Washington, D.C. 20549

FORM 10-Q
X Quarterly Report Under Section 13 or 15 (d) of the ------ Securities Exchange Act of 1934

------- $\quad$| Transition Report Pursuant to Section 13 or 15 (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)

31-0746871
(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.
YES X . NO

Securities registered pursuant to Section 12(g) of the Act:
\$2.00 Par Common--160,967,000 shares outstanding at June 30, 2000
$\$ 31,411,000$ of $5.5 \%$ Convertible Senior Debentures Due 2002
$\$ 419,621,000$ of $6.9 \%$ Senior Debentures Due 2028

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

ASSETS
Investments
Fixed maturities (cost: 2000--\$2,773,773;
1999--\$2,692,154)

Equity securities (cost: 2000--\$2,102,176
1999--\$2, 022,555)
Other invested assets
Cash
Investment income receivable
Finance receivables
Premiums receivable
Reinsurance receivable
Prepaid reinsurance premiums
Deferred acquisition costs pertaining to unearned
premiums and to life policies in force.
Land, buildings and equipment for company use (at cost
less accumulated depreciation)
Other assets
Assets held in separate accounts
Total Assets

## LIABILITIES

Insurance reserves:
Losses and loss expenses
Life policy reserves.
Unearned premiums
Notes payable
5.5\% Convertible senior debentures due 2002
$6.9 \%$ Senior debentures due 2028
Federal income taxes
Current.
Deferred
Other liabilities
Liabilities related to separate accounts

## Total Liabilities

SHAREHOLDERS' EQUITY
Common stock, \$2 per share; authorized 200,000 Shares; issued 2000--172, 645; 1999--171, 862 Shares; outstanding 2000--160,967; 1999--162,021 Shares

345,289
250,719
343, 725
237,859
1,623,890 3,530,104
$5,735,578$
$(314,294)$
5,421,284
\$ 11, 380, 214

Accompanying notes are an integral part of these financial statements.


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SIX MONTHS ENDED JUNE 30, 1999 AND 2000


Change in unreal.
gains net of
inc. taxes of
\$28, 039
Comprehensive income
Div. declared

Purchase/issuance of treasury shares

Stock options exercised

Conversion of debentures

Bal. June 30, 1999

Bal. Dec. 31, 1999

Net income
Change in unreal. gains net of inc. taxes of \$325, 210

Comprehensive income
Div. declared

Purchase/issuance of treasury shares

Stock options exercised

Conversion of debentures

Bal. June 30, 2000
(000's omitted)

| Accumulated Other | Total |
| :---: | :---: |
| Comprehensive | Shareholders' |
| Income | Equity |
| \$ 3,678, 019 | \$5,620,936 |
|  | 150,731 |

$(104,166)$
$(104,166)$

46,565
$(56,200)$
$(91,230)$

4,595

8,846
\$5,533,512 ==ニ=ニ====
\$5, 421, 284

154, 057
$(603,962)$
$(449,905)$
$(61,168)$
$(56,093)$

9, 072

5,348
\$4,868,538
4,868,538

Accompanying notes are an integral part of these financial statements.

# CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES 

 CONSOLIDATED STATEMENTS OF CASH FLOWS(UNAUDITED)


Noncash transaction--During the second quarter, the Company established a separate account. This resulted in a noncash transfer to the separate account of the following: \$300,818 from investments, $\$ 207,762$ from life policy reserves, \$11,394 from cash, \$8,924 from accounts payable securities, \$4,932 from investment income receivable, $\$ 520$ from other liabilities, and $\$ 142$ from accounts receivable securities.

## 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 accounting principles generally accepted in the United States of America. All significant inter-company investments and transactions have been eliminated in consolidation. The December 31, 1999 consolidated balance sheet amounts are derived from the audited financial statements but do not include all disclosures required by accounting principles generally accepted in the United States of America.

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 six months of the year.

INVESTMENTS--Fixed maturities and equity securities have been classified as available for sale and are carried at fair values at June 30, 2000 and December 31, 1999.

