0	\$ 1.0	\$ 30.0	4.2
AA	79.0	1.6	79.0	3.3
A	254.5	3.3	254.5	2.8
BBB	345.0	1.2	345.0	3.6
BB	10.0	0.9	10.0	5.0
Government/municipalities				
AA	30.0	0.6	30.0	4.3
Sovereign				
AA	10.0	0.1	10.0	4.7
BBB	40.0	(0.1)	40.0	4.7
Total single name credit default swaps	798.5	8.6	798.5	3.5
<b>Basket and index credit default swaps</b>				
Corporate debt				
Near default (1)	100.4	(19.1)	100.4	2.2
Government/municipalities				
AA	30.0	(1.8)	30.0	2.7
Structured finance				
BBB	16.9	0.1	16.9	3.5
Total basket and index credit default swaps	147.3	(20.8)	147.3	2.5
Total credit default swap protection sold	\$ 945.8	\$ (12.2)	\$ 945.8	3.3

(1) Includes \$78.0 million as of both March 31, 2015 and December 31, 2014 notional of derivatives in consolidated collateralized private investment vehicle VIEs where the credit risk is borne by third party investors.

We also have invested in fixed maturities classified as trading that contain credit default swaps. These securities are subject to the credit risk of the issuer, normally a special purpose vehicle, which consists of the underlying credit default swaps and high quality fixed maturities that serve as collateral. A default event occurs if the cumulative losses exceed a specified attachment point, which is typically not the first loss of the portfolio. If a default event occurs that exceeds the specified attachment point, our investment may not be fully returned. We would have no future potential payments under these investments. The following tables show, by the types of referenced/underlying asset class and external rating, our fixed maturities with embedded credit derivatives.

March 31, 2015

Weighted  
average

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	Amortized cost	Carrying value (in millions)	expected life (in years)
<b>Corporate debt</b>			
A	\$ 24.5	\$ 24.5	1.8
Total corporate debt	24.5	24.5	1.8
<b>Structured finance</b>			
A	70.8	70.8	1.2
BB	5.8	5.8	2.5
CCC	9.6	9.6	4.7
Total structured finance	86.2	86.2	1.7
Total fixed maturities with credit derivatives	\$ 110.7	\$ 110.7	1.7

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	December 31, 2014		Weighted average expected life (in years)
	Amortized cost	Carrying value (in millions)	
<b>Corporate debt</b>			
A	\$ 24.1	\$ 24.1	2.0
Total corporate debt	24.1	24.1	2.0
<b>Structured finance</b>			
A	56.1	56.1	1.5
BB	5.8	5.8	2.7
CCC	9.5	9.5	4.7
Total structured finance	71.4	71.4	2.1
Total fixed maturities with credit derivatives	\$ 95.5	\$ 95.5	2.0

**Fair Value Hedges**

We use fixed-to-floating rate interest rate swaps to more closely align the interest rate characteristics of certain assets and liabilities. In general, these swaps are used in asset and liability management to modify duration, which is a measure of sensitivity to interest rate changes.

We enter into currency exchange swap agreements to convert certain foreign denominated assets and liabilities into U.S. dollar floating-rate denominated instruments to eliminate the exposure to future currency volatility on those items.

The net interest effect of interest rate swap and currency swap transactions for derivatives in fair value hedges is recorded as an adjustment to income or expense of the underlying hedged item in our consolidated statements of operations.

Hedge effectiveness testing for fair value relationships is performed utilizing a regression analysis approach for both prospective and retrospective evaluations. This regression analysis will consider multiple data points for the assessment that the hedge continues to be highly effective in achieving offsetting changes in fair value. In certain periods, the comparison of the change in value of the derivative and the change in the value of the hedged item may not be offsetting at a specific period in time due to small movements in value. However, any amounts recorded as fair value hedges have shown to be highly effective in achieving offsetting changes in fair value both for present and future periods.

The following table shows the effect of derivatives in fair value hedging relationships and the related hedged items on the consolidated statements of operations. All gains or losses on derivatives were included in the assessment of hedge effectiveness.

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Derivatives in fair value hedging relationships	Amount of gain (loss) recognized in net income on derivatives for the three months ended March 31, (1)		Hedged items in fair value hedging relationships	Amount of gain (loss) recognized in net income on related hedged item for the three months ended March 31, (1)	
	2015	2014		2015	2014
	(in millions)			(in millions)	
Interest rate contracts	\$ (2.1)	\$ 6.9	Fixed maturities, available-for-sale	\$ 1.6	\$ (7.4)
Interest rate contracts	2.5	0.6	Investment-type insurance contracts	(2.4)	(0.6)
Foreign exchange contracts	3.8	0.3	Fixed maturities, available-for-sale	(3.8)	(0.3)
Foreign exchange contracts		0.2	Investment-type insurance contracts		(0.2)
Total	\$ 4.2	\$ 8.0	Total	\$ (4.6)	\$ (8.5)



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

(1) The gain (loss) on both derivatives and hedged items in fair value relationships is reported in net realized capital gains (losses) on the consolidated statements of operations. The net amount represents the ineffective portion of our fair value hedges.

The following table shows the periodic settlements on interest rate contracts and foreign exchange contracts in fair value hedging relationships.

Hedged item	Amount of gain (loss) for the three months ended March 31,	
	2015	2014
	(in millions)	
Fixed maturities, available-for-sale (1)	\$ (20.1)	\$ (26.2)
Investment-type insurance contracts (2)	0.9	1.5

(1) Reported in net investment income on the consolidated statements of operations.

(2) Reported in benefits, claims and settlement expenses on the consolidated statements of operations.

**Cash Flow Hedges**

We utilize floating-to-fixed rate interest rate swaps to eliminate the variability in cash flows of recognized financial assets and liabilities and forecasted transactions.

We enter into currency exchange swap agreements to convert both principal and interest payments of certain foreign denominated assets and liabilities into U.S. dollar denominated fixed-rate instruments to eliminate the exposure to future currency volatility on those items.

The net interest effect of interest rate swap and currency swap transactions for derivatives in cash flow hedges is recorded as an adjustment to income or expense of the underlying hedged item in our consolidated statements of operations.

The maximum length of time we are hedging our exposure to the variability in future cash flows for forecasted transactions, excluding those related to the payments of variable interest on existing financial assets and liabilities, is 5.2 years. At March 31, 2015, we had \$64.3 million of net gains reported in AOCI on the consolidated statements of financial position related to active hedges of forecasted transactions. If a hedged

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forecasted transaction is no longer probable of occurring, cash flow hedge accounting is discontinued. If it is probable that the hedged forecasted transaction will not occur, the deferred gain or loss is immediately reclassified from AOCI into net income. We reclassified \$0.0 million and \$0.0 million from AOCI into net realized capital gains (losses) as a result of the determination that hedged cash flows were probable of not occurring during the three months ended March 31, 2015 and 2014, respectively.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The following table shows the effect of derivatives in cash flow hedging relationships on the consolidated statements of operations and consolidated statements of financial position. All gains or losses on derivatives were included in the assessment of hedge effectiveness.

Derivatives in cash flow hedging relationships	Related hedged item	Amount of gain (loss) recognized in AOCI on derivatives (effective portion) for the three months ended March 31,		Location of gain (loss) reclassified from AOCI into net income (effective portion)	Amount of gain (loss) reclassified from AOCI on derivatives (effective portion) for the three months ended March 31,	
		2015	2014		2015	2014
		(in millions)			(in millions)	
Interest rate contracts	Fixed maturities, available-for-sale	\$ 16.7	\$ 3.7	Net investment income	\$ 3.8	\$ 3.2
Interest rate contracts	Investment-type insurance contracts	0.9	0.9	Benefits, claims and settlement expenses		
Interest rate contracts	Debt			Operating expense	(2.0)	(1.8)
Foreign exchange contracts	Fixed maturities, available-for-sale	40.2	4.0	Net realized capital gains (losses)	8.3	(11.1)
Foreign exchange contracts	Investment-type insurance contract	(3.8)	5.1	Benefits, claims and settlement expenses		
Total		\$ 54.0	\$ 13.7	Total	\$ 10.1	\$ (9.7)

The following table shows the periodic settlements on interest rate contracts and foreign exchange contracts in cash flow hedging relationships.

Hedged item	Amount of gain (loss) for the three months ended March 31,	
	2015	2014
	(in millions)	
Fixed maturities, available-for-sale (1)	\$ 1.5	\$ 1.5
Investment-type insurance contracts (2)	(3.9)	(2.9)

- (1) Reported in net investment income on the consolidated statements of operations.
- (2) Reported in benefits, claims and settlement expenses on the consolidated statements of operations.

The ineffective portion of our cash flow hedges is reported in net realized capital gains (losses) on the consolidated statements of operations. The net gain resulting from the ineffective portion of foreign currency contracts in cash flow hedging relationships was \$0.1 million and \$0.0 million for the three months ended March 31, 2015 and 2014, respectively.

We expect to reclassify net gains of \$1.3 million from AOCI into net income in the next 12 months, which includes both net deferred gains on discontinued hedges and net losses on periodic settlements of active hedges. Actual amounts may vary from this amount as a result of market conditions.

**Derivatives Not Designated as Hedging Instruments**

Our use of futures, certain swaptions and swaps, collars, options and forwards are effective from an economic standpoint, but they have not been designated as hedges for financial reporting purposes. As such, periodic changes in the market value of these instruments, which includes mark-to-market gains and losses as well as periodic and final settlements, primarily flow directly into net realized capital gains (losses) on the consolidated statements of operations.

The following table shows the effect of derivatives not designated as hedging instruments, including fair value changes of embedded derivatives that have been bifurcated from the host contract, on the consolidated statements of operations.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Derivatives not designated as hedging instruments	Amount of gain (loss) recognized in net income on derivatives for the three months ended March 31,	
	2015	2014
	(in millions)	
Interest rate contracts	\$ 84.9	\$ 63.3
Foreign exchange contracts	(16.5)	(13.3)
Equity contracts	12.1	(25.0)
Credit contracts	4.6	(4.9)
Other contracts	(50.4)	(26.7)
Total	\$ 34.7	\$ (6.6)

**5. Income Taxes**

The effective income tax rate for the three months ended March 31, 2015, was lower than the U.S. corporate income tax rate of 35% ( U.S. statutory rate ) primarily due to a change in deferred tax balances related to the merger of two of our Chilean legal entities and income tax deductions allowed for corporate dividends received, partially offset by the negative impact of a court ruling on some uncertain tax positions.

The effective income tax rate for the three months ended March 31, 2014, was lower than the U.S. statutory rate primarily due to income tax deductions allowed for corporate dividends received, tax credits and the presentation of taxes on our share of earnings generated from equity method investments in net investment income.

We are a U.S. shareholder in various foreign entities classified as controlled foreign corporations ( CFCs ) for U.S. tax purposes. U.S. shareholders of CFCs are generally required to take into account as gross income in the U.S. certain passive income earned by the CFCs ( Subpart F income ) even if the income is not currently distributed. Temporary exceptions (the active financing and look through exceptions) were applicable for tax years beginning before January 1, 2015 to avoid the current recognition of Subpart F income derived in either the active conduct of a banking, financing, insurance or similar business or for certain payments between related corporations in different foreign jurisdictions. The U.S. Congress and the President have yet to enact extenders legislation as of March 31, 2015. Therefore, current tax expense has increased by an immaterial amount associated with the U.S. recognition of Subpart F income from our foreign operations. We will reverse any tax expense subject to the active financing and look through exceptions during the 2015 quarter extenders legislation is enacted, assuming the legislation is retroactive to January 1, 2015.

The U.S. Court of Federal Claims denied cross-motions for partial summary judgment on February 4, 2015, and ordered a trial on the previously taxed income issue in the case of Principal Life Insurance Company and Subsidiaries ( Principal Life ) v. the United States. Previously, in the same case, the court had ruled against Principal Life s tax treatment of transactions involving the purchase and sale of principal-only certificates. These recent events caused re-evaluation of all our pending uncertain tax positions. The overall re-evaluation resulted in a \$30.3 million reduction in net income in the first quarter of 2015. We do not believe there is a reasonable possibility the total amount of uncertain tax benefits will significantly increase or decrease in the next twelve months.

