## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

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Washington, D.C. 20549
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FORM 10-Q
X Quarterly Report Under Section 13 or 15 (d) of the --- Securities Exchange Act of 1934

For the Quarterly Period Ended September 30, 1999
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)

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--164,113,000 shares outstanding at September 30, 1999
$\$ 42,992,000$ of $5.5 \%$ Convertible Senior Debentures Due 2002
\$419,611,000 of 6.9\% Senior Debentures Due 2028

CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

## ASSETS

## Investments

Fixed Maturities (Cost: 1999--\$2,719,627;

$$
\text { 1998-- } \$ 2,682,659)
$$

Equity Securities (Cost: 1999--\$2,048,137;
1998--\$1,943, 206)

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
\$ 2,667,602
6,836,263 62,752 47,719 79,559 33, 274
182,349
137,513 24,218

148,358
96,853
89, 025
Total Assets
10,405,485
\$ 11,086,503

## 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

Total Liabilities
\$ 2,127,223
547, 582
473,606
83, 000
42,992
419, 611
16,681
1,492,227
160,915

5,363,837
SHAREHOLDERS' EQUITY
Common Stock, \$2 per Share; Authorized 200,000
Shares; Issued 1999--171,361; 1998--170,435
Shares; Outstanding 1999--164,113; 1998--166,681
Shares.
342,722
231,164
1,604,553
Paid-In Capital
3, 089, 714
Accumulated Other Comprehensive Income
5, 268, 153
Less Treasury Shares at Cost (1999--7,248 Shares;
1998--3,754 Shares)

Total Shareholders' Equity
$(226,505)$

5, 041, 648
Total Liabilities and Shareholders' Equity
\$ 10, 405, 485
340, 871
218,328
1,480,914
3,678, 019
5,718,132
$(97,196)$

5,620,936
\$ 11, 086,503

Accompanying notes are an integral part of these financial statements.
(000's omitted except per share data)
Nine Months Ended September 30, Three Months Ended September 30,

| Revenues: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Premiums Earned: |  |  |  |  |
| Property and Casualty. | \$ 1, 223, 758 | \$1,144, 515 | \$ 419, 121 | \$ 386, 056 |
| Life | 48, 081 | 44,815 | 15,745 | 14,418 |
| Accident and Health. | 6,573 | 6,265 | 1,997 | 2,130 |
| Net Premiums Earned. | 1,278,412 | 1,195,595 | 436,863 | 402,604 |
| Investment Income, Less Expenses | 288,345 | 272,833 | 97, 821 | 91, 446 |
| Realized Gain on Investments | 39,779 | 71,624 | 991 | 18,861 |
| Other Income. | 9,745 | 5,845 | 2,626 | 1,854 |
| Total Revenues. | 1,616,281 | 1,545,897 | 538,301 | 514,765 |
| Benefits \& Expenses: |  |  |  |  |
| Insurance Losses and Policyholder Benefits. | 943,159 | 907,434 | 332,062 | 316,095 |
| Commissions. | 235,209 | 211,664 | 81, 878 | 73,614 |
| Other Operating Expenses. | 110,366 | 110,342 | 37,134 | 36,810 |
| Taxes, Licenses \& Fees | 37,724 | 42,231 | 14,057 | 16,394 |
| Increase in Deferred Acquisition Costs |  |  |  |  |
| Pertaining to Unearned Premiums and to Life Policies in Force..... | $(5,462)$ | $(4,567)$ | $(4,564)$ | $(2,331)$ |
| Interest Expense | 23,369 | 19,600 | 7,978 | 8,119 |
| Other Expenses. | 4,472 | 5,927 | 714 | 2,045 |
| Total Benefits \& Expenses. | 1,348,837 | 1,292,631 | 469,259 | 450,746 |
| Income Before Income Taxes. | 267,444 | 253,266 | 69,042 | 64,019 |
| Provision for Income Taxes: |  |  |  |  |
| Current | 59,664 | 61,492 | 6,690 | 16,683 |
| Deferred | 3 | $(4,169)$ | 5,306 | $(5,579)$ |
| Total Provision for Income Taxes. | 59,667 | 57,323 | 11,996 | 11,104 |
| Net Income. | \$ 207, 777 | \$ 195,943 | \$ 57,046 | \$ 52,915 |
| Average Shares Outstanding. | 164,542 | 166,871 | 162,638 | 167,072 |
| Average Shares Outstanding (diluted). | 169,057 | 172,251 | 167,232 | 172,233 |
| Per Common Share: |  |  |  |  |
| Net Income. | \$ 1.26 | \$ 1.17 | \$ . 35 | \$ . 31 |
| Net Income (diluted). | \$ 1.24 | \$ 1.15 | \$ . 34 | \$ . 31 |
| Cash Dividends Declared. | \$ . 5100 | \$ . 4600 | \$ . 1700 | \$ . 1533 |

Accompanying notes are an integral part of these financial statements.

CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY
(UNAUDITED)
NINE MONTHS ENDED SEPTEMBER 30, 1998 AND 1999 (000's omitted)

|  | Common Shares | Stock Amount | Treasury Stock | Paid-In <br> Capital | Retained Earnings | Accumulated Other Comprehensive Income | Total <br> Shareholders' Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bal. Dec. 31, 1997 | 169,391 | \$338, 782 | \$ $(72,585)$ | \$ 203, 282 | \$1,341,730 | \$ 2,905,756 | \$4,716, 965 |
| Net Income |  |  |  |  | 195,943 |  | 195,943 |
| Change in Unreal. Gains Net of Inc. Taxes of \$28, 039 |  |  |  |  |  | 52,071 | 52,071 |
| Comprehensive Income |  |  |  |  |  |  | 248,014 |
| Div. Declared |  |  |  |  | $(76,818)$ |  | $(76,818)$ |
| Purchase/Issuance of Treasury Shares |  |  | $(10,065)$ | 21 |  |  | $(10,044)$ |
| Stock Options Exercised | 522 | 1,044 |  | 7,952 |  |  | 8,996 |
| Conversion of Debentures | 380 | 761 |  | 4,900 |  |  | 5,661 |
| $\begin{aligned} & \text { Bal. Sept. 30, } \\ & 1998 \end{aligned}$ | $\begin{aligned} & 170,293 \\ & ======= \end{aligned}$ | $\begin{aligned} & \$ 340,587 \\ & ======== \end{aligned}$ | \$ (82,650) | $\begin{aligned} & \$ 216,155 \\ & ======== \end{aligned}$ | $\begin{aligned} & \$ 1,460,855 \\ & ========== \end{aligned}$ | $\begin{aligned} & \$ 2,957,827 \\ & ========== \end{aligned}$ | $\begin{aligned} & \$ 4,892,774 \\ & ========= \end{aligned}$ |
| $\begin{aligned} & \text { Bal. Dec. 31, } \\ & 1998 \end{aligned}$ | 170,435 | \$340, 871 | \$ $(97,196)$ | \$ 218, 328 | \$ 1, 480, 914 | \$ 3, 678, 019 | \$5,620, 936 |
| Net Income |  |  |  |  | 207,777 |  | 207,777 |
| Change in Unreal. Gains Net of Inc. Taxes of (\$316, 779) |  |  |  |  |  | $(588,305)$ | $(588,305)$ |
| Comprehensive Income |  |  |  |  |  |  | $(380,528)$ |
| Div. Declared |  |  |  |  | $(84,138)$ |  | $(84,138)$ |
| Purchase/Issuance of Treasury Shares |  |  | $(129,309)$ | 12 |  |  | $(129,297)$ |
| Stock Options Exercised | 326 | 651 |  | 5,098 |  |  | 5,749 |
| Conversion of Debentures | 600 | 1,200 |  | 7,726 |  |  | 8,926 |
| $\begin{gathered} \text { Bal. Sept. 30, } \\ 1999 \end{gathered}$ | = $\begin{array}{r}171,361 \\ ====\end{array}$ | \$ 342,722 | \$ $(226,505)$ $========$ | \$ 231, 164 | \$ $1,604,553$ $========$ | \$ 3, 089, 714 | $\$ 5,041,648$ $========$ |

Accompanying notes are an integral part of these financial statements.
10Q/sa

# CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES 

 CONSOLIDATED STATEMENTS OF CASH FLOWS(UNAUDITED)

Nine Months Ended September 30, 1999

1998

Cash flows from operating activities:
Net income.........................................................................
Adjustments to reconcile operating income to net cash provided by operating activities:

