# Cincinnati Financial Corporation Supplemental Financial Data for the period ending June 30, 2014 

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|  | A.M. Best | Fitch | Moody's | Standard \& Poor's |
| :---: | :---: | :---: | :---: | :---: |
| Cincinnati Financial Corporation |  |  |  |  |
| Corporate Debt | a- | BBB+ | A3 | BBB |
| The Cincinnati Insurance Companies |  |  |  |  |
| Insurer Financial Strength |  |  |  |  |
| Property Casualty Group |  |  |  |  |
| Standard Market Subsidiaries: | A+ | - | A1 | A |
| The Cincinnati Insurance Company | A+ | A+ | A1 | A |
| The Cincinnati Indemnity Company | A+ | A+ | A1 | A |
| The Cincinnati Casualty Company | A+ | A+ | A1 | A |
| Surplus Lines Subsidiary: |  |  |  |  |
| The Cincinnati Specialty Underwriters Insurance Company | A | - | - | - |
| The Cincinnati Life Insurance Company | A | A+ | - | A |

[^0]The consolidated financial statements and financial exhibits that follow are unaudited. These consolidated financial statements and exhibits should be read in conjunction with the consolidated financial statements and notes included with our periodic filings with the U.S. Securities and Exchange Commission. The results of operations for interim periods may not be indicative of results to be expected for the full year.

# Cincinnati Financial Corporation Supplemental Financial Data for the period ending June 30, 2014 

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## Definitions of Non-GAAP Information and

## Reconciliation to Comparable GAAP Measures

Cincinnati Financial Corporation prepares its public financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP). Statutory data is prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners' (NAIC) Accounting Practices and Procedures Manual, and therefore is not reconciled to GAAP data.

Management uses certain non-GAAP and non-statutory financial measures to evaluate its primary business areas - property casualty insurance, life insurance and investments. Management uses these measures when analyzing both GAAP and non-GAAP measures to improve its understanding of trends in the underlying business and to help avoid incorrect or misleading assumptions and conclusions about the success or failure of company strategies. Management adjustments to GAAP measures generally: apply to non-recurring events that are unrelated to business performance and distort short-term results; involve values that fluctuate based on events outside of management's control; or relate to accounting refinements that affect comparability between periods, creating a need to analyze data on the same basis.

- Operating income: Operating income is calculated by excluding net realized investment gains and losses (defined as realized investment gains and losses after applicable federal and state income taxes) from net income. Management evaluates operating income to measure the success of pricing, rate and underwriting strategies. While realized investment gains (or losses) are integral to the company's insurance operations over the long term, the determination to realize investment gains or losses in any period may be subject to management's discretion and is independent of the insurance underwriting process. Also, under applicable GAAP accounting requirements, gains and losses can be recognized from certain changes in market values of securities without actual realization. Management believes that the level of realized investment gains or losses for any particular period, while it may be material, may not fully indicate the performance of ongoing underlying business operations in that period

For these reasons, many investors and shareholders consider operating income to be one of the more meaningful measures for evaluating insurance company performance. Equity analysts who report on the insurance industry and the company generally focus on this metric in their analyses. The company presents operating income so that all investors have what management believes to be a useful supplement to GAAP information.

- Value creation ratio: This is a measure of shareholder value creation that management believes captures the contribution of the company's insurance operations, the success of its investment strategy and the importance placed on paying cash dividends to shareholders. The value creation ratio measure is made up of two primary components: (1) rate of growth in book value per share plus (2) the ratio of dividends declared per share to beginning book value per share. Management believes this non-GAAP measure is a useful supplement to GAAP information, providing a meaningful measure of long-term progress in creating shareholder value. It is intended to be all-inclusive regarding changes in book value per share, and uses originally reported book value per share in cases where book value per share has been adjusted, such as adoption of Accounting Standards Updates with a cumulative effect of a change in accounting.
- Statutory accounting rules: For public reporting, insurance companies prepare financial statements in accordance with GAAP. However, insurers also must calculate certain data according to statutory accounting rules as defined in the NAIC's Accounting Practices and Procedures Manual, which may be, and has been, modified by various state insurance departments. Statutory data is publicly available, and various organizations use it to calculate aggregate industry data, study industry trends and compare insurance companies.
- Written premium: Under statutory accounting rules, property casualty written premium is the amount recorded for policies issued and recognized on an annualized basis at the effective date of the policy. Management analyzes trends in written premium to assess business efforts. Earned premium, used in both statutory and GAAP accounting, is calculated ratably over the policy term. The difference between written and earned premium is unearned premium.


## Cincinnati Financial Corporation <br> Quick Reference - Second Quarter 2014

(all data shown is for the three months ended or as of June 30, 2014)

|  |  | Year over <br> year change <br> \% |
| :--- | ---: | ---: |
| Revenues: | $\mathbf{6 / 3 0 / 2 0 1 4}$ |  |
| Commercial lines net written premiums |  |  |
| Personal lines net written premiums | 748 | 10 |
| Excess \& surplus lines net written premiums | 294 | 8 |
| Property casualty net written premiums | 40 | 21 |
| Life and accident and health net written premiums | 1,082 | 10 |
| Annuity net written premiums | 54 | 4 |
| Life, annuity and accident and health net written premiums | 12 | 17 |
| Commercial lines net earned premiums | 66 | 6 |
| Personal lines net earned premiums | 714 | 11 |
| Excess \& surplus lines net earned premiums | 258 | 9 |
| Property casualty net earned premiums | 34 | 21 |
| Fee revenue | 1,006 | 11 |
| Life and accident and health net earned premiums | 3 | 0 |
| Investment income | 53 | 20 |
| Realized gains on investments | 136 | 4 |
| Other revenue | 14 | 0 |
| Total revenues | 2 | 0 |
|  | 1,214 | 10 |


|  | Year over <br> year change <br> $\mathbf{\%}$ |  |
| :--- | ---: | ---: |
| Benefits and expenses: | $\mathbf{6 / 3 0 / 2 0 1 4}$ |  |
| Commercial lines loss and loss expenses | $\$$ |  |
| Personal lines loss and loss expenses | 461 | 16 |
| Excess \& surplus lines loss and loss expenses | 227 | 37 |
| Life and health contract holders' benefits incurred | 19 | 6 |
| Underwriting, acquisition and insurance expenses | 52 | 17 |
| Interest expenses | 328 | 7 |
| Other operating expenses | 13 | $(7)$ |
| Total benefits \& expenses | 3 | $(25$ |
| Income before income taxes | 1,107 | 16 |
| Total income tax | 107 | $(28)$ |


| Balance Sheet: |  |
| :--- | ---: |
| Fixed maturity investments | $\$ 9,383$ |
| Equity securities | 4,605 |
| Oher invested assets | 72 |
| Total invested assets | $\$ 4,060$ |
| Loss and loss expense reserves | 4,444 |
| Life policy and investment contract reserves | 2,454 |
| Long-term debt and capital lease obligations | 831 |
| Shareholders' equity | 6,343 |


| Income: |  |  |  |
| :--- | ---: | ---: | ---: |
| Operating income | $\$$ | 75 | $(25)$ |
| Net realized investment gains and losses | 9 | $(10)$ |  |
| Net income | 84 | $(24)$ |  |


| Key ratios: |  |
| :--- | :---: |
| Commercial lines GAAP combined ratio | $96.3 \%$ |
| Personal lines GAAP combined ratio | 115.8 |
| Excess \& surplus sines GAAP combined ratio | 85.0 |
| Property casualty GAAP combined ratio | 100.9 |
| Commercial lines STAT combined ratio | $95.9 \%$ |
| Personal lines STAT combined ratio | 114.3 |
| Excess \& surplus lines STAT combined ratio | 86.1 |
| Property casualty STAT combined ratio | 99.6 |
| Value creation ratio | $3.9 \%$ |

Cincinnati Financial Corporation and Subsidiaries
Consolidated Statements of Income for the Six Months Ended June 30, 2014

*Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding.

## Cincinnati Financial Corporation and Subsidiaries

Consolidated Statements of Income for the Three Months Ended June 30, 2014

*Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding.

## Cincinnati Financial Corporation Insurance Subsidiaries Selected Balance Sheet Data

| (In millions) |  |  | 6/30/2014 |  | 3/31/2014 |  | 12/31/2013 |  | 9/30/2013 |  | 6/30/2013 |  | 3/31/2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/2014 | 9/30/2014 |  |  |  |  |  |  |  |  |  |  |  |  |
| Cincinnati Insurance Consolidated |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities (fair value) |  |  | \$ | 6,215 | \$ | 6,111 | \$ | 6,094 | \$ | 6,039 | \$ | 5,994 | \$ | 6,083 |
| Equities (fair value) |  |  |  | 3,094 |  | 3,022 |  | 2,990 |  | 2,710 |  | 2,658 |  | 2,645 |
| Fixed maturities - pretax net unrealized gain |  |  |  | 414 |  | 361 |  | 312 |  | 344 |  | 359 |  | 532 |
| Equities - pretax net unrealized gain |  |  |  | 1,434 |  | 1,349 |  | 1,318 |  | 1,086 |  | 1,040 |  | 1,019 |
| Loss and loss expense reserves - STAT |  |  |  | 4,129 |  | 4,037 |  | 3,945 |  | 3,919 |  | 3,888 |  | 3,826 |
| Equity - GAAP |  |  |  | 5,481 |  | 5,384 |  | 5,324 |  | 5,188 |  | 5,143 |  | 5,288 |
| Surplus - STAT |  |  |  | 4,332 |  | 4,308 |  | 4,325 |  | 4,173 |  | 4,142 |  | 4,131 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| The Cincinnati Life Insurance Company |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities (fair value) |  |  | \$ | 3,091 | \$ | 2,989 | \$ | 2,946 | \$ | 2,906 | \$ | 2,900 | \$ | 2,979 |
| Equities (fair value) |  |  |  | 8 |  | 14 |  | 13 |  | 13 |  | 13 |  | 18 |
| Fixed maturities - pretax net unrealized gain |  |  |  | 225 |  | 186 |  | 148 |  | 169 |  | 181 |  | 285 |
| Equities - pretax net unrealized gain |  |  |  | 3 |  | 6 |  | 6 |  | 6 |  | 6 |  | 8 |
| Equity - GAAP |  |  |  | 901 |  | 867 |  | 833 |  | 835 |  | 828 |  | 869 |
| Surplus - STAT |  |  |  | 224 |  | 232 |  | 247 |  | 256 |  | 272 |  | 268 |