A summary of the changes in unrecognized tax benefits follows.

	For the three months ended March 31, 2015	(in millions)	For the year ended December 31, 2014
Balance at beginning of period	\$ 172.4	\$	108.9
Additions based on tax positions related to the current year	3.7		12.9
Additions for tax positions of prior years	45.2		62.5
Reductions for tax positions related to the current year	(2.2)		(8.4)
Reductions for tax positions of prior years	(2.6)		(0.2)
Settlements			(3.3)
Balance at end of period (1)	\$ 216.5	\$	172.4

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

(1) Of this amount, \$79.9 million, if recognized, would reduce the 2015 effective income tax rate. We recognize interest and penalties related to uncertain tax positions in operating expenses.

As of March 31, 2015 and December 31, 2014, we had recognized \$141.4 million and \$100.4 million of accumulated pre-tax interest and penalties related to unrecognized tax benefits, respectively.

**6. Employee and Agent Benefits****Components of Net Periodic Benefit Cost**

	Pension benefits			Other postretirement benefits		
	For the three months ended March 31,			For the three months ended March 31,		
	2015	2014	(in millions)	2015	2014	
Service cost	\$ 15.8	\$ 13.5	\$ 0.5	\$ 0.4		
Interest cost	30.1	29.3	1.6	1.7		
Expected return on plan assets	(40.2)	(33.0)	(8.5)	(8.1)		
Amortization of prior service benefit	(0.5)	(1.2)	(4.6)	(5.1)		
Recognized net actuarial (gain) loss	25.6	12.8	(0.2)	(1.0)		
Net periodic benefit cost (income)	\$ 30.8	\$ 21.4	\$ (11.2)	\$ (12.1)		

**Contributions**

Our funding policy for our qualified pension plan is to fund the plan annually in an amount at least equal to the minimum annual contribution required under the Employee Retirement Income Security Act ( ERISA ) and, generally, not greater than the maximum amount that can be deducted for federal income tax purposes. The minimum annual contribution for 2015 will be zero so we will not be required to fund our qualified pension plan during 2015. However, it is possible that we may fund the qualified and nonqualified pension plans in 2015 for a combined total of up to \$150.0 million. During the three months ended March 31, 2015, we contributed \$11.4 million to these plans.

**7. Contingencies, Guarantees and Indemnifications**

### **Litigation and Regulatory Contingencies**

We are regularly involved in litigation, both as a defendant and as a plaintiff, but primarily as a defendant. Litigation naming us as a defendant ordinarily arises out of our business operations as a provider of asset management and accumulation products and services; individual life insurance, specialty benefits insurance and our investment activities. Some of the lawsuits may be class actions, or purport to be, and some may include claims for unspecified or substantial punitive and treble damages.

We may discuss such litigation in one of three ways. We accrue a charge to income and disclose legal matters for which the chance of loss is probable and for which the amount of loss can be reasonably estimated. We may disclose contingencies for which the chance of loss is reasonably possible and provide an estimate of the possible loss or range of loss or a statement that such an estimate cannot be made. Finally, we may voluntarily disclose loss contingencies for which the chance of loss is remote in order to provide information concerning matters that potentially expose us to possible losses.

In addition, regulatory bodies such as state insurance departments, the SEC, the Financial Industry Regulatory Authority, the Department of Labor and other regulatory agencies regularly make inquiries and conduct examinations or investigations concerning our compliance with, among other things, insurance laws, securities laws, ERISA and laws governing the activities of broker-dealers. We receive requests from regulators and other governmental authorities relating to industry issues and may receive additional requests, including subpoenas and interrogatories, in the future.

On March 18, 2014, McCaffree Financial Corp. Employee Retirement Program ( McCaffree ) filed a putative class action lawsuit in the United States District Court for the Southern District of Iowa against Principal Life. The complaint alleged, among other things, breach of duty of loyalty, breach of duty of prudence and prohibited transactions under ERISA. McCaffree seeks a nationwide



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

class action on behalf of all participants and beneficiaries of defined contribution retirement plans that invested in any Principal Separate Account in the last six years. McCaffree seeks disgorgement of all fees it alleges Principal Life improperly retained in addition to other general claims for relief. Principal Life has filed a motion to dismiss the case and on December 11, 2014, the court granted the motion. McCaffree filed a notice of appeal on December 22, 2014. Principal Life will continue to aggressively defend the case.

On August 29, 2013, American Chemicals & Equipment, Inc. 401(k) Retirement Plan ( ACE ) filed a lawsuit in the United States District Court for the Northern District of Alabama against Principal Management Corporation and Principal Global Investors, LLC (the ACE Defendants ). The lawsuit alleges the ACE Defendants breached their fiduciary duty under Section 36(b) of the Investment Company Act by charging excessive fees on certain of the LifeTime series target date funds. On January 24, 2014, the court granted the motion filed by the ACE Defendants to transfer the case to the Southern District of Iowa. The ACE Defendants continue to aggressively defend the lawsuit.

In 2008, Principal Life received approximately \$440.0 million in connection with the termination of certain structured transactions and the resulting prepayment of Principal Life s investment in those transactions. The transactions involved Lehman Brothers Special Financing Inc. and Lehman Brothers Holdings Inc. (collectively, Lehman ) in various capacities. Subsequent to Lehman s 2008 bankruptcy filing, its bankruptcy estate initiated several lawsuits seeking to recover from numerous sources significant amounts to which it claims entitlement under various theories. We are one of a large group of defendants to this action, and believe that we have meritorious defenses to Lehman s claims and intend to aggressively defend against them. The estate s claim against Principal Life, including interest (which we also dispute), was approximately \$550.0 million.

While the outcome of any pending or future litigation or regulatory matter cannot be predicted, management does not believe that any such matter will have a material adverse effect on our business or financial position. As of March 31, 2015, there were no estimated losses accrued related to the legal matters discussed above because we believe the loss from these matters is not probable and cannot be reasonably estimated.

We believe all of the litigation contingencies discussed above involve a chance of loss that is either remote or reasonably possible. Unless otherwise noted, all of these matters involve unspecified claim amounts, in which the respective plaintiffs seek an indeterminate amount of damages. To the extent such matters present a reasonably possible chance of loss, we are generally not able to estimate the possible loss or range of loss associated therewith.

The outcome of such matters is always uncertain, and unforeseen results can occur. It is possible that such outcomes could require us to pay damages or make other expenditures or establish accruals in amounts that we could not estimate at March 31, 2015.

**Guarantees and Indemnifications**

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In the normal course of business, we have provided guarantees to third parties primarily related to former subsidiaries and joint ventures. These agreements generally expire through 2019. The maximum exposure under these agreements as of March 31, 2015, was approximately \$237.0 million. At inception, the fair value of such guarantees was insignificant. In addition, we believe the likelihood is remote that material payments will be required. Therefore, any liability accrued within our consolidated statements of financial position is insignificant. Should we be required to perform under these guarantees, we generally could recover a portion of the loss from third parties through recourse provisions included in agreements with such parties, the sale of assets held as collateral that can be liquidated in the event that performance is required under the guarantees or other recourse generally available to us; therefore, such guarantees would not result in a material adverse effect on our business or financial position. While the likelihood is remote, such outcomes could materially affect net income in a particular quarter or annual period.

We manage mandatory privatized social security funds in Chile. By regulation, we have a required minimum guarantee on the funds relative return. Because the guarantee has no limitation with respect to duration or amount, the maximum exposure of the guarantee in the future is indeterminable.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

We are also subject to various other indemnification obligations issued in conjunction with divestitures, acquisitions and financing transactions whose terms range in duration and often are not explicitly defined. Certain portions of these indemnifications may be capped, while other portions are not subject to such limitations; therefore, the overall maximum amount of the obligation under the indemnifications cannot be reasonably estimated. At inception, the fair value of such indemnifications was insignificant. In addition, we believe the likelihood is remote that material payments will be required. Therefore, any liability accrued within our consolidated statements of financial position is insignificant. While we are unable to estimate with certainty the ultimate legal and financial liability with respect to these indemnifications, we believe that performance under these indemnifications would not result in a material adverse effect on our business or financial position. While the likelihood is remote, performance under these indemnifications could materially affect net income in a particular quarter or annual period.

**8. Stockholders Equity****Reconciliation of Outstanding Shares**

	Series A preferred stock	Series B preferred stock (in millions)	Common stock
Outstanding shares at January 1, 2014	3.0	10.0	295.2
Shares issued			1.6
Treasury stock acquired			(2.0)
Outstanding shares at March 31, 2014	3.0	10.0	294.8
Outstanding shares at January 1, 2015	<b>3.0</b>	<b>10.0</b>	<b>293.9</b>
Shares issued			<b>2.0</b>
Treasury stock acquired			<b>(1.5)</b>
Outstanding shares at March 31, 2015	<b>3.0</b>	<b>10.0</b>	<b>294.4</b>

In February 2013, our Board of Directors authorized a share repurchase program of up to \$150.0 million of our outstanding common stock, which was completed in March 2014. In February 2014, our Board of Directors authorized a share repurchase program of up to \$200.0 million of our outstanding common stock, which was completed in March 2015. In February 2015, our Board of Directors authorized a share repurchase program of up to \$150.0 million of our outstanding common stock. Shares repurchased under these programs are accounted for as treasury stock, carried at cost and reflected as a reduction to stockholders equity.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Other Comprehensive Income (Loss)**

	For the three months ended March 31, 2015		
	Pre-Tax	Tax (in millions)	After-Tax
Net unrealized gains on available-for-sale securities during the period	\$ 283.3	\$ (98.3)	\$ 185.0
Reclassification adjustment for gains included in net income (1)	(13.6)	4.7	(8.9)
Adjustments for assumed changes in amortization patterns	(13.3)	4.7	(8.6)
Adjustments for assumed changes in policyholder liabilities	(168.8)	58.4	(110.4)
Net unrealized gains on available-for-sale securities	87.6	(30.5)	57.1
Noncredit component of impairment losses on fixed maturities, available-for-sale during the period	21.5	(7.4)	14.1
Adjustments for assumed changes in amortization patterns	(1.3)	0.5	(0.8)
Adjustments for assumed changes in policyholder liabilities	0.2		0.2
Noncredit component of impairment losses on fixed maturities, available-for-sale (2)	20.4	(6.9)	13.5
Net unrealized gains on derivative instruments during the period	52.3	(18.4)	33.9
Reclassification adjustment for gains included in net income (3)	(10.1)	3.4	(6.7)
Adjustments for assumed changes in amortization patterns	10.1	(3.6)	6.5
Adjustments for assumed changes in policyholder liabilities	(9.2)	3.3	(5.9)
Net unrealized gains on derivative instruments	43.1	(15.3)	27.8
Foreign currency translation adjustment	(168.0)	35.4	(132.6)
Amortization of prior service cost and actuarial loss included in net periodic benefit cost (4)	20.3	(8.3)	12.0
Net unrecognized postretirement benefit obligation	20.3	(8.3)	12.0
Other comprehensive income (loss)	\$ 3.4	\$ (25.6)	\$ (22.2)

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	For the three months ended March 31, 2014		
	Pre-Tax	Tax (in millions)	After-Tax
Net unrealized gains on available-for-sale securities during the period	\$ 660.5	\$ (223.3)	\$ 437.2
Reclassification adjustment for gains included in net income (1)	(23.0)	7.6	(15.4)
Adjustments for assumed changes in amortization patterns	(54.3)	19.0	(35.3)
Adjustments for assumed changes in policyholder liabilities	(294.5)	100.2	(194.3)
Net unrealized gains on available-for-sale securities	288.7	(96.5)	192.2
Noncredit component of impairment losses on fixed maturities, available-for-sale during the period	30.1	(10.5)	19.6
Adjustments for assumed changes in amortization patterns	(3.2)	1.3	(1.9)
Adjustments for assumed changes in policyholder liabilities	(0.2)		(0.2)
Noncredit component of impairment losses on fixed maturities, available-for-sale (2)	26.7	(9.2)	17.5
Net unrealized gains on derivative instruments during the period	9.7	(3.4)	6.3
Reclassification adjustment for losses included in net income (3)	9.7	(3.5)	6.2
Adjustments for assumed changes in amortization patterns	(0.2)		(0.2)
Adjustments for assumed changes in policyholder liabilities	(5.3)	2.0	(3.3)
Net unrealized gains on derivative instruments	13.9	(4.9)	9.0
Foreign currency translation adjustment	(55.4)	9.8	(45.6)
Amortization of prior service cost and actuarial loss included in net periodic benefit cost (4)	5.5	(2.0)	3.5
Net unrecognized postretirement benefit obligation	5.5	(2.0)	3.5
Other comprehensive income	\$ 279.4	\$ (102.8)	\$ 176.6

(1) Pre-tax reclassification adjustments relating to available-for-sale securities are reported in net realized capital gains (losses) on the consolidated statements of operations.

