## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

X
$\qquad$
Quarterly Report Under Section 13 or 15 (d) of the Securities Exchange Act of 1934

For the Quarterly Period Ended June 30, 1995
Transition Report Pursuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934

## Commission File Number 0-4604 <br> CINCINNATI FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

| An Ohio Corporation | 31-0746871 |
| :--- | ---: |
| (State or other jurisdiction of |  |
| incorporation or organization) | (I.R.S. Employer |
| Identification No.) |  |

6200 South Gilmore Road
Fairfield, Ohio 45014-5141
(Address of principal executive offices)
Registrant's telephone number, including area code: 513/870-2000
*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.


Securities registered pursuant to Section 12(g) of the Act:
\$2.00 Par Common--53,031,628 shares outstanding at June 30, 1995
\$80,000,000 of 5-1/2\% Convertible Senior Debentures Due 2002

ITEM 1. FINANCIAL STATEMENTS
CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

|  | $\begin{gathered} \text { (Unaudited) } \\ \text { June 30, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| - ------ |  |  |
| Cash. | \$ 42,755,375 | \$ 48, 254,464 |
| Investments |  |  |
| Fixed Maturities (Cost: 1995--\$2,159, 769,130; |  |  |
| 1994--\$1, 976, 314, 328 ). . . . . . . . | $2,271,257,761$ | $1,943,116,277$ |
| Equity Securities (Cost: 1995--\$1,351,988,098; |  |  |
| 1994--\$1, 289, 443, 730) . . . . . . . . . . . . | 2,506, 468,133 | 2, 230, 246,516 |
| Other Invested Assets. . | 39,178,754 | 38,815,948 |
| Finance Receivables | 18,273,961 | 16,168,514 |
| Premiums Receivable | 145,539, 762 | 141, 972, 017 |
| Reinsurance Receivable. | 88, 916, 230 | 67, 125, 191 |
| Prepaid Reinsurance Premiums. | 22,929,973 | 24, 066,171 |
| Investment Income Receivable. | 61, 926, 122 | 56, 069, 113 |
| Land, Buildings and Equipment for Company Use (at Cost Less Accumulated Depreciation) | 33,584,162 | 32,672,741 |
| Deferred Acquisition Costs Pertaining to Unearned Premiums and to Life Policies in Force . | 113, 596, 429 | 109, 503, 487 |
| Other Assets. | 22,633,795 | 26, 268,434 |
| Total Assets | \$5, 367, 060, 457 | \$4, 734, 278, 873 |

## IABILITIES

Insurance Reserves:
Life Policy Reserves . . . . . . . . . . . . . . . . . \$ 384,518,494

Losses and Loss Expenses . . . . . . . . . . . . . . . 1, 659,565,942
Unearned Premiums
389, 668, 751

*     *         *             *                 *                     *                         *                             *                                 *                                     *                                         *                                             *                                                 *                                                     *                                                         * 

5-1/2\% Convertible Senior Debentures Due 2002 . . . . . . 80,000,000
Federal Income Taxes
Current.
7,560,607
Deferred
314,320, 464
Other Liabilities . . . . . . . . . . . . . . . . . . . . 76,944,913

Total Liabilities
3,109,665, 055

```
$ 370,095,301
    1,552, 296,866
        382,119,017
        129,115,650
        80,000,000
        -0-
        195,447,391
        85,157,413
    2,794, 231,638
```

SHAREHOLDERS' EQUITY
*Common Stock, \$2 per Share; Authorized 80,000,000
Shares; Issued 1995--53, 050,239; 1994--52, 957, 773
Shares; Outstanding 1995--53,031,628; 1994--52,938,838
Shares

106,100,478
235, 639, 221
1, 083, 729,554
832, 829,449
$2,258,298,702$
*Less Treasury Shares at Cost (1995--18,611 Shares;
1994--18,935 Shares)
$(903,300)$
Total Shareholders' Equity