Depreciation and amortization
Increase in investment income receivable.
Increase in premiums receivable
Increase in reinsurance receivable
Decrease (increase) in prepaid reinsurance premiums
Increase in deferred acquisition costs.
Decrease (increase) in accounts receivable.
Increase (decrease) in other assets.
Increase in loss and loss expense reserves.
Increase in life policy reserves.
Increase in unearned premium
Increase (decrease) in other liabilities.
Increase (decrease) in deferred income taxes
Realized gains on investments.
Increase (decrease) in current income taxes.
Other.
Net cash provided by operating activities

| 10,269 | 8,313 |
| ---: | ---: |
| $(2,786)$ | $(746)$ |
| $(17,937)$ | $(13,504)$ |
| $(1,522)$ | $(21,475)$ |
| 2,217 | $(1,737)$ |
| $(5,462)$ | $(4,567)$ |
| 10,574 | $(7,933)$ |
| $(15,545)$ | 853 |
| 72,498 | 97,015 |
| 13,852 | 41,438 |
| 13,911 | 13,670 |
| 31,387 | $(24,969)$ |
| 3 | $(4,169)$ |
| $(39,779)$ | $(71,624)$ |
| 6,941 | $(17,615)$ |
| $(13,366)$ | $(19,216)$ |
| -----------1 |  |

Cash flows from investing activities:

|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
| Call or maturity of fixed maturities investments Sale of equity securities investments............ |  |  |
| Collection of finance receivables.................. |  |  |
| Purchase of fixed maturities investments......... Purchase of equity securities investments....... |  |  |
|  |  |  |
| Investment in land, buildings and equipment. |  |  |
| Investment in finance receivables Investment in other invested asse |  |  |
|  |  |  |


| 55,554 | 30,010 |
| :---: | :---: |
| 257,385 | 275,860 |
| 135,005 | 258,310 |
| 12,226 | 11,003 |
| $(349,109)$ | $(373,844)$ |
| $(199,421)$ | $(387,661)$ |
| $(54,822)$ | $(12,981)$ |
| $(13,393)$ | $(11,470)$ |
| $(5,037)$ | $(5,382)$ |
| $(161,612)$ | $(216,155)$ |

Cash flows from financing activities:
Debenture issue.
Proceeds from stock options exercised
Purchase/Issuance of treasury shares.

| $\bigcirc$ | 419,594 |
| :---: | :---: |
| 5,749 | 8,996 |
| $(129,297)$ | (10, 044 |
| 83,000 | $(280,517)$ |
| $(81,764)$ | $(73,910)$ |
| $(122,312)$ | 64,119 |
| $(10,892)$ | 17,641 |
| 58,611 | 80,168 |
| \$ 47,719 | \$ 97,809 |

Supplemental disclosures of cash flow information

\$ 15, 348
\$ 24, 348
Income taxes paid
\$ 52, 000
\$ 76,301

## 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, 1998 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 September 30, 1999 and December 31, 1998.

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 nine-month and three-month periods ended September 30 are as follows:

|  | Fixed Maturities |  | Equity Securities |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nine-Month Periods Ended |  |  |  |  |  |  |
| September 30, 1999 |  | $(118,039)$ | \$ | $(470,266)$ | \$ | $(588,305)$ |
| September 30, 1998 |  | $(14,749)$ | \$ | 66,820 | \$ | 52,071 |
| Three-Month Periods Ended |  |  |  |  |  |  |
| September 30, 1999 |  | $(41,677)$ |  | $(442,462)$ | \$ | $(484,139)$ |
| September 30, 1998 |  | $(14,524)$ |  | $(379,859)$ | \$ | $(394,383)$ |

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 nine-month and three-month periods ended September 30 as follows:

|  | Ceded Premiums | Reinsurance Recoveries |
| :---: | :---: | :---: |
| Nine-Month Periods Ended |  |  |
| September 30, 1999 | \$ 77,404 | \$ 39,243 |
| September 30, 1998 | \$ 73,912 | \$ 45,000 |
| Three-Month Periods Ended |  |  |
| September 30, 1999 | \$ 25,841 | \$ 15, 237 |
| September 30, 1998 | \$ 24,932 | \$ 9,748 |

## 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 September 30, 1999, outstanding options for Stock Plan No. IV totalled 2,464,607 shares with purchase prices ranging from a low of $\$ 7.46$ to a high of $\$ 42.88$, outstanding options for Stock Plan V totalled 1,405,127 shares with purchase prices ranging from a low of $\$ 20.48$ to a high of $\$ 45.38$ and outstanding options for Stock Plan VI totalled $1,607,007$ shares with purchase prices ranging from a low of $\$ 33.75$ to a high of $\$ 41.47$.