(2) Represents the net impact of (1) unrealized gains resulting from reclassification of previously recognized noncredit impairment losses from OCI to net realized capital gains (losses) for fixed maturities with bifurcated OTTI that had additional credit losses or fixed maturities that previously had bifurcated OTTI that have now been sold or are intended to be sold and (2) unrealized losses resulting from reclassification of noncredit impairment losses for fixed maturities with bifurcated OTTI from net realized capital gains (losses) to OCI.

(3) See Note 4, Derivative Financial Instruments – Cash Flow Hedges, for further details.

(4) Pre-tax amortization of prior service cost and actuarial loss included in net periodic benefit cost, which is comprised of amortization of prior service cost (benefit) and recognized net actuarial (gain) loss, is reported in operating expenses on the consolidated statements of operations. See Note 6, Employee and Agent Benefits - Components of Net Periodic Benefit Cost, for further details.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Accumulated Other Comprehensive Income**

	Net unrealized gains on available-for-sale securities	Noncredit component of impairment losses on fixed maturities available-for-sale	Net unrealized gains (losses) on derivative instruments (in millions)	Foreign currency translation adjustment	Unrecognized postretirement benefit obligation	Accumulated other comprehensive income
<b>Balances at January 1, 2014</b>	\$ 878.1	\$ (167.0)	\$ (10.5)	\$ (361.5)	\$ (155.9)	\$ 183.2
Other comprehensive income during the period, net of adjustments	207.6		2.8	(43.6)		166.8
Amounts reclassified from AOCI	(15.4)	17.5	6.2		3.5	11.8
Other comprehensive income	192.2	17.5	9.0	(43.6)	3.5	178.6
<b>Balances at March 31, 2014</b>	\$ 1,070.3	\$ (149.5)	\$ (1.5)	\$ (405.1)	\$ (152.4)	\$ 361.8
<b>Balances at January 1, 2015</b>	\$ 1,202.8	\$ (105.1)	\$ 50.6	\$ (686.8)	\$ (411.1)	\$ 50.4
Other comprehensive loss during the period, net of adjustments	66.0		34.5	(126.3)		(25.8)
Amounts reclassified from AOCI	(8.9)	13.5	(6.7)		12.0	9.9
Other comprehensive loss	57.1	13.5	27.8	(126.3)	12.0	(15.9)
Purchase of subsidiary shares from noncontrolling interest				(6.5)		(6.5)
<b>Balances at March 31, 2015</b>	\$ 1,259.9	\$ (91.6)	\$ 78.4	\$ (819.6)	\$ (399.1)	\$ 28.0

**Noncontrolling Interest**

Interests held by unaffiliated parties in consolidated entities are reflected in noncontrolling interest, which represents the noncontrolling partners share of the underlying net assets of our consolidated subsidiaries. Noncontrolling interest that is not redeemable is reported in the equity section

of the consolidated statements of financial position.

The noncontrolling interest holders in certain of our consolidated entities maintain an equity interest that is redeemable at the option of the holder, which may be exercised on varying dates. Since redemption of the noncontrolling interest is outside of our control, this interest is presented on the consolidated statements of financial position line item titled Redeemable noncontrolling interest. If the interest were to be redeemed, we would be required to purchase such interest at a redemption value based on fair value or a formula that management intended to reasonably approximate fair value based on a fixed multiple of earnings over a measurement period. As such, the carrying value of the redeemable noncontrolling interest is compared to the redemption value at each reporting period. Any adjustments to the carrying amount of the redeemable noncontrolling interest for changes in redemption value prior to exercise of the redemption option are determined after the attribution of net income or loss of the subsidiary and are recognized in the redemption value as they occur. Adjustments to the carrying value of redeemable noncontrolling interest result in adjustments to additional paid-in capital and/or retained earnings. Adjustments are recorded in retained earnings to the extent the redemption value of the redeemable noncontrolling interest exceeds its fair value and will impact the numerator in our earnings per share calculations. All other adjustments to the redeemable noncontrolling interest are recorded in additional paid-in capital.



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Following is a reconciliation of the changes in the redeemable noncontrolling interest (in millions):

<b>Balance at January 1, 2014</b>	\$	247.2
Net income attributable to redeemable noncontrolling interest		2.0
Distributions to redeemable noncontrolling interest		(4.9)
Change in redemption value of redeemable noncontrolling interest		34.3
Foreign currency translation adjustment		1.6
<b>Balance at March 31, 2014</b>	\$	280.2
<b>Balance at January 1, 2015</b>	\$	58.0
Net income attributable to redeemable noncontrolling interest		2.9
Contributions from redeemable noncontrolling interest		10.1
Distributions to redeemable noncontrolling interest		(2.0)
Change in redemption value of redeemable noncontrolling interest		3.7
Foreign currency translation adjustment		(7.7)
<b>Balance at March 31, 2015</b>	\$	65.0

**9. Fair Value Measurements**

We use fair value measurements to record fair value of certain assets and liabilities and to estimate fair value of financial instruments not recorded at fair value but required to be disclosed at fair value. Certain financial instruments, particularly policyholder liabilities other than investment-type insurance contracts, are excluded from these fair value disclosure requirements.

**Valuation Hierarchy**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (an exit price). The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three levels. The level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the fair value measurement in its entirety considering factors specific to the asset or liability.

- **Level 1** Fair values are based on unadjusted quoted prices in active markets for identical assets or liabilities. Our Level 1 assets and liabilities primarily include exchange traded equity securities, mutual funds and U.S. Treasury bonds.
- **Level 2** Fair values are based on inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly. Our Level 2 assets and liabilities primarily include fixed maturities (including public and private bonds), equity securities,

derivatives and other investments for which public quotations are not available but that are priced by third party pricing services or internal models using substantially all observable inputs. Our level 2 assets also include commercial mortgage loan investments of consolidated VIEs for which the fair value option was elected.

- **Level 3** Fair values are based on at least one significant unobservable input for the asset or liability. Our Level 3 assets and liabilities include certain assets and liabilities priced using broker quotes or other valuation methods that utilize at least one significant unobservable input. These include fixed maturities, private equity securities, real estate and commercial mortgage loan investments of our separate accounts, obligations of consolidated VIEs for which the fair value option was elected, complex derivatives, embedded derivatives and equity method real estate investments for which the fair value option was elected.

#### **Determination of Fair Value**

The following discussion describes the valuation methodologies and inputs used for assets and liabilities measured at fair value on a recurring basis or disclosed at fair value. The techniques utilized in estimating the fair values of financial instruments are reliant on the assumptions used. Care should be exercised in deriving conclusions about our business, its value or financial position based on the fair value information of financial instruments presented below.

Fair value estimates are made based on available market information and judgments about the financial instrument at a specific point in time. Such estimates do not consider the tax impact of the realization of unrealized gains or losses. In addition, the disclosed fair value may not be realized in the immediate settlement of the financial instrument. We validate prices through an investment analyst review process, which includes validation through direct interaction with external sources, review of recent trade activity or use of internal models. In circumstances where broker quotes are used to value an instrument, we generally receive one non-binding quote. Broker quotes are validated through an investment analyst review process, which includes validation through direct interaction

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

with external sources and use of internal models or other relevant information. Beginning in 2015 a measurement alternative is used for consolidated collateralized financing entities ( CCFEs ) utilizing the more observable of the fair value of the financial assets or the financial liabilities for both the financial assets and financial liabilities. We did not make any other significant changes to our valuation processes during 2015.

***Fixed Maturities***

Fixed maturities include bonds, ABS, redeemable preferred stock and certain nonredeemable preferred securities. When available, the fair value of fixed maturities is based on quoted prices of identical assets in active markets. These are reflected in Level 1 and primarily include U.S. Treasury bonds and actively traded redeemable corporate preferred securities.

When quoted prices of identical assets in active markets are not available, our first priority is to obtain prices from third party pricing vendors. We have regular interaction with these vendors to ensure we understand their pricing methodologies and to confirm they are utilizing observable market information. Their methodologies vary by asset class and include inputs such as estimated cash flows, benchmark yields, reported trades, broker quotes, credit quality, industry events and economic events. Fixed maturities with validated prices from pricing services, which includes the majority of our public fixed maturities in all asset classes, are generally reflected in Level 2. Also included in Level 2 are corporate bonds where quoted market prices are not available, for which an internal model using substantially all observable inputs or a matrix pricing valuation approach is used. In the matrix approach, securities are grouped into pricing categories that vary by sector, rating and average life. Each pricing category is assigned a risk spread based on studies of observable public market data from the investment professionals assigned to specific security classes. The expected cash flows of the security are then discounted back at the current Treasury curve plus the appropriate risk spread. Although the matrix valuation approach provides a fair valuation of each pricing category, the valuation of an individual security within each pricing category may actually be impacted by company specific factors.

If we are unable to price a fixed maturity security using prices from third party pricing vendors or other sources specific to the asset class, we may obtain a broker quote or utilize an internal pricing model specific to the asset utilizing relevant market information, to the extent available and where at least one significant unobservable input is utilized, which are reflected in Level 3 and can include fixed maturities across all asset classes. As of March 31, 2015, less than 1% of our fixed maturities were valued using internal pricing models, which were classified as Level 3 assets accordingly.

The primary inputs, by asset class, for valuations of the majority of our Level 2 investments from third party pricing vendors or our internal pricing valuation approach are described below.

***U.S. Government and Agencies/Non-U.S. Governments.*** Inputs include recently executed market transactions, interest rate yield curves, maturity dates, market price quotations and credit spreads relating to similar instruments.

**States and Political Subdivisions.** Inputs include Municipal Securities Rulemaking Board reported trades, U.S. Treasury and other benchmark curves, material event notices, new issue data and obligor credit ratings.

**Corporate.** Inputs include recently executed transactions, market price quotations, benchmark yields, issuer spreads and observations of equity and credit default swap curves related to the issuer. For private placement corporate securities valued through the matrix valuation approach inputs include the current Treasury curve and risk spreads based on sector, rating and average life of the issuance.

**RMBS, CMBS, Collateralized Debt Obligations and Other Debt Obligations.** Inputs include cash flows, priority of the tranche in the capital structure, expected time to maturity for the specific tranche, reinvestment period remaining and performance of the underlying collateral including prepayments, defaults, deferrals, loss severity of defaulted collateral and, for RMBS, prepayment speed assumptions. Other inputs include market indices and recently executed market transactions.

### **Equity Securities**

Equity securities include mutual funds, common stock, nonredeemable preferred stock and mandatory regulatory required investments. Fair values of equity securities are determined using quoted prices in active markets for identical assets when available, which are reflected in Level 1. When quoted prices are not available, we may utilize internal valuation methodologies appropriate for the specific asset that use observable inputs such as underlying share prices or the net asset value ( NAV ), which are reflected in Level 2. Fair values might also be determined using broker quotes or through the use of internal models or analysis that incorporate

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

significant assumptions deemed appropriate given the circumstances and consistent with what other market participants would use when pricing such securities, which are reflected in Level 3.