UNREALIZED GAINS AND LOSSES (000's omitted)--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:

|  | Six Months Ended June 30, |  | Three Months Ended June 30, |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2000 | ----- | 1999 | 2000 |

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

REINSURANCE (000's omitted)--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:


## 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 June 30, 2000, outstanding options for Stock Plan No. IV totaled 2,153,953 shares with purchase prices ranging from a low of $\$ 7.71$ to a high of $\$ 42.87$, outstanding options for Stock Plan V totaled 1,198,557 shares with purchase prices ranging from a low of $\$ 20.47$ to a high of $\$ 45.37$ and outstanding options for Stock Plan VI totaled 2,702,377 shares with purchase prices ranging from a low of $\$ 29.38$ to a high of $\$ 41.47$.

## NOTE III - SEGMENT INFORMATION

The Company is organized and operates principally in two industries and has four reportable segments--commercial lines property and casualty insurance, personal lines property and casualty insurance, life insurance and investment operations. The accounting policies of the segments are the same as those described in Note I - Accounting Policies. Revenue is primarily from unaffiliated customers. Identifiable assets by segment are those assets, including investment securities, used in the Company's operations in each industry. Corporate and other identifiable assets are principally cash and marketable securities. Segment information, for which results are regularly reviewed by Company management in making decisions about resources to be allocated to the segments and assess their performance, is summarized as follows (000's omitted) :


NOTE IV - FINANCIAL ACCOUNTING PRONOUNCEMENTS
DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES - SFAS No. 133 "Accounting For Derivative Instruments and Hedging Activities" is effective for the Company in 2001. This Statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, (collectively referred to as derivatives) and for hedging activities. It requires that an entity recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. The effects of the Statement to the Company are not yet known.

REVENUE RECOGNITION - In December 1999, the staff of the Securities and Exchange Commission issued Staff Accounting Bulletin (SAB) No. 101 "Revenue Recognition in Financial Statements". SAB No. 101 summarizes some of the staff's interpretations of the application of accounting principles generally accepted in the United States of America to revenue recognition. The Company will adopt SAB No. 101 when required in the fourth quarter of 2000. At present, the Company does not expect that SAB No. 101 will have a material effect on its financial statements.

The Company also reported that a one-time, pre-tax charge of approximately $\$ 43$ million, or $\$ 0.17$ per share after taxes, will be incurred in the third quarter 2000. The planned charge, to expense assets related to development costs for next generation software to process property casualty policies, results from a review by management of the project. Substantially completed in July 2000, the review determined that the investment in the project over the past several years will not be of value as the project continues. The review process included an assessment conducted at the Company's request by an independent firm.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations ( $000^{\prime} \mathrm{s}$ omitted)

This Management Discussion is intended to supplement the data contained in the financial statements and related notes of Cincinnati Financial Corporation and subsidiaries. The following discussion, related consolidated financial statements and accompanying notes contain certain forward-looking statements that involve potential risks and uncertainties. The Company's future results could differ materially from those discussed. Factors that could cause or contribute to such differences include, but are not limited to: unusually high levels of catastrophe losses due to changes in weather patterns or other natural causes; changes in insurance regulations or legislation that place the Company at a disadvantage in the marketplace; recession or other economic conditions resulting in lower demand for insurance products; sustained decline in overall stock market values negatively impacting the Company's equity portfolio and the ability to generate investment income; undertakes no obligation to review or update the forward-looking statements included in this material.