## Consolidated Cincinnati Insurance Companies

 Statutory Statements of Income| (Dollars in millions) | For the Three Months Ended June 30, |  |  |  |  |  |  | For the Six Months Ended June 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  | Change |  | \% Change | 2014 |  | 2013 |  | Change |  | \% Change |
| Underwriting income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net premiums written | \$ | 1,082 | \$ | 984 | \$ | 98 | 10 | \$ | 2,119 | \$ | 1,954 | \$ | 165 | 8 |
| Unearned premiums increase |  | 76 |  | 74 |  | 2 | 3 |  | 134 |  | 155 |  | (21) | (14) |
| Earned premiums | \$ | 1,006 | \$ | 910 | \$ | 96 | 11 | \$ | 1,985 | \$ | 1,799 | \$ | 186 | 10 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses incurred | \$ | 612 | \$ | 513 | \$ | 99 | 19 | \$ | 1,178 | \$ | 948 | \$ | 230 | 24 |
| Allocated loss expenses incurred |  | 39 |  | 10 |  | 29 | nm |  | 90 |  | 44 |  | 46 | nm |
| Unallocated loss expenses incurred |  | 56 |  | 60 |  | (4) | (7) |  | 115 |  | 115 |  | - | - |
| Other underwriting expenses incurred |  | 314 |  | 297 |  | 17 | 6 |  | 611 |  | 584 |  | 27 | 5 |
| Workers compensation dividend incurred |  | 4 |  | 4 |  | - | - |  | 8 |  | 8 |  | - | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total underwriting deductions | \$ | 1,025 | \$ | 884 | \$ | 141 | 16 | \$ | 2,002 | \$ | 1,699 | \$ | 303 | 18 |
| Net underwriting profit (loss) | \$ | (19) | \$ | 26 | \$ | (45) | nm | \$ | (17) | \$ | 100 | \$ | (117) | nm |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross investment income earned | \$ | 93 | \$ | 90 | \$ | 3 | 3 | \$ | 184 | \$ | 177 | \$ | 7 | 4 |
| Net investment income earned |  | 91 |  | 88 |  | 3 | 3 |  | 181 |  | 174 |  | 7 | 4 |
| Net realized capital gains |  | 22 |  | 9 |  | 13 | nm |  | 28 |  | 28 |  | - | nm |
| Net investment gains (net of tax) | \$ | 113 | \$ | 97 | \$ | 16 | 16 | \$ | 209 | \$ | 202 | \$ | 7 | 3 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other income | \$ | 1 | \$ | 3 | \$ | (2) | (67) | \$ | 3 | \$ | 3 | \$ | - | - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income before federal income taxes | \$ | 95 | \$ | 126 | \$ | (31) | (25) | \$ | 195 | \$ | 305 | \$ | (110) | (36) |
| Federal and foreign income taxes incurred | \$ | 23 | \$ | 39 | \$ | (16) | (41) | \$ | 40 | \$ | 81 | \$ | (41) | (51) |
| Net income (statutory) | \$ | 72 | \$ | 87 | \$ | (15) | (17) | \$ | 155 | \$ | 224 | \$ | (69) | (31) |

[^1]Consolidated Cincinnati Insurance Companies

## Losses Incurred Detail

| (In millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  | Nine months ended |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 |  | 3/31/14 |  | 12/31/13 |  |  | 9/30/13 |  | 6/30/13 |  | 3/31/13 |  | 6/30/14 6/30/13 |  |  |  | 9/30/14 |  | 0/13 | 12/31/14 |  | 31/13 |
| Consolidated |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | \$ | 11 | \$ | - | \$ | \$ | 7 | \$ | 5 | \$ | 11 | \$ | - | \$ | 12 | \$ | 11 |  | \$ | 16 |  | \$ | 23 |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  |  | 52 |  | 23 |  |  | 58 |  | 48 |  | 31 |  | 31 |  | 74 |  | 62 |  |  | 110 |  |  | 167 |
| Large loss prior accident year reserve development |  |  |  | 17 |  | 10 |  |  | (8) |  | 3 |  | 24 |  | 23 |  | 27 |  | 47 |  |  | 52 |  |  | 44 |
| Total large losses incurred |  |  | \$ | 80 | \$ | 33 | \$ | \$ | 57 | \$ | 56 | \$ | 66 | \$ | 54 | \$ | 113 | \$ | 120 |  | \$ | 178 |  | \$ | 234 |
| Losses incurred but not reported |  |  |  | (17) |  | 21 |  |  | 50 |  | 22 |  | 23 |  | 27 |  | 5 |  | 50 |  |  | 72 |  |  | 123 |
| Other losses excluding catastrophe losses |  |  |  | 436 |  | 427 |  |  | 358 |  | 362 |  | 349 |  | 344 |  | 863 |  | 694 |  |  | 1,054 |  |  | 1,412 |
| Catastrophe losses |  |  |  | 112 |  | 86 |  |  | 29 |  | 53 |  | 75 |  | 10 |  | 197 |  | 84 |  |  | 137 |  |  | 166 |
| Total losses incurred |  |  | \$ | 611 | \$ | 567 | \$ | \$ | 494 | \$ | 493 | \$ | 513 | \$ | 435 | \$ | 1,178 | \$ | 948 |  |  | 1,441 |  | \$ | 1,935 |
| Commercial Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | \$ | 11 | \$ | - | \$ | \$ | 7 | \$ | 5 | \$ | 11 | \$ | - | \$ | 12 | \$ | 11 |  | \$ | 16 |  | \$ | 23 |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  |  | 47 |  | 18 |  |  | 43 |  | 35 |  | 28 |  | 27 |  | 64 |  | 55 |  |  | 89 |  |  | 132 |
| Large loss prior accident year reserve development |  |  |  | 15 |  | 10 |  |  | (5) |  | 4 |  | 14 |  | 23 |  | 25 |  | 37 |  |  | 41 |  |  | 36 |
| Total large losses incurred |  |  | \$ | 73 | \$ | 28 | \$ | \$ | 45 | \$ | 44 | \$ | 53 | \$ | 50 | \$ | 101 | \$ | 103 |  | \$ | 146 |  | \$ | 191 |
| Losses incurred but not reported |  |  |  | (35) |  | 22 |  |  | 35 |  | 41 |  | 28 |  | 22 |  | (12) |  | 50 |  |  | 91 |  |  | 125 |
| Other losses excluding catastrophe losses |  |  |  | 292 |  | 282 |  |  | 241 |  | 227 |  | 228 |  | 225 |  | 574 |  | 454 |  |  | 682 |  |  | 923 |
| Catastrophe losses |  |  |  | 59 |  | 58 |  |  | 10 |  | 36 |  | 45 |  | 2 |  | 116 |  | 46 |  |  | 82 |  |  | 93 |
| Total losses incurred |  |  | \$ | 389 | \$ | 390 | \$ | \$ | 331 | \$ | 348 | \$ | 354 | \$ | 299 | \$ | 779 | \$ | 653 |  | \$ | 1,001 |  | \$ | 1,332 |
| Personal Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | \$ | - | \$ | - | \$ | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |  | \$ | - |  | \$ | - |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  |  | 4 |  | 4 |  |  | 14 |  | 12 |  | 3 |  | 3 |  | 8 |  | 6 |  |  | 19 |  |  | 32 |
| Large loss prior accident year reserve development |  |  |  | 2 |  | - |  |  | (3) |  | - |  | 8 |  | - |  | 2 |  | 8 |  |  | 10 |  |  | 7 |
| Total large losses incurred |  |  | \$ | 6 | \$ | 4 | \$ | \$ | 11 | \$ | 12 | \$ | 11 | \$ | 3 | \$ | 10 | \$ | 14 |  | \$ | 29 |  | \$ | 39 |
| Losses incurred but not reported |  |  |  | 9 |  | (5) |  |  | 9 |  | (27) |  | (5) |  | - |  | 4 |  | (5) |  |  | (32) |  |  | (22) |
| Other losses excluding catastrophe losses |  |  |  | 138 |  | 138 |  |  | 116 |  | 131 |  | 109 |  | 113 |  | 276 |  | 222 |  |  | 349 |  |  | 466 |
| Catastrophe losses |  |  |  | 52 |  | 27 |  |  | 19 |  | 16 |  | 29 |  | 8 |  | 79 |  | 37 |  |  | 54 |  |  | 72 |
| Total losses incurred |  |  | \$ | 205 | \$ | 164 | \$ | \$ | 155 | \$ | 132 | \$ | 144 | \$ | 124 | \$ | 369 | \$ | 268 |  | \$ | 400 |  | \$ | 555 |
| Excess \& Surplus Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | \$ | - | \$ | - | \$ | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |  | \$ | - |  | \$ | - |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  |  | 1 |  | 1 |  |  | 1 |  | 1 |  | - |  | 1 |  | 2 |  | 1 |  |  | 2 |  |  | 3 |
| Large loss prior accident year reserve development |  |  |  | - |  | - |  |  | - |  | (1) |  | 2 |  | - |  | - |  | 2 |  |  | 1 |  |  | 1 |
| Total large losses incurred |  |  | \$ | 1 | \$ | 1 | \$ | \$ | 1 | \$ | - | \$ | 2 | \$ | 1 | \$ | 2 | \$ | 3 |  | \$ |  |  | \$ | 4 |
| Losses incurred but not reported |  |  |  | 9 |  | 4 |  |  | 6 |  | 8 |  | - |  | 5 |  | 13 |  | 5 |  |  | 13 |  |  | 20 |
| Other losses excluding catastrophe losses |  |  |  | 6 |  | 7 |  |  | 1 |  | 4 |  | 12 |  | 6 |  | 13 |  | 18 |  |  | 23 |  |  | 23 |
| Catastrophe losses |  |  |  | 1 |  | 1 |  |  | - |  | 1 |  | 1 |  | - |  | 2 |  | 1 |  |  | 1 |  |  | 1 |
| Total losses incurred |  |  | \$ | 17 | \$ | 13 | \$ |  | 8 | \$ | 13 | \$ | 15 | \$ | 12 | \$ | 30 | \$ | 27 |  | \$ | 40 |  | \$ | 48 |