***Derivatives***

The fair values of exchange-traded derivatives are determined through quoted market prices, which are reflected in Level 1. Exchange-traded derivatives include futures that are settled daily such that their fair value is not reflected in the consolidated statements of financial position. The fair values of derivative instruments cleared through centralized clearinghouses are determined through market prices published by the clearinghouses, which are reflected in Level 2. The clearinghouses may utilize the overnight indexed swap ( OIS ) curve in their valuation. The fair values of bilateral OTC derivative instruments are determined using either pricing valuation models that utilize market observable inputs or broker quotes. The majority of our bilateral OTC derivatives are valued with models that use market observable inputs, which are reflected in Level 2. Significant inputs include contractual terms, interest rates, currency exchange rates, credit spread curves, equity prices and volatilities. These valuation models consider projected discounted cash flows, relevant swap curves and appropriate implied volatilities. Certain bilateral OTC derivatives utilize unobservable market data, primarily independent broker quotes that are nonbinding quotes based on models that do not reflect the result of market transactions, which are reflected in Level 3.

Our non-cleared derivative contracts are generally documented under ISDA Master Agreements, which provide for legally enforceable set-off and close-out netting of exposures to specific counterparties. Collateral arrangements are bilateral and based on current ratings of each entity. We utilize the LIBOR interest rate curve to value our positions, which includes a credit spread. This credit spread incorporates an appropriate level of nonperformance risk into our valuations given the current ratings of our counterparties, as well as the collateral agreements in place. Counterparty credit risk is routinely monitored to ensure our adjustment for non-performance risk is appropriate. Our centrally cleared derivative contracts are conducted with regulated centralized clearinghouses, which provide for daily exchange of cash collateral equal to the difference in the daily market values of those contracts that eliminates the non-performance risk on these trades.

***Interest Rate Contracts.*** For non-cleared contracts we use discounted cash flow valuation techniques to determine the fair value of interest rate swaps using observable swap curves as the inputs. These are reflected in Level 2. For centrally cleared contracts we use published prices from clearinghouses. These are reflected in Level 2. In addition, we have a limited number of complex inflation-linked interest rate swaps, interest rate collars and swaptions that are valued using broker quotes. These are reflected in Level 3.

***Foreign Exchange Contracts.*** We use discounted cash flow valuation techniques that utilize observable swap curves and exchange rates as the inputs to determine the fair value of foreign currency swaps. These are reflected in Level 2. Currency forwards are valued using observable market inputs, including forward currency exchange rates. These are reflected in Level 2. In addition, we have a limited number of non-standard currency swaps that are valued using broker quotes. These are reflected within Level 3.

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**Equity Contracts.** We use an option pricing model using observable implied volatilities, dividend yields, index prices and swap curves as the inputs to determine the fair value of equity options. These are reflected in Level 2.

**Credit Contracts.** We use either the ISDA Credit Default Swap Standard discounted cash flow model that utilizes observable default probabilities and recovery rates as inputs or broker prices to determine the fair value of credit default swaps. These are reflected in Level 3. In addition, we have a limited number of total return swaps that are valued based on the observable quoted price of underlying equity indices. These are reflected in Level 2.

### **Other Investments**

Other investments reported at fair value include seed money investments, other investment funds, commercial mortgage loans of consolidated VIEs and equity method real estate investments for which the fair value option was elected.

The fair value of seed money and other investment funds is determined using the NAV of the fund. The NAV of the funds represents the price at which we feel we would be able to initiate a transaction. Seed money investments in mutual funds for which the NAV is published are reflected in Level 1. Seed money investments in mutual funds in markets that do not have a published NAV and other investment funds, which are relatively illiquid due to restrictions on sale, are reflected in Level 2.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Commercial mortgage loans of consolidated VIEs valued using the measurement alternative for CCFEs are reflected in Level 2. These investments are based on the more observable fair value of the liabilities of the consolidated VIEs.

Prior to 2015, commercial mortgage loans of consolidated VIEs for which the fair value option was elected were reflected in Level 3. The fair value of the commercial mortgage loans was computed utilizing a discount rate based on the current market. The market discount rate was then adjusted based on various factors that differentiate it from our pool of loans. Equity method real estate investments for which the fair value option was elected are reflected in Level 3. The equity method real estate investments consist of underlying real estate and debt. The real estate fair value is estimated using a discounted cash flow valuation model that utilizes public real estate market data inputs such as transaction prices, market rents, vacancy levels, leasing absorption, market cap rates and discount rates. The debt fair value is estimated using a discounted cash flow analysis based on our incremental borrowing rate for similar borrowing arrangements.

***Cash and Cash Equivalents***

Certain cash equivalents are reported at fair value on a recurring basis and include money market instruments and other short-term investments with maturities of less than three months. Fair values of these cash equivalents may be determined using public quotations, when available, which are reflected in Level 1. When public quotations are not available, because of the highly liquid nature of these assets, carrying amounts may be used to approximate fair values, which are reflected in Level 2.

***Separate Account Assets***

Separate account assets include equity securities, debt securities and derivative instruments, for which fair values are determined as previously described, and are reflected in Level 1, Level 2 and Level 3. Separate account assets also include commercial mortgage loans, for which the fair value is estimated by discounting the expected total cash flows using market rates that are applicable to the yield, credit quality and maturity of the loans. The market clearing spreads vary based on mortgage type, weighted average life, rating and liquidity. These are reflected in Level 3. Finally, separate account assets include real estate, for which the fair value is estimated using discounted cash flow valuation models that utilize various public real estate market data inputs. In addition, each property is appraised annually by an independent appraiser. The real estate included in separate account assets is recorded net of related mortgage encumbrances for which the fair value is estimated using discounted cash flow analysis based on our incremental borrowing rate for similar borrowing arrangements. The real estate within the separate accounts is reflected in Level 3.

***Investment-Type Insurance Contracts***

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Certain annuity contracts and other investment-type insurance contracts include embedded derivatives that have been bifurcated from the host contract and that are measured at fair value on a recurring basis, which are reflected in Level 3. The key assumptions for calculating the fair value of the embedded derivative liabilities are market assumptions (such as equity market returns, interest rate levels, market volatility and correlations) and policyholder behavior assumptions (such as lapse, mortality, utilization and withdrawal patterns). Risk margins are included in the policyholder behavior assumptions. The assumptions are based on a combination of historical data and actuarial judgment. The embedded derivative liabilities are valued using stochastic models that incorporate a spread reflecting our own creditworthiness.

The assumption for our own non-performance risk for investment-type insurance contracts and any embedded derivatives bifurcated from certain annuity and investment-type insurance contracts is based on the current market credit spreads for debt-like instruments that we have issued and are available in the market.

### *Other Liabilities*

Certain obligations reported in other liabilities include embedded derivatives to deliver underlying securities of structured investments to third parties. The fair value of the embedded derivatives is calculated based on the value of the underlying securities that are valued based on prices obtained from third party pricing vendors as utilized and described in our discussion of how fair value is determined for fixed maturities, which are reflected in Level 2.

Additionally, obligations of consolidated VIEs for which the fair value option was elected are included in other liabilities. The VIEs obligations are valued either based on prices obtained from third party pricing vendors which are reflected in Level 2, or internal pricing models, which are reflected in Level 3.



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Assets and Liabilities Measured at Fair Value on a Recurring Basis**

Assets and liabilities measured at fair value on a recurring basis are summarized below.

	Assets/ (liabilities) measured at fair value	March 31, 2015		
		Level 1	Fair value hierarchy level	
			Level 2	
		(in millions)		
<b>Assets</b>				
Fixed maturities, available-for-sale:				
U.S. government and agencies	\$ 1,236.5	\$ 739.2	\$ 497.3	\$
Non-U.S. governments	837.0	3.6	792.8	40.6
States and political subdivisions	4,345.7		4,345.7	
Corporate	31,420.6	40.0	31,143.6	237.0
Residential mortgage-backed securities	2,823.5		2,823.5	
Commercial mortgage-backed securities	3,911.3		3,911.3	
Collateralized debt obligations	532.9		469.3	63.6
Other debt obligations	4,648.2		4,592.9	55.3
Total fixed maturities, available-for-sale	49,755.7	782.8	48,576.4	396.5
Fixed maturities, trading	574.0		433.8	140.2
Equity securities, available-for-sale	144.9	85.5	55.3	4.1
Equity securities, trading	875.1	108.4	766.7	
Derivative assets (1)	835.8		775.6	60.2
Other investments (2)	451.0	3.4	419.0	28.6
Cash equivalents (3)	744.1		744.1	
Sub-total excluding separate account assets	53,380.6	980.1	51,770.9	629.6
Separate account assets	143,505.2	75,837.4	61,637.2	6,030.6
<b>Total assets</b>	<b>\$ 196,885.8</b>	<b>\$ 76,817.5</b>	<b>\$ 113,408.1</b>	<b>\$ 6,660.2</b>
<b>Liabilities</b>				
Investment-type insurance contracts (4)	\$ (228.7)	\$	\$	\$ (228.7)
Derivative liabilities (1)	(911.0)		(860.2)	(50.8)
Other liabilities (4)	(300.9)		(235.6)	(65.3)
<b>Total liabilities</b>	<b>\$ (1,440.6)</b>	<b>\$</b>	<b>\$ (1,095.8)</b>	<b>\$ (344.8)</b>
<b>Net assets</b>	<b>\$ 195,445.2</b>	<b>\$ 76,817.5</b>	<b>\$ 112,312.3</b>	<b>\$ 6,315.4</b>



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

December 31, 2014

	Assets/ (liabilities) measured at fair value	Fair value hierarchy level		
		Level 1	Level 2	Level 3
(in millions)				
<b>Assets</b>				
Fixed maturities, available-for-sale:				
U.S. government and agencies	\$ 1,121.8	\$ 720.5	\$ 401.3	\$ 38.7
Non-U.S. governments	891.1		852.4	38.7
States and political subdivisions	4,204.0		4,204.0	
Corporate	31,535.0	40.3	31,249.1	245.6
Residential mortgage-backed securities	2,822.9		2,822.9	
Commercial mortgage-backed securities	3,975.5		3,975.5	
Collateralized debt obligations	504.1		439.9	64.2
Other debt obligations	4,616.4		4,552.7	63.7
Total fixed maturities, available-for-sale	49,670.8	760.8	48,497.8	412.2
Fixed maturities, trading	604.6		464.9	139.7
Equity securities, available-for-sale	123.0	64.2	54.7	4.1
Equity securities, trading	840.2	105.9	734.3	
Derivative assets (1)	661.8		608.1	53.7
Other investments (2)	478.9	3.3	348.4	127.2
Cash equivalents (3)	1,041.7		1,041.7	
Sub-total excluding separate account assets	53,421.0	934.2	51,749.9	736.9
Separate account assets	140,072.8	73,363.4	60,818.0	5,891.4
<b>Total assets</b>	<b>\$ 193,493.8</b>	<b>\$ 74,297.6</b>	<b>\$ 112,567.9</b>	<b>\$ 6,628.3</b>
<b>Liabilities</b>				
Investment-type insurance contracts (4)	\$ (176.4)	\$	\$	\$ (176.4)
Derivative liabilities (1)	(791.8)		(756.3)	(35.5)
Other liabilities (4)	(310.1)		(243.8)	(66.3)
<b>Total liabilities</b>	<b>\$ (1,278.3)</b>	<b>\$</b>	<b>\$ (1,000.1)</b>	<b>\$ (278.2)</b>
<b>Net assets</b>	<b>\$ 192,215.5</b>	<b>\$ 74,297.6</b>	<b>\$ 111,567.8</b>	<b>\$ 6,350.1</b>

(1) Within the consolidated statements of financial position, derivative assets are reported with other investments and derivative liabilities are reported with other liabilities. Refer to Note 4, Derivative Financial Instruments, for further information on fair value by class of derivative instruments. Our derivatives are primarily Level 2, with the exception of certain credit default swaps and other swaps that are Level 3.

