## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
$\qquad$

FORM 10-Q

| X | Quarterly Report Under Section 13 or 15 (d) of <br> the Securities Exchange Act of 1934 |
| :---: | :--- |
|  | For the Quarterly Period Ended March 31, 1996 |
|  | $\left.\begin{array}{l}\text { Transition Report Pursuant to Section } 13 \text { or } \\ \\ 15\end{array}\right)(d)$ of the Securities Exchange Act of 1934 |

Commission File Number 0-4604

## CINCINNATI FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)
An Ohio Corporation
(State or other jurisdiction of incorporation or organization)

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.

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NO $\qquad$
Securities registered pursuant to Section 12(g) of the Act:
\$2.00 Par Common--55,749,977 shares outstanding at March 31, 1996
$\$ 80,000,000$ of 5-1/2\% Convertible Senior Debentures Due 2002

ITEM 1. FINANCIAL STATEMENTS

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

ASSETS

| LIABILITIES |  |  |
| :---: | :---: | :---: |
| Insurance Reserves: |  |  |
| Life Policy Reserves | \$ 412,821,142 | \$ 403,263,716 |
| Losses and Loss Expenses | 1,785,724,559 | 1,743,533,951 |
| Unearned Premiums. . . | 406,200,574 | 408, 624, 414 |
| Notes Payable. | 221,468, 657 | 221,005,282 |
| 5-1/2\% Convertible Senior Debentures Due 2002. | 80,000,000 | 80,000,000 |
| Federal Income Taxes |  |  |
| Current. | 30,396,424 | 10,475, 088 |
| Deferred | 558,180, 064 | 487, 840, 052 |
| Other Liabilities. | 82,313,645 | 96,584,203 |
| Total Liabilities | 3,577,105,065 | 3,451,326,706 |
| SHAREHOLDERS' EQUITY |  |  |
| Common Stock, \$2 per Share; Authorized 80,000,000 |  |  |
| Shares; Issued 1996--55,774,782; 1995--53,084,081 |  |  |
| Shares; Outstanding 1996--55,749,977; 1995-53,056,934 |  |  |
| Shares | 111,549,564 | 106,168,162 |
| Paid-In Capital. . . . . . . . . . . . . . . . . . . . . 337,171,509 |  |  |
| Retained Earnings. | 1, 030,420,944 | 1,156,626,751 |
| Unrealized Gain on Investments, Less Taxes | 1,295,444,654 | 1,159,388,263 |
|  | 2,836,876,099 | 2,659,354,685 |
| Less Treasury Shares at Cost (1996--24,805 Shares; |  |  |
| 1995--27,147 Shares) . . . . | $(1,210,278)$ | $(1,383,492)$ |
| Total Shareholders' Equity | 2,835,665,821 | 2,657,971,193 |
| Total Liabilities and Shareholders' Equity | \$6, 412, 770, 886 | \$6,109, 297, 899 |

[^0]
## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES

 CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)Revenues:

[^1]Accompanying notes are an integral part of these financial statements.

CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES

## CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY (UNAUDITED)

THREE MONTHS ENDED MARCH 31, 1995 AND 1996

|  | Comm <br> Shares | Stock Amount |  | Treasury Stock | Paid-In <br> Capital | Retained Earnings | Unrealized Capital Gains |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Bal. Dec. 31, } \\ 1994 \end{gathered}$ | 50, 435,974 | \$100, 871,948 | \$ | $(913,765)$ | \$105, 791, 761 | \$1,133, 104, 811 | \$ 601,192,480 |
| Net Income |  |  |  |  |  | 63, 244, 599 |  |
| Change in Unreal. Gains Net of Inc. Taxes of \$61, 016, 852 |  |  |  |  |  |  | 113, 317, 011 |
| Div. Declared |  |  |  |  |  | $(17,164,239)$ |  |
| 5\% Stock Div. at Market | 2,521,546 | 5,043,092 |  |  | 127, 338, 073 | $(132,564,883) *$ |  |
| Issuance of Treasury Shares |  |  |  | 10,465 | 4,437 |  |  |
| Stock Options Exercised | 64,806 | 129,612 |  |  | 1,702,477 |  |  |
| $\begin{aligned} & \text { Bal. March 31, } \\ & 1995 \end{aligned}$ | 53, 022, 326 | \$106, 044, 652 | \$ | $(903,300)$ | \$234, 836, 748 | \$1, 046, 620, 288 | \$ 714,509,491 |
| $\begin{gathered} \text { Bal. Dec. 31, } \\ 1995 \end{gathered}$ | 53, 084, 081 | \$106, 168, 162 |  | 383, 492) | \$237, 171,509 | \$1, 156, 626,751 | \$1, 159, 388, 263 |
| Net Income |  |  |  |  |  | 59,448, 382 |  |
| Change in Unreal. Gains Net of Inc. Taxes of \$73, 261, 132 |  |  |  |  |  |  | 136, 056, 391 |
| Div. Declared |  |  |  |  |  | $(19,645,462)$ |  |
| 5\% Stock Div. at Market | 2,652,110 | 5,304, 220 |  |  | 160,452,655 | $(166,008,727)$ * |  |
| Issuance of Treasury Shares |  |  |  | 173, 214 | 58,105 |  |  |
| Stock Options Exercised | 38,591 | 77,182 |  |  | 1,778,668 |  |  |
| $\begin{aligned} & \text { Bal. March 31, } \\ & 1996 \end{aligned}$ | 55,774,782 | \$111, 549,564 |  | , 210, 278 ) | \$399, 460, 937 | \$1, 030, 420,944 | \$1, 295, 444, 654 |