# Consolidated Cincinnati Insurance Companies 

Loss Ratio Detail

|  | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 12/31/13 | 9/30/13 | 6/30/13 | 3/31/13 | 6/30/14 | 6/30/13 | 9/30/14 | 9/30/13 | 12/31/14 | 12/31/13 |
| Consolidated |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | 1.1\% | -\% | 0.7\% | 0.6 \% | 1.2\% | -\% | 0.6\% | 0.6\% |  | 0.6\% |  | 0.6\% |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  | 5.0 | 2.3 | 6.0 | 5.0 | 3.5 | 3.4 | 3.8 | 3.4 |  | 4.0 |  | 4.5 |
| Large loss prior accident year reserve development |  |  | 1.7 | 1.1 | (0.8) | 0.2 | 2.6 | 2.7 | 1.4 | 2.7 |  | 1.8 |  | 1.2 |
| Total large losses incurred |  |  | 7.8\% | 3.4\% | 5.9\% | 5.8 \% | 7.3\% | 6.1\% | 5.8\% | 6.7\% |  | 6.4\% |  | 6.3\% |
| Losses incurred but not reported |  |  | (1.6) | 2.2 | 5.3 | 2.2 | 2.5 | 3.1 | 0.2 | 2.8 |  | 2.6 |  | 3.3 |
| Other losses excluding catastrophe losses |  |  | 43.4 | 43.6 | 37.4 | 38.2 | 38.3 | 38.6 | 43.5 | 38.5 |  | 38.3 |  | 38.0 |
| Catastrophe losses |  |  | 11.1 | 8.7 | 3.0 | 5.5 | 8.2 | 1.1 | 9.9 | 4.7 |  | 5.0 |  | 4.5 |
| Total losses incurred |  |  | 60.7\% | 57.9\% | 51.6\% | 51.7 \% | 56.3\% | 48.9\% | 59.4\% | 52.7\% |  | 52.3\% |  | 52.1\% |
| Commercial Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | 1.6\% | -\% | 1.0\% | 0.8 \% | 1.7\% | -\% | 0.8\% | 0.9\% |  | 0.8\% |  | 0.9\% |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  | 6.5 | 2.6 | 6.2 | 5.1 | 4.4 | 4.2 | 4.6 | 4.3 |  | 4.5 |  | 5.0 |
| Large loss prior accident year reserve development |  |  | 2.1 | 1.4 | (0.7) | 0.5 | 2.2 | 3.7 | 1.8 | 2.8 |  | 2.2 |  | 1.4 |
| Total large losses incurred |  |  | 10.2\% | 4.0\% | 6.5\% | 6.4 \% | 8.3\% | 7.9\% | 7.2\% | 8.0\% |  | 7.5\% |  | 7.3\% |
| Losses incurred but not reported |  |  | (4.8) | 3.2 | 5.1 | 6.0 | 4.3 | 3.5 | (0.9) | 3.9 |  | 4.6 |  | 4.8 |
| Other losses excluding catastrophe losses |  |  | 41.0 | 40.6 | 35.6 | 33.6 | 35.4 | 35.6 | 40.8 | 35.7 |  | 34.8 |  | 35.0 |
| Catastrophe losses |  |  | 8.3 | 8.3 | 1.6 | 5.2 | 6.9 | 0.3 | 8.3 | 3.6 |  | 4.2 |  | 3.5 |
| Total losses incurred |  |  | 54.7\% | 56.1\% | 48.8\% | 51.2 \% | 54.9\% | 47.3\% | 55.4\% | 51.2\% |  | 51.1\% |  | 50.6\% |
| Personal Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | -\% | -\% | -\% | - \% | -\% | -\% | -\% | -\% |  | -\% |  | -\% |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  | 1.7 | 1.4 | 5.7 | 5.0 | 1.3 | 1.3 | 1.5 | 1.3 |  | 2.6 |  | 3.4 |
| Large loss prior accident year reserve development |  |  | 0.6 | 0.3 | (1.2) | (0.2) | 3.3 | - | 0.5 | 1.7 |  | 1.3 |  | 0.7 |
| Total large losses incurred |  |  | 2.3\% | 1.7\% | 4.5\% | 4.8 \% | 4.6\% | 1.3\% | 2.0\% | 3.0\% |  | 3.9\% |  | 4.1\% |
| Losses incurred but not reported |  |  | 3.5 | (2.0) | 3.9 | (11.1) | (2.2) | 0.1 | 0.8 | (1.1) |  | (4.5) |  | (2.3) |
| Other losses excluding catastrophe losses |  |  | 53.6 | 54.5 | 46.6 | 53.6 | 45.8 | 48.9 | 54.0 | 47.4 |  | 49.1 |  | 48.5 |
| Catastrophe losses |  |  | 20.0 | 10.6 | 7.6 | 6.7 | 12.4 | 3.3 | 15.4 | 7.9 |  | 7.5 |  | 7.5 |
| Total losses incurred |  |  | 79.4\% | 64.8\% | 62.6\% | 54.0 \% | 60.6\% | 53.6\% | 72.2\% | 57.2\% |  | 56.0\% |  | 57.8\% |
| Excess \& Surplus Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year losses greater than \$5,000,000 |  |  | -\% | -\% | -\% | - \% | -\% | -\% | -\% | -\% |  | -\% |  | -\% |
| Current accident year losses \$1,000,000-\$5,000,000 |  |  | 3.1 | 3.2 | 3.3 | 3.6 | - | 4.2 | 3.1 | 2.0 |  | 2.6 |  | 2.7 |
| Large loss prior accident year reserve development |  |  | - | (0.3) | (0.1) | (4.3) | 7.8 | - | (0.1) | 4.0 |  | 1.0 |  | 0.8 |
| Total large losses incurred |  |  | 3.1\% | 2.9\% | 3.2\% | (0.7)\% | 7.8\% | 4.2\% | 3.0\% | 6.0\% |  | 3.6\% |  | 3.5\% |
| Losses incurred but not reported |  |  | 25.7 | 13.1 | 19.7 | 25.9 | 1.0 | 19.6 | 19.6 | 10.1 |  | 15.7 |  | 16.8 |
| Other losses excluding catastrophe losses |  |  | 15.1 | 21.6 | 3.5 | 15.9 | 41.4 | 22.9 | 18.3 | 32.5 |  | 26.6 |  | 20.3 |
| Catastrophe losses |  |  | 2.7 | 3.0 | (1.7) | 2.4 | 1.9 | 0.4 | 2.8 | 1.1 |  | 1.6 |  | 0.7 |
| Total losses incurred |  |  | 46.6\% | 40.6\% | 24.7\% | 43.5 \% | 52.1\% | 47.1\% | 43.7\% | 49.7\% |  | 47.5\% |  | 41.3\% |

[^2]Consolidated Cincinnati Insurance Companies Loss Claim Count Detail

|  | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended 12/31/14 12/31/13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year reported claim count greater than $\$ 5,000,000$ |  |  | 2 | - | 1 | 1 | 2 | - | 2 | 2 |  | 3 |  | 4 |
| Current accident year reported claim count \$1,000,000 - \$5,000,000 |  |  | 34 | 15 | 31 | 29 | 21 | 18 | 52 | 41 |  | 72 |  | 108 |
| Prior accident year reported claim count on large losses |  |  | 10 | 8 | 10 | 5 | 14 | 20 | 18 | 35 |  | 41 |  | 47 |
| Non-Catastrophe reported claim count on large losses subtotal |  |  | 46 | 23 | 42 | 35 | 37 | 38 | 72 | 78 |  | 116 |  | 159 |
| Commercial Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year reported claim count greater than $\$ 5,000,000$ |  |  | 2 | - | 1 | 1 | 2 | - | 2 | 2 |  | 3 |  | 4 |
| Current accident year reported claim count \$1,000,000 - \$5,000,000 |  |  | 30 | 11 | 20 | 21 | 18 | 14 | 43 | 34 |  | 56 |  | 80 |
| Prior accident year reported claim count on large losses |  |  | 9 | 7 | 10 | 4 | 12 | 17 | 17 | 30 |  | 35 |  | 42 |
| Non-Catastrophe reported claim count on large losses subtotal |  |  | 41 | 18 | 31 | 26 | 32 | 31 | 62 | 66 |  | 94 |  | 126 |
| Personal Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year reported claim count greater than $\$ 5,000,000$ |  |  | - | - | - | - | - | - | - | - |  | - |  | - |
| Current accident year reported claim count $\$ 1,000,000-\$ 5,000,000$ |  |  | 3 | 3 | 10 | 7 | 3 | 3 | 7 | 6 |  | 14 |  | 25 |
| Prior accident year reported claim count on large losses |  |  | 1 | 1 | - | 1 | - | 3 | 1 | 3 |  | 5 |  | 4 |
| Non-Catastrophe reported claim count on large losses subtotal |  |  | 4 | 4 | 10 | 8 | 3 | 6 | 8 | 9 |  | 19 |  | 29 |
| Excess \& Surplus Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current accident year reported claim count greater than $\$ 5,000,000$ |  |  | - | - | - | - | - | - | - | - |  | - |  | - |
| Current accident year reported claim count \$1,000,000 - \$5,000,000 |  |  | 1 | 1 | 1 | 1 | - | 1 | 2 | 1 |  | 2 |  | 3 |
| Prior accident year reported claim count on large losses |  |  | - | - | - | - | 2 | - | - | 2 |  | 1 |  | 1 |
| Non-Catastrophe reported claim count on large losses subtotal |  |  | 1 | 1 | 1 | 1 | 2 | 1 | 2 | 3 |  | 3 |  | 4 |

*The sum of quarterly amounts may not equal the full year as each is computed independently.

