PROTECTIVE LIFE CORP Form 10-K February 26, 2010

**Table of Contents** 

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D. C. 20549

# **FORM 10-K**

ý Annual Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the fiscal year ended December 31, 2009

or

o Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from to Commission File Number 001-11339

# PROTECTIVE LIFE CORPORATION

(Exact name of registrant as specified in its charter)

#### **DELAWARE**

(State or other jurisdiction of incorporation or organization)

95-2492236 (IRS Employer

(IRS Employer Identification Number)

### 2801 HIGHWAY 280 SOUTH BIRMINGHAM, ALABAMA 35223

(Address of principal executive offices and zip code)

Registrant's telephone number, including area code (205) 268-1000

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

### Title of each class

Common Stock, \$0.50 Par Value

PLC Capital Trust III 7.5% Trust Originated Preferred Securities, including the Guarantee of Protective Life Corporation

PLC Capital Trust IV 7.25% Trust Originated Preferred Securities, including the Guarantee of Protective Life Corporation

PLC Capital Trust V 6.125% Trust Originated Preferred Securities, including

the Guarantee of Protective Life Corporation 7.25% Capital Securities

Name of each exchange on which registered

New York Stock Exchange New York Stock Exchange

New York Stock Exchange

New York Stock Exchange

New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ý No o

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes o No ý

Note Checking the box above will not relieve any registrant required to file reports pursuant to Section 13 or 15(d) of the Exchange Act from their obligations under those Sections.

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 ý No o

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 ý No o

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.  $\circ$ 

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

Large accelerated filer ý

Accelerated Filer o

Non-accelerated filer o (Do not check if a smaller

Smaller Reporting Company o

reporting company)

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

Aggregate market value of the registrant's voting common stock held by non-affiliates of the registrant as of June 30, 2009: \$964,256,848

Number of shares of Common Stock, \$0.50 Par Value, outstanding as of February 24, 2010: 85,584,443

### DOCUMENTS INCORPORATED BY REFERENCE

Portions of the Registrant's Proxy Statement prepared for the 2010 annual meeting of shareowners, pursuant to Regulation 14A, are incorporated by reference into Part III of this Report.

# Table of Contents

# PROTECTIVE LIFE CORPORATION ANNUAL REPORT ON FORM 10-K FOR FISCAL YEAR ENDED DECEMBER 31, 2009

# TABLE OF CONTENTS

|                 |   | Page                       |
|-----------------|---|----------------------------|
|                 | PART I  |                            |
| <u>Item 1.</u>  | <u>Business</u>   | <u>3</u>                   |
| Item 1A.        | Risk Factors and Cautionary Factors that may Affect Future Results  | <u>20</u>                  |
| Item 1B.        | <u>Unresolved Staff Comments</u>  | 20<br>37<br>37<br>38<br>38 |
| <u>Item 2.</u>  | <u>Properties</u>   | <u>37</u>                  |
| <u>Item 3.</u>  | <u>Legal Proceedings</u>  | <u>38</u>                  |
| <u>Item 4.</u>  | Submission of Matters to a Vote of Security Holders   | <u>38</u>                  |
|                 | <u>PART II</u>  |                            |
| Item 5.         | Market for the Registrant's Common Equity and Related Stockholder Matters and Issuer Purchases of Equity Securities | <u>39</u>                  |
| Item 6.         | Selected Financial Data   | <u>40</u>                  |
| <u>Item 7.</u>  | Management's Discussion and Analysis of Financial Condition and Results of Operations                               | <u>41</u>                  |
| Item 7A.        | Ouantitative and Qualitative Disclosures About Market Risk  | <u>116</u>                 |
| Item 8.         | Financial Statements and Supplementary Data   | <u>117</u>                 |
| <u>Item 9.</u>  | Changes in and Disagreements with Accountants on Accounting and Financial Disclosure                                | <u>210</u>                 |
| Item 9A.        | Controls and Procedures   | <u>210</u>                 |
| Item 9B.        | Other Information   | <u>211</u>                 |
|                 | PART III  |                            |
| Item 10.        | Directors and Executive Officers and Corporate Governance   | 212                        |
| <u>Item 11.</u> | Executive Compensation  | <u>212</u>                 |
| <u>Item 12.</u> | Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters                      | <u>212</u>                 |
| <u>Item 13.</u> | Certain Relationships and Related Transactions and Director Independence  | <u>212</u>                 |
| Item 14.        | Principal Accountant Fees and Services  | 212                        |
|                 | PART IV   |                            |
| Item 15.        | Exhibits and Financial Statement Schedules  | <u>213</u>                 |
|                 | <u>Signatures</u>   | <u>217</u>                 |
|                 | 2   |                            |
|                 |   |                            |

### Table of Contents

### PART I

### Item 1. Business

Protective Life Corporation is a holding company with subsidiaries that provide financial services through the production, distribution, and administration of insurance and investment products. Founded in 1907, Protective Life Insurance Company ("PLICO") is the Company's largest operating subsidiary. Unless the context otherwise requires, "Company," "we," "us," or "our" refers to the consolidated group of Protective Life Corporation and its subsidiaries.

The Company operates several operating segments' each having a strategic focus. An operating segment is distinguished by products, channels of distribution, and/or other strategic distinctions. The Company's operating segments are Life Marketing, Acquisitions, Annuities, Stable Value Products, and Asset Protection. The Company has an additional segment referred to as