Accompanying notes are an integral part of these financial statements.
*Includes \$183,718 and \$251,852 for fractional shares in March 17, 1995 and March 15, 1996, respectively.

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

|  | Three Mon |  | ch 31, |
| :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |
| Cash flows from operating activities: |  |  |  |
| Net income . . . . . . . . . . . . | \$ 59,448,382 | \$ | 63,244,599 |
| Adjustments to reconcile operating income to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization. . . . . . . . . . . | $(564,606)$ |  | 2,432,438 |
| Decrease in net unearned premiums. | $(1,323,957)$ |  | $(1,834,016)$ |
| Increase in net life policy reserves . | 9,557,426 |  | 6,627,189 |
| Increase in net loss and loss expense reserves | 38,572,556 |  | 46,437,067 |
| (Increase) Decrease in net premiums receivable | $(1,501,168)$ |  | 807,044 |
| Increase in deferred acquisition costs | $(344,158)$ |  | $(1,010,377)$ |
| Decrease in other liabilities. | $(16,129,744)$ |  | $(3,569,850)$ |
| Increase in investment income receivable | $(2,227,273)$ |  | $(1,995,983)$ |
| Decrease (Increase) in policy loans and accounts receivable | 5,664,701 |  | $(5,759,188)$ |
| Decrease in deferred income taxes. | $(2,921,119)$ |  | $(2,571,897)$ |
| Increase in current income taxes | 19, 921,333 |  | 26,725,886 |
| Realized gain on investments | $(19,277,148)$ |  | $(21,018,001)$ |
| Other. | $(1,724,089)$ |  | 1,216,919 |
| Net cash provided by operating activities. | 87,151,136 |  | 109,731,830 |
| Cash flows from investing activities: |  |  |  |
| Sale of fixed maturities investments | 57,477,616 |  | 20,509,272 |
| Maturity of fixed maturities investments | 33, 964, 392 |  | 47,190,434 |
| Sale of equity securities investments. | 56,449,745 |  | 83,764,258 |
| Collection of mortgage loans | 591,961 |  | 65,418 |
| Collection of finance receivables. | 2,088,718 |  | 1,828,410 |
| Purchase of fixed maturities investments | $(142,549,614)$ |  | 167, 264, 970) |
| Purchase of equity securities investments. | $(79,678,432)$ |  | 102,142,181) |
| Investment in mortgage loans . | (350, 000) |  | -0- |
| Investment in land, buildings and equipment. | $(2,857,885)$ |  | $(2,334,980)$ |
| Investment in finance receivables. . | $(3,228,321)$ |  | $(2,601,634)$ |
| Investment in real estate and other. | $(377,818)$ |  | $(53,991)$ |
| Net cash used in investing activities. | $(78,469,638)$ |  | 121, 039, 964 ) |
| Cash flows from financing activities: |  |  |  |
| Proceeds from stock options exercised. | 1,855,850 |  | 1,832,089 |
| Issuance of treasury shares. | 231,319 |  | 14,902 |
| Increase in notes payable. | 463,375 |  | 10,500,547 |
| Payment of cash dividends to shareholders. | $(18,038,129)$ |  | $(16,133,741)$ |
| Net cash used in financing activities. | $(15,487,585)$ |  | $(3,786,203)$ |
| Net decrease in cash | $(6,806,087)$ |  | $(15,094,337)$ |
| Cash at beginning of period. . | 20, 019,459 |  | 48, 254,464 |
| Cash at end of period. | \$ 13, 213, 372 | \$ | $33,160,127$ |
| Supplemental disclosures of cash flow information |  |  |  |
| Interest paid. . . . . . . | \$ 3,966, 246 | \$ | 2,234,417 |
| Income taxes paid. . . . . . . . . . . . | \$ -0- | \$ | -0- |

