## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K
CURRENT REPORT
Pursuant to Section 13 OR 15(d) of the Securities Exchange Act of 1934
Date of Report: October 29, 2008
(Date of earliest event reported)

## CINCINNATI FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

| Ohio | $0-4604$ |  |
| :---: | :---: | :---: |
| (State or other jurisdiction |  |  |
| of incorporation) | File Number) | 31-0746871 |
| (I.R.S. Employer |  |  |
| (Identification No.) |  |  |
| 6200 S. Gilmore Road, Fairfield, Ohio |  | $45014-5141$ |
| (Address of principal executive offices) |  | (Zip Code) |

Registrant's telephone number, including area code: (513) 870-2000
N/A
(Former name or former address, if changed since last report.)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13a-4(c))

Item 2.02 Results of Operations and Financial Condition
Item 9.01 Financial Statements and Exhibits
Signature
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## Item 2.02 Results of Operations and Financial Condition.

On October 29, 2008, Cincinnati Financial Corporation issued the attached news release titled "Cincinnati Financial Reports Profitable 2008 Third Quarter," furnished as Exhibit 99.1 hereto and incorporated herein by reference. On October 29, 2008, the company also distributed the attached information titled "Supplemental Financial Data," furnished as Exhibit 99.2 hereto and incorporated herein by reference. This report should not be deemed an admission as to the materiality of any information contained in the news release or supplemental financial data.

In accordance with general instruction B. 2 of Form 8-K, the information furnished in this report shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 , as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended.

## Item 9.01 Financial Statements and Exhibits.

(c) Exhibits

Exhibit 99.1 — News release dated October 29, 2008, "Cincinnati Financial Reports Profitable 2008 Third Quarter"
Exhibit 99.2 - Supplemental Financial Data dated October 29, 2008

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## 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 hereunto duly authorized.

## CINCINNATI FINANCIAL CORPORATION

Date: October 29, 2008
/s/ Steven J. Johnston, FCAS, MAAA, CFA
Steven J. Johnston, FCAS, MAAA, CFA
Chief Financial Officer, Vice President, Secretary and Treasurer


## Cincinnati Financial Reports Profitable 2008 Third Quarter

- Positive net and operating income for three- and nine-month periods
- Book value holds steady for the quarter at $\$ 28.87$ on September 30


## Cincinnati, October 29, 2008 - Cincinnati Financial Corporation (Nasdaq: CINF) today reported:

- Net income of $\$ 247$ million, or $\$ 1.50$ per share, in the 2008 third quarter, compared with $\$ 124$ million, or 72 cents, in the 2007 third quarter. Third-quarter 2008 realized investment gains were significantly higher. Common stocks sales to lock in gains and diversify the portfolio more than offset previously announced non-cash impairment charges.
- Operating income* of $\$ 74$ million, or 45 cents per share, in the 2008 third quarter, compared with $\$ 114$ million, or 66 cents, in the 2007 third quarter. Previously announced catastrophe losses reduced 2008 third-quarter operating income by 25 cents per share compared with 5 cents last year. Nine-month operating income of $\$ 1.54$ per share included an 87 -cent catastrophe loss impact compared with a 10 -cent impact on last year's nine-month operating income of $\$ 2.49$ per share.


## Financial Highlights

| (Dollars in millions except share data) | Three months ended September 30, |  |  |  |  |  | Nine months ended Setpember 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue Highlights |  |  |  |  |  |  |  |  |  |  |
| Earned premiums | \$ | 781 | \$ | 811 | (3.7) | \$ | 2,355 | \$ | 2,447 | (3.8) |
| Investment income |  | 130 |  | 152 | (14.5) |  | 412 |  | 451 | (8.5) |
| Total revenues |  | 1,186 |  | 982 | 20.8 |  | 2,806 |  | 3,283 | (14.5) |
| Income Statement Data |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 247 | \$ | 124 | 99.5 | \$ | 268 | \$ | 669 | (59.9) |
| Net realized investment gains and losses |  | 173 |  | 10 | nm |  | 16 |  | 238 | (93.2) |
| Operating income* | \$ | 74 | \$ | 114 | (35.4) | \$ | 252 | \$ | 431 | (41.6) |
| Per Share Data (diluted) |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 1.50 | \$ | 0.72 | 108.3 | \$ | 1.64 | \$ | 3.86 | (57.5) |
| Net realized investment gains and losses |  | 1.05 |  | 0.06 | nm |  | 0.10 |  | 1.37 | (92.7) |
| Operating income* | \$ | 0.45 | \$ | 0.66 | (31.8) | \$ | 1.54 | \$ | 2.49 | (38.2) |
| Book value |  |  |  |  |  | \$ | 28.87 | \$ | 38.47 | (25.0) |
| Cash dividend declared | \$ | 0.39 | \$ | 0.355 | 9.9 | \$ | 1.17 | \$ | 1.065 | 9.9 |
| Weighted average shares outstanding |  | 164,242,185 |  | 172,399,539 | (4.7) |  | 163,834,163 |  | 23,199 | (5.5) |

## Insurance Operations Highlights

- $\$ 727$ million in third-quarter 2008 consolidated property casualty net written premiums compared with $\$ 736$ million in the 2007 third quarter. Strong contribution of new business written by agencies partially offset the effects of competition in the commercial markets and current economic trends. Excess and surplus lines operations launched in January 2008 added $\$ 4$ million to new business in the third quarter and $\$ 8$ million year-to-date.
- Property casualty underwriting loss of $\$ 9$ million in 2008 third quarter compared with underwriting profit of $\$ 21$ million in the 2007 third quarter. 2008 property casualty results were reduced by catastrophe losses.
- Three- and nine-month property casualty combined ratio near breakeven despite catastrophe losses from Hurricane Ike.
- 3 cents per share contribution from life insurance operations to third-quarter operating income, down from 5 cents.


## Investment and Balance Sheet Highlights

- Book value of $\$ 28.87$ at September 30, 2008, almost flat from $\$ 28.99$ at June 30, 2008, but down from year-end 2007 on valuation changes in first half of year. Property casualty statutory surplus rose slightly from its midyear level.
- Pretax investment income of $\$ 130$ million in 2008 third quarter compared with $\$ 152$ million in 2007 third quarter. Dividend income from the equity portfolio declined due to dividend cuts, some from positions that the company has since sold or reduced.
- Equity sales of portions of selected positions locked in gains or reduced concentrations. Proceeds to be reinvested in sectors with better total return prospects. Sales helped reduce financial sector concentration by 25 percent since midyear.