## 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 three months of the year.

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):

|  | Nine Months Ended September 30, |  |  |  | Three Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1999 | 1998 |  | 1999 |  | 1998 |  |
| REVENUES |  |  |  |  |  |  |  |  |
| Commercial lines insurance | \$ | 800,362 | \$ | 756,801 | \$ | 274,802 | \$ | 253,200 |
| Personal lines insurance |  | 423,396 |  | 387,714 |  | 144,319 |  | 132,856 |
| Life insurance |  | 54,654 |  | 51, 080 |  | 17,742 |  | 16,548 |
| Investment operations |  | 328,124 |  | 344,457 |  | 98,813 |  | 110,307 |
| Corporate and other |  | 9,745 |  | 5,845 |  | 2,625 |  | 1,854 |
| Total revenues | \$ | 1,616,281 | \$ | 1,545,897 | \$ | 538,301 | \$ | 514,765 |
| INCOME BEFORE INCOME TAXES |  |  |  |  |  |  |  |  |
| Property and casualty insurance | \$ | $(14,044)$ | \$ | $(42,481)$ | \$ | $(14,745)$ | \$ | $(25,765)$ |
| Life insurance |  | 618 |  | $(1,111)$ |  | 273 |  | $(3,694)$ |
| Investment operations |  | 305,448 |  | 322,337 |  | 91,249 |  | 102,566 |
| Corporate and other |  | $(24,578)$ |  | $(25,479)$ |  | $(7,735)$ |  | $(9,088)$ |
| Total income before income taxes | \$ | 267,444 | \$ | 253,266 | \$ | 69,042 | \$ | 64,019 |
| IDENTIFIABLE ASSETS |  |  |  |  |  |  |  |  |
| Property and casualty insurance | \$ | 5,213,500 |  | 5,094,914 |  |  |  |  |
| Life insurance |  | 1,128,606 |  | 1,153,772 |  |  |  |  |
| Corporate and other |  | 4, 063,379 |  | 3,690,283 |  |  |  |  |
| Total identifiable assets | \$ | 0, 405,485 |  | 9,938,969 |  |  |  |  |

NOTE V - 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.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (000'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; and the potential inability of the Company and/or the independent agencies with which it works to complete the necessary information system changes required to handle the Year 2000 issue. Readers are cautioned that the Company undertakes no obligation to review or update the forward-looking statements included in this material.

Premiums earned for the nine months ended September 30, 1999 have increased $\$ 82,817$ (7\%) over the nine months ended September 30, 1998. Also, premiums earned have increased \$34,259 (9\%) for the three months ended September 30, 1999 over the three months ended September 30, 1998. For the nine-month and three-month periods ended September 30, 1999, the growth rate of our property and casualty subsidiaries is more than last year on an earned premium basis. This growth rate is greater than last year because of increases in new business and some rate increases on personal lines business along with some price firming in the commercial lines market. The premium growth of our life and health subsidiary increased 7\% for the nine months ended September 30, 1999 and 7\% for the three months ended September 30, 1999 compared to the comparable periods of 1998. The premium growth in our life subsidiary is mainly attributable to increased sales of traditional term life products. The 1999 year-to-date increase is less than last year's, partially due to the sale of a block of final expense policies in the second quarter 1999, with premiums of $\$ 1,313$ thru September 30, 1998. For the nine-month and three-month periods ended September 30, 1999, investment income, net of expenses, has increased $\$ 15,512$ (6\%) and \$6,375 (7\%) when compared with the first nine months and third quarter 1998, respectively. 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 nine months ended September 30, 1999 amounted to $\$ 39,779$ compared to $\$ 71,624$ for the nine-month period ended September 30, 1998, and $\$ 991$ for the three-month period ended September 30, 1999 compared to $\$ 18,861$ for the three-month period ended September 30, 1998. 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. 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 $\$ 35,725$ (4\%) for the first nine months of 1999 over the same period in 1998 and increased $\$ 15,967$ (5\%) for the third quarter when compared to the third quarter of 1998. The losses and benefits of the property and casualty companies have increased $\$ 38,016$ for the nine-month period and increased $\$ 18,623$ for the third quarter of 1999 compared to the comparable periods for 1998. Third-quarter results include claims of $\$ 7,300$ due to two recent Ohio Supreme Court rulings. The Court interpreted business automobile policies to cover employees or their family members for injuries caused by uninsured and underinsured motorists, even when the injured persons are not in company vehicles or on company business. The property and casualty subsidiaries are Ohio's leading commercial auto insurer, with an 8 percent market share in this line. We acted promptly to relieve our business policyholders of the need to fund this coverage for which they never intended to assume responsibility, filing new coverage language to eliminate the unintended exposure. Effective October 1, 1999, this new language is included on new policies and on renewals at the policy anniversary date. Catastrophe losses were $\$ 38,841$ and $\$ 81,860$, respectively, for the first nine months of 1999 and 1998 and were \$7,804 and \$24,542, respectively, for the third quarter of 1999 and 1998. These losses were substantially lower for the first nine months and third quarter of 1999 compared to the comparable periods of 1998 because of lower incidence and severity of these weather-related claims.