## Consolidated Cincinnati Insurance Companies

Agency Direct Written Premiums by Agency State by Line of Business for the Six Months Ended June 30, 2014

|  | Commercial Lines |  |  |  |  |  |  |  | Personal Lines |  |  |  |  | E\&S | Consolidated |  | Comm'l Change \% | Personal Change \% | E \& S <br> Change \% | Consol Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk State | Comm Casualty | Comm Property | Comm Auto | Workers' Comp | Spec Packages | Mgmt Liab \& Surety |  | Mach \& Equipment | Personal Auto |  | Home Owner |  | her sonal | All Lines | 2014 <br> Total | 2013 <br> Total |  |  |  |  |
| OH | \$ 79.7 | \$ 65.2 | \$ 40.8 | \$ - | \$ 5.1 | \$ 12.0 | \$ | \$ 3.8 | \$ 63.1 | \$ | 56.4 | \$ | 17.8 | \$ 7.1 | \$ 351.0 | \$ 345.5 | 1.3 | 2.3 | 14.2 | 1.9 |
| IL | 34.0 | 27.7 | 16.0 | 29.8 | 3.7 | 3.6 |  | 1.8 | 16.2 |  | 15.0 |  | 4.3 | 5.7 | 157.8 | 150.7 | 4.1 | 2.9 | 34.3 | 4.7 |
| IN | 28.2 | 25.4 | 15.7 | 16.8 | 2.1 | 3.2 |  | 1.7 | 16.6 |  | 18.5 |  | 4.3 | 5.3 | 137.8 | 133.2 | 3.1 | 2.4 | (0.5) | 2.7 |
| PA | 31.6 | 22.2 | 21.0 | 28.6 | 3.0 | 3.5 |  | 1.4 | 6.5 |  | 4.9 |  | 2.0 | 3.0 | 127.7 | 121.0 | 4.9 | 8.9 | 12.5 | 5.5 |
| GA | 18.9 | 18.4 | 13.6 | 7.2 | 3.0 | 3.4 |  | 1.0 | 19.3 |  | 20.3 |  | 5.3 | 4.6 | 115.0 | 105.6 | 11.7 | 5.1 | 8.8 | 8.9 |
| MI | 22.1 | 17.4 | 11.5 | 11.3 | 2.9 | 3.6 |  | 1.4 | 19.5 |  | 14.4 |  | 2.5 | 3.3 | 109.9 | 98.2 | 9.2 | 18.7 | 4.8 | 12.0 |
| NC | 21.2 | 21.6 | 11.6 | 10.4 | 4.6 | 4.0 |  | 1.3 | 14.4 |  | 11.2 |  | 3.7 | 3.3 | 107.3 | 96.2 | 9.2 | 15.5 | 36.2 | 11.5 |
| TN | 18.6 | 17.2 | 11.6 | 6.3 | 3.8 | 2.8 |  | 1.1 | 8.7 |  | 10.4 |  | 2.8 | 2.0 | 85.3 | 77.8 | 7.3 | 12.8 | 64.7 | 9.6 |
| AL | 13.8 | 16.7 | 6.3 | 0.6 | 3.4 | 2.0 |  | 0.9 | 9.9 |  | 16.3 |  | 3.4 | 3.7 | 77.0 | 66.3 | 22.0 | 5.3 | 58.3 | 16.2 |
| KY | 13.3 | 15.7 | 10.0 | 2.0 | 2.1 | 1.4 |  | 0.8 | 13.6 |  | 12.6 |  | 3.1 | 2.3 | 76.9 | 73.8 | 4.0 | 5.7 | (6.7) | 4.3 |
| VA | 17.9 | 14.7 | 11.5 | 10.3 | 1.4 | 3.6 |  | 0.8 | 5.4 |  | 4.8 |  | 1.6 | 2.8 | 74.8 | 70.5 | 5.0 | 6.8 | 31.4 | 6.1 |
| WI | 16.8 | 12.4 | 8.5 | 17.8 | 1.4 | 1.7 |  | 1.1 | 4.3 |  | 4.7 |  | 1.8 | 1.9 | 72.4 | 72.2 | 0.3 | (1.0) | 13.7 | 0.4 |
| MN | 16.2 | 11.6 | 6.0 | 5.1 | 1.1 | 1.5 |  | 0.7 | 8.4 |  | 8.5 |  | 1.8 | 1.9 | 62.8 | 58.3 | 6.7 | 9.0 | 22.2 | 7.8 |
| TX | 22.4 | 14.9 | 14.8 | 0.7 | 0.4 | 1.1 |  | 1.1 | - |  | - |  | - | 6.9 | 62.3 | 55.1 | 10.6 | (11.2) | 37.6 | 13.1 |
| MO | 14.7 | 15.0 | 8.1 | 6.9 | 2.4 | 1.3 |  | 1.0 | 3.1 |  | 4.4 |  | 1.0 | 3.2 | 61.1 | 57.8 | 4.1 | 7.1 | 31.1 | 5.7 |
| IA | 10.1 | 9.2 | 4.5 | 9.8 | 1.0 | 1.8 |  | 0.6 | 2.4 |  | 2.8 |  | 0.9 | 1.1 | 44.2 | 45.8 | (4.8) | 1.3 | 12.2 | (3.7) |
| MD | 10.3 | 5.7 | 7.8 | 6.0 | 0.7 | 1.1 |  | 0.4 | 2.9 |  | 2.3 |  | 0.7 | 1.3 | 39.2 | 35.6 | 6.2 | 33.8 | 33.2 | 10.4 |
| FL | 12.9 | 9.0 | 4.1 | 0.5 | 0.2 | 0.9 |  | 0.3 | 3.6 |  | 4.7 |  | 0.9 | 2.2 | 39.3 | 35.5 | 20.8 | (16.3) | 44.0 | 10.4 |
| NY | 16.5 | 7.7 | 6.1 | 1.7 | 0.3 | 1.6 |  | 0.6 | 1.7 |  | 0.7 |  | 0.2 | 1.4 | 38.5 | 38.1 | (4.0) | nm | 37.4 | 0.8 |
| AR | 5.4 | 8.6 | 3.8 | 1.4 | 2.2 | 0.8 |  | 0.5 | 4.2 |  | 4.9 |  | 1.1 | 1.3 | 34.2 | 30.6 | 8.3 | 22.1 | 17.9 | 12.5 |
| KS | 5.9 | 6.9 | 3.4 | 3.8 | 0.9 | 1.0 |  | 0.4 | 2.7 |  | 3.6 |  | 0.7 | 0.5 | 29.8 | 27.8 | 8.3 | 3.7 | 8.5 | 7.2 |
| AZ | 7.9 | 5.2 | 6.3 | 3.2 | 0.4 | 0.7 |  | 0.1 | 2.3 |  | 1.6 |  | 0.6 | 1.3 | 29.6 | 24.3 | 18.7 | 29.0 | 52.3 | 21.4 |
| UT | 8.6 | 3.9 | 5.9 | 0.3 | 0.5 | 1.1 |  | 0.2 | 3.8 |  | 1.8 |  | 0.4 | 0.9 | 27.4 | 24.2 | 17.2 | 7.9 | 2.0 | 14.4 |
| SC | 5.7 | 5.1 | 4.1 | 2.0 | 1.3 | 0.9 |  | 0.2 | 3.9 |  | 2.5 |  | 0.7 | 1.1 | 27.5 | 24.5 | 5.8 | 29.7 | 38.5 | 12.3 |
| CO | 8.4 | 4.9 | 5.4 | 0.2 | 0.1 | 0.6 |  | 0.4 | - |  | 0.1 |  | - | 2.3 | 22.4 | 16.0 | 35.4 | 25.0 | 82.9 | 39.0 |
| MT | 7.9 | 4.3 | 4.4 | 0.1 | 0.4 | 0.3 |  | 0.3 | 1.3 |  | 1.3 |  | 0.3 | 0.4 | 21.0 | 18.8 | 11.9 | 11.0 | 8.8 | 11.7 |
| NE | 4.4 | 4.8 | 2.4 | 4.0 | 0.6 | 0.8 |  | 0.3 | 0.4 |  | 0.6 |  | 0.1 | 1.1 | 19.5 | 18.8 | 1.1 | 3.6 | 57.8 | 3.3 |
| ID | 6.6 | 3.8 | 4.1 | 0.1 | 0.4 | 0.5 |  | 0.3 | 1.5 |  | 1.0 |  | 0.3 | 0.7 | 19.3 | 17.1 | 11.9 | 17.5 | 20.9 | 13.0 |
| WV | 5.3 | 4.5 | 3.8 | 1.7 | 0.6 | 0.3 |  | 0.3 | - |  | 0.3 |  | 0.1 | 1.4 | 18.3 | 16.4 | 10.5 | 2.9 | 24.3 | 11.3 |
| OR | 3.9 | 2.7 | 3.0 | 0.1 | - | 0.7 |  | 0.3 | 0.6 |  | 0.3 |  | 0.1 | 1.8 | 13.5 | 7.6 | 79.6 | nm | 46.0 | 78.1 |
| VT | 2.2 | 2.1 | 1.6 | 3.6 | 0.5 | 0.7 |  | 0.1 | 0.7 |  | 0.7 |  | 0.2 | 0.5 | 12.9 | 13.1 | (2.7) | 3.7 | 17.2 | (1.3) |
| ND | 4.7 | 3.0 | 2.6 | - | 0.4 | 0.4 |  | 0.2 | 0.4 |  | 0.4 |  | 0.1 | 0.2 | 12.4 | 12.2 | 0.5 | 10.8 | 32.4 | 1.6 |
| WA | 3.5 | 2.3 | 2.4 | - | - | 0.6 |  | 0.2 | - |  | - |  | - | 0.7 | 9.7 | 7.4 | 32.1 | 7.9 | 22.2 | 31.3 |
| NH | 2.0 | 1.5 | 1.0 | 1.9 | 0.3 | 0.3 |  | 0.1 | 0.9 |  | 0.8 |  | 0.3 | 0.3 | 9.4 | 8.8 | 10.0 | (2.1) | 1.1 | 6.8 |
| NM | 3.1 | 1.6 | 2.0 | 0.6 | 0.1 | 0.8 |  | - | - |  | - |  | - | 0.4 | 8.6 | 6.5 | 32.0 | nm | 53.3 | 33.0 |
| SD | 1.7 | 2.0 | 1.0 | 1.7 | 0.3 | 0.3 |  | 0.1 | - |  | - |  | - | 0.3 | 7.4 | 6.8 | 7.1 | (98.0) | 3.9 | 6.8 |
| DE | 2.0 | 1.4 | 1.2 | 1.1 | 0.2 | 0.2 |  | 0.1 | - |  | - |  | - | 0.2 | 6.4 | 5.4 | 17.0 | 20.8 | 51.0 | 17.7 |
| CT | 1.8 | 1.5 | 0.6 | 0.6 | - | 0.1 |  | 0.1 | 0.1 |  | 0.1 |  | - | 0.2 | 5.1 | 2.9 | 71.2 | nm | 0.0 | 72.3 |
| WY | 1.2 | 1.1 | 0.6 | - | - | 0.1 |  | - | - |  | - |  | - | 0.2 | 3.2 | 2.3 | 38.5 | 12.8 | 63.7 | 40.1 |
| All Other | 2.7 | 1.2 | 1.6 | 3.0 | (0.1) | 1.0 |  | 0.3 | 0.1 |  | 0.3 |  | (0.2) | 0.9 | 10.8 | 9.0 | 19.5 | (2.1) | (18.2) | 16.8 |
| Total | \$ 514.1 | \$ 420.1 | \$ 290.7 | \$ 201.2 | \$ 51.7 | \$ 66.3 | \$ | \$ 26.3 | \$ 242.5 | \$ | 233.2 | \$ | 62.9 | \$ 79.7 | \$ 2,188.7 | \$ 2,037.7 | 6.9 | 6.8 | 24.0 | 7.4 |
| Other Direct | - | 1.1 | 2.4 | 2.7 | - | - |  | - | 5.0 |  | 0.1 |  | - | - | 11.3 | 9.0 | 31.1 | 22.9 | nm | 26.7 |
| Total Direct | \$ 514.1 | \$ 421.2 | \$ 293.1 | \$ 203.9 | \$ 51.7 | \$ 66.3 | \$ | \$ 26.3 | \$247.5 | \$ | 233.3 | \$ | 62.9 | \$ 79.7 | \$ 2,200.0 | \$ 2,046.7 | 7.0 | 6.9 | 24.0 | 7.5 |