[^2]
## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

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, 1995 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 March 31, 1996 and December 31, 1995.

UNREALIZED GAINS AND LOSSES--The increases (decreases) in unrealized gains for fixed maturities and equity securities (net of income tax effect) for the three-month periods ended March 31 are as follows:

|  | Fixed Maturities | Equity Securities | Total |
| :---: | :---: | :---: | :---: |
| 1996 | \$(21, 528, 076 ) | \$157, 584, 467 | \$136, 056, 391 |
| 1995 | \$ 47, 307, 079 | \$ 66,009,932 | \$113, 317, 011 |

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

REINSURANCE--Premiums earned are net of $\$ 22,928,950$ and $\$ 18,720,168$ of premium on ceded business for March 31, 1996 and 1995, respectively. Insurance losses and policyholder benefits in the accompanying statements of income are net of \$9,929,733 and \$14,617,542 reinsurance recoveries for March 31, 1996 and 1995, respectively.

NOTE II - STOCK OPTIONS
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 ten-year periods. On March 31, 1996, outstanding options for Stock Option Plan No. III totalled 92,378 shares with purchase prices ranging from a low of $\$ 11.87$ to a high of $\$ 22.03$ and outstanding options for Stock Option Plan No. IV totalled 848,409 shares with purchase prices ranging from a low of $\$ 22.38$ to a high of $\$ 61.43$. All outstanding shares have been adjusted for the $5 \%$ stock dividend declared February 3, 1996, payable April 30, 1996 to shareholders of record of March 15, 1996.

At the Shareholders' meeting on April 6, 1996, the shareholders approved Stock Option Plan V for 500,000 shares. No shares have been granted from this plan at this time.

In October 1995, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 123, "Accounting for Stock-Based Compensation," which will be effective for the Company beginning January 1, 1996. SFAS No. 123 requires expanded disclosures of stock-based compensation arrangements with employees and encourages (but does not require) compensation cost to be measured based on the fair value of the equity instrument awarded. Companies are permitted, however, to continue to apply APB Opinion No. 25, which recognizes compensation cost based on the intrinsic value of the equity instrument awarded. The Company will continue to apply APB Opinion No. 25 to its stock based compensation awards to employees.

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 this interim period is not necessarily an indication of results to be expected for the remaining nine months of the year.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Premiums earned for the three months ended March 31, 1996 have increased $\$ 27,290,435$ (9\%) over the three months ended March 31, 1995. The growth rate of our property and casualty subsidiaries on a gross written basis is greater than last year; but with higher costs of reinsurance, our premiums earned increase of $9 \%$ was slightly less in the three-month period ended March 31, 1996 over March 31, 1995. The premium growth is attributable to new business and some rate increases. The premium volume of our life and health company has increased approximately $8 \%$ as the Company had increases in both life and health insurance production. For the three-month period ended March 31, 1996, Investment Income, net of expenses, has increased $\$ 10,658,000$ ( $15 \%$ ) when compared with the first three months of 1995. This increase is the result of the growth of the investment portfolio because of investing cash flows from operations and dividend increases from equity securities.

Realized gains on investments for the three months ended March 31, 1996 amounted to $\$ 19,277,148$ compared to $\$ 21,018,001$, for the comparable three-month period ended March 31, 1995. 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 $\$ 39,369,738$ (17\%) for the first three months of 1996 over the same period in 1995. The losses of the property and casualty companies have increased $\$ 36,184,830$ because of the growth of new business and a higher incidence of claims. Policyholder benefits increased \$3,184,908 over the first quarter of 1995 in the life insurance subsidiary. The majority of the increase is the result of a higher incidence of death claims and related costs.

Commission expenses increased \$1,860,018 for the first quarter of 1996 compared to the first quarter of 1995. The increase attributable to increases in written premium was somewhat offset by a reduction in contingent commission relating to underwriting results.