Total Liabilities and Shareholders' Equity
$2,257,395,402$
\$5, 367, 060, 457

100, 871,948
$105,791,761$
$1,133,104,811$ 601, 192, 480

1,940, 961, 000
$(913,765)$
$1,940,047,235$
\$4,734, 278, 873
*Adjusted to reflect 5\% stock dividend effective March 17, 1995
Accompanying notes are an integral part of these financial statements.
10Q/sa

| Six Months Ended June 30, |  |
| :---: | :---: |
| 1995 | 1994 |
| ---- |  |

Revenues:

| Premiums Earned: |  |
| :---: | :---: |
| Property and Casualty. | \$ 618,417,000 |
| Life | 21,676,950 |
| Accident and Health. | 3,691,634 |
| Net Premiums Earned | 643,785,584 |
| Investment Income, Less Expenses. | 147,445, 314 |
| Realized Gain on Investments. | 23,635,133 |
| Other Income. | 4,844,563 |
| Total Revenues | 819,710,594 |

Benefits \& Expenses:
Ins. Losses and Policyholder Ben.
Commissions
Other Operating Expenses.
Taxes, Licenses \& Fees.
Increase in Deferred Acquisition Costs Pertaining to Unearned Premiums and to Life Policies in Force
Interest Expense
Other Expenses.
Total Expenses
Income Before Income Taxes
Provision (Benefit) for Inc. Taxes Current
Deferred.
Total.
Net Income

Weighted Average Shares
Outstanding
Per Common Share:
Total Net Income
Cash Dividends Declared.
$\$ 2.18$
=====
\$. 66
$====$

471,041,115
121, 852, 125
46,660, 856 19,356, 089
$\$ 573,765,314$
$21,190,071$
$3,593,501$
.--------5
$598,548,886$
$129,648,340$
$24,824,622$
$5,501,223$
.-------
$758,523,071$

440, 493,384 115, 248, 954 41, 503, 681 20, 812, 382

| (4, 092, 942 ) | (1, 011, 253 ) |
| :---: | :---: |
| 7,982,569 | 4,245,866 |
| 3,458, 467 | 1,369,807 |
| 666, 258, 279 | 622, 662, 821 |
| 153, 452, 315 | 135, 860, 250 |


| $39,298,831$ |
| :---: |
| $(11,020,929)$ |
| ----------- |
| $28,277,902$ |
| --------- |
| $\$ 107,582,348$ |
| $===========$ |

54, 845, 216*
============

Three Months Ended June 30,

| 1995 | 1994 |
| :---: | :---: |
| --- - |  |

$\$ 311,270,075$
$10,727,106$
$1,858,488$
---------
$323,855,669$
$75,631,619$
$2,617,132$
$2,918,375$
--------
$405,022,795$
$\$ 292,038,043$
$10,460,735$
$1,781,934$
---------
$304,280,712$
$65,873,768$
$5,900,547$
$2,765,524$
-------
$378,820,551$

237, 656, 089
62,634,476 21, 855, 762 10, 411, 477
$(3,082,564)$
$4,319,598$
$1,598,507$
--------
$335,393,345$
--------
$69,629,450$
$(935,530)$
2,307,300 609, 870
$302,851,672$
---------9
$75,968,879$
5,968,879

16, 944, 824
$(58,823)$
$16,886,001$
$\$ 59,082,878$
===========

54, 839, 064
==ニ=========
\$1.09*
=====
\$. 30*
-
*Adjusted to reflect 5\% stock dividend effective March 17, 1995.

Accompanying notes are an integral part of these financial statements.