Policyholder benefits of the life insurance subsidiary decreased \$2,291 for the first nine months of 1999 over the same period of 1998 and decreased $\$ 2,656$ for the third quarter when compared to the third quarter of 1998. The majority of the nine-month and third quarter decrease is the result of reduced annuity writings and associated provisions for future annuity payouts.

Commission expenses increased $\$ 23,545$ for the nine-month period ended September 30,1999 compared to the same period of 1998 and increased $\$ 8,264$ for the third quarter of 1999 compared to the same period in 1998. The increase is partially attributable to higher contingency commissions. Other operating expenses increased $\$ 24$ for the nine-month period ended September 30, 1999 compared to the same period for 1998 and increased $\$ 324$ for the third quarter of 1999 compared to the same period in 1998. The small increases are attributable to the adoption of Statement of Position (SOP) 98-1, capitalizing internal information systems costs. This amounts to $\$ 7,512$ capitalized in the first nine months of 1999 and $\$ 2,987$ in the third quarter. Excluding these costs, other operating expenses increased $\$ 7,536$ in the first nine months of 1999 and $\$ 3,311$ capitalized in the third quarter of 1999. These increases are attributable to increases in staff and other costs related to our growth in business. Interest expense increased $\$ 3,769$ for the nine-month period ended September 30, 1999 compared to the same period for 1998 and decreased $\$ 141$ for the third quarter of 1999 compared to the same period in 1998. The nine-month increase is attributable to a higher interest rate of the 30 -year senior debentures compared to the short-term debt previously held, and an increase in debt of $\$ 33,000$ in the third quarter. Taxes licenses and fees decreased $\$ 4,507$ for the nine-month period ended September 30, 1999 compared to the same period in 1998, attributable to decreases in tax rates in our domicile state, Ohio, and related lower retaliatory taxes. Third quarter 1999 taxes, licenses and fees decreased \$2,337, compared to third quarter 1998.

In the first nine months of 1999, the Company experienced unrealized losses in investments, compared to unrealized gains in investments in the first nine months of 1998, resulting in comprehensive income (loss) of $\$(380,528)$ in 1999, compared to $\$ 248,014$ in 1998. The third quarter of 1999 resulted in unrealized losses in investments of $\$ 484,139$, compared to unrealized losses in investments of $\$ 394,383$ in the third quarter 1998, resulting in comprehensive income (loss) of $\$(427,093)$ and $\$(341,468)$ for the third quarter of 1999 and 1998 respectively.

Provision for income taxes, current and deferred, have increased by \$2,344 for the first nine months of 1999 compared to the first nine months of 1998 and have increased $\$ 892$ for the third quarter of 1999 compared to the third quarter of 1998. The effective tax rates for the nine months ended September 30, 1999 and 1998 were $22.3 \%$ and $22.6 \%$, respectively. Third quarter effective tax rates were $17.4 \%$ and $17.3 \%$, for 1999 and 1998, respectively.

CinFin Capital Management Company, our investment management services subsidiary, reported revenues of $\$ 17$ in the third quarter 1999. This is the initial quarter of recognizing revenues. Net income after taxes was \$6. Total assets under management was $\$ 155,797$.

The Company has been working on the Year 2000 project for several years to address potential problems within the Company's operations that could result from the century change. The corporate Information Systems Department is primarily responsible for this endeavor and has a designated team of Company associates assigned to this effort. This team has access to key associates in all areas of the Company's operations as well as to outside consultants and resources on an as-needed basis.

The Information Systems Department provides a comprehensive report on a quarterly basis for corporate management and the Audit Committee of the Board of Directors. This report identifies progress against the plan as well as projections on specific issues.