(2) Primarily includes seed money investments, other investment funds, commercial mortgage loans of consolidated VIEs and equity method investments reported at fair value.

(3) Includes money market instruments and short-term investments with a maturity date of three months or less when purchased.

(4) Includes bifurcated embedded derivatives that are reported at fair value within the same line item in the consolidated statements of financial position in which the host contract is reported. Other liabilities also include obligations of consolidated VIEs reported at fair value.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Changes in Level 3 Fair Value Measurements**

The reconciliation for all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) are summarized as follows:

	Beginning asset/ (liability) balance as of December 31, 2014	For the three months ended March 31, 2015				Transfers into Level 3	Transfers out of Level 3	Ending asset/ (liability) balance as of March 31, 2015	Changes in unrealized gains (losses) included in net income relating to positions still held (1)
		Total realized/unrealized gains (losses) Included in net income (1)	Included in other comprehensive income	Net purchases, sales, issuances and settlements (4) (in millions)					
<b>Assets</b>									
Fixed maturities, available-for-sale:									
Non-U.S. governments	\$ 38.7	\$	\$ 0.3	\$ 1.6	\$	\$	\$ 40.6	\$	
Corporate	245.6	(0.1)	3.7	16.0	19.5	(47.7)	237.0	(0.1)	
Collateralized debt obligations	64.2	0.1	(0.1)	(0.6)			63.6		
Other debt obligations	63.7		0.5	5.5		(14.4)	55.3		
Total fixed maturities, available-for-sale	412.2		4.4	22.5	19.5	(62.1)	396.5	(0.1)	
Fixed maturities, trading	139.7	0.7		(0.2)			140.2	0.6	
Equity securities, available-for-sale	4.1						4.1		
Derivative assets	53.7	4.0		2.5			60.2	4.2	
Other investments	127.2	3.8		(67.4)		(35.0)	28.6	3.8	
Separate account assets (2)	5,891.4	215.7		(76.6)	0.1		6,030.6	198.5	
<b>Liabilities</b>									
Investment-type insurance contracts	(176.4)	(51.0)		(1.3)			(228.7)	(52.1)	
Derivative liabilities	(35.5)	(15.8)	0.3	0.2			(50.8)	(15.8)	
Other liabilities (3)	(66.3)	1.0					(65.3)	0.9	

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

For the three months ended March 31, 2014

	Beginning asset/ (liability) balance as of December 31, 2013	Total realized/unrealized gains (losses) Included in net income (1)		Included in other comprehensive income	Net purchases, sales, issuances and settlements (4)  (in millions)	Transfers into Level 3	Transfers out of Level 3	Ending asset/ (liability) balance as of March 31, 2014	Changes in unrealized gains (losses) included in net income relating to positions still held (1)
<b>Assets</b>									
Fixed maturities, available-for-sale:									
Non-U.S. governments	\$ 47.5	\$	\$	(0.3)	\$ 2.9	\$	\$	\$ 50.1	\$
States and political subdivisions	1.8							1.8	
Corporate	164.0	(0.1)		(0.1)	1.7	0.5		166.0	(0.1)
Commercial mortgage-backed securities	1.6	(0.7)		1.2	(0.5)	6.1		7.7	(0.8)
Collateralized debt obligations	37.8			0.1			(7.5)	30.4	
Other debt obligations	84.1			0.4	(7.1)		(29.7)	47.7	
Total fixed maturities, available-for-sale	336.8	(0.8)		1.3	(3.0)	6.6	(37.2)	303.7	(0.9)
Fixed maturities, trading	169.9	4.7						174.6	4.6
Equity securities, available-for-sale	16.9			0.7				17.6	
Derivative assets	74.2	(9.1)						65.1	(9.1)
Other investments	142.9	(0.4)			(8.9)			133.6	(0.5)
Separate account assets (2)	5,265.2	102.2		(0.1)	(22.5)	2.0	(5.8)	5,341.0	102.2
<b>Liabilities</b>									
Investment-type insurance contracts	(6.9)	(27.5)			8.6			(25.8)	(27.4)
Derivative liabilities	(39.6)	4.9		0.3				(34.4)	4.9
Other liabilities (3)	(73.9)	(2.0)						(75.9)	(2.0)

(1) Both realized gains (losses) and mark-to-market unrealized gains (losses) are generally reported in net realized capital gains (losses) within the consolidated statements of operations. Realized and unrealized gains (losses) on certain fixed maturities, trading and certain derivatives used in relation to certain trading portfolios are reported in net investment income within the consolidated statements of operations.

(2) Gains and losses for separate account assets do not impact net income as the change in value of separate account assets is offset by a change in value of separate account liabilities. Foreign currency translation adjustments related to the Principal International segment separate account assets are recorded in AOCI and are offset by foreign currency translation adjustments of the corresponding separate account liabilities.

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(3) Certain embedded derivatives reported in other liabilities are part of a cash flow hedge, with the effective portion of the unrealized gains (losses) recorded in AOCI.

(4) Gross purchases, sales, issuances and settlements were:

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	For the three months ended March 31, 2015				Net purchases, sales, issuances and settlements
	Purchases	Sales	Issuances (in millions)	Settlements	
<b>Assets</b>					
Fixed maturities, available-for-sale:					
Non-U.S. governments	\$ 1.9	\$	\$	(0.3)	\$ 1.6
Corporate	27.1		(3.6)	(7.5)	16.0
Collateralized debt obligations				(0.6)	(0.6)
Other debt obligations	10.1			(4.6)	5.5
Total fixed maturities, available-for-sale	39.1		(3.6)	(13.0)	22.5
Fixed maturities, trading			(0.2)		(0.2)
Derivative assets	2.5				2.5
Other investments	0.3		(67.7)		(67.4)
Separate account assets (5)	139.2		(164.7)	(1.8)	(76.6)
<b>Liabilities</b>					
Investment-type insurance contracts			(3.1)	1.8	(1.3)
Derivative liabilities		0.2			0.2

	For the three months ended March 31, 2014				Net purchases, sales, issuances and settlements
	Purchases	Sales	Issuances (in millions)	Settlements	
<b>Assets</b>					
Fixed maturities, available-for-sale:					
Non-U.S. governments	\$ 3.2	\$	\$	(0.3)	\$ 2.9
Corporate	7.6		(5.9)		1.7
Commercial mortgage-backed securities				(0.5)	(0.5)
Other debt obligations				(7.1)	(7.1)
Total fixed maturities, available-for-sale	10.8		(5.9)	(7.9)	(3.0)
Other investments				(8.9)	(8.9)
Separate account assets (5)	78.3		(80.2)	(53.4)	(22.5)
<b>Liabilities</b>					
Investment-type insurance contracts			7.1	1.5	8.6

(5) Issuances and settlements include amounts related to mortgage encumbrances associated with real estate in our separate accounts.



Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Transfers**

Transfers of assets and liabilities measured at fair value on a recurring basis between fair value hierarchy levels are summarized below.

	For the three months ended March 31, 2015					
	Transfers out of Level 1 into Level 2	Transfers out of Level 1 into Level 3	Transfers out of Level 2 into Level 1	Transfers out of Level 2 into Level 3	Transfers out of Level 3 into Level 1	Transfers out of Level 3 into Level 2
	(in millions)					
<b>Assets</b>						
Fixed maturities, available-for-sale:						
Corporate	\$	\$	\$	\$ 19.5	\$	\$ 47.7
Other debt obligations						14.4
Total fixed maturities, available-for-sale				19.5		62.1
Other investments						35.0
Separate account assets	1.1		0.6	0.1		

	For the three months ended March 31, 2014					
	Transfers out of Level 1 into Level 2	Transfers out of Level 1 into Level 3	Transfers out of Level 2 into Level 1	Transfers out of Level 2 into Level 3	Transfers out of Level 3 into Level 1	Transfers out of Level 3 into Level 2
	(in millions)					
<b>Assets</b>						
Fixed maturities, available-for-sale:						
Corporate	\$	\$	\$	\$ 0.5	\$	\$
Commercial mortgage-backed securities				6.1		
Collateralized debt obligations						7.5
Other debt obligations						29.7
Total fixed maturities, available-for-sale				6.6		37.2
Separate account assets	3.7		53.2	2.0		5.8

Transfers between fair value hierarchy levels are recognized at the beginning of the reporting period.

Assets transferred into Level 3 during the three months ended March 31, 2015 and 2014, primarily included those assets for which we are now unable to obtain pricing from a recognized third party pricing vendor as well as assets that were previously priced using a matrix valuation

approach that may no longer be relevant when applied to asset-specific situations.

Assets transferred out of Level 3 during the three months ended March 31, 2015 and 2014, included those for which we are now able to obtain pricing from a recognized third party pricing vendor or from internal models using substantially all market observable information. In addition, for the three months ended March 31, 2015, assets transferred out of Level 3 included assets valued using the measurement alternative for CCFEs for which the corresponding liabilities have the more observable fair value and are reflected in Level 2.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Quantitative Information about Level 3 Fair Value Measurements**

The following table provides quantitative information about the significant unobservable inputs used for recurring fair value measurements categorized within Level 3, excluding assets and liabilities for which significant quantitative unobservable inputs are not developed internally, which primarily consists of those valued using broker quotes or the measurement alternative for CCFEs. Refer to Assets and liabilities measured at fair value on a recurring basis for a complete valuation hierarchy summary.

	March 31, 2015				
	Assets / (liabilities) measured at fair value (in millions)	Valuation technique(s)	Unobservable input description	Input/range of inputs	Weighted average
<b>Assets</b>					
Fixed maturities, available-for-sale:					
Non-U.S. governments	\$ 10.1	Discounted cash flow	Discount rate (1)	1.8%	1.8%
			Illiquidity premium	50 basis points ( bps )	50bps
Corporate	60.9	Discounted cash flow	Discount rate (1)	1.0%-5.5%	3.4%
			Comparability adjustment	0bps-39bps	12bps
			Illiquidity premium	0bps-25bps	2bps
Collateralized debt obligations	3.0	Discounted cash flow	Discount rate (1)	18.8%	18.8%
			Probability of default	100.0%	100.0%
			Potential loss severity	68.0%	68.0%
Other debt obligations	39.6	Discounted cash flow	Discount rate (1)	1.3%-5.0%	2.2%
			Illiquidity premium	0bps-1,000bps	215bps
Fixed maturities, trading	15.4	Discounted cash flow	Discount rate (1)	1.7%-4.0%	2.5%
			Illiquidity premium	200bps-800bps	450bps
Other investments	28.6	Discounted cash flow - equity method real estate investments	Discount rate (1)	7.9%	7.9%
			Terminal capitalization rate	6.8%	6.8%
			Average market rent growth rate	3.3%	3.3%

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Discounted cash flow - equity method real estate investments - debt	Loan to value	57.3%	57.3%
	Credit spread rate	2.0%	2.0%

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

March 31, 2015							
	Assets / (liabilities) measured at fair value (in millions)	Valuation technique(s)	Unobservable input description	Input/range of inputs	Weighted average		
Separate account assets	<b>5,989.0</b>	Discounted cash flow - mortgage loans	Discount rate (1)	1.1%-6.2%	3.1%		
			Illiquidity premium	0bps-60bps	7bps		
			Credit spread rate	68bps-572bps	221bps		
		Discounted cash flow - real estate			Discount rate (1)	5.6%-17.5%	7.3%
					Terminal capitalization rate	4.5%-9.5%	6.3%
					Average market rent growth rate	2.0%-4.5%	3.1%
		Discounted cash flow - real estate debt			Loan to value	4.1%-61.9%	46.3%
Credit spread rate	1.4%-4.2%				2.4%		
<b>Liabilities</b>							
Investment-type insurance contracts	<b>(228.7)</b>	Discounted cash flow	Long duration interest rate	2.3%-2.4% (3)			
			Long-term equity market volatility	14.9%-42.0%			
			Non-performance risk	0.2%-1.6%			
			Utilization rate	See note (4)			
			Lapse rate	0.5%-14.1%			
			Mortality rate	See note (5)			