## Outlook**

- Outlook for specific full-year 2008 metrics unchanged from September update. Management anticipates full-year profitability and continued capital strength, which supports our cash dividend and continued investment in insurance operations, even in a difficult economic and industry environment.
* The Definitions of Non-GAAP Information and Reconciliation to Comparable GAAP Measures on Page 11 defines and reconciles measures presented in this release that are not based on Generally Accepted Accounting Principles or Statutory Accounting Principles.
** Forward-looking statements and related assumptions are subject to the risks outlined in the company's safe harbor statement (see Page 8).
nm Not meaningful


## Financial and Operational Strength for Current Challenges and Ongoing Success

Kenneth W. Stecher, president and chief executive officer, commented, "The current instability of financial markets highlights the value of operating in a transparent and conservative way, building a cushion of financial strength over a period of years. A long-term perspective governs all of our major decisions - to the consistent benefit of our policyholders, agents, shareholders and associates. We continue to focus on our risk management program, with the goal of more specifically defining our risk limits, aligning our operating plan accordingly and improving management's ability to identify and respond to changing conditions.
"Exceptional liquidity arises from our strong cash flows and prudent cash balances. All of our insurance subsidiaries continue to be highly rated, operating with a level of capital far exceeding regulatory requirements. Statutory surplus of our property casualty insurance companies increased slightly during the third quarter of 2008. Plus, unlike many insurers, we hold significant additional assets at the parent company level, increasing our flexibility through all periods to maintain our cash dividend and to continue to invest in and expand our insurance operations.
"New internal parameters for our investment portfolio, including more conservative limits on sector and issuer concentrations, are helping us prepare to withstand future challenges. Recent sales of selected common stock holdings are part of a strategic rebalancing, providing cash for reinvestment into sectors that we believe have better prospects for both current income and long-term appreciation. In early October we sold approximately 9 million additional shares of Fifth Third Bancorp (NASDAQ: FITB), reducing our position to 20 million shares. In total, we have reduced our financial sector holdings 25 percent since midyear, moving this sector more in line with our longer-term targets. In large part, common stock sales occurred when we exercised appropriate sell discipline to lock in gains.
"At quarter-end, fixed-maturity investments represented almost 60 percent of the portfolio, a level management believes is appropriate. We view our diversification to be consistent with our view of prudent risk management. Going forward, we will evaluate all of our fixed-maturity and equity investments using our investment parameters and risk limits and adding to both the fixed maturity and equity portfolios, as appropriate. We believe our current capital position can withstand short-term pressures, such as the market volatility that we have experienced in October," Stecher noted.

## Third Quarter 2008 Underwriting Results and Full-year 2008 Property Casualty Outlook

Steven J. Johnston, FCAS, MAAA, CFA, chief financial officer, said, "As we work to write profitable insurance business, we continue to face unfavorable pricing and economic trends. At this time, we continue to believe that 2008 full-year written premiums could decline by 5 percent, or slightly more, if pessimistic views of these trends prove accurate and commercial insurance pricing continues to be very competitive.
"A more optimistic view could result in a rate of decline for full-year 2008 premiums closer to the 4.2 percent we experienced so far in 2008. This pace is appropriate and consistent with our agents' practice of selecting and retaining accounts with manageable risk characteristics that support the lower prevailing prices. It reflects the advantages of our three-year policies. We believe this pace also reflects the advantages we achieve by maintaining an experienced field force. Our representatives live in our agents' communities and serve their clients, providing us with quality intelligence on local market conditions. Since the end of the third quarter, our first Texas representative has begun to explore relationships with agencies in the Austin market, and our second team member is scheduled to relocate to the Dallas market in November.
"We continue to pioneer this and other new paths to future growth. During the third quarter, we introduced our excess and surplus lines capabilities to additional agencies in more states, staying on track with our plans to have these products available in 33 states by year end. We continued appointing new agencies and working to position our personal lines for profitable future growth, including introducing personal lines capabilities in new geographies. We look to 2009 for momentum in all of these initiatives, as well as advances in our technology that will make it easier for agents and their policyholders to do business with our company."

Johnston continued, "High catastrophe losses continued to temper property casualty profitability despite satisfactory underlying trends. Our commercial lines combined ratio was 96.6 percent for the nine-month period, despite a 5.5 percentage-point rise in commercial catastrophe losses. We continue to see the potential for the full-year 2008 combined ratio for our overall property casualty operations to remain slightly above 100 percent.
"We're taking that conservative view of the combined ratio because of the record catastrophe losses this year. Hurricane Ike moved into the Midwest on September 14 , causing unusually high winds in Ohio, Indiana and Kentucky. Our third-quarter estimate of gross losses from that storm was $\$ 105$ million, making it the single largest gross catastrophe event in the company's history. Net of reinsurance, the loss is estimated at $\$ 57$ million. Our reinsurance program, an important part of
our risk management efforts, protected our surplus from outsized losses as intended. Virtually all of the losses reported by our policyholders occurred in the Midwest.
"Through October 24, we had received approximately 18,000 claims from Hurricane Ike, of which more than 80 percent have been closed. To restore the affected layers of our catastrophe reinsurance treaty, we incurred a reinstatement premium of $\$ 11$ million, which reduced written and earned premiums for the three- and nine-month periods."

Johnston noted, "In mid-2008, we modified our defined benefit pension plan and began transitioning to a sponsored 401(k) with company matching of associate contributions. This action reduces the company's future risk while offering associates an up-to-date, more flexible benefits program. The pension plan now includes only associates 40 years of age or older on August 31, 2008, who elected to remain in the plan. We now expect fourth-quarter 2008 results to reflect a settlement cost of approximately $\$ 26$ million, largely related to benefit distributions to those who left the qualified pension plan. Going forward, we expect potential savings from lower funding requirements for the pension plan to be offset by company matching contributions to $401(\mathrm{k})$ accounts for associates who do not accrue pension plan benefits."

## Risk Management Strengthens Investment Opportunities

Stecher added, "Our rebalancing actions, together with market and economic forces, have significantly changed our investment portfolio over the past 12 months. The decision to rebalance our portfolio grew out of our implementation of an enhanced risk management process, which involves modeling outcomes, setting tolerances and acting to optimize use of our capital. We considered opportunities to reduce volatility risk while retaining upside potential. After common stock sales made since midyear, our financial sector holdings now account for approximately 30 percent of the market value of our equity portfolio, down 25 percent.
"While our equity portfolio now is better positioned for total return, it is producing lower dividend income. We expect full-year 2008 pretax investment income to be less than 90 percent of the 2007 level, with no resumption of earned dividend growth in 2009. We also expect our highly rated and diversified $\$ 5.941$ billion bond and short-term investment portfolio to continue providing steady interest income. We generally hold bonds to maturity, redeeming them at full value of the principal."

Stecher concluded, "We believe that our strong surplus position and superior insurer financial strength ratings are competitive advantages that help our agents market our policies. In this market, consistency and predictability are our most valuable differentiators. Our financial strength supports the consistent, predictable performance that our policyholders, agents, associates and shareholders have always expected and received. We will continue to manage our capital to withstand significant challenges. We believe our capital position and cash flow continues to support our cash dividend, which the board sees as a priority over repurchase in this market."