*Dollar amounts shown are rounded to the nearest hundred thousand; certain amounts may not add due to rounding. Percentage changes are calculated based on whole dollar amounts.
*nm - Not meaningful

Quarterly Property Casualty Data - Commercial Lines


CINF Second-Quarter 2014 Supplemental Financial Data

Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  | Nine months ended |  |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 |  | /31/14 |  | /31/13 |  | /30/13 |  | /30/13 |  | /31/13 |  | 30/14 |  | 0/13 | 9/30/14 |  | 0/13 | 12/31/14 |  | 31/13 |
| Personal auto: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  |  | \$ 133 | \$ | 107 | \$ | 107 | \$ | 128 | \$ | 125 | \$ | 100 | \$ | 240 | \$ | 225 |  | \$ | 353 |  | \$ | 460 |
| Earned premiums |  |  | 117 |  | 116 |  | 115 |  | 112 |  | 109 |  | 107 |  | 233 |  | 216 |  |  | 328 |  |  | 443 |
| Current accident year before catastrophe losses |  |  | 80.5\% |  | 79.5\% |  | 73.2\% |  | 71.7\% |  | 85.4\% |  | 66.9\% |  | 80.1\% |  | 76.3\% |  |  | 74.7\% |  |  | 74.3\% |
| Current accident year catastrophe losses |  |  | 4.9 |  | 0.5 |  | 0.4 |  | 1.3 |  | 1.4 |  | 1.4 |  | 2.7 |  | 1.4 |  |  | 1.4 |  |  | 1.1 |
| Prior accident years before catastrophe losses |  |  | (1.7) |  | (3.4) |  | 2.7 |  | (0.4) |  | (10.2) |  | 7.9 |  | (2.6) |  | (1.2) |  |  | (0.9) |  |  | - |
| Prior accident years catastrophe losses |  |  | (0.2) |  | (0.4) |  | - |  | (0.4) |  | (0.4) |  | (0.3) |  | (0.3) |  | (0.4) |  |  | (0.4) |  |  | (0.3) |
| Total loss and loss expense ratio |  |  | 83.5\% |  | 76.2\% |  | 76.3\% |  | 72.2\% |  | 76.2\% |  | 75.9\% |  | 79.9\% |  | 76.1\% |  |  | 74.8\% |  |  | 75.1\% |
| Homeowner: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  |  | \$ 128 | \$ | 98 | \$ | 105 | \$ | 118 |  | 116 | \$ | 89 | \$ | 226 | \$ | 205 |  | \$ |  |  | \$ | 428 |
| Earned premiums |  |  | 111 |  | 109 |  | 105 |  | 103 |  | 99 |  | 96 |  | 220 |  | 195 |  |  | 298 |  |  | 403 |
| Current accident year before catastrophe losses |  |  | 59.5\% |  | 61.3\% |  | 52.5\% |  | 55.2\% |  | 50.5\% |  | 40.6\% |  | 60.4\% |  | 45.6\% |  |  | 48.9\% |  |  | 49.9\% |
| Current accident year catastrophe losses |  |  | 41.5 |  | 28.3 |  | 16.1 |  | 18.7 |  | 30.1 |  | 9.4 |  | 35.0 |  | 19.9 |  |  | 19.5 |  |  | 18.6 |
| Prior accident years before catastrophe losses |  |  | 3.6 |  | (6.5) |  | 0.2 |  | (3.2) |  | (7.4) |  | (0.7) |  | (1.4) |  | (4.1) |  |  | (3.8) |  |  | (2.8) |
| Prior accident years catastrophe losses |  |  | (0.9) |  | (5.4) |  | 0.6 |  | (4.2) |  | (2.0) |  | (2.4) |  | (3.2) |  | (2.2) |  |  | (2.9) |  |  | (2.0) |
| Total loss and loss expense ratio |  |  | 103.7\% |  | 77.7\% |  | 69.4\% |  | 66.5\% |  | 71.2\% |  | 46.9\% |  | 90.8\% |  | 59.2\% |  |  | 61.7\% |  |  | 63.7\% |
| Other personal: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  |  | \$ 33 | \$ | 26 | \$ | 27 | \$ | 32 | \$ | 32 | \$ | 26 | \$ | 59 | \$ | 58 |  | \$ | 90 |  | \$ | 117 |
| Earned premiums |  |  | 30 |  | 29 |  | 29 |  | 29 |  | 29 |  | 28 |  | 59 |  | 57 |  |  | 86 |  |  | 115 |
| Current accident year before catastrophe losses |  |  | 42.3\% |  | 46.5\% |  | 57.2\% |  | 56.3\% |  | 52.5\% |  | 56.7\% |  | 44.3\% |  | 54.5\% |  |  | 55.2\% |  |  | 55.7\% |
| Current accident year catastrophe losses |  |  | 7.9 |  | 7.8 |  | 3.1 |  | 5.5 |  | 4.3 |  | 1.5 |  | 7.8 |  | 2.9 |  |  | 3.8 |  |  | 3.6 |
| Prior accident years before catastrophe losses |  |  | (5.4) |  | (1.9) |  | (2.1) |  | (39.8) |  | (17.8) |  | (1.5) |  | (3.6) |  | (9.5) |  |  | (19.9) |  |  | (15.4) |
| Prior accident years catastrophe losses |  |  | (0.5) |  | 0.2 |  | 0.2 |  | (1.6) |  | (0.9) |  | (1.2) |  | (0.1) |  | (1.1) |  |  | (1.3) |  |  | (0.9) |
| Total loss and loss expense ratio |  |  | 44.3\% |  | 52.6\% |  | 58.4\% |  | 20.4\% |  | 38.1\% |  | 55.5\% |  | 48.4\% |  | 46.8\% |  |  | 37.8\% |  |  | 43.0\% |