Provision for income taxes, current and deferred, have decreased by $\$ 3,578,052$ for the first three months of 1996 compared to the first three months of 1995. The decrease in federal taxes is primarily attributable to a decline of the effective tax rate from $24.5 \%$ to $22.2 \%$ at March 31, 1995 and 1996.

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 3, 1996, the Company declared a 5\% stock dividend payable on April 30, 1996 to shareholders of record of March 15, 1996.

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 first quarter. On April 6, 1996, shareholders voted on and approved Stock Option Plan No. V and the Incentive Compensation Plan.

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 March 31, 1996.

## 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 May 13, 1996

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By /s/ Robert J. Driehaus
    R. J. Driehaus
        Senior Vice President and Chief
        Financial Officer
        (Principal Financial Officer)
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## CINCINNATI FINANCIAL CORPORATION

 STATEMENT RE COMPUTATION OF PER SHARE EARNINGSFOR THE QUARTER ENDED MARCH 31,
(in thousands except for per share amounts)

|  | 1996 | 1995* |
| :---: | :---: | :---: |
| Weighted average shares outstanding | 55,730 | 55,623 |
| Equivalent shares assumed to be outstanding for: |  |  |
| Stock options | 294 | 205 |
| Convertible debentures | 1,792 | 1,792 |
| Number of shares for primary computation | 57,816 | 57,620 |
| Other dilutive equivalent shares-stock options | 21 | 2 |
| Number of shares assuming full dilution | 57,837 | 57,622 |
| Net income | \$59,448 | \$63,245 |
| ```Interest on convertible debentures-- net of tax``` | 715 | 715 |
| Net income for per share computation | \$60,163 | \$63,960 |
| Earnings per share: |  |  |
| Primary | \$ 1.04 | \$ 1.11 |
| Fully Diluted | \$ 1.04 | \$ 1.11 |

*Common shares and their equivalent have been adjusted to reflect the 5\% stock dividend effective March 15, 1996.

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 STATEMENTS.

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1996 } \\
& \text { JAN-01-1996 } \\
& \text { MAR-31-1996 } \\
& \text { 2,470, 746,543 } \\
& 0 \\
& \text { 3,323, 978, } 226 \\
& \text { 5,247,167 } \\
& \text { 15,652,192 } \\
& \text { 5, 834, 298, } 921 \\
& \text { 13,213, } 372 \\
& \text { 1,128, } 056 \\
& \text { 119, 933,390 } \\
& \text { 6,412,770,886 } \\
& \text { 2,150,682,817 } \\
& \text { 406,200,574 } \\
& \text { 44, 724, } 321 \\
& \text { 7,950,537 } \\
& \text { 301, 468, } 657 \\
& \text { 110, 339, } 286 \\
& 0 \\
& 2,725,326,535 \\
& 6,412,770,886 \\
& \text { 82, 471, } 695 \\
& \text { 19, 277, } 148 \\
& \text { 2, 829, } 255 \\
& \text { 72,127,268 } \\
& \text { 30, 467, } 820 \\
& \text { 76,448,596 } \\
& \text { 17, 000, } 214 \\
& \text { 59,448, 382 } \\
& 0 \\
& \text { 59, 448, } 382 \\
& 1.04 \\
& 1.04 \\
& \text { 1,580,742,006 } \\
& 0 \\
& 0 \\
& 0 \\
& 1,628,973,604 \\
& 0
\end{aligned}
$$

Equals the sum of Fixed Maturities, Equity Securities and other Invested Assets Equals the sum of Life Policy Reserves and Losses and Loss Expenses less the Life Company liabillity for Supplementary Contracts without Life Contingencies of $\$ 3,138,563$ which is classified as Other Policyholder Funds
Equals the sum of Notes Payable and the 5-1/2\% Convertible Senior Debenture Equals the Total Shareholders Equity
Equals the Sum of Commissions, Other Operating Expenses, Taxes, Licenses and Fees, Increase in deferred acquisition costs, Interest expense and other expenses
Equals the net reserve for unpaid claims for the property casualty
subsidiaries less loss checks payable as of December 31, 1995
Equals the net reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of March 31, 1996


[^0]:    Accompanying notes are an integral part of these financial statements.

[^1]:    *Adjusted to reflect 5\% stock dividend effective March 15, 1996

[^2]:    Accompanying notes are an integral part of these financial statements.