## Consolidated Property Casualty Insurance Operations

| (Dollars in millions) | 2008 |  | Three months ended September 30, |  |  | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 727 | \$ | 736 | (1.3) | \$ | 2,292 | \$ | 2,392 | (4.2) |
| Earned premiums | \$ | 751 | \$ | 777 | (3.3) | \$ | 2,262 | \$ | 2,348 | (3.6) |
| Loss and loss expenses excluding catastrophes |  | 460 |  | 511 | (9.9) |  | 1,362 |  | 1,409 | (3.3) |
| Catastrophe loss and loss expenses |  | 63 |  | 13 | 375.8 |  | 219 |  | 28 | 688.6 |
| Commission expenses |  | 124 |  | 127 | (3.0) |  | 409 |  | 440 | (6.9) |
| Underwriting expenses |  | 110 |  | 102 | 9.0 |  | 287 |  | 270 | 6.3 |
| Policyholder dividends |  | 3 |  | 3 | 0.8 |  | 11 |  | 9 | 18.9 |
| Underwriting profit (loss) | \$ | (9) | \$ | 21 | (144.8) | \$ | (26) | \$ | 192 | (113.3) |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 61.3\% |  | 65.7\% |  |  | 60.2\% |  | 60.0\% |  |
| Catastrophe loss and loss expenses |  | 8.4 |  | 1.7 |  |  | 9.7 |  | 1.2 |  |
| Loss and loss expenses |  | 69.7 |  | 67.4 |  |  | 69.9 |  | 61.2 |  |
| Commission expenses |  | 16.5 |  | 16.5 |  |  | 18.1 |  | 18.7 |  |
| Underwriting expenses |  | 14.7 |  | 13.0 |  |  | 12.6 |  | 11.5 |  |
| Policyholder dividends |  | 0.4 |  | 0.4 |  |  | 0.5 |  | 0.4 |  |
| Combined ratio |  | 101.3\% |  | 97.3\% |  |  | 101.1\% |  | 91.8\% |  |
| Reserve development impact on loss and loss expense ratio |  | 13.7\% |  | 6.5\% |  |  | 8.9\% |  | 5.4\% |  |

 underwriting.

- $\$ 92$ million in third-quarter 2008 new business written directly by agencies, up 12.1 percent from $\$ 82$ million in last year's third quarter.
- Positive benefits from growth initiatives seen in third quarter including $\$ 8$ million in nine-month net written premiums from excess and surplus lines operations launched in January 2008.
- New state, new agency and other initiatives also contributed. Agency relationships rise to 1,118 with 1,369 reporting locations marketed property casualty insurance products at quarter end, up from 1,092 agency relationships with 1,327 reporting locations at year-end 2007.
- 101.3 percent third-quarter and 101.1 percent nine-month 2008 GAAP combined ratios. Near breakeven performance achieved in both periods despite significantly higher catastrophe losses. The effects of soft pricing and loss cost inflation were offset by higher savings from favorable development on prior year reserves.
- \$63 million in third-quarter 2008 catastrophe losses, due primarily to Hurricane Ike.

| (In millions, net of reinsurance) | Region | Three months ended September 30, |  |  |  |  |  | Nine months ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Commerciallines |  | $\begin{gathered} \text { Personal } \\ \text { lines } \\ \hline \end{gathered}$ |  | Total |  | $\begin{gathered} \text { Commercial } \\ \text { lines } \end{gathered}$ |  | Personal lines |  | Total |  |
| 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First quarter catastrophes |  | \$ | (1) | \$ | ) | \$ | (1) | \$ | 21 | \$ | 21 |  | 42 |
| Second quarter catastrophes |  |  | (2) |  | (10) |  | (12) |  | 66 |  | 34 |  | 100 |
| Jul. 19 Wind, hail, flood, water, hydrostatic | Midwest |  | 3 |  | 3 |  | 6 |  | 3 |  | 3 |  | 6 |
| Jul. 26 Wind, hail, flood, water, hydrostatic | Midwest |  | 1 |  | 8 |  | 9 |  | 1 |  | 8 |  | 9 |
| Sep. 12-14 Hurricane Ike | South, Midwest |  | 20 |  | 37 |  | 57 |  | 20 |  | 37 |  | 57 |
| All other |  |  | 1 |  | 0 |  | 1 |  | 3 |  | 3 |  | 6 |
| Development on 2007 and prior catastrophes |  |  | 1 |  | 2 |  | 3 |  | (2) |  | 1 |  | (1) |
| Calendar year incurred total |  | \$ | 23 | \$ | 40 | \$ | 63 | \$ | 112 | \$ | 107 |  | 219 |
| 2007 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First quarter catastrophes |  | \$ | (1) | \$ | 1 | \$ | 0 | \$ | 5 | \$ | 2 |  | 7 |
| Second quarter catastrophes |  |  | 2 |  | 1 |  | 3 |  | 4 |  | 4 |  | 8 |
| Sep. 20-21 Wind, hail, flood | Midwest |  | 1 |  | 6 |  | 7 |  | 1 |  | 6 |  | 7 |
| All other |  |  | 4 |  | 2 |  | 6 |  | 18 |  | 8 |  | 26 |
| Development on 2006 and prior catastrophes |  |  | (5) |  | 2 |  | (3) |  | (11) |  | (9) |  | (20) |
| Calendar year incurred total |  | \$ | 1 | \$ | 12 | \$ | 13 | \$ | 17 | \$ | 11 |  | 28 |

## Commercial Lines Insurance Operations

| (Dollars in millions) | 2008 |  | Three months ended September 30, 2007 |  |  | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 538 | \$ | 544 | (1.2) | \$ | 1,759 | \$ | 1,851 | (4.9) |
| Earned premiums | \$ | 582 | \$ | 600 | (3.0) | \$ | 1,743 | \$ | 1,810 | (3.7) |
| Loss and loss expenses excluding catastrophes |  | 348 |  | 395 | (11.8) |  | 1,034 |  | 1,068 | (3.3) |
| Catastrophe loss and loss expenses |  | 23 |  | 1 | nm |  | 112 |  | 17 | 574.2 |
| Commission expenses |  | 91 |  | 94 | (4.3) |  | 304 |  | 330 | (7.8) |
| Underwriting expenses |  | 87 |  | 79 | 10.6 |  | 223 |  | 202 | 10.6 |
| Policyholder dividends |  | 3 |  | 3 | 0.8 |  | 11 |  | 9 | 18.9 |
| Underwriting profit | \$ | 30 | \$ | 28 | 7.2 | \$ | 59 | \$ | 184 | (67.8) |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 59.8\% |  | 65.8\% |  |  | 59.3\% |  | 59.0\% |  |
| Catastrophe loss and loss expenses |  | 4.0 |  | 0.2 |  |  | 6.4 |  | 0.9 |  |
| Loss and loss expenses |  | 63.8 |  | 66.0 |  |  | 65.7 |  | 59.9 |  |
| Commission expenses |  | 15.6 |  | 15.8 |  |  | 17.5 |  | 18.3 |  |
| Underwriting expenses |  | 14.9 |  | 13.1 |  |  | 12.8 |  | 11.1 |  |
| Policyholder dividends |  | 0.6 |  | 0.5 |  |  | 0.6 |  | 0.5 |  |
| Combined ratio |  | 94.9\% |  | 95.4 $\%$ |  |  | 96.6\% |  | 89.8\% |  |
| Reserve development impact on loss and loss expense ratio |  | 15.0\% |  | 7.1\% |  |  | 10.1\% |  | 5.6\% |  |

 disciplined underwriting.
 business rose 6.3 percent to $\$ 229$ million from $\$ 216$ million.
 reserves rose substantially.

 expenses partially offset these increases.

- Higher savings from favorable development on prior year reserves continued to reflect fluctuations in savings for the commercial casualty line of business.