December 31, 2014					
	Assets / (liabilities) measured at fair value (in millions)	Valuation technique(s)	Unobservable input description	Input/range of inputs	Weighted average
<b>Assets</b>					
Fixed maturities, available-for-sale:	\$ 10.3	Discounted cash flow	Discount rate (1)	2.2%	2.2%
			Illiquidity premium	50 basis points ( bps )	50bps
Corporate	83.0		Discount rate (1)	1.8%-6.7%	4.0%

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Discounted cash  
flow

Comparability  
adjustment

0bps-1bps

0bps

Illiquidity premium

0bps-25bps

13bps

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

		December 31, 2014			
	Assets / (liabilities) measured at fair value (in millions)	Valuation technique(s)	Unobservable input description	Input/range of inputs	Weighted average
Collateralized debt obligations	12.7	Discounted cash flow	Discount rate (1)	2.7%-17.1%	6.1%
			Probability of default	0%-100%	23.5%
			Potential loss severity	0%-70.0%	16.4%
Other debt obligations	49.3	Discounted cash flow	Discount rate (1)	1.4%-5.0%	2.3%
			Illiquidity premium	0bps-1,000bps	175bps
Fixed maturities, trading	15.2	Discounted cash flow	Discount rate (1)	1.8%-126.9%	3.5%
			Illiquidity premium	200bps-1,400bps	460bps
Other investments	100.4	See note (2)	Discount rate (1)	4.2%	4.2%
			Illiquidity premium	76bps	76bps
			Discount rate (1)	7.3%-8.0%	7.6%
			Terminal capitalization rate	5.5%-6.8%	6.1%
			Average market rent growth rate	3.3%-3.7%	3.5%
			Loan to value	34.2%-58.9%	46.5%
			Credit spread rate	1.8%-2.0%	1.9%

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

		December 31, 2014					
	Assets / (liabilities) measured at fair value (in millions)	Valuation technique(s)	Unobservable input description	Input/range of inputs	Weighted average		
Separate account assets	5,857.4	Discounted cash flow - mortgage loans	Discount rate (1)	1.1%-6.9%	3.2%		
			Illiquidity premium	0bps-60bps	7bps		
			Credit spread rate	70bps-632bps	221bps		
		Discounted cash flow - real estate			Discount rate (1)	6.0%-24.6%	7.4%
					Terminal capitalization rate	4.5%-9.5%	6.4%
					Average market rent growth rate	1.3%-4.4%	3.0%
					Loan to value	6.8%-64.1%	46.5%
Discounted cash flow - real estate debt			Credit spread rate	2.1%-4.8%	3.4%		
<b>Liabilities</b>							
Investment-type insurance contracts	(176.4)	Discounted cash flow	Long duration interest rate	2.6%-2.7% (3)			
			Long-term equity market volatility	14.9%-39.5%			
			Non-performance risk	0.1%-1.4%			
			Utilization rate	See note (4)			
			Lapse rate	0.5%-14.1%			
			Mortality rate	See note (5)			
Derivative liabilities	(19.3)	See note (2)					
Other liabilities	(66.3)	See note (2)					

(1) Represents market comparable interest rate or an index adjusted rate used as the base rate in the discounted cash flow analysis prior to any credit spread, illiquidity or other adjustments, where applicable.

(2) Prior to 2015, the assets and liabilities fair values relate to a consolidated collateralized private investment vehicle that is a VIE. Fixed maturities, trading represents the underlying collateral of the investment structure and consists of high-grade fixed maturity investments, which are over-collateralized based on outstanding notes priced at par. The derivative liability represents credit default swaps that are valued using a correlation model to the credit default swap ( CDS ) Index ( CDX ) and inputs to the valuation are based on observable market data such as the end of period swap curve, CDS constituents of the index and spread levels of the index, as well as CDX tranche spreads. The value of the obligations, which are due at maturity or termination of the trust, reflect the third parties' interest in the investment structure.

(3) Represents the range of rate curves used in the valuation analysis that we have determined market participants would use when pricing the instrument. Derived from interpolation between various observable swap rates.



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- (4) This input factor is the number of contractholders taking withdrawals as well as the amount and timing of the withdrawals and a range does not provide a meaningful presentation.
- (5) This input is based on an appropriate industry mortality table and a range does not provide a meaningful presentation.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

Market comparable discount rates are used as the base rate in the discounted cash flows used to determine the fair value of certain assets. Increases or decreases in the credit spreads on the comparable assets could cause the fair value of the assets to significantly decrease or increase, respectively. Additionally, we may adjust the base discount rate or the modeled price by applying an illiquidity premium given the highly structured nature of certain assets. Increases or decreases in this illiquidity premium could cause significant decreases or increases, respectively, in the fair value of the asset.

Embedded derivatives can be either assets or liabilities within the investment-type insurance contracts line item, depending on certain inputs at the reporting date. Increases to an asset or decreases to a liability are described as increases to fair value. Increases or decreases in market volatilities could cause significant decreases or increases, respectively, in the fair value of embedded derivatives in investment-type insurance contracts. Long duration interest rates are used as the mean return when projecting the growth in the value of associated account value and impact the discount rate used in the discounted future cash flows valuation. The amount of claims will increase if account value is not sufficient to cover guaranteed withdrawals. Increases or decreases in risk free rates could cause the fair value of the embedded derivative to significantly increase or decrease, respectively. Increases or decreases in our own credit risks, which impact the rates used to discount future cash flows, could significantly increase or decrease, respectively, the fair value of the embedded derivative. All of these changes in fair value would impact net income.

Decreases or increases in the mortality rate assumption could cause the fair value of the embedded derivative to decrease or increase, respectively. Decreases or increases in the overall lapse rate assumption could cause the fair value of the embedded derivative to decrease or increase, respectively. The lapse rate assumption varies dynamically based on the relationship of the guarantee and associated account value. A stronger or weaker dynamic lapse rate assumption could cause the fair value of the embedded derivative to decrease or increase, respectively. The utilization rate assumption includes how many contractholders will take withdrawals, when they will take them and how much of their benefit they will take. Increases or decreases in the assumption of the number of contractholders taking withdrawals could cause the fair value of the embedded derivative to decrease or increase, respectively. Assuming contractholders take withdrawals earlier or later could cause the fair value of the embedded derivative to decrease or increase, respectively. Assuming contractholders take more or less of their benefit could cause the fair value of the embedded derivative to decrease or increase, respectively.

**Assets and Liabilities Measured at Fair Value on a Nonrecurring Basis**

Certain assets are measured at fair value on a nonrecurring basis. During the three months ended March 31, 2015, certain mortgage loans had been marked to fair value of \$3.1 million. The net impact of impairments and improvements in estimated fair value of previously impaired loans resulted in a net gain of \$0.1 million for the three months ended March 31, 2015, that was recorded in net realized capital gains (losses) as part of the mortgage loan valuation allowance. This includes the impact of certain loans no longer on our books. These collateral-dependent mortgage loans are a Level 3 fair value measurement, as fair value is based on the fair value of the underlying real estate collateral, which is estimated using appraised values that involve significant unobservable inputs.

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During the three months ended March 31, 2014, certain mortgage loans had been marked to fair value of \$23.4 million. The net impact of impairments and improvements in estimated fair value of previously impaired loans resulted in a net gain of \$0.4 million for the three months ended March 31, 2014, that was recorded in net realized capital gains (losses) as part of the mortgage loan valuation allowance. This includes the impact of certain loans no longer on our books. These collateral-dependent mortgage loans are a Level 3 fair value measurement, as fair value is based on the fair value of the underlying real estate collateral, which is estimated using appraised values that involve significant unobservable inputs. The fair value of the underlying collateral is determined based on a discounted cash flow valuation either from an external broker opinion of value or an internal model. Significant inputs used in the discounted cash flow calculation include: a discount rate, terminal capitalization rate and average market rent growth. The ranges of inputs used in the fair value measurements for the mortgage loans marked to fair value during the three months ended March 31, 2014, were:

Discount rate = 11.0%

Terminal capitalization rate = 7.3% - 9.0%

Average market rent growth = 3.0% - 10.9%

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Fair Value Option**

We elected fair value accounting for certain assets and liabilities of consolidated VIEs for which it was not practicable for us to determine the carrying value. The fair value option was elected for commercial mortgage loans reported with other investments and obligations reported with other liabilities in the consolidated statements of financial position. The changes in fair value of these items are reported in net realized capital gains (losses) on the consolidated statements of operations.

The fair value and aggregate contractual principal amounts of commercial mortgage loans for which the fair value option has been elected were \$28.9 million and \$28.3 million as of March 31, 2015, and \$35.0 million and \$32.4 million as of December 31, 2014, respectively. The change in fair value of the loans resulted in a \$2.0 million and \$1.3 million pre-tax loss for the three months ended March 31, 2015 and 2014, respectively, none of which related to instrument-specific credit risk. None of these loans were more than 90 days past due or in nonaccrual status. Interest income on these commercial mortgage loans is included in net investment income on the consolidated statements of operations and is recorded based on the effective interest rates as determined at the closing of the loan. Interest income recorded on these commercial mortgage loans was \$0.6 million and \$1.2 million for the three months ended March 31, 2015 and 2014, respectively.

The fair value and aggregate unpaid principal amounts of obligations for which the fair value option has been elected were \$67.1 million and \$128.7 million as of March 31, 2015, and \$71.0 million and \$132.8 million as of December 31, 2014, respectively. For the three months ended March 31, 2015 and 2014, the change in fair value of the obligations resulted in a pre-tax gain (loss) of \$2.7 million and \$(1.0) million, which includes a pre-tax gain (loss) of \$0.9 million and \$(2.0) million related to instrument-specific credit risk that is estimated based on credit spreads and quality ratings, respectively. Interest expense recorded on these obligations is included in operating expenses on the consolidated statements of operations and was \$0.0 million and \$0.7 million for the three months ended March 31, 2015 and 2014, respectively.

We invest in real estate ventures for the purpose of earning investment returns and for capital appreciation. We elected the fair value option for certain ventures that are subject to the equity method of accounting because the nature of the investments are to add value to the properties and generate income from the operations of the properties. Other equity method real estate investments are not fair valued because the investments mainly generate income from the operations of the underlying properties. These investments are reported with other investments in the consolidated statements of financial position. The changes in fair value are reported in net investment income on the consolidated statements of operations. The fair value of the equity method investments for which the fair value option has been elected was \$28.6 million and \$92.2 million as of March 31, 2015 and December 31, 2014, respectively. The change in fair value of the investments resulted in a \$3.8 million and \$0.8 million pre-tax gain for the three months ended March 31, 2015 and 2014, respectively.