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|  | Six Mo | une 30, |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Cash flows from operating activities: |  |  |
| Net income. . . | \$118, 385, 179 | \$107, 582, 348 |
| Adjustments to reconcile operating income to net cash provided by operating activities: |  |  |
| Depreciation and amortization. . . . . | 4,481,336 | 4,287,216 |
| Increase in net unearned premiums. | 8,685,932 | 1,212,276 |
| Increase in net life policy reserves | 14,423,193 | 13,817,376 |
| Increase in net loss and loss expense reserves | 85,478, 037 | 74, 058,249 |
| Increase in net premiums receivable. . | $(3,567,745)$ | $(4,378,882)$ |
| Increase in deferred acquisition costs | $(4,092,942)$ | $(1,011,253)$ |
| Decrease in other liabilities. | $(10,311,315)$ | $(18,621,376)$ |
| Increase in investment income receivable . . . . | $(5,857,009)$ | $(3,975,197)$ |
| (Decrease) increase in policy loans and accounts receivable. | $(643,620)$ | 2,231,123 |
| Decrease in deferred income taxes. . . . . . . . | $(5,854,526)$ | $(11,020,929)$ |
| Increase (decrease) in current income taxes. | 9,497,385 | $(10,529,114)$ |
| Realized gain on investments . | $(23,635,133)$ | $(24,824,622)$ |
| Other. . . . . . . . | 1,684, 260 | $(534,368)$ |
| Net cash provided by operating activities | 188,673, 032 | 128,292,847 |
| Cash flows from investing activities: |  |  |
| Sale of fixed maturities investments | 64,233,845 | 49, 031,602 |
| Maturity of fixed maturities investments | 112,954,561 | 159,854,590 |
| Sale of equity securities investments. | 164,065,642 | 61,980,975 |
| Collection of mortgage loans . . . . . | 345,359 | 484,654 |
| Collection of finance receivables. | 3,981,692 | 3,216,825 |
| Purchase of fixed maturities investments | $(363,332,837)$ | (260, 144,559) |
| Purchase of equity securities investments. | $(201,775,268)$ | $(160,482,124)$ |
| Investment in mortgage loans . . | -0- | $(1,007,740)$ |
| Investment in land, buildings and equipment. | $(5,627,325)$ | $(5,922,911)$ |
| Investment in finance receivables. | $(6,087,139)$ | $(4,447,014)$ |
| Investment in real estate and other. | $(124,477)$ | $(827,190)$ |
| Net cash used in investing activities | $(231,365,947)$ | $(158,262,892)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from stock options exercised. | 2,690,388 |  |
| Issuance (purchase) of treasury shares | 14,902 | $(149,607)$ |
| Increase in notes payable. | 67,970,234 | 30,750, 860 |
| Payment of cash dividends to shareholders. | $(33,481,698)$ | $(30,195,376)$ |
| Net cash provided by financing activities | 37,193,826 | 2,265,679 |
| Net decrease in cash | $(5,499,089)$ | $(27,704,366)$ |
| Cash at beginning of period. | 48, 254, 464 | 48, 113, 639 |
| Cash at end of period. | \$ 42, 755, 375 | \$ 20,409,273 |
| Supplemental disclosures of cash flow information |  |  |
| Interest paid . . | \$ 7,159,249 | \$ 3,839,554 |
| Income taxes paid . . . . . . . . . . . | \$ 35, 000, 000 | \$ 50, 000, 000 |

Accompanying notes are an integral part of these financial statements.
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NOTE I - ACCOUNTING POLICIES
The consolidated financial statements include the accounts of the Company and all of its subsidiaries, each of which is wholly owned, and are presented in conformity with generally accepted accounting principles. All significant inter-company investments and transactions have been eliminated in consolidation. The December 31, 1994 consolidated balance sheet amounts are derived from the audited financial statements but do not include all disclosures required by generally accepted accounting principles.

INVESTMENTS--Fixed maturities and equity securities have been classified as available for sale and are carried at fair values at June 30, 1995 and December 31, 1994.