## Personal Lines Insurance Operations

| (Dollars in millions) | Three months ended September 30, |  |  |  |  | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 184 | \$ | 192 | (4.0) | \$ | 525 | \$ | 542 | (3.1) |
| Earned premiums | \$ | 167 | \$ | 177 | (5.4) | \$ | 518 | \$ | 538 | (3.6) |
| Loss and loss expenses excluding catastrophes |  | 111 |  | 116 | (4.1) |  | 328 |  | 341 | (3.8) |
| Catastrophe loss and loss expenses |  | 40 |  | 12 | 222.3 |  | 107 |  | 11 | 858.0 |
| Commission expenses |  | 32 |  | 33 | (2.1) |  | 103 |  | 110 | (5.8) |
| Underwriting expenses |  | 22 |  | 23 | (2.5) |  | 62 |  | 68 | (9.1) |
| Underwriting profit (loss) | \$ | (38) | \$ | (7) | (457.8) | \$ | (82) | \$ | 8 | nm |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 66.3\% |  | 65.4\% |  |  | 63.2\% |  | 63.3\% |  |
| Catastrophe loss and loss expenses |  | 23.8 |  | 7.0 |  |  | 20.7 |  | 2.1 |  |
| Loss and loss expenses |  | 90.1 |  | 72.4 |  |  | 84.0 |  | 65.4 |  |
| Commission expenses |  | 19.4 |  | 18.7 |  |  | 19.9 |  | 20.4 |  |
| Underwriting expenses |  | 12.9 |  | 12.7 |  |  | 12.0 |  | 12.6 |  |
| Combined ratio |  | 122.5\% |  | 103.8 $\%$ |  |  | 115.9 \% |  | 98.6 \% |  |
| Reserve development impact on loss and loss expense ratio |  | 9.1\% |  | 4.0\% |  |  | 5.1\% |  | 4.6\% |  |

 premiums per policy. Higher new personal lines business partially offset those factors.

- $\$ 11$ million in third-quarter 2008 personal lines new business written directly by agencies, up 11.8 percent from $\$ 10$ million in last year's third quarter. Nine-month new business rose 6.7 percent to $\$ 30$ million from $\$ 28$ million.
- 18.7 percentage-point rise in third-quarter 2008 combined ratio largely due to higher catastrophe losses. In addition to catastrophes, lower pricing and normal loss cost inflation continued to weigh on homeowner results. However, the loss and loss expense ratio for the largest line of business in this segment, personal auto, remained very healthy.
- Higher savings from favorable development on prior year reserves continue to reflect normal fluctuations in savings for the other personal line of business, which includes personal umbrella liability coverages.


## Life Insurance Operations

| (In millions) | 2008 |  | Three months ended September 30, 2007 |  | Change \% | 2008 |  | Nine months ended September 30, 2007 |  | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 44 | \$ | 39 | 13.9 | \$ | 135 | \$ | 126 |  |
| Earned premiums | \$ | 30 | \$ | 34 | (12.2) | \$ | 93 | \$ | 99 | (6.8) |
| Investment income, net of expenses |  | 30 |  | 28 | 5.0 |  | 89 |  | 85 | 4.3 |
| Other income |  | 0 |  | 1 | (103.7) |  | 1 |  | 4 | (61.7) |
| Total revenues, excluding realized investment gains and losses |  | 60 |  | 63 | (6.1) |  | 183 |  | 188 | (2.8) |
| Contract holders benefits |  | 41 |  | 36 | 11.5 |  | 115 |  | 98 | 16.7 |
| Expenses |  | 11 |  | 15 | (21.7) |  | 33 |  | 44 | (25.2) |
| Total benefits and expenses |  | 52 |  | 51 | 1.9 |  | 148 |  | 142 | 3.7 |
| Net income before income tax and realized investment gains and losses |  | 8 |  | 12 | (38.8) |  | 35 |  | 46 | (23.0) |
| Income tax |  | 3 |  | 4 | (36.2) |  | 12 |  | 16 | (22.0) |
| Net income before realized investment gains and losses | \$ | 5 | \$ | 8 | (40.1) | \$ | 23 | \$ | 30 | (23.6) |

- $\$ 135$ million in total nine-month 2008 life insurance segment net written premiums. Written premiums include life insurance, annuity and accident and health premiums.
- 3.8 percent increase to $\$ 108$ million in nine-month 2008 written premiums for life insurance products in total.
- 23.3 percent increase to $\$ 23$ million in nine-month 2008 written premiums for fixed annuity products.
- 9.8 percent rise to $\$ 58$ million in nine-month 2008 term life insurance written premiums, reflecting marketing advantages of competitive, up-to-date products, personal service and policies backed by financial strength.
- 4.9 percent rise in face amount of life policies in force to $\$ 64.901$ billion at September 30, 2008, from $\$ 61.875$ billion at year-end 2007 .
- $\$ 7$ million decrease in nine-month 2008 operating profit, primarily due to less favorable mortality experience.
- During 2008, the LifeHorizons term insurance product was redesigned and a new 20-year term worksite product was introduced. These improvements support opportunities to cross-sell life insurance products to clients of the independent agencies that sell Cincinnati's property casualty insurance policies.


## Investment Operations

| (In millions) | 2008 |  | Three months ended September 30, 2007 |  | Change \% | Nine months ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment income: |  |  |  |  |  |  |  |  |  |  |
| Interest | \$ | 83 | \$ | 77 | 6.8 | \$ | 238 | $\$$ | 229 | 3.8 |
| Dividends |  | 46 |  | 75 | (38.9) |  | 169 |  | 219 | (22.8) |
| Other |  | 3 |  | 4 | (7.3) |  | 10 |  | 11 | (4.0) |
| Investment expenses |  | (2) |  | (4) | 52.2 |  | (5) |  | (8) | 37.8 |
| Total investment income, net of expenses |  | 130 |  | 152 | (14.5) |  | 412 |  | 451 | (8.5) |
| Investment interest credited to contract holders |  | (16) |  | (14) | (10.7) |  | (47) |  | (43) | (10.4) |
| Realized investment gains and losses summary: |  |  |  |  |  |  |  |  |  |  |
| Realized investment gains and losses |  | 401 |  | 20 | nm |  | 441 |  | 371 | 19.1 |
| Change in fair value of securities with embedded derivatives |  | (8) |  | (3) | (174.8) |  | (13) |  | 1 | nm |
| Other-than-temporary impairment charges |  | (121) |  | (1) | nm |  | (400) |  | (2) | nm |
| Total realized investment gains and losses |  | 272 |  | 16 | nm |  | 28 |  | 370 | (92.4) |
| Investment operations income | \$ | 386 | \$ | 154 | 151.6 | \$ | 393 | \$ | 778 | (49.4) |