Quarterly Property Casualty Data - Excess \& Surplus Lines


[^3]
## Cincinnati Insurance Companies Consolidated

| （In millions） |  | Paid |  |  |  | $\begin{aligned} & \text { otal } \\ & \text { aid } \end{aligned}$ |  |  |  |  |  |  |  |  |  | ase rred |  |  |  |  |  | tal <br> rred |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial casualty | \＄ | 158 | \＄ | 72 | \＄ | 230 | \＄ | 32 | \＄ | （3） | \＄ | （1） | \＄ | 28 | \＄ | 190 | \＄ | （3） | \＄ | 71 | \＄ | 258 |
| Commercial property |  | 207 |  | 19 |  | 226 |  | 53 |  | （27） |  | （1） |  | 26 |  | 260 |  | （27） |  | 19 |  | 252 |
| Commercial auto |  | 141 |  | 25 |  | 166 |  | 13 |  | 16 |  | 3 |  | 32 |  | 154 |  | 16 |  | 28 |  | 198 |
| Workers＇compensation |  | 105 |  | 20 |  | 125 |  | （12） |  | 23 |  | （5） |  | 6 |  | 93 |  | 23 |  | 15 |  | 131 |
| Specialty packages |  | 48 |  | 9 |  | 57 |  | 19 |  | （7） |  | （2） |  | 10 |  | 67 |  | （7） |  | 7 |  | 67 |
| Management liability and surety |  | 38 |  | 8 |  | 46 |  | （21） |  | 8 |  | 3 |  | （10） |  | 17 |  | 8 |  | 11 |  | 36 |
| Machinery and equipment |  | 4 |  | － |  | 4 |  | 2 |  | （4） |  | － |  | （2） |  | 6 |  | （4） |  | － |  | 2 |
| Total commercial lines |  | 701 |  | 153 |  | 854 |  | 86 |  | 6 |  | （2） |  | 90 |  | 787 |  | 6 |  | 151 |  | 944 |
| Personal auto |  | 147 |  | 25 |  | 172 |  | 6 |  | 7 |  | 2 |  | 15 |  | 153 |  | 7 |  | 27 |  | 187 |
| Homeowners |  | 151 |  | 14 |  | 165 |  | 27 |  | 6 |  | 2 |  | 35 |  | 178 |  | 6 |  | 16 |  | 200 |
| Other personal |  | 23 |  | 2 |  | 25 |  | 2 |  | 1 |  | － |  | 3 |  | 25 |  | 1 |  | 2 |  | 28 |
| Total personal lines |  | 321 |  | 41 |  | 362 |  | 35 |  | 14 |  | 4 |  | 53 |  | 356 |  | 14 |  | 45 |  | 415 |
| Commercial casualty \＆property |  | 8 |  | 6 |  | 14 |  | 8 |  | 13 |  | 3 |  | 24 |  | 16 |  | 13 |  | 9 |  | 38 |
| Total excess \＆surplus lines |  | 8 |  | 6 |  | 14 |  | 8 |  | 13 |  | 3 |  | 24 |  | 16 |  | 13 |  | 9 |  | 38 |
| Total property casualty | \＄ | 1，030 | \＄ | 200 | \＄ | 1，230 | \＄ | 129 | \＄ | 33 | \＄ | 5 | \＄ | 167 | \＄ | 1，159 | \＄ | 33 | \＄ | 205 | \＄ | 1，397 |
| Ceded loss and loss expense incurred for the six months ended June 30， 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial casualty | \＄ | 15 | \＄ | － | \＄ | 15 | \＄ | （12） | \＄ | 3 | \＄ | （2） | \＄ | （11） | \＄ | 3 | \＄ | 3 | \＄ | （2） | \＄ | 4 |
| Commercial property |  | 1 |  | － |  | 1 |  | （1） |  | （1） |  | － |  | （2） |  | － |  | （1） |  | － |  | （1） |
| Commercial auto |  | 1 |  | － |  | 1 |  | － |  | （1） |  | － |  | － |  | 1 |  | － |  | － |  | 1 |
| Workers＇compensation |  | 9 |  | － |  | 9 |  | 1 |  | 1 |  | － |  | 2 |  | 10 |  | 1 |  | － |  | 11 |
| Specialty packages |  | 1 |  | － |  | 1 |  | － |  | － |  | － |  | － |  | 1 |  | － |  | － |  | 1 |
| Management liability and surety |  | 2 |  | － |  | 2 |  | （4） |  | － |  | － |  | （4） |  | （2） |  | － |  | － |  | （2） |
| Machinery and equipment |  | $\overline{-}$ |  | － |  | － |  | － |  | － |  | － |  | － |  |  |  | ＝ |  | ＝ |  | － |
| Total commercial lines |  | 29 |  | － |  | 29 |  | （16） |  | 3 |  | （2） |  | （15） |  | 13 |  | 3 |  | （2） |  | 14 |
| Personal auto |  | ， |  | － |  | 1 |  | － |  | － |  | － |  | － |  | 1 |  | － |  | － |  | 1 |
| Homeowners |  | ， |  | － |  | 1 |  | （1） |  | （1） |  | － |  | （2） |  | － |  | （1） |  | － |  | （1） |
| Other personal |  | － |  | － |  | － |  |  |  |  |  | － |  | － |  | － |  |  |  | － |  | － |
| Total personal lines |  | 2 |  | － |  | 2 |  | （1） |  | （1） |  | － |  | （2） |  | 1 |  | （1） |  | － |  | － |
| Commercial casualty \＆property |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  | － |  | － |
| Total excess \＆surplus lines |  | 二 |  | ＝ |  | $\bar{\square}$ |  | － |  | － |  | 二 |  | － |  | － |  | － |  | 二 |  |  |
| Total property casualty | \＄ | 31 | \＄ | － | \＄ | 31 | \＄ | （17） | \＄ | 2 | \＄ | （2） | \＄ | （17） | \＄ | 14 | \＄ | 2 | \＄ | （2） | \＄ | 14 |
| Net loss and loss expense incurred for the six months ended June 30， 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial casualty | \＄ | 143 | \＄ | 72 | \＄ | 215 | \＄ | 44 | \＄ | （6） | \＄ | 1 | \＄ | 39 | \＄ | 187 | \＄ | （6） | \＄ | 73 | \＄ | 254 |
| Commercial property |  | 206 |  | 19 |  | 225 |  | 54 |  | （26） |  | － |  | 28 |  | 260 |  | （26） |  | 19 |  | 253 |
| Commercial auto |  | 140 |  | 25 |  | 165 |  | 13 |  | 16 |  | 3 |  | 32 |  | 153 |  | 16 |  | 28 |  | 197 |
| Workers＇compensation |  | 96 |  | 20 |  | 116 |  | （13） |  | 22 |  | （5） |  | 4 |  | 83 |  | 22 |  | 15 |  | 120 |
| Specialty packages |  | 47 |  | 9 |  | 56 |  | 19 |  | （7） |  | （2） |  | 10 |  | 66 |  | （7） |  | 7 |  | 66 |
| Management liability and surety |  | 36 |  | 8 |  | 44 |  | （17） |  | 8 |  | 3 |  | （6） |  | 19 |  | 8 |  | 11 |  | 38 |
| Machinery and equipment |  | 4 |  | － |  | 4 |  | 2 |  | （4） |  | － |  | （2） |  | 6 |  | （4） |  | － |  | 2 |
| Total commercial lines |  | 672 |  | 153 |  | 825 |  | 102 |  | 3 |  | － |  | 105 |  | 774 |  | 3 |  | 153 |  | 930 |
| Personal auto |  | 146 |  | 25 |  | 171 |  | 6 |  | 7 |  | 2 |  | 15 |  | 152 |  | 7 |  | 27 |  | 186 |
| Homeowners |  | 150 |  | 14 |  | 164 |  | 28 |  | 7 |  | 2 |  | 37 |  | 178 |  | 7 |  | 16 |  | 201 |
| Other personal |  | 23 |  | 2 |  | 25 |  | 2 |  | 1 |  | － |  | 3 |  | 25 |  | 1 |  | 2 |  | 28 |
| Total personal lines |  | 319 |  | 41 |  | 360 |  | 36 |  | 15 |  | 4 |  | 55 |  | 355 |  | 15 |  | 45 |  | 415 |
| Commercial casualty \＆property |  | 8 |  | 6 |  | 14 |  | 8 |  | 13 |  | 3 |  | 24 |  | 16 |  | 13 |  | 9 |  | 38 |
| Total excess \＆surplus lines |  | 8 |  | 6 |  | 14 |  | 8 |  | 13 |  | 3 |  | 24 |  | 16 |  | 13 |  | 9 |  | 38 |
| Total property casualty | \＄ | 999 | \＄ | 200 | \＄ | 1，199 | \＄ | 146 | \＄ | 31 | \＄ | 7 | \＄ | 184 | \＄ | 1，145 | \＄ | 31 | \＄ | 207 | \＄ | 1，383 |

## Cincinnati Insurance Companies Consolidated



## Consolidated Cincinnati Insurance Companies <br> Quarterly Property Casualty Data - Consolidated

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 |  | 3/31/14 |  | /31/13 |  | /30/13 |  | 30/13 |  | /31/13 | 6/30/14 | 6/30/13 | 9/30/14 | 9/30/13 | 12/31/14 | 12/31/13 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | \$ 974 | \$ | 956 | \$ | 854 | \$ | 915 | \$ | 879 | \$ | 845 | \$ 1,930 | \$ 1,724 |  | \$ 2,639 |  | \$ 3,493 |
| Agency new business written premiums |  |  | 133 |  | 123 |  | 128 |  | 141 |  | 139 |  | 135 | 256 | 274 |  | 415 |  | 543 |
| Other written premiums |  |  | (25) |  | (42) |  | (74) |  | (25) |  | (34) |  | (10) | (67) | (44) |  | (69) |  | (143) |
| Reported written premiums - statutory* |  |  | \$ 1,082 | \$ | 1,037 | \$ | 908 | \$ | 1,031 | \$ | 984 | \$ | 970 | \$ 2,119 | \$ 1,954 |  | \$ 2,985 |  | \$ 3,893 |
| Unearned premium change |  |  | (76) |  | (58) |  | 52 |  | (77) |  | (74) |  | (81) | (134) | (155) |  | (232) |  | (180) |
| Earned premiums |  |  | \$ 1,006 | \$ | 979 | \$ | 960 | \$ | 954 | \$ | 910 | \$ | 889 | \$ 1,985 | \$ 1,799 |  | \$ 2,753 |  | \$ 3,713 |
| Year over year change \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | 11\% |  | 13\% |  | 11\% |  | 13\% |  | 10\% |  | 11\% | 12\% | 11\% |  | 11\% |  | 11\% |
| Agency new business written premiums |  |  | (4) |  | (9) |  | (3) |  | 8 |  | 6 |  | 25 | (7) | 15 |  | 12 |  | 8 |
| Other written premiums |  |  | 26 |  | (320) |  | (12) |  | 34 |  | (31) |  | 63 | (52) | 17 |  | 24 |  | 9 |
| Reported written premiums - statutory* |  |  | 10 |  | 7 |  | 8 |  | 15 |  | 9 |  | 15 | 8 | 12 |  | 13 |  | 12 |
| Paid losses and loss expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses paid |  |  | \$ 517 | \$ | 484 | \$ | 477 | \$ | 470 | \$ | 431 | \$ | 424 | \$ 1,001 | \$ 855 |  | \$ 1,325 |  | \$ 1,802 |
| Loss expenses paid |  |  | 98 |  | 100 |  | 98 |  | 92 |  | 90 |  | 89 | 198 | 179 |  | 271 |  | 369 |
| Loss and loss expenses paid |  |  | \$ 615 | \$ | 584 | \$ | 575 | \$ | 562 | \$ | 521 | \$ | 513 | \$ 1,199 | \$ 1,034 |  | \$ 1,596 |  | \$ 2,171 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio |  |  | 60.7\% |  | 57.9\% |  | 51.6\% |  | 51.7\% |  | 56.3\% |  | 48.9\% | 59.4\% | 52.7\% |  | 52.3\% |  | 52.1\% |
| DCC expense ratio |  |  | 3.9 |  | 5.2 |  | 4.7 |  | 4.4 |  | 1.1 |  | 3.9 | 4.5 | 2.4 |  | 3.1 |  | 3.5 |
| AO expense ratio |  |  | 5.6 |  | 6.0 |  | 6.3 |  | 6.1 |  | 6.6 |  | 6.2 | 5.8 | 6.4 |  | 6.3 |  | 6.3 |
| Net underwriting expense ratio |  |  | 29.4 |  | 29.0 |  | 32.8 |  | 30.1 |  | 30.6 |  | 29.9 | 29.2 | 30.3 |  | 30.3 |  | 30.8 |
| Statutory combined ratio |  |  | 99.6\% |  | 98.1\% |  | 95.4\% |  | 92.3\% |  | 94.6\% |  | 88.9\% | 98.9\% | 91.8\% |  | 92.0\% |  | 92.7\% |
| Contribution from catastrophe losses |  |  | 11.4 |  | 8.9 |  | 3.2 |  | 5.7 |  | 8.3 |  | 1.2 | 10.2 | 4.8 |  | 5.1 |  | 4.6 |
| Statutory combined ratio excl. catastrophe losses |  |  | 88.2\% |  | 89.2\% |  | 92.2\% |  | 86.6\% |  | 86.3\% |  | 87.7\% | 88.7\% | 87.0\% |  | 86.9\% |  | 88.1\% |
| Commission expense ratio |  |  | 17.9\% |  | 17.7\% |  | 19.5\% |  | 18.5\% |  | 18.5\% |  | 17.9\% | 17.8\% | 18.2\% |  | 18.3\% |  | 18.6\% |
| Other expense ratio |  |  | 11.5 |  | 11.3 |  | 13.3 |  | 11.6 |  | 12.1 |  | 12.0 | 11.4 | 12.1 |  | 12.0 |  | 12.2 |
| Statutory expense ratio |  |  | 29.4\% |  | 29.0\% |  | 32.8\% |  | 30.1\% |  | 30.6\% |  | 29.9\% | 29.2\% | 30.3\% |  | 30.3\% |  | 30.8\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio |  |  | 100.9\% |  | 100.3\% |  | 93.9\% |  | 93.7\% |  | 96.4\% |  | 91.2\% | 100.6\% | 93.9\% |  | 93.8\% |  | 93.8\% |
| Contribution from catastrophe losses |  |  | 11.4 |  | 8.9 |  | 3.2 |  | 5.7 |  | 8.3 |  | 1.2 | 10.2 | 4.8 |  | 5.1 |  | 4.6 |
| GAAP combined ratio excl. catastrophe losses |  |  | 89.5\% |  | 91.4\% |  | 90.7\% |  | 88.0\% |  | 88.1\% |  | 90.0\% | 90.4\% | 89.1\% |  | 88.7\% |  | 89.2\% |