UNREALIZED GAINS AND LOSSES--The increases (decreases) in unrealized gains for fixed maturities and equity securities (net of income tax effect) for the six-month and three-month periods ended June 30 are as follows:

|  |  | Fixed Maturities |  | Equity Securities |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six-Month Periods Ended |  |  |  |  |  |  |
| June 30, 1995 | \$ | 92,746,757 |  | 138,890, 212 |  | 231,636,969 |
| June 30, 1994 |  | (56,690, 056 ) |  | $(107,624,240)$ |  | $(164,314,296)$ |
| Three-Month Periods Ended |  |  |  |  |  |  |
| June 30, 1995 | \$ | 45,439,678 |  | 72,880,280 |  | 118, 319, 958 |
| June 30, 1994 |  | $(28,253,966)$ |  | 13,907,200 |  | $(14,346,766)$ |

Such amounts are included as additions to and deductions from shareholders' equity.

REINSURANCE--Premiums earned are net of premiums on ceded business, and insurance losses and policyholder benefits are net of reinsurance recoveries in the accompanying statements of income for the six-month and three-month periods ended June 30 as follows:

|  | Ceded Premiums | Reinsurance Recoveries |
| :---: | :---: | :---: |
| Six-Month Periods Ended |  |  |
| June 30, 1995 | \$40,606, 219 | \$28,217,348 |
| June 30, 1994 | 61,277,857 | 7,563,024 |
| Three-Month Periods Ended |  |  |
| June 30, 1995 | \$21, 886, 051 | \$13,599, 806 |
| June 30, 1994 | 36,692,244 | 4,133,639 |

The Company has primarily qualified stock option plans under which options are granted to employees of the Company at prices which are not less than market price at the date of grant and which are exercisable over a five-year period, or over a ten-year period if granted on or after July 25, 1990. On June 30, 1995, outstanding options for Stock Option Plan No. III totalled 87,977 shares with purchase prices ranging from a low of $\$ 12.46$ to a high of $\$ 23.13$ and outstanding options for Stock Option Plan No. IV totalled 737,536 shares with purchase prices ranging from a low of $\$ 23.50$ to a high of $\$ 59.29$. All outstanding shares have been adjusted for the $5 \%$ stock dividend declared February 4, 1995, payable April 28, 1995 to shareholders of record of March 17, 1995.

NOTE III - INTERIM ADJUSTMENTS
The preceding summary of financial information for Cincinnati Financial Corporation and consolidated subsidiaries is unaudited, but the Company believes that all adjustments (consisting only of normal recurring accruals) necessary for fair presentation have been made. The results of operations for interim periods are not necessarily indications of results to be expected for this year.

Premiums earned for the six months ended June 30, 1995 have increased $\$ 45,236,698$ ( $8 \%$ ) over the six months ended June 30, 1994. Also, premiums earned have increased $\$ 19,574,957$ (6\%) for the three months ended June 30, 1995 over the three months ended June 30, 1994. For the six-month period ended June 30, 1995, the growth rate of our property and casualty subsidiaries is greater than last year on both a gross written and earned premium basis. For the three-month period ended June 30, 1995, the growth rate is approximately the same as the second quarter of 1994 on both a gross written and earned premium basis. The increase in new business, some rate increases, and lower reinsurance costs were somewhat offset by the continued softness of the commercial lines market. The premium volume of our life and health subsidiary has increased $2 \%$ for the six months ended June 30, 1995 and $3 \%$ for the three months ended June 30, 1995 compared to the comparable periods of 1994. The premium growth in our life subsidiary is the result of slight increases in life and health insurance sales. For the six-month and three-month periods ended June 30, 1995, investment income, net of expenses, has increased \$17,796,974 (14\%) and $\$ 9,757,851$ (15\%) when compared with the first six months and second three months of 1994, respectively. This increase is the result of the growth of the investment portfolio because of investing cash flows from increased premiums written. The growth rate is greater than last year because of higher yields on new investments, increased cash flow provided by operating activities, and lower catastrophe claim payments.