- 14.5 percent and 8.5 percent declines in third-quarter and nine-month 2008 pretax net investment income, primarily due to dividend reductions of financial sector common and preferred holdings, including reductions earlier in the year on positions subsequently sold or reduced.
- Third-quarter pretax realized investment gains of $\$ 272$ million included $\$ 401$ million in net gains from investment sales and bond calls. These gains included $\$ 360$ million from sales of 38 million shares of Fifth Third, $\$ 112$ million from the sale of other financial stocks and $\$ 27$ million from the sale of various non-financial common stock holdings. These gains were partially offset by realized losses of $\$ 80$ million, primarily from the sales of certain distressed bonds and preferred shares in the financial sector.
- Third-quarter pretax realized investment gains of \$272 million achieved despite \$121 million in non-cash charges for other-than-temporary impairments, which included $\$ 47$ million to write down preferred shares of Federal National Mortgage Association and the Federal Home Loan Mortgage Corporation. Total third-quarter charges represented 1.2 percent of invested assets.
- Impairments of equity securities accounted for more than 80 percent of total nine-month other-than-temporary impairment charges, reflecting the portfolio mix, the historic weighting in financial sector securities and the unprecedented decline in overall stock market values during 2008

| (Dollars in millions except share data) |  |  | $\begin{gathered} \text { At September 30, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { At December 31, } \\ 2007 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Balance sheet data |  |  |  |  |
| Invested assets |  |  | \$10,160 | \$12,261 |
| Total assets |  |  | 14,303 | 16,637 |
| Short-term debt |  |  | 69 | 69 |
| Long-term debt |  |  | 791 | 791 |
| Shareholders' equity |  |  | 4,687 | 5,929 |
| Book value per share |  |  | 28.87 | 35.70 |
| Debt-to-capital ratio | Three months ended September 30,2008 |  | 15.5\% | 12.7\% |
|  |  |  | Nine months ended September 30, <br> $2008 \quad 2007$ |  |
| Performance measures |  |  |  |  |
| Comprehensive income (loss) | \$ 41 | \$(149) | \$ (927) | \$ 30 |
| Return on equity, annualized | 21.0\% | 7.4\% | 6.7\% | 13.4\% |
| Return on equity, annualized, based on comprehensive income (loss) | 3.5 | (8.9) | (23.3) | 0.6 |

- $\$ 10.160$ billion in investment assets at September 30, 2008, compared with $\$ 10.379$ billion at June 30, 2008. Cash and equivalents at $\$ 347$ million at quarter-end, compared with $\$ 333$ million at June 30
- Shareholders' equity was $\$ 4.687$ billion, or $\$ 28.87$ per share, at September 30,2008 , essentially unchanged from June 30 , 2008 , but down from year-end 2007 due to declines in investment values during the first six months of 2008.
- $\$ 5.941$ billion A1/A+-average rated bond portfolio at September 30, 2008, containing a diverse mix of taxable and tax-exempt securities.
- $\$ 4.137$ billion equity portfolio includes $\$ 1.737$ billion in pretax unrealized gains.
- $\$ 3.687$ billion in statutory surplus for the property casualty insurance group at September 30, 2008, compared with $\$ 3.650$ billion at June 30 , 2008 . The ratio of common stock to statutory surplus for the property casualty insurance group portfolio was 67.5 percent at September 30, 2008, compared with 86.0 percent at year-end 2007.
- No repurchases of common stock during the third quarter. Approximately 8.5 million shares remain authorized for repurchase.

For additional information or to register for this morning's conference call webcast, please visit www.cinfin.com/investors.

Cincinnati Financial Corporation offers property and casualty insurance, our main business, through our three standard market companies, The Cincinnati Insurance Company, The Cincinnati Indemnity Company and The Cincinnati Casualty Company. The Cincinnati Specialty Underwriters Insurance Company provides excess and surplus lines property and casualty insurance. The Cincinnati Life Insurance Company markets life and disability income insurance and annuities. CSU Producer Resources Inc., is our excess and surplus lines brokerage, serving the same local independent agencies that offer our standard market policies. CFC Investment Company offers commercial leasing and financing services. CinFin Capital Management Company provides asset management services to institutions, corporations and nonprofit organizations. For additional information about the company, please visit www.cinfin.com.

## Mailing Address: <br> P.O. Box 145496

Cincinnati, Ohio 45250-5496

## Street Address:

6200 South Gilmore Road
Fairfield, Ohio 45014-5141

## Safe Harbor Statement

This is our "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995. Our business is subject to certain risks and uncertainties that may cause actual results to differ materially from those suggested by the forward-looking statements in this report. Some of those risks and uncertainties are discussed in our 2007 Annual Report on Form 10-K, Item 1A, Risk Factors, Page 21. Although we often review and update our forward-looking statements when events warrant, we caution our readers that we undertake no obligation to do so.
Factors that could cause or contribute to such differences include, but are not limited to:

- Unusually high levels of catastrophe losses due to risk concentrations, changes in weather patterns, environmental events, terrorism incidents or other causes
- Events or conditions that could weaken or harm the company's relationships with its independent agencies and hamper opportunities to add new agencies, resulting in limitations on the company's opportunities for growth, such as:
- Multi-notch downgrades of the company's financial strength ratings
- Concerns that doing business with the company is too difficult or
- Perceptions that the company's level of service, particularly claims service, is no longer a distinguishing characteristic in the marketplace
- Further decline in overall stock market values negatively affecting the company's equity portfolio and book value; in particular further declines in the market value of financial sector stocks
- Securities laws that could limit the manner, timing and volume of our investment transactions
- Events, such as the credit crisis triggered by subprime mortgage lending practices, that lead to:
- Significant decline in the value of a particular security or group of securities, such as our financial sector holdings, and impairment of the asset(s)
- Significant decline in investment income due to reduced or eliminated dividend payouts from a particular security or group of securities
- Significant rise in losses from surety and director and officer policies written for financial institutions
- Recession or other economic conditions or regulatory, accounting or tax changes resulting in lower demand for insurance products
- Prolonged low interest rate environment or other factors that limit the company's ability to generate growth in investment income or interest rate fluctuations that result in declining values of fixed-maturity investments
- Inaccurate estimates or assumptions used for critical accounting estimates
- Events or actions, including unauthorized intentional circumvention of controls, that reduce the company's future ability to maintain effective internal control over financial reporting under the Sarbanes-Oxley Act of 2002
- Changing consumer buying habits and consolidation of independent insurance agencies that could alter our competitive advantages
- Increased frequency and/or severity of claims
- Delays or inadequacies in the development, implementation, performance and benefits of technology projects and enhancements
- Ability to obtain adequate reinsurance on acceptable terms, amount of reinsurance purchased, financial strength of reinsurers and the potential for non-payment or delay in payment by reinsurers
- Increased competition that could result in a significant reduction in the company's premium growth rate
- Underwriting and pricing methods adopted by competitors that could allow them to identify and flexibly price risks, which could decrease our competitive advantages
- Personal lines pricing and loss trends that lead management to conclude that this segment could not attain sustainable profitability, which could prevent the capitalization of policy acquisition costs
- Actions of insurance departments, state attorneys general or other regulatory agencies that:
- Restrict our ability to exit or reduce writings of unprofitable coverages or lines of business
- Place the insurance industry under greater regulatory scrutiny or result in new statutes, rules and regulations
- Increase our expenses
- Add assessments for guaranty funds, other insurance related assessments or mandatory reinsurance arrangements; or that impair our ability to recover such assessments through future surcharges or other rate changes
- Limit our ability to set fair, adequate and reasonable rates
- Place us at a disadvantage in the marketplace
- Restrict our ability to execute our business model, including the way we compensate agents
- Adverse outcomes from litigation or administrative proceedings
- Unforeseen departure of certain executive officers or other key employees due to retirement, health or other causes that could interrupt progress toward important strategic goals or diminish the effectiveness of certain longstanding relationships with insurance agents and others
- Events, such as an epidemic, natural catastrophe, terrorism or construction delays, that could hamper our ability to assemble our workforce at our headquarters location Further, the company's insurance businesses are subject to the effects of changing social, economic and regulatory environments. Public and regulatory initiatives have included efforts to adversely influence and restrict premium rates, restrict the ability to cancel policies, impose underwriting standards and expand overall regulation. The company also is subject to public and regulatory initiatives that can affect the market value for its common stock, such as recent measures affecting corporate financial reporting and governance. The ultimate changes and eventual effects, if any, of these initiatives are uncertain.