We have identified computer systems (both hardware and software), including equipment with embedded computer chips, that were not Year 2000 compliant; determined what revisions or replacements would be needed to achieve compliance; prioritized and proceeded to implement those revisions or replacements; instituted testing procedures to ensure that the revisions and fixes are operational; and moved the compliant systems into production. Additional in-depth testing, both internal and third-party related, took
place in the first nine months of 1999. All mission critical systems are completed. Non mission critical systems are substantially complete. Compliant versions of a few vendor supplied non mission critical products have not yet been provided. Year 2000 compliant work around these situations has been determined.

As part of the overall review of Year 2000, the Company is verifying the Year 2000 compliance status of vendors with significant business relationships. Because the Company markets products through independent agencies, it is of paramount importance that those approximately 1,000 agencies (1,300 offices) successfully transition to a Year 2000 compliant processing system. We are actively working with those agencies. As of September 30, 1999, 99\% of the agencies' processing systems have been made compliant. The remaining $1 \%$ will be compliant by December 31, 1999. Phone and personal interviews are being used to verify the progress of these agencies.

Contingency planning for the Year 2000 includes standard backup and recovery procedures to be followed in the event of a critical system failure. While we do not expect any unusual kinds of failure as a result of specific Year 2000 related changes, our departments have determined contingency plans for our critical processes in the event that there should be a Year 2000 problem.

Should the Company or a third party with whom the Company transacts business have a system failure due to the century change, it is believed it will not result in more than a minor delay in processing or reporting, with no material financial impact.

We previously budgeted $\$ 10.0$ million pretax to resolve the Year 2000 issues. This encompasses the costs of modifications, the salaries of the associates primarily assigned to this effort and the fees of outside consultants for this effort. As of September 30, 1999, the Company incurred approximately \$9.7 million of these costs. The expenses incurred during the first nine months of 1999 were approximately $\$ 1.9$ million.

Although the Company's project has gone well and our internal systems are now ready for the year 2000, we cannot predict the overall outcome or the success of the Year 2000 project, or that third-party systems are or will be Year 2000 compliant, or that the costs required to address the Year 2000 issue or the impact of a failure to achieve substantial Year 2000 compliance will not have a material adverse effect on the Company's business, financial condition or results of operations.

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.

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 of nine million shares. As of September 30, 1999, the Company has repurchased 3.1 million shares, leaving 13.9 million future repurchased shares authorized

## PART II

OTHER INFORMATION
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 third 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
No special matters were voted upon by security holders during the third 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 $8-\mathrm{K}$ during the quarter ended September 30, 1999.

## 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 November 10, 1999
By /s/ Kenneth W. Stecher
------------------
Senior Vice President (Principal Financial Officer)


Basic earnings per share:


Diluted earnings per share:

| Net income | \$207, 777 | \$195, 943 | \$ 57, 046 | \$ 52,915 |
| :---: | :---: | :---: | :---: | :---: |
| Interest on convertible debentures--net of tax | 1,239 | 1,452 | 381 | 471 |
| Net income for per share calculation (diluted) | \$209, 016 | \$197, 395 | \$ 57, 427 | \$ 53, 386 |
| Average shares outstanding | 164,542 | 166,871 | 162, 638 | 167, 072 |
| Effective of dilutive securities: |  |  |  |  |
| 5.5\% convertible senior debentures | 2,889 | 3,547 | 2,889 | 3,547 |
| Stock options | 1,626 | 1,833 | 1,705 | 1,614 |
| Total dilutive shares | 169, 057 | 172, 251 | 167, 232 | 172, 233 |
| Net income per common share--diluted | \$ 1.24 | \$ 1.15 | \$ . 34 | \$ . 31 |

```
    9-MOS
            DEC-31-1999
            JAN-01-1999
                SEP-30-1999
            2,667,602
                0
                    6,836,263
                    14,912
                    4,308
                9,566,617
                                    47,719
            2,410
        148,358
            10,405,485
            2,619,671
        473,606
            49,989
        16,888
            545,603
            0
                    0
                    342,722
                            4,698,926
10,405,485
                            1,278,412
                288,345
                39,779
                            9,745
                            943,159
269,258
            136,420
            267,444
                59,667
            207,777
                0
                    0
                    207,777
                    1.26
                1.24
            1,840,323
                0
                    0
                    0
                1,927,379
                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 $\$ 5,145$ 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 less loss checks payable as of December 31, 1998
Equals the net reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of September 30, 1999