Realized gains on investments for the six months ended June 30, 1995 amounted to $\$ 23,635,133$ compared to $\$ 24,824,622$ for the six-month period ended June 30, 1994, and $\$ 2,617,132$ for the three-month period ended June 30, 1995 compared to $\$ 5,900,547$ for the three-month period ended June 30, 1994. The realized gains are predominantly the result of the sale of equity securities and management's decision to realize the gains and reinvest the proceeds at higher yields.

Insurance losses and policyholder benefits (net of reinsurance recoveries) increased $\$ 30,547,731$ (7\%) for the first six months of 1995 over the same period in 1994 and increased $\$ 31,704,801$ (15\%) for the second quarter when compared to the second quarter of 1994. The losses and benefits of the property and casualty companies have increased $\$ 28,656,185$ for the six-month period and increased $\$ 31,080,149$ for the second quarter of 1995 compared to the comparable periods of 1994. The losses for the first six months and for the second quarter have increased because of the growth of new business and a higher incidence of claims. Catastrophe losses were $\$ 4.5$ million and $\$ 18.2$ million, respectively, for the first six months of 1995 and 1994 and were $\$ 4.4$ million and \$(.6) million, respectively, for the second quarter of 1995 and 1994. These losses were substantially lower in the first quarter of 1995 compared to the first quarter of 1994 because of a lower incidence and severity of these weather related claims. The losses for the second quarter of 1995 compared to the same quarter of 1994 were higher because of a higher incidence and severity of claims in 1995 while 1994 reflected a negative catastrophe claim expense because of favorable claim development on prior catastrophes.

Policyholder benefits of the life insurance subsidiary increased \$1,891,546 for the first six months of 1995 over the same period of 1994 and increased $\$ 624,652$ for the second quarter when compared to the second quarter of 1994. The majority of the six-month and second quarter increase is the result of a higher incidence of death and disability income claims and related costs.

Commission expenses increased $\$ 6,603,171$ for the six-month period ended June 30, 1995 compared to the same period for 1994 and increased $\$ 848,848$ for the second quarter of 1995 compared to the same period in 1994. The increase is mainly attributable to the increases in new business and the effects of favorable underwriting results. Other operating expenses increased $\$ 5,157,175$ for the six-month period ended June 30, 1995 compared to the same period for 1994 and increased $\$ 907,478$ for the second quarter of 1995 compared to the same period in 1994. The increase is the result of general wage increases and the increase in the number of employees from 1,975 at December 31, 1993 to 2,200 at June 30, 1995 and the related expenses associated with the production of new business.

Taxes, licenses and fees decreased \$1,456,293 for the first six months of 1995 compared to the same period for 1994 and decreased $\$ 1,773,355$ for the second quarter when compared to the second quarter of 1994. The decrease in taxes is the result of lower state corporate income taxes and state guaranty fund assessments.

Provision for income taxes, current and deferred, have increased by $\$ 6,789,234$ for the first six months of 1995 compared to the first six months of 1994 and have decreased $\$ 2,397,131$ for the second quarter of 1995 compared to the second quarter of 1994. The increase in taxes for the first six months is attributable to higher operating income in our property casualty companies and higher taxable investment income and net dividends received for the corporation. The decrease in taxes for the second quarter of 1995 compared to 1994 is the result of lower taxable income in our property casualty subsidiaries because of a higher incidence and severity of losses and lower capital gains for the corporation. These decreases more than offset increases in taxable income in our noninsurance companies. The Company did not incur an alternative minimum tax in the first six months nor second quarter of 1995 and 1994.

Notes payable increased $\$ 67,970,234$ for the first six months and increased $\$ 57,469,687$ for the second quarter of 1995 . The Company borrowed the additional funds to pay for the increased losses in the property and casualty companies instead of paying the losses from cash flow because the Company decided to take advantage of the investment opportunities that were available at that time.

Unrealized appreciation will fluctuate with changes in the overall fixed maturities and equity securities market. Changes in unrealized appreciation are discussed in Note 1. The Company's equity investment portfolio continues to be primarily investments in common stocks of public utility companies and financial institutions.