## Cincinnati Financial Corporation



## Definitions of Non-GAAP Information and

## Reconciliation to Comparable GAAP Measures

(See attached tables for 2008 reconciliations; prior-period reconciliations available at www.cinfin.com/investors.)
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 - when analyzing both GAAP and certain non-GAAP measures may improve understanding of trends in the underlying business, helping 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.
- 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.
- Written premium adjustment - statutory basis only: In 2002, the company refined its estimation process for matching property casualty written premiums to policy effective dates, which added $\$ 117$ million to 2002 written premiums. To better assess ongoing business trends, management may exclude this adjustment when analyzing trends in written premiums and statutory ratios that make use of written premiums.


## Cincinnati Financial Corporation

## Quarterly Net Income Reconciliation

| (In millions except per share data) | Three months ended September 30, 2008 |  | Nine months ended September 30, 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | + | 247 | \$ | 268 |
| Net realized investment gains and losses |  | 173 |  | 16 |
| Operating income |  | 74 |  | 252 |
| Less catastrophe losses |  | (41) |  | (142) |
| Operating income before catastrophe losses | \$ | 115 | \$ | 394 |
| Diluted per share data: |  |  |  |  |
| Net income | \$ | 1.50 | \$ | 1.64 |
| Net realized investment gains and losses |  | 1.05 |  | 0.10 |
| Operating income |  | 0.45 |  | 1.54 |
| Less catastrophe losses |  | (0.25) |  | (0.87) |
| Operating income before catastrophe losses | \$ | 0.70 | \$ | 2.41 |

## Quarterly Property Casualty Reconciliation

| (Dollars in millions) | Three months ended September 30, 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consolidated |  | Commercial |  | Personal |  |
| Premiums: |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ | 735 | \$ | 546 | \$ | 184 |
| Written premium adjustment - statutory only |  | (8) |  | (8) |  | - |
| Reported written premiums (statutory) |  | 727 |  | 538 |  | 184 |
| Unearned premiums change |  | 24 |  | 44 |  | (17) |
| Earned premiums | \$ | 751 | \$ | 582 | \$ | 167 |
| Statutory combined ratio : |  |  |  |  |  |  |
| Statutory combined ratio |  | 102.8\% |  | 97.3\% |  | 120.6\% |
| Less catastrophe losses |  | 8.4 |  | 4.0 |  | 23.8 |
| Statutory combined ratio excluding catastrophe losses |  | 94.4\% |  | 93.3\% |  | 96.8\% |
| Commission expense ratio |  | 17.7\% |  | 18.1\% |  | 16.4\% |
| Other expense ratio |  | 15.5 |  | 15.4 |  | 14.0 |
| Statutory expense ratio |  | 33.2\% |  | 33.5\% |  | 30.4\% |
| GAAP combined ratio |  | 101.3\% |  | 94.9\% |  | 122.5\% |
|  |  | Nine | enc | September |  |  |
| (Dollars in millions) |  | olidated |  | nercial |  | sonal |
| Premiums: |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ | 2,309 | \$ | 1,776 | \$ | 525 |
| Written premium adjustment - statutory only |  | (17) |  | (17) |  | - |
| Reported written premiums (statutory) |  | 2,292 |  | 1,759 |  | 525 |
| Unearned premiums change |  | (30) |  | (16) |  | (7) |
| Earned premiums | \$ | 2,262 | \$ | 1,743 | \$ | 518 |
| Statutory combined ratio : |  |  |  |  |  |  |
| Statutory combined ratio |  | 100.5\% |  | 95.9\% |  | 114.9\% |
| Less catastrophe losses |  | 9.7 |  | 6.4 |  | 20.7 |
| Statutory combined ratio excluding catastrophe losses |  | 90.8\% |  | 89.5\% |  | 94.2\% |
| Commission expense ratio |  | 17.6\% |  | 17.1\% |  | 18.9\% |
| Other expense ratio |  | 13.0 |  | 13.1 |  | 12.0 |
| Statutory expense ratio |  | 30.6\% |  | 30.2\% |  | 30.9\% |
| GAAP combined ratio |  | 101.1\% |  | 96.6\% |  | 115.9\% |

Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.

## Cincinnati Financial Corporation

Supplemental Financial Data
September 30, 2008
Third Quarter
6200 South Gilmore Road
Fairfield, Ohio 45014-5141
www.cinfin.com

| Investor Contact: | Media Contact: | Shareholder Contact |
| :--- | :---: | :---: |
| Heather J. Wietzel | Joan O. Shevchik | Jerry L. Litton |
| (513) $870-2768$ | $(513) 603-5323$ | $(513) 870-2639$ |


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

Ratings are as of September 25, 2008, under negative review or outlook and always subject to change and/or affirmation. For the latest ratings, select Ratings tab on www.cinfin.com.

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 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
Third Quarter 2008

## Definitions of Non-GAAP Information and Reconciliation to Comparable GAAP Measures

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## Definitions of Non - GAAP Information and

## Reconciliation to Comparable GAAP Measures

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Management uses certain non-GAAP and non-statutory financial measures to evaluate its primary business areas - property casualty insurance, life insurance and investments - when analyzing both GAAP and certain non-GAAP measures may improve understanding of trends in the underlying business, helping 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 and embedded derivatives 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.
- 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.
- Written premium adjustment - statutory basis only: In 2002, the company refined its estimation process for matching property casualty written premiums to policy effective dates, which added $\$ 117$ million to 2002 written premiums. To better assess ongoing business trends, management may exclude this adjustment when analyzing trends in written premiums and statutory ratios that make use of written premiums.