**Financial Instruments Not Reported at Fair Value**

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The carrying value and estimated fair value of financial instruments not recorded at fair value on a recurring basis but required to be disclosed at fair value were as follows:

	Carrying amount	Fair value	March 31, 2015		
			Level 1 (in millions)	Level 2	Level 3
<b>Assets (liabilities)</b>					
Mortgage loans	\$ 11,899.5	\$ 12,494.4	\$	\$	\$ 12,494.4
Policy loans	826.0	1,067.2			1,067.2
Other investments	253.5	258.2		178.2	80.0
Cash and cash equivalents	707.9	707.9	707.9		
Investment-type insurance contracts	(27,605.6)	(27,735.3)		(5,062.8)	(22,672.5)
Short-term debt	(27.2)	(27.2)		(27.2)	
Long-term debt	(2,514.6)	(2,818.7)		(2,753.1)	(65.6)
Separate account liabilities	(131,598.5)	(130,253.7)			(130,253.7)
Bank deposits	(1,966.2)	(1,970.7)	(1,339.4)	(631.3)	
Cash collateral payable	(231.9)	(231.9)	(231.9)		

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	December 31, 2014				
	Carrying amount	Fair value	Level 1 (in millions)	Fair value hierarchy level	
				Level 2	Level 3
<b>Assets (liabilities)</b>					
Mortgage loans	\$ 11,811.6	\$ 12,350.2	\$	\$	\$ 12,350.2
Policy loans	829.2	1,083.2			1,083.2
Other investments	211.2	211.6		183.7	27.9
Cash and cash equivalents	822.2	822.2	822.2		
Investment-type insurance contracts	(28,256.3)	(28,322.7)		(5,455.4)	(22,867.3)
Short-term debt	(28.0)	(28.0)		(28.0)	
Long-term debt	(2,531.2)	(2,786.1)		(2,703.8)	(82.3)
Separate account liabilities	(128,480.5)	(127,131.0)			(127,131.0)
Bank deposits	(1,979.7)	(1,985.5)	(1,343.8)	(641.7)	
Cash collateral payable	(148.3)	(148.3)	(148.3)		

***Mortgage Loans***

Fair values of commercial and residential mortgage loans are primarily determined by discounting the expected cash flows at current treasury rates plus an applicable risk spread, which reflects credit quality and maturity of the loans. The risk spread is based on market clearing levels for loans with comparable credit quality, maturities and risk. The fair value of mortgage loans may also be based on the fair value of the underlying real estate collateral less cost to sell, which is estimated using appraised values. These are reflected in Level 3.

***Policy Loans***

Fair values of policy loans are estimated by discounting expected cash flows using a risk-free rate based on the Treasury curve. The expected cash flows reflect an estimate of timing of the repayment of the loans. These are reflected in Level 3.

***Other Investments***

The fair value of commercial loans and certain consumer loans included in other investments is calculated by discounting expected cash flows through the estimated maturity date using market interest rates that reflect the credit and interest rate risk inherent in the loans. The estimate of term to maturity is based on historical experience, adjusted as required, for current economic and lending conditions. The effect of nonperforming loans is considered in assessing the credit risk inherent in the fair value estimate. These are reflected in Level 3. The fair value of certain tax credit investments are estimated by discounting expected future tax benefits using estimated investment return rates. These are

reflected in Level 3. The carrying value of the remaining investments reported in this line item approximate their fair value. These are reflected in Level 2.

***Cash and Cash Equivalents***

Certain cash equivalents not reported at fair value include short-term investments with maturities of less than three months for which public quotations are not available to use in determining fair value. Because of the highly liquid nature of these assets, carrying amounts are used to approximate fair value, which are reflected in Level 2. The carrying amounts of the remaining cash and cash equivalents that are not reported at fair value on a recurring basis approximate their fair value, which are reflected in Level 1 given the nature of cash.

***Investment-Type Insurance Contracts***

The fair values of our reserves and liabilities for investment-type insurance contracts are determined via a third party pricing vendor or using discounted cash flow analyses when we are unable to find a price from third party pricing vendors. Third party pricing on various outstanding medium-term notes and funding agreements is based on observable inputs such as benchmark yields and spreads based on reported trades for our medium-term notes and funding agreement issuances. These are reflected in Level 2. The discounted cash flow analyses for the remaining contracts is based on current interest rates, including non-performance risk, being offered for similar contracts with maturities consistent with those remaining for the investment-type contracts being valued. These are reflected in Level 3. Investment-type insurance contracts include insurance, annuity and other policy contracts that do not involve

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

significant mortality or morbidity risk and are only a portion of the policyholder liabilities appearing in the consolidated statements of financial position. Insurance contracts include insurance, annuity and other policy contracts that do involve significant mortality or morbidity risk. The fair values for our insurance contracts, other than investment-type contracts, are not required to be disclosed.

***Short-Term Debt***

The carrying amount of short-term debt approximates its fair value because of the relatively short time between origination of the debt instrument and its maturity, which is reflected in Level 2.

***Long-Term Debt***

Long-term debt primarily includes senior note issuances for which the fair values are determined using inputs that are observable in the market or that can be derived from or corroborated with observable market data. These are reflected in Level 2. Additionally, our long-term debt includes non-recourse mortgages and notes payable that are primarily financings for real estate developments for which the fair values are estimated using discounted cash flow analysis based on our incremental borrowing rate for similar borrowing arrangements. These are reflected in Level 3.

***Separate Account Liabilities***

Fair values of separate account liabilities, excluding insurance-related elements, are estimated based on market assumptions around what a potential acquirer would pay for the associated block of business, including both the separate account assets and liabilities. As the applicable separate account assets are already reflected at fair value, any adjustment to the fair value of the block is an assumed adjustment to the separate account liabilities. To compute fair value, the separate account liabilities are originally set to equal separate account assets because these are pass-through contracts. The separate account liabilities are reduced by the amount of future fees expected to be collected that are intended to offset upfront acquisition costs already incurred that a potential acquirer would not have to pay. The estimated future fees are adjusted by an adverse deviation discount and the amount is then discounted at a risk-free rate as measured by the yield on Treasury securities at maturities aligned with the estimated timing of fee collection. These are reflected in Level 3.

***Bank Deposits***



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The fair value of deposits of our Principal Bank subsidiary with no stated maturity is equal to the amount payable on demand (i.e., their carrying amounts). These are reflected in Level 1. The fair value of certificates of deposit is based on the discounted value of contractual cash flows. The discount is estimated using the rates currently offered for deposits of similar remaining maturities. These are reflected in Level 2.

### *Cash Collateral Payable*

The carrying amount of the payable associated with our obligation to return the cash collateral received under derivative credit support annex (collateral) agreements approximates its fair value, which is reflected in Level 1.

## **10. Segment Information**

We provide financial products and services through the following segments: Retirement and Investor Services, Principal Global Investors, Principal International and U.S. Insurance Solutions. In addition, we have a Corporate segment. The segments are managed and reported separately because they provide different products and services, have different strategies or have different markets and distribution channels.

The Retirement and Investor Services segment provides retirement and related financial products and services primarily to businesses, their employees and other individuals.

The Principal Global Investors segment provides asset management services to our asset accumulation business, our insurance operations, the Corporate segment and third party clients.

The Principal International segment has operations in Brazil, Chile, China, Hong Kong Special Administrative Region, India, Mexico and Southeast Asia. We focus on countries with large middle classes, favorable demographics and growing long-term savings, ideally with defined contribution markets. We entered these countries through acquisitions, start-up operations and joint ventures.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The U.S. Insurance Solutions segment provides individual life insurance and specialty benefits insurance, which consists of group dental and vision insurance, individual and group disability insurance, group life insurance and non-medical fee-for-service claims administration, throughout the United States.

The Corporate segment manages the assets representing capital that has not been allocated to any other segment. Financial results of the Corporate segment primarily reflect our financing activities (including interest expense and preferred stock dividends), income on capital not allocated to other segments, inter-segment eliminations, income tax risks and certain income, expenses and other after-tax adjustments not allocated to the segments based on the nature of such items. Results of our exited group medical insurance business are reported in this segment.

As described in Note 1, Nature of Operations and Significant Accounting Policies, planned changes to our organizational structure will be reflected in our December 31, 2015, Form 10-K.

Management uses segment operating earnings in goal setting, as a basis for determining employee compensation and in evaluating performance on a basis comparable to that used by securities analysts. We determine segment operating earnings by adjusting U.S. GAAP net income for net realized capital gains (losses), as adjusted, and other after-tax adjustments which management believes are not indicative of overall operating trends. Net realized capital gains (losses), as adjusted, are net of income taxes, related changes in the amortization pattern of DAC and related actuarial balances, recognition of deferred front-end fee revenues for sales charges on retirement and life insurance products and services, amortization of hedge accounting book value adjustments for certain discontinued hedges, net realized capital gains and losses distributed, noncontrolling interest capital gains and losses and certain market value adjustments to fee revenues. Net realized capital gains (losses), as adjusted, exclude periodic settlements and accruals on derivative instruments not designated as hedging instruments and exclude certain market value adjustments of embedded derivatives and realized capital gains (losses) associated with our exited group medical insurance business. Segment operating revenues exclude net realized capital gains (losses) (except periodic settlements and accruals on derivatives not designated as hedging instruments), including their impact on recognition of front-end fee revenues, certain market value adjustments to fee revenues and amortization of hedge accounting book value adjustments for certain discontinued hedges, and revenue from our exited group medical insurance business. Segment operating revenues include operating revenues from real estate properties that qualify for discontinued operations. While these items may be significant components in understanding and assessing the consolidated financial performance, management believes the presentation of segment operating earnings enhances the understanding of our results of operations by highlighting earnings attributable to the normal, ongoing operations of the business.

The accounting policies of the segments are consistent with the accounting policies for the consolidated financial statements, with the exception of income tax allocation. The Corporate segment functions to absorb the risk inherent in interpreting and applying tax law. The segments are allocated tax adjustments consistent with the positions we took on tax returns. The Corporate segment results reflect any differences between the tax returns and the estimated resolution of any disputes.

The following tables summarize select financial information by segment and reconcile segment totals to those reported in the consolidated financial statements:

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	March 31, 2015		December 31, 2014
	(in millions)		
<b>Assets:</b>			
Retirement and Investor Services	\$	141,570.5	\$ 138,549.4
Principal Global Investors		1,094.5	1,175.1
Principal International		53,628.0	53,531.8
U.S. Insurance Solutions		22,068.6	21,554.5
Corporate		4,133.3	4,276.2
Total consolidated assets	\$	222,494.9	\$ 219,087.0

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

	For the three months ended March 31,	
	2015	2014
	(in millions)	
<b>Operating revenues by segment:</b>		
Retirement and Investor Services	\$ 1,319.4	\$ 1,261.2
Principal Global Investors	186.6	171.1
Principal International	236.2	300.4
U.S. Insurance Solutions	861.7	804.4
Corporate	(59.3)	(37.8)
Total segment operating revenues	2,544.6	2,499.3
Net realized capital gains (losses), net of related revenue adjustments	45.6	(21.1)
Other income on a tax indemnification	66.9	
Exited group medical insurance business	0.2	0.4
Total revenues per consolidated statements of operations	\$ 2,657.3	\$ 2,478.6
<b>Operating earnings (loss) by segment, net of related income taxes:</b>		
Retirement and Investor Services	\$ 210.9	\$ 216.5
Principal Global Investors	30.7	26.9
Principal International	59.9	63.3
U.S. Insurance Solutions	55.1	43.4
Corporate	(30.2)	(33.0)
Total segment operating earnings, net of related income taxes	326.4	317.1
Net realized capital gains (losses), as adjusted (1)	13.1	(22.9)
Other after-tax adjustments (2)	74.7	(0.5)
Net income available to common stockholders per consolidated statements of operations	\$ 414.2	\$ 293.7

(1) Net realized capital gains (losses), as adjusted, is derived as follows:

	For the three months ended March 31,	
	2015	2014
	(in millions)	
<b>Net realized capital gains:</b>		
Net realized capital gains	\$ 66.2	\$ 0.6
Certain derivative and hedging-related adjustments	(19.7)	(21.8)
Certain market value adjustments to fee revenues	(1.1)	
Recognition of front-end fee expense	0.2	0.1
Net realized capital gains (losses), net of related revenue adjustments	45.6	(21.1)
Amortization of deferred acquisition costs and other actuarial balances	(16.0)	(9.7)
Capital (gains) losses distributed	4.8	(3.1)
Certain market value adjustments of embedded derivatives	(0.9)	0.4
Noncontrolling interest capital gains	(2.8)	
Income tax effect	(17.6)	10.6
Net realized capital gains (losses), as adjusted	\$ 13.1	\$ (22.9)

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(2) For the three months ended March 31, 2015, other after-tax adjustments included the positive effect of a change in deferred tax balances related to the merger of two of our Chilean legal entities (\$105.2 million) and the negative effect of: (1) the impact of a court ruling on some uncertain tax positions (\$30.3 million) and (2) losses associated with our exited group medical insurance business that does not qualify for discontinued operations accounting treatment under U.S. GAAP (\$0.2 million).