Premiums earned for the six months ended June 30, 2000 have increased \$77,031 (9\%) over the six months ended June 30, 1999. Also, premiums earned have increased $\$ 42,738$ (10\%) for the three months ended June 30, 2000 over the three months ended June 30, 1999. For the six-month and three-month periods ended June 30, 2000, the premium growth rate of our property and casualty subsidiaries is more than last year because of increases in new commercial business along with some price firming in the commercial lines market. The premium growth of our life and health subsidiary increased $4 \%$ for the six months ended June 30, 2000 and $8 \%$ for the three months ended June 30,2000 compared to the same periods of 1999. The premium growth in our life subsidiary is mainly attributable to increased sales of both traditional and work site marketing products. For the six-month and three-month periods ended June 30, 2000, investment income, net of expenses, has increased $\$ 18,496$ (10\%) and $\$ 8,032$ ( $8 \%$ ) when compared with the first six months and second three months of 1999, respectively. The six-month increase includes $\$ 5.4$ million from a $\$ 302.9$ million premium for a bank-owned life insurance (BOLI) policy booked at the end of 1999. Effective April 1, 2000, BOLI interest income is excluded from investment income as the life company has adopted separate account accounting. Excluding BOLI interest income, pre-tax investment income rose 7 percent to $\$ 203.6$ million versus a comparable $\$ 190.5$ million in the first six months of 1999. 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 six months ended June 30, 2000 amounted to $\$ 17,624$ compared to $\$ 38,788$ for the six-month period ended June 30, 1999, and \$3,100 for the three-month period ended June 30, 2000 compared to \$14,041 for the three-month period ended June 30, 1999. The realized gains are predominantly the result of the sale of preferred equity securities and management's decision to realize the gains and reinvest the proceeds at higher yields. Other equity securities are sold at the discretion of management and reinvested in other equity securities.

Insurance losses and policyholder benefits (net of reinsurance recoveries) increased $\$ 35,798$ (6\%) for the first six months of 2000 over the same period in 1999 and increased $\$ 42,974$ for the second quarter when compared to the second quarter of 1999. The losses and benefits of the property and casualty companies have increased $\$ 31,191$ for the six-month period and increased $\$ 42,664$ for the second quarter of 2000 compared to the comparable periods for 1999. Catastrophe losses were $\$ 31,488$ and $\$ 31,037$ respectively, for the first six months of 2000 and 1999 and were $\$ 23,376$ and $\$ 7,452$ respectively, for the second quarter of 2000 and 1999. Policyholder benefits of the life insurance subsidiary increased $\$ 4,607$ for the first six months of 2000 over the same period of 1999 and increased $\$ 310$ for the second quarter when compared to the second quarter of 1999. The lower second quarter increase is the result of a lower incidence of death claims and life related costs.

Commission expenses increased \$16,375 for the six-month period ended June 30, 2000 compared to the same period of 1999 and increased $\$ 6,568$ for the second quarter of 2000 compared to the same period in 1999. The increase is primarily attributable to increased written premiums. Other operating expenses increased $\$ 9,466$ for the six-month period ended June 30,2000 compared to the same period for 1999 and increased $\$ 5,759$ for the second quarter of 2000 compared to the same period in 1999. These increases are attributable to increases in staff and costs associated to our investment in technology to support future growth. Interest expense increased \$3,750 for the six-month period ended June 30, 2000 compared to the same period for 1999 and increased $\$ 2,373$ for the second quarter of 2000 compared to the same period in 1999. The increase is attributable to an increase in debt of $\$ 55,000$ in the first six months and $\$ 36,000$ in the second quarter and higher short term interest rates. Taxes, licenses and fees increased $\$ 3,646$ for the six-month period ended June 30,2000 compared to the same period in 1999. Second quarter 2000 taxes, licenses and fees increased \$633, compared to second quarter 1999.

In the first six months of 2000, the Company experienced a decrease in unrealized gains in investments of $\$ 603,962$, compared to a decrease in unrealized gains in investments in the first six months of 1999 of $\$ 104,166$, resulting in comprehensive income of $\$(449,905)$ in 2000 , compared to $\$ 46,565$ in 1999. The second quarter of 2000 resulted in increased unrealized gains in investments of $\$ 22,052$, compared to increased unrealized gains in investments of $\$ 86,516$ in the second quarter 1999, resulting in comprehensive income of \$96,746 and $\$ 172,770$ for the second quarter of 2000 and 1999, respectively.

Provision for income taxes, current and deferred, have decreased by \$1,560 for the first six months of 2000 compared to the first six months of 1999 and have decreased $\$ 8,141$ for the second quarter of 2000 compared to the second quarter 1999. The effective tax rates for the six months ended June 30, 2000 and 1999 were $23.0 \%$ and $24.0 \%$, respectively. Second quarter effective tax rates were $22.7 \%$ and $25.9 \%$, for 2000 and 1999, respectively. Rates were lower primarily because of lower realized capital gains in 2000.