## Cincinnati Financial Corporation

Quick Reference - Third Quarter 2008
(all data shown is for the three months ended or as of September 30, 2008)
(Based on reported data - see Pages 21-23 for adjusted data)

|  | 9/30/2008 |  |  | Year over year change $\%$ |
| :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |
| Commercial lines net written premiums |  | \$ | 538 | (1.2) |
| Personal lines net written premiums |  |  | 184 | (4.0) |
| Excess \& Surplus lines net written premiums |  |  | 5 | nm |
| Property casualty net written premiums |  |  | 727 | (1.3) |
| Commercial lines net earned premiums |  |  | 582 | (3.0) |
| Personal lines net earned premiums |  |  | 167 | (5.4) |
| Excess \& Surplus lines net earned premiums |  |  | 2 | nm |
| Property casualty net earned premiums |  |  | 751 | (3.3) |
| Life and accident and health net earned premiums |  |  | 30 | (12.2) |
| Investment income |  |  | 130 | (14.4) |
| Realized gains on investments |  |  | 272 | nm |
| Other income |  |  | 3 | (8.0) |
| Total revenues |  |  | 1,186 | 20.8 |
| Income: |  |  |  |  |
| Operating income |  | \$ | 74 | (35.4) |
| Net realized investment gains and losses |  |  | 173 | nm |
| Net income (loss) |  |  | 247 | 99.5 |
| Per share (diluted): |  |  |  |  |
| Operating income |  | \$ | 0.45 | (31.8) |
| Net realized investment gains and losses |  |  | 1.05 | nm |
| Net income (loss) |  |  | 1.50 | 108.3 |
| Book value |  |  | 28.87 | (25.0) |
| Weighted average shares - diluted |  |  | 2,185 | (4.7) |
| Benefits and expenses: |  |  |  |  |
| Commercial lines loss and loss expenses | \$ |  | 371 | (6.1) |
| Personal lines loss and loss expenses |  |  | 151 | 17.7 |
| Excess \& Surplus lines loss and loss expenses |  |  | 1 | nm |
| Life and accident and health losses and policy benefits |  |  | 41 | 11.8 |
| Operating expenses |  |  | 253 | 1.5 |
| Interest expenses |  |  | 14 | 11.2 |
| Total expenses |  |  | 830 | 1.0 |
| Net loss before income taxes |  |  | 356 | 122.7 |
| Total income tax benefit |  |  | 109 | 202.9 |
| Effective tax rate |  |  | 30.6\% | nm |

## Ratios:

| Commercial lines GAAP combined ratio | $94.9 \%$ |
| :--- | :---: |
| Personal lines GAAP combined ratio | 122.5 |
| Excess \& Surplus lines GAAP combined ratio | 201.5 |
| Property casualty GAAP combined ratio | 101.3 |
|  |  |
| Commercial lines STAT combined ratio | $97.3 \%$ |
| Personal lines STAT combined ratio | 120.6 |
| Excess \& Surplus lines STAT combined ratio | 148.8 |
| Property casualty STAT combined ratio | 102.8 |
| Return on equity based upon net income | $21.0 \%$ |
| Return on equity based upon operating income | 6.3 |

## Balance Sheet:

| Fixed maturity investments | \$ | 5,729 |
| :---: | :---: | :---: |
| Equity securities |  | 4,137 |
| Short-term investments |  | 212 |
| Other invested assets |  | 82 |
| Total invested assets | \$ | 10,160 |
| Property casualty and life loss and loss expense reserves | \$ | 5,719 |
| Total debt |  | 861 |
| Shareholders' equity |  | 4,687 |

Cincinnati Financial Corporation Consolidated Statements of Income

|  | For the Three Months Ended September 30, |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 | Change | \% Change | 2008 | 2007 | Change | \% Change |
| Revenues: |  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |  |
| Property Casualty | \$ | 802,233,648 | \$ 820,957,046 | \$ (18,723,398) | (2.28) | \$2,397,285,096 | \$2,477,854,355 | \$ (80,569,259) | (3.25) |
| Life |  | 40,729,802 | 42,395,592 | (1,665,790) | (3.93) | 125,439,013 | 124,663,788 | 775,225 | 0.62 |
| Accident health |  | 1,876,918 | 1,776,832 | 100,086 | 5.63 | 5,429,201 | 5,141,122 | 288,079 | 5.60 |
| Premiums ceded |  | $(64,230,406)$ | $(54,453,334)$ | $(9,777,072)$ | 17.95 | $(172,911,865)$ | (160,490,771) | $(12,421,094)$ | 7.74 |
| Total premiums earned |  | 780,609,962 | 810,676,136 | $(30,066,174)$ | (3.71) | 2,355,241,445 | 2,447,168,494 | $(91,927,049)$ | (3.76) |
| Investment income |  | 130,110,465 | 152,051,554 | $(21,941,089)$ | (14.43) | 412,167,203 | 450,376,849 | $(38,209,646)$ | (8.48) |
| Realized gain on investments |  | 272,012,497 | 15,713,227 | 256,299,270 | nm | 28,295,897 | 370,146,519 | $(341,850,622)$ | (92.36) |
| Other income |  | 3,072,121 | 3,339,995 | $(267,874)$ | (8.02) | 10,658,100 | 14,893,770 | $(4,235,670)$ | (28.44) |
| Total revenues |  | ,185,805,045 | \$ 981,780,912 | \$204,024,133 | 20.78 | \$2,806,362,645 | \$3,282,585,632 | \$(476,222,987) | (14.51) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$ | 653,976,246 | \$ 585,951,417 | \$ 68,024,829 | 11.61 | \$1,864,946,329 | \$1,649,479,484 | \$ 215,466,845 | 13.06 |
| Reinsurance recoveries |  | $(91,680,527)$ | $(26,400,951)$ | $(65,279,576)$ | 247.26 | $(171,957,423)$ | $(116,025,070)$ | $(55,932,353)$ | 48.21 |
| Commissions |  | 129,965,480 | 136,051,090 | $(6,085,610)$ | (4.47) | 427,548,120 | 465,911,059 | $(38,362,939)$ | (8.23) |
| Other operating expenses |  | 108,248,235 | 90,099,173 | 18,149,062 | 20.14 | 292,445,587 | 266,394,046 | 26,051,541 | 9.78 |
| Interest expense |  | 14,149,207 | 12,726,648 | 1,422,559 | 11.18 | 39,391,454 | 38,703,204 | 688,250 | 1.78 |
| Taxes, licenses \& fees |  | 16,288,308 | 17,904,979 | $(1,616,671)$ | (9.03) | 52,438,158 | 56,801,190 | $(4,363,032)$ | (7.68) |
| Incr deferred acq expense |  | $(1,001,796)$ | 5,679,866 | $(6,681,662)$ | (117.64) | $(18,167,733)$ | $(17,013,847)$ | $(1,153,886)$ | 6.78 |
| Total expenses | \$ | 829,945,153 | \$ 822,012,222 | \$ 7,932,931 | 0.97 | \$2,486,644,492 | \$2,344,250,066 | \$ 142,394,426 | 6.07 |
| Income (loss) before income taxes | \$ | 355,859,892 | \$ 159,768,690 | \$196,091,202 | 122.73 | \$ 319,718,153 | \$ 938,335,566 | \$(618,617,413) | (65.93) |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |
| Current operating income | \$ | 41,159,742 | \$ 26,303,009 | \$ 14,856,733 | 56.48 | \$ 133,510,791 | \$ 132,246,641 | \$ 1,264,150 | 0.96 |
| Realized investments gains and losses |  | 98,674,151 | 5,992,647 | 92,681,504 | nm | 12,195,309 | 132,412,878 | $(120,217,569)$ | (90.79) |
| Deferred |  | (30,980,183) | 3,644,481 | (34,624,664) | (950.06) | (93,828,914) | 4,978,995 | $(98,807,909)$ | nm |
| Total income taxes | \$ | 108,853,710 | \$ 35,940,137 | \$ 72,913,573 | 202.88 | 51,877,186 | \$ 269,638,514 | \$(217,761,328) | (80.76) |
| Net income | \$ | 247,006,182 | \$ 123,828,553 | \$123,177,629 | 99.47 | \$ 267,840,967 | \$ 668,697,052 | \$(400,856,085) | (59.95) |
| Comprehensive net income | \$ | 40,798,778 | \$(149,174,974) | \$189,973,752 | (127.35) | \$ $(926,614,532)$ | \$ 29,253,026 | \$(955,867,558) | nm |
| Operating income | \$ | 73,667,836 | \$ 114,107,975 | \$ (40,440,139) | (35.44) | \$ 251,740,379 | \$ 430,953,411 | \$(179,213,032) | (41.59) |
| Net realized investments gains and losses | \$ | 173,338,346 | \$ 9,720,580 | \$163,617,766 | nm | \$ 16,100,588 | \$ 237,733,641 | \$(221,633,053) | (93.23) |
| Net income per share: |  |  |  |  |  |  |  |  |  |
| Operating income | \$ | 0.45 | \$ 0.67 | \$ (0.22) | (32.84) | \$ 1.54 | \$ 2.51 | \$ (0.97) | (38.65) |
| Net realized investments gains and losses |  | 1.06 | 0.05 | 1.01 | nm | 0.10 | 1.38 | (1.28) | (92.75) |
| Net income (loss) per share (basic) | \$ | 1.51 | \$ 0.72 | \$ 0.79 | 109.72 | \$ 1.64 | \$ 3.89 | \$ (2.25) | (57.84) |
| Operating income | \$ | 0.45 | \$ 0.66 | \$ (0.21) | (31.82) | \$ 1.54 | \$ 2.49 | \$ (0.95) | (38.15) |
| Net realized investments gains and losses |  | 1.05 | 0.06 | 0.99 | nm | 0.10 | 1.37 | (1.27) | (92.70) |
| Net income (loss) per share (diluted) | \$ | 1.50 | \$ 0.72 | \$ 0.78 | 108.33 | \$ 1.64 | \$ 3.86 | \$ (2.22) | (57.51) |
|  |  |  |  |  |  |  |  |  |  |
| Paid | \$ | 0.390 | \$ 0.355 | \$ 0.035 | 9.86 | \$ 1.135 | \$ 1.045 | \$ 0.09 | 8.61 |
| Declared | \$ | 0.390 | \$ 0.355 | \$ 0.035 | 9.86 | \$ 1.170 | \$ 1.065 | \$ 0.11 | 9.86 |
| Number of shares: |  |  |  |  |  |  |  |  |  |
| Weighted avg - basic |  | 164,146,095 | 171,068,956 | $(6,922,861)$ | (4.05) | 163,404,320 | 171,804,376 | $(8,400,056)$ | (4.89) |
| Weighted avg - diluted |  | 164,242,185 | 172,399,539 | $(8,157,354)$ | (4.73) | 163,834,163 | 173,423,199 | $(9,589,036)$ | (5.53) |