ITEM 1. Legal Proceedings
The Company is involved in no material litigation other than routine litigation incident to the nature of the insurance industry.

ITEM 2. Changes in Securities
On February 4, 1995, the Company declared a 5\% stock dividend payable on April 28, 1995 to shareholders of record of March 17, 1995.

ITEM 3. Defaults Upon Senior Securities
The Company has not defaulted on any interest or principal payment, and no arrearage in the payment of dividends has occurred.

ITEM 4. Submission of Matters to a Vote of Security Holders
No special matters were voted upon by security holders during the second quarter.

ITEM 5. Other Information
No matters to report.

ITEM 6. Exhibits and Reports on Form 8-K
(a) Exhibits included:

Exhibit 11--Statement re Computation of Per Share Earnings. Exhibit 27--Financial Data Schedule
(b) The Company was not required to file any reports on Form 8-K during the quarter ended June 30, 1995.

## Signature

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

CINCINNATI FINANCIAL CORPORATION
(Registrant)
Date August 11, 1995
By /s/ Robert J. Driehaus
R. J. Driehaus

Financial Vice President \& Treasurer (Principal Financial Officer)
(in thousands except for per share amounts)

|  | Six Months Ended June 30, |  | Three Months Ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994* | 1995 | 1994* |
| Weighted average shares outstanding | 52,998 | 52,851 | 53,020 | 52,868 |
| Equivalent shares assumed to be outstanding for: |  |  |  |  |
| Stock options | 202 | 277 | 221 | 265 |
| Convertible debentures | 1,707 | 1,707 | 1,707 | 1,707 |
| Number of shares for primary computation | 54,907 | 54,835 | 54,948 | 54,840 |
| Other dilutive equivalent shares-stock options | -0- | -0- | -0- | -0- |
| Number of shares assuming full dilution | $\begin{aligned} & 54,907 \\ & ====== \end{aligned}$ | $\begin{aligned} & 54,835 \\ & ====== \end{aligned}$ | $\begin{aligned} & 54,948 \\ & ====== \end{aligned}$ | $\begin{aligned} & 54,840 \\ & ====== \end{aligned}$ |
| Net income | \$118, 385 | \$107,582 | \$55,140 | \$59, 083 |
| Interest on convertible debentures-net of tax | 1,430 | 1,430 | 715 | 715 |
| Net income for per share computation | $\begin{aligned} & \$ 119,815 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ 109,012 \\ & ====== \end{aligned}$ | $\$ 55,855$ $=====$ | $\$ 59,798$ $=====$ |
| Earnings per share: |  |  |  |  |
| Total Primary | \$ 2.18 | \$ 1.99 | \$ 1.02 | \$ 1.09 |
| Fully Diluted | $\begin{aligned} & \$ 2.18 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ 1.99 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ \quad 1.02 \\ & ====== \end{aligned}$ | $\begin{aligned} & \$ \quad 1.09 \\ & ====== \end{aligned}$ |

*Common shares and their equivalent have been adjusted to reflect the $5 \%$ stock dividend effective March 17, 1995.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED BALANCE SHEETS AND CONSOLIDATED STATEMENTS OF INCOME AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STAEMENTS.

F1--Equals the sum of Fixed Maturities, Equity Securities and other Invested Assets
F2--Equals the sum of Life Policy Reserves and Losses and Loss Expenses less the Life Company liability for Supplementary Contracts without Life
Contingencies of $\$ 2,883,378$ which is classified as Other Policyholder Funds
F3--Equals the sum of Notes Payable and the 5-1/2\% Convertible Senior Debenture F4--Equals the Total Shareholders Equity
F5--Equals the Sum of Commissions, Other Operating Expenses, Taxes licenses and Fees, Increase in deferred acquisition costs, Interest expense and other expenses
F6--Equals the reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of December 31, 1994
F7--Equals the reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of June 30, 1995