On February 6, 1999, the Board authorized repurchase of up to seventeen million of the Company's outstanding shares, with the intent to complete the repurchase by December 31, 2000. This authorization supersedes the previous authorization f nine million shares. As of June 30, 2000, the Company has repurchased 7,559 shares, leaving 9,441 future repurchased shares authorized.

ITEM 3. Quantitative and Qualitative Disclosures About Market Risk
The Company could incur losses due to adverse changes in market rates and prices. The Company's primary market risk exposures are to changes in price for equity securities and changes in interest rates and credit ratings for fixed maturity securities. The Company could alter the existing investment portfolios or change the character of future investments to manage exposure to market risk. CFC, with the Board of Directors, administers and oversees investment risk through the Investment Committee, which provides executive oversight of investment activities. The Company has specific investment guidelines and policies that define the overall framework used daily by investment portfolio managers to limit the Company's exposure to market risk.

The market risks associated with the Company's investment portfolios have not changed materially from those disclosed at year-end 1999.

## 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
There have been no material changes in securities during the second quarter.
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
On April 1, 2000, the registrant held its Annual Meeting of Stockholders for which the Board of Directors solicited proxies; all nominees named in the Registrant's Proxy Statement were elected.

|  | Shares (000's) |  |
| :---: | :---: | :---: |
|  | For | Against/Abstain |
| William F. Bahl | 141,433 | 1,777 |
| Kenneth C. Lichtendahl | 141, 431 | 1,779 |
| Jackson H. Randolph | 141, 085 | 2,125 |
| John J. Schiff, Jr | 134,100 | 9,110 |
| E. Anthony Woods | 141,418 | 1,792 |

ITEM 5. OTHER INFORMATION
No matters to report.
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits:

Exhibit 3(i) --Amended Articles of Incorporation of Cincinnati Financial Corporation - incorporated by reference to Exhibit 3(i) of the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1999.

Exhibit 3(ii) --Regulations of Cincinnati Financial Corporation incorporated by reference to Exhibit 2 to registrant Proxy Statement dated March 2, 1992.

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, 2000.

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.

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CINCINNATI FINANCIAL CORPORATION
(Registrant)
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| Six | Months Ended June 30, |
| :---: | :---: |
| 2000 | 1999 |


| \$154, 057 | \$150, 731 | \$ 74,694 | \$ 86, 254 |
| :---: | :---: | :---: | :---: |
| 161,527 | 165,507 | 161,623 | 163,105 |
| \$ . 95 | \$ . 91 | . 46 | 53 |


| \$154, 057 | \$150, 731 | \$ 74,694 | \$ 86,254 |
| :---: | :---: | :---: | :---: |
| 665 | 858 | 337 | 408 |
| \$154,722 | \$151, 589 | \$ 75, 031 | \$ 86,662 |
| 161,527 | 165,507 | 161,623 | 163,105 |
| 2,112 | 2,895 | 2,112 | 2,895 |
| 1,256 | 1,626 | 1,814 | 1,750 |
| 164,895 | 170,028 | 165,549 | 167,750 |
| \$ . 94 | \$ . 89 | \$ . 45 | \$ . 52 |

```
    6-MOS
            DEC-31-2000
            JAN-01-2000
            JUN-30-2000
    2,636,926
                0
                    6,723,471
                    16,851
                        4,135
                9,429,205
                                    37,247
        2,403
    161,389
            10,701,468
            2,710,041
        490,747
            43,557
        22,541
                624,032
                0
                    0
                    345,289
                        4,523,249
10,701,468
                                    918,580
                209,020
                17,624
                    4,853
                        646,895
188,833
        114,181
            200,168
                        46,111
        154,057
            0
                154,057
                                    . }9
                .94
            1,931,767
            0
                    0
                        0
            1,964,035
            0
```

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 liability for Supplementary contracts without Life contingencies of $\$ 5,036$ which is classified as Other Policyholder Funds
Equals the sum of Notes payable, the $5.5 \%$ Convertible Senior Debentures and the 6.9\% Senior Debentures

Equals the total Shareholders' Equity
Equals the sum of Commissions, Other operating expenses, Taxes and 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 as of December 31, 1999
Equals the net reserve for unpaid claims for the property casualty subsidiaries as of June 30, 2000