[^4]
## Consolidated Cincinnati Insurance Companies <br> Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 |  | /31/14 |  | /31/13 |  | 30/13 |  | 30/13 |  | /31/13 | 6/30/14 | 6/30/13 | 9/30/14 | 9/30/13 | 12/31/14 | 12/31/13 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | \$ 669 | \$ | 713 | \$ | 606 | \$ | 632 | \$ | 602 | \$ | 631 | \$ 1,382 | \$ 1,233 |  | \$ 1,865 |  | \$ 2,471 |
| Agency new business written premiums |  |  | 95 |  | 90 |  | 92 |  | 102 |  | 100 |  | 97 | 185 | 197 |  | 299 |  | 391 |
| Other written premiums |  |  | (16) |  | (32) |  | (63) |  | (15) |  | (24) |  | - | (48) | (24) |  | (39) |  | (102) |
| Reported written premiums - statutory* |  |  | \$ 748 | \$ | 771 | \$ | 635 | \$ | 719 | \$ | 678 | \$ | 728 | \$ 1,519 | \$ 1,406 |  | \$ 2,125 |  | \$ 2,760 |
| Unearned premium change |  |  | (34) |  | (79) |  | 45 |  | (39) |  | (33) |  | (97) | (113) | (130) |  | (169) |  | (124) |
| Earned premiums |  |  | \$ 714 | \$ | 692 | \$ | 680 | \$ | 680 | \$ | 645 | \$ | 631 | \$ 1,406 | \$ 1,276 |  | \$ 1,956 |  | \$ 2,636 |
| Year over year change \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | 11\% |  | 13\% |  | 10\% |  | 13\% |  | 9\% |  | 11\% | 12\% | 10\% |  | 11\% |  | 11\% |
| Agency new business written premiums |  |  | (4) |  | (7) |  | (4) |  | 13 |  | 10 |  | 29 | (6) | 19 |  | 17 |  | 11 |
| Other written premiums |  |  | 33 |  | nm |  | (11) |  | 46 |  | (41) |  | 100 | (100) | 35 |  | 40 |  | 16 |
| Reported written premiums - statutory* |  |  | 10 |  | 6 |  | 8 |  | 16 |  | 8 |  | 16 | 8 | 12 |  | 14 |  | 12 |
| Paid losses and loss expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses paid |  |  | \$ 347 | \$ | 327 | \$ | 327 | \$ | 306 | \$ | 286 | \$ | 297 | \$ 674 | \$ 585 |  | \$ 891 |  | \$ 1,218 |
| Loss expenses paid |  |  | 75 |  | 76 |  | 75 |  | 70 |  | 68 |  | 68 | 151 | 135 |  | 205 |  | 280 |
| Loss and loss expenses paid |  |  | \$ 422 | \$ | 403 | \$ | 402 | \$ | 376 | \$ | 354 | \$ | 365 | \$ 825 | \$ 720 |  | \$ 1,096 |  | \$ 1,498 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio |  |  | 54.7\% |  | 56.1\% |  | 48.8\% |  | 51.1\% |  | 54.9\% |  | 47.3\% | 55.4\% | 51.2\% |  | 51.2\% |  | 50.6\% |
| DCC expense ratio |  |  | 4.6 |  | 6.4 |  | 5.3 |  | 5.1 |  | 0.6 |  | 4.3 | 5.5 | 2.5 |  | 3.4 |  | 3.9 |
| AO expense ratio |  |  | 5.2 |  | 5.4 |  | 6.3 |  | 5.7 |  | 6.4 |  | 6.2 | 5.3 | 6.2 |  | 6.0 |  | 6.1 |
| Net underwriting expense ratio |  |  | 30.5 |  | 28.5 |  | 34.0 |  | 30.8 |  | 31.5 |  | 29.0 | 29.5 | 30.2 |  | 30.4 |  | 31.2 |
| Statutory combined ratio |  |  | 95.0\% |  | 96.4\% |  | 94.4\% |  | 92.7\% |  | 93.4\% |  | 86.8\% | 95.7\% | 90.1\% |  | 91.0\% |  | 91.8\% |
| Contribution from catastrophe losses |  |  | 8.6 |  | 8.5 |  | 1.7 |  | 5.4 |  | 7.1 |  | 0.4 | 8.5 | 3.8 |  | 4.4 |  | 3.7 |
| Statutory combined ratio excl. catastrophe losses |  |  | 86.4\% |  | 87.9\% |  | 92.7\% |  | 87.3\% |  | 86.3\% |  | 86.4\% | 87.2\% | 86.3\% |  | 86.6\% |  | 88.1\% |
| Commission expense ratio |  |  | 17.7\% |  | 16.4\% |  | 19.1\% |  | 18.0\% |  | 17.9\% |  | 16.5\% | 17.0\% | 17.2\% |  | 17.4\% |  | 17.8\% |
| Other expense ratio |  |  | 12.8 |  | 12.1 |  | 14.9 |  | 12.8 |  | 13.6 |  | 12.5 | 12.5 | 13.0 |  | 13.0 |  | 13.5 |
| Statutory expense ratio |  |  | 30.5\% |  | 28.5\% |  | 34.0\% |  | 30.8\% |  | 31.5\% |  | 29.0\% | 29.5\% | 30.2\% |  | 30.4\% |  | 31.3\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio |  |  | 96.3\% |  | 99.9\% |  | 92.7\% |  | 93.7\% |  | 94.9\% |  | 90.8\% | 98.1\% | 92.9\% |  | 93.2\% |  | 93.0\% |
| Contribution from catastrophe losses |  |  | 8.6 |  | 8.5 |  | 1.7 |  | 5.4 |  | 7.1 |  | 0.4 | 8.5 | 3.8 |  | 4.4 |  | 3.7 |
| GAAP combined ratio excl. catastrophe losses |  |  | 87.7\% |  | 91.4\% |  | 91.0\% |  | 88.3\% |  | 87.8\% |  | 90.4\% | 89.6\% | 89.1\% |  | 88.8\% |  | 89.3\% |