For the three months ended March 31, 2014, other after-tax adjustments included the negative effect of losses associated with our exited group medical insurance business that does not qualify for discontinued operations accounting treatment under U.S. GAAP.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

The following table summarizes operating revenues for our products and services:

	For the three months ended March 31,	
	2015	2014
	(in millions)	
<b>Retirement and Investor Services:</b>		
Full service accumulation	\$ 375.8	\$ 385.2
Principal Funds	230.1	205.4
Individual annuities	451.1	413.3
Bank and trust services	24.9	21.2
Eliminations	(39.3)	(39.1)
Total Accumulation	1,042.6	986.0
Investment only	68.2	81.6
Full service payout	208.6	193.6
Total Guaranteed	276.8	275.2
Total Retirement and Investor Services	1,319.4	1,261.2
Principal Global Investors (1)	186.6	171.1
Principal International	236.2	300.4
<b>U.S. Insurance Solutions:</b>		
Individual life insurance	395.4	383.8
Specialty benefits insurance	466.3	420.6
Total U.S. Insurance Solutions	861.7	804.4
Corporate	(59.3)	(37.8)
Total operating revenues	\$ 2,544.6	\$ 2,499.3
Total operating revenues	\$ 2,544.6	\$ 2,499.3
Net realized capital gains (losses), net of related revenue adjustments	45.6	(21.1)
Other income on a tax indemnification	66.9	
Exited group medical insurance business	0.2	0.4
Total revenues per consolidated statements of operations	\$ 2,657.3	\$ 2,478.6

(1) Reflects inter-segment revenues of \$84.0 million and \$73.0 million for the three months ended March 31, 2015 and 2014, respectively. These revenues are eliminated within the Corporate segment.

## 11. Stock-Based Compensation Plans

As of March 31, 2015, we have the 2014 Stock Incentive Plan, the Employee Stock Purchase Plan, the 2014 Directors Stock Plan, the Long-Term Performance Plan, the Amended and Restated 2010 Stock Incentive Plan, the 2005 Directors Stock Plan, the Stock Incentive Plan and the Directors Stock Plan ( Stock Based Compensation Plans ). As of May 20, 2014, no new grants will be made under the Amended and Restated 2010 Stock Incentive Plan or the 2005 Directors Stock Plan. No grants have been made under the Stock Incentive Plan, the Directors Stock Plan or the Long-Term Performance Plan since at least 2005. Under the terms of the 2014 Stock Incentive Plan, grants may be nonqualified stock options, incentive stock options qualifying under Section 422 of the Internal Revenue Code, restricted stock, restricted stock

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units, stock appreciation rights, performance shares, performance units or other stock-based awards. The 2014 Directors Stock Plan provides for the grant of nonqualified stock options, restricted stock, restricted stock units or other stock-based awards to our nonemployee directors. To date, we have not granted any incentive stock options, restricted stock or performance units under any plans.

As of March 31, 2015, the maximum number of new shares of common stock that were available for grant under the 2014 Stock Incentive Plan and the 2014 Directors Stock Plan was 12.0 million.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

For awards with graded vesting, we use an accelerated expense attribution method. The compensation cost that was charged against income for stock-based awards granted under the Stock-Based Compensation Plans was as follows:

	For the three months ended March 31,	
	2015	2014
	(in millions)	
Compensation cost	\$ 18.4	\$ 16.8
Related income tax benefit	6.0	5.7
Capitalized as part of an asset	0.7	0.7

**Nonqualified Stock Options**

Nonqualified stock options were granted to certain employees under the 2014 Stock Incentive Plan. Total options granted were 0.6 million for the three months ended March 31, 2015. The fair value of stock options is estimated using the Black-Scholes option pricing model. The following is a summary of the assumptions used in this model for the stock options granted during the period:

	For the three months ended March 31, 2015
Expected volatility	52.2%
Expected term (in years)	6.5
Risk-free interest rate	1.8%
Expected dividend yield	2.81%
Weighted average estimated fair value per common share	\$ 20.43

As of March 31, 2015, we had \$11.6 million of total unrecognized compensation cost related to nonvested stock options. The cost is expected to be recognized over a weighted-average service period of approximately 1.6 years.

**Performance Share Awards**

Performance share awards were granted to certain employees under the 2014 Stock Incentive Plan. Total performance share awards granted were 0.3 million for the three months ended March 31, 2015. The performance share awards granted represent initial target awards and do not reflect potential increases or decreases resulting from the final performance results to be determined at the end of the performance period. The actual number of common shares to be awarded at the end of each performance period will range between 0% and 150% of the initial target awards. The fair value of performance share awards is determined based on the closing stock price of our common shares on the grant date. The weighted-average grant date fair value of these performance share awards granted was \$51.33 per common share.



As of March 31, 2015, we had \$16.7 million of total unrecognized compensation cost related to nonvested performance share awards granted. The cost is expected to be recognized over a weighted-average service period of approximately 1.7 years.

**Restricted Stock Units**

Restricted stock units were issued to certain employees and agents pursuant to the 2014 Stock Incentive Plan. Total restricted stock units granted were 0.8 million for the three months ended March 31, 2015. The fair value of restricted stock units is determined based on the closing stock price of our common shares on the grant date. The weighted-average grant date fair value of these restricted stock units granted was \$51.32 per common share.

As of March 31, 2015, we had \$73.9 million of total unrecognized compensation cost related to nonvested restricted stock unit awards granted. The cost is expected to be recognized over a weighted-average period of approximately 2.2 years.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**12. Earnings Per Common Share**

The computations of the basic and diluted per share amounts were as follows:

	For the three months ended March 31,	
	2015	2014
	(in millions, except per share data)	
Net income	\$ 429.1	\$ 324.1
Subtract:		
Net income attributable to noncontrolling interest	6.7	22.2
Preferred stock dividends	8.2	8.2
Adjustments to redemption amounts of redeemable noncontrolling interests		9.7
Total	\$ 414.2	\$ 284.0
Weighted-average shares outstanding:		
Basic	294.8	295.8
Dilutive effects:		
Stock options	1.7	1.6
Restricted stock units	1.8	1.8
Performance share awards	0.2	0.3
Diluted	298.5	299.5
Net income per common share:		
Basic	\$ 1.41	\$ 0.96
Diluted	\$ 1.39	\$ 0.95

The calculation of diluted earnings per share for the three months ended March 31, 2015 and 2014, excludes the incremental effect related to certain outstanding stock-based compensation grants due to their anti-dilutive effect.

**13. Condensed Consolidating Financial Information**

Principal Life has established special purpose entities to issue secured medium-term notes. Under the program, the payment obligations of principal and interest on the notes are secured by funding agreements issued by Principal Life. Principal Life's payment obligations on the funding agreements are fully and unconditionally guaranteed by PFG. All of the outstanding stock of Principal Life is indirectly owned by PFG and PFG is the only guarantor of the payment obligations of the funding agreements.

The following tables set forth condensed consolidating financial information of (i) PFG, (ii) Principal Life, (iii) Principal Financial Services, Inc. ( PFS ) and all other direct and indirect subsidiaries of PFG on a combined basis and (iv) the eliminations necessary to arrive at the information

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for PFG on a consolidated basis as of March 31, 2015 and December 31, 2014, and for the three months ended March 31, 2015 and 2014.

In presenting the condensed consolidating financial statements, the equity method of accounting has been applied to (i) PFG's interest in all direct subsidiaries of PFG, (ii) Principal Life's interest in all direct subsidiaries of Principal Life and (iii) PFS's interest in Principal Life even though all such subsidiaries meet the requirements to be consolidated under U.S. GAAP. Earnings of subsidiaries are, therefore, reflected in the parent's investment and earnings. All intercompany balances and transactions, including elimination of the parent's investment in subsidiaries, between PFG, Principal Life and PFS and all other subsidiaries have been eliminated, as shown in the column Eliminations. These condensed consolidating financial statements should be read in conjunction with the consolidated financial statements. The financial information may not necessarily be indicative of results of operations, cash flows or financial position had the subsidiaries operated as independent entities.

Table of Contents

**Principal Financial Group, Inc.**  
**Notes to Consolidated Financial Statements**  
**March 31, 2015**  
**(Unaudited)**

**Condensed Consolidating Statements of Financial Position**

March 31, 2015

	Principal Financial Group, Inc. Parent Only	Principal Life Insurance Company Only	Principal Financial Services, Inc. and Other Subsidiaries Combined (in millions)	Eliminations	Principal Financial Group, Inc. Consolidated
<b>Assets</b>					
Fixed maturities, available-for-sale	\$	\$ 43,898.9	\$ 6,235.3	\$ (378.5)	\$ 49,755.7
Fixed maturities, trading		311.7	262.3		574.0
Equity securities, available-for-sale		110.4	34.5		144.9
Equity securities, trading		0.3	874.8		875.1
Mortgage loans		11,111.6	1,178.3	(390.4)	11,899.5
Real estate		7.2	1,384.5		1,391.7
Policy loans		795.8	30.2		826.0
Investment in unconsolidated entities	12,636.7	2,450.6	5,982.8	(20,388.2)	681.9
Other investments	9.5	4,244.5	1,700.7	(3,241.0)	2,713.7
Cash and cash equivalents	475.4	113.9	917.6	(54.9)	1,452.0
Accrued investment income	0.1	472.3	60.2	(1.5)	531.1
Premiums due and other receivables		1,300.1	2,205.7	(2,275.8)	1,230.0
Deferred acquisition costs		2,783.9	236.9		3,020.8
Property and equipment		523.9	83.5		607.4
Goodwill		54.3	926.7		981.0
Other intangibles		25.4	1,265.8		1,291.2
Separate account assets		97,470.6	46,034.6		143,505.2
Other assets	448.5	847.1	2,980.4	(3,262.3)	1,013.7
Total assets	\$ 13,570.2	\$ 166,522.5	\$ 72,394.8	\$ (29,992.6)	\$ 222,494.9
<b>Liabilities</b>					
Contractholder funds	\$	\$ 32,810.2	\$ 1,671.1	\$ (307.5)	\$ 34,173.8
Future policy benefits and claims		20,177.9	4,670.1	(470.9)	24,377.1
Other policyholder funds		778.9	75.3	(1.1)	853.1
Short-term debt			27.2		27.2
Long-term debt	2,449.0		440.1	(374.5)	2,514.6
Income taxes currently payable			117.9	(105.9)	12.0
Deferred income taxes		766.6	839.2	(637.3)	968.5
Separate account liabilities		97,470.6	46,034.6		143,505.2
Other liabilities	698.6	6,123.9	5,823.2	(7,139.4)	5,506.3
Total liabilities	3,147.6	158,128.1	59,698.7	(9,036.6)	211,937.8
Redeemable noncontrolling interest			65.0		65.0
<b>Stockholders equity</b>					
Series A preferred stock					
Series B preferred stock	0.1				0.1
Common stock	4.6	2.5		(2.5)	4.6

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Additional paid-in capital	<b>9,975.6</b>	<b>5,263.8</b>	<b>8,950.0</b>	<b>(14,213.8)</b>	<b>9,975.6</b>
Retained earnings	<b>6,420.4</b>	<b>1,956.4</b>	<b>3,099.8</b>	<b>(5,056.2)</b>	<b>6,420.4</b>
Accumulated other comprehensive income	<b>28.0</b>	<b>1,171.7</b>	<b>507.3</b>	<b>(1,679.0)</b>	<b>28.0</b>
Treasury stock, at cost	<b>(6,006.1)</b>				<b>(6,006.1)</b>
Total stockholders' equity attributable to PFG	<b>10,422.6</b>	<b>8,394.4</b>	<b>12,557.1</b>	<b>(20,951.5)</b>	