[^5]
## Consolidated Cincinnati Insurance Companies Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  | Nine months ended |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 |  | 3/31/14 |  | 2/31/13 |  | /30/13 |  | /30/13 |  | /31/13 |  | /30/14 |  | 30/13 | 9/30/14 | 9/30/13 | 12/31/14 |  | /31/13 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | \$ 276 | \$ | 218 | \$ | 224 | \$ | 258 | \$ | 251 | \$ | 195 | \$ | 494 | \$ |  |  | \$ 704 |  | \$ | 928 |
| Agency new business written premiums |  |  | 24 |  | 21 |  | 24 |  | 28 |  | 30 |  | 28 |  | 45 |  | 58 |  | 86 |  |  | 110 |
| Other written premiums |  |  | (6) |  | (8) |  | (9) |  | (8) |  | (8) |  | (8) |  | (14) |  | (16) |  | (24) |  |  | (33) |
| Reported written premiums - statutory* |  |  | \$ 294 | \$ | 231 | \$ | 239 | \$ | 278 | \$ | 273 | \$ | 215 | \$ | 525 | \$ | 488 |  | \$ 766 |  | \$ | 1,005 |
| Unearned premium change |  |  | (36) |  | 23 |  | 10 |  | (34) |  | (36) |  | 16 |  | (13) |  | (20) |  | (54) |  |  | (44) |
| Earned premiums |  |  | \$ 258 | \$ | 254 | \$ | 249 | \$ | 244 | \$ | 237 | \$ | 231 | \$ | 512 | \$ | 468 |  | \$ 712 |  | \$ | 961 |
| Year over year change \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | 10\% |  | 12\% |  | 10\% |  | 12\% |  | 11\% |  | 11\% |  | 11\% |  | 11\% |  | 11\% |  |  | 11\% |
| Agency new business written premiums |  |  | (20) |  | (25) |  | (11) |  | (10) |  | 3 |  | 17 |  | (22) |  | 9 |  | 2 |  |  | (1) |
| Other written premiums |  |  | 25 |  | 0 |  | (13) |  | 11 |  | (33) |  | (33) |  | 13 |  | (33) |  | (14) |  |  | (14) |
| Reported written premiums - statutory* |  |  | 8 |  | 7 |  | 8 |  | 10 |  | 9 |  | 11 |  | 8 |  | 10 |  | 10 |  |  | 9 |
| Paid losses and loss expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses paid |  |  | \$ 167 | \$ | 152 | \$ | 141 | \$ | 158 | \$ | 141 | \$ | 122 | \$ | 319 | \$ | 261 |  | \$ 419 |  | \$ | 560 |
| Loss expenses paid |  |  | 20 |  | 21 |  | 20 |  | 19 |  | 19 |  | 19 |  | 41 |  | 39 |  | 58 |  |  | 78 |
| Loss and loss expenses paid |  |  | \$ 187 | \$ | 173 | \$ | 161 | \$ | 177 | \$ | 160 | \$ | 141 | \$ | 360 | \$ | 300 |  | \$ 477 |  | \$ | 638 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio |  |  | 79.4\% |  | 64.8\% |  | 62.6\% |  | 54.1\% |  | 60.6\% |  | 53.6\% |  | 72.2\% |  | 57.2\% |  | 56.0\% |  |  | 57.8\% |
| DCC expense ratio |  |  | 1.6 |  | 1.6 |  | 1.9 |  | 2.1 |  | 1.5 |  | 1.4 |  | 1.6 |  | 1.5 |  | 1.7 |  |  | 1.7 |
| AO expense ratio |  |  | 6.7 |  | 7.7 |  | 6.9 |  | 7.5 |  | 7.4 |  | 6.3 |  | 7.2 |  | 6.8 |  | 7.1 |  |  | 7.0 |
| Net underwriting expense ratio |  |  | 26.6 |  | 30.5 |  | 30.1 |  | 28.4 |  | 28.5 |  | 32.8 |  | 28.3 |  | 30.4 |  | 29.7 |  |  | 29.8 |
| Statutory combined ratio |  |  | 114.3\% |  | 104.6\% |  | 101.5\% |  | 92.1\% |  | 98.0\% |  | 94.1\% |  | 109.3\% |  | 95.9\% |  | 94.5\% |  |  | 96.3\% |
| Contribution from catastrophe losses |  |  | 20.4 |  | 10.8 |  | 7.7 |  | 7.0 |  | 12.6 |  | 3.5 |  | 15.7 |  | 8.1 |  | 7.7 |  |  | 7.7 |
| Statutory combined ratio excl. catastrophe losses |  |  | 93.9\% |  | 93.8\% |  | 93.8\% |  | 85.1\% |  | 85.4\% |  | 90.6\% |  | 93.6\% |  | 87.8\% |  | 86.8\% |  |  | 88.6\% |
| Commission expense ratio |  |  | 17.4\% |  | 20.5\% |  | 19.5\% |  | 19.0\% |  | 19.0\% |  | 21.7\% |  | 18.8\% |  | 20.2\% |  | 19.7\% |  |  | 19.7\% |
| Other expense ratio |  |  | 9.2 |  | 10.0 |  | 10.6 |  | 9.4 |  | 9.5 |  | 11.1 |  | 9.5 |  | 10.2 |  | 10.0 |  |  | 10.0 |
| Statutory expense ratio |  |  | 26.6\% |  | 30.5\% |  | 30.1\% |  | 28.4\% |  | 28.5\% |  | 32.8\% |  | 28.3\% |  | 30.4\% |  | 29.7\% |  |  | 29.7\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio |  |  | 115.8\% |  | 103.0\% |  | 100.3\% |  | 94.5\% |  | 100.4\% |  | 91.6\% |  | 109.4\% |  | 96.1\% |  | 95.5\% |  |  | 96.8\% |
| Contribution from catastrophe losses |  |  | 20.4 |  | 10.8 |  | 7.7 |  | 7.0 |  | 12.6 |  | 3.5 |  | 15.7 |  | 8.1 |  | 7.7 |  |  | 7.7 |
| GAAP combined ratio excl. catastrophe losses |  |  | 95.4\% |  | 92.2\% |  | 92.6\% |  | 87.5\% |  | 87.8\% |  | 88.1\% |  | 93.7\% |  | 88.0\% |  | 87.8\% |  |  | 89.1\% |

[^6]
## Consolidated Cincinnati Insurance Companies <br> Quarterly Property Casualty Data - Excess \& Surplus Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  |  |  | Nine months ended |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 12/31/13 | 9/30/13 |  | 30/13 |  | 31/13 |  | 30/14 |  | 30/13 | 9/30/14 | 9/30/13 | 12/31/14 |  | 31/13 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | \$ 29 | \$ 25 | \$ 24 | \$ 25 | \$ | 26 | \$ | 19 | \$ | 54 | \$ | 45 |  | \$ 70 |  | \$ | 94 |
| Agency new business written premiums |  |  | 14 | 12 | 12 | 11 |  | 9 |  | 10 |  | 26 |  | 19 |  | 30 |  |  | 42 |
| Other written premiums |  |  | (3) | (2) | (2) | (2) |  | (2) |  | (2) |  | (5) |  | (4) |  | (6) |  |  | (8) |
| Reported written premiums - statutory* |  |  | \$ 40 | \$ 35 | \$ 34 | \$ 34 | \$ | 33 | \$ | 27 | \$ | 75 | \$ | 60 |  | \$ 94 |  | \$ | 128 |
| Unearned premium change |  |  | (6) | (2) | (3) | (4) |  | (5) |  | - |  | (8) |  | (5) |  | (9) |  |  | (12) |
| Earned premiums |  |  | \$ 34 | \$ 33 | \$ 31 | \$ 30 | \$ | 28 | \$ | 27 | \$ | 67 | \$ | 55 |  | \$ 85 |  | \$ | 116 |
| Year over year change \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  |  | 12\% | 32\% | 26\% | 32\% |  | 37\% |  | 19\% |  | 20\% |  | 29\% |  | 30\% |  |  | 29\% |
| Agency new business written premiums |  |  | 56 | 20 | 33 | 22 |  | (18) |  | 11 |  | 37 |  | (5) |  | 3 |  |  | 11 |
| Other written premiums |  |  | (50) | 0 | (100) | (100) |  | 33 |  | (100) |  | (25) |  | 0 |  | (20) |  |  | (33) |
| Reported written premiums - statutory* |  |  | 21 | 30 | 26 | 26 |  | 22 |  | 13 |  | 25 |  | 18 |  | 21 |  |  | 22 |
| Paid losses and loss expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses paid |  |  | \$ 3 | \$ 5 | \$ 9 | \$ 6 | \$ | 4 | \$ | 5 | \$ | 8 | \$ | 9 |  | \$ 15 |  | \$ | 24 |
| Loss expenses paid |  |  | 3 | 3 | 3 | 3 |  | 3 |  | 2 |  | 6 |  | 5 |  | 8 |  |  | 11 |
| Loss and loss expenses paid |  |  | \$ 6 | \$ 8 | \$ 12 | \$ 9 | \$ | 7 | \$ | 7 | \$ | 14 | \$ | 14 |  | \$ 23 |  | \$ | 35 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio |  |  | 46.6\% | 40.6\% | 24.7\% | 43.5\% |  | 52.1\% |  | 47.2\% |  | 43.7\% |  | 49.7\% |  | 47.4\% |  |  | 41.3\% |
| DCC expense ratio |  |  | 6.5 | 8.4 | 12.1 | 7.0 |  | 9.3 |  | 11.9 |  | 7.4 |  | 10.6 |  | 9.4 |  |  | 10.1 |
| AO expense ratio |  |  | 3.9 | 7.6 | 4.2 | 5.5 |  | 5.5 |  | 6.1 |  | 5.7 |  | 5.8 |  | 5.7 |  |  | 5.3 |
| Net underwriting expense ratio |  |  | 29.1 | 30.4 | 29.9 | 30.9 |  | 30.9 |  | 33.3 |  | 29.7 |  | 32.0 |  | 31.6 |  |  | 31.1 |
| Statutory combined ratio |  |  | 86.1\% | 87.0\% | 70.9\% | 86.9\% |  | 97.8\% |  | 98.5\% |  | 86.5\% |  | 98.1\% |  | 94.1\% |  |  | 87.8\% |
| Contribution from catastrophe losses |  |  | 2.9 | 3.1 | (1.7) | 2.5 |  | 1.9 |  | 0.4 |  | 3.0 |  | 1.2 |  | 1.7 |  |  | 0.8 |
| Statutory combined ratio excl. catastrophe losses |  |  | 83.2\% | 83.9\% | 72.6\% | 84.4\% |  | 95.9\% |  | 98.1\% |  | 83.5\% |  | 96.9\% |  | 92.4\% |  |  | 87.0\% |
| Commission expense ratio |  |  | 25.8\% | 26.5\% | 25.9\% | 26.3\% |  | 26.3\% |  | 26.9\% |  | 26.1\% |  | 26.6\% |  | 26.5\% |  |  | 26.3\% |
| Other expense ratio |  |  | 3.3 | 3.9 | 4.0 | 4.6 |  | 4.6 |  | 6.4 |  | 3.6 |  | 5.4 |  | 5.1 |  |  | 4.8 |
| Statutory expense ratio |  |  | 29.1\% | 30.4\% | 29.9\% | 30.9\% |  | 30.9\% |  | 33.3\% |  | 29.7\% |  | 32.0\% |  | 31.6\% |  |  | 31.1\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio |  |  | 85.0\% | 86.9\% | 70.4\% | 86.7\% |  | 98.7\% |  | 98.0\% |  | 85.9\% |  | 98.4\% |  | 94.2\% |  |  | 87.8\% |
| Contribution from catastrophe losses |  |  | 2.9 | 3.1 | (1.7) | 2.5 |  | 1.9 |  | 0.4 |  | 3.0 |  | 1.2 |  | 1.7 |  |  | 0.8 |
| GAAP combined ratio excl. catastrophe losses |  |  | 82.1\% | 83.8\% | 72.1\% | 84.2\% |  | 96.8\% |  | 97.6\% |  | 82.9\% |  | 97.2\% |  | 92.5\% |  |  | 87.0\% |

[^7]
## The Cincinnati Life Insurance Company <br> Statutory Statements of Income



[^8]
[^0]:    Ratings are as of July 28, 2014, under continuous review and subject to change and/or affirmation. For the current ratings, select Financial Strength on cinfin.com.

[^1]:    *Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding.
    *nm - Not meaningful
    *Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

[^2]:    *Certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.

[^3]:     year as each is computed independently

[^4]:     equal the full year as each is computed independently.
    *nm - Not meaningful
    

[^5]:     equal the full year as each is computed independently.
    *nm - Not meaningful
    

[^6]:     equal the full year as each is computed independently.
    *nm - Not meaningful
    

[^7]:     equal the full year as each is computed independently.
    *nm - Not meaningful
    

[^8]:    *Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding.
    *nm - Not meaningful
    *Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