## Cincinnati Financial Corporation and Subsidiaries

Consolidated Statements of Income for the Nine Months Ended September 30, 2008

|  | Total | CFC | CONSOL P\&C | CLIC | CFC-I | CINFIN | C-SUPR | ELIM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |
| Property Casualty | \$2,397,285,096 | \$ | \$2,397,869,818 | \$ | \$ | \$ - | \$ | \$ $(584,722)$ |
| Life | 125,439,013 | - | - | 125,439,013 | - | - | - |  |
| Accident health | 5,429,201 | - | - | 5,429,201 | - | - | - | - |
| Premiums ceded | $(172,911,865)$ | - | $(134,953,001)$ | $(37,958,864)$ | - |  |  |  |
| Total earned premium | 2,355,241,445 | - | 2,262,916,817 | 92,909,350 | - | - | - | $(584,722)$ |
| Investment income | 412,167,203 | 56,157,915 | 266,951,430 | 88,259,571 | 343,612 | 158,394 | 36,435 | 259,846 |
| Realized gain on investments | 28,295,897 | $(140,733,165)$ | 103,452,621 | $(67,087,119)$ | 303,572 | $(771,978)$ |  | 133,131,966 |
| Other income | 10,658,100 | 9,432,048 | 2,891,422 | 1,324,832 | 6,152,450 | 1,749,922 | 422,132 | (11,314,706) |
| Total revenues | \$2,806,362,645 | \$ $(75,143,202)$ | \$2,636,212,290 | \$115,406,634 | \$6,799,634 | \$1,136,338 | \$ 458,567 | \$121,492,384 |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$1,864,946,329 | \$ - | \$1,720,187,487 | \$148,219,872 | \$ - | - | \$ - | \$ (3,461,030) |
| Reinsurance recoveries | $(171,957,423)$ | - | $(138,305,695)$ | $(33,651,728)$ | - | - | - |  |
| Commissions | 427,548,120 | 82,500 | 409,018,691 | 18,869,061 | - |  |  | $(422,132)$ |
| Other operating expenses | 292,445,587 | 17,846,415 | 255,075,233 | 22,799,674 | 3,289,248 | 556,925 | 1,618,579 | $(8,740,487)$ |
| Interest expense | 39,391,454 | 37,320,192 | 409,404 | - | 2,155,714 | - | - | $(493,856)$ |
| Taxes, licenses \& fees | 52,438,158 | 909,163 | 48,328,365 | 3,115,439 | 21,360 | 53,238 | 10,593 | - |
| Incr deferred acq expenses | $(18,167,733)$ |  | $(6,136,501)$ | $(12,031,232)$ |  |  |  |  |
| Total expenses | \$2,486,644,492 | \$ 56,158,270 | \$2,288,576,984 | \$147,321,086 | \$5,466,322 | \$ 610,163 | \$ 1,629,172 | \$ (13,117,505) |
| Income before income taxes | \$ 319,718,153 | \$(131,301,472) | \$ 347,635,306 | \$ $31,914,452)$ | \$1,333,312 | \$ 526,175 | \$(1,170,605) | \$134,609,889 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |
| Current operating income | \$ 133,510,791 | \$ 1,708,490 | \$ 157,817,524 | \$ 20,039,654 | \$ 374,110 | \$ 563,776 | \$ $(396,575)$ | \$ (46,596,188) |
| Capital gains/losses | 12,195,309 | $(50,291,608)$ | 39,515,163 | $(23,460,492)$ | 106,250 | $(270,192)$ |  | 46,596,188 |
| Deferred | $(93,828,914)$ | $(12,399,350)$ | (120,411,810) | $(8,006,690)$ | 43,598 | $(159,588)$ | $(8,535)$ | 47,113,461 |
| Total income tax | \$ 51,877,186 | \$ (60,982,468) | \$ 76,920,877 | \$ (11,427,528) | \$ 523,958 | \$ 133,996 | \$ $(405,110)$ | \$ 47,113,461 |
| Net income - current year | \$ 267,840,967 | \$ $(70,319,004)$ | \$ 270,714,429 | \$ $(20,486,924)$ | \$ 809,354 | \$ 392,179 | \$ $(765,495)$ | \$ 87,496,428 |
| Net income - prior year | \$ 668,687,052 | \$ 97,796,824 | \$ 495,854,570 | \$ 63,772,452 | \$1,696,452 | \$ 932,933 | \$ | \$ 8,633,821 |
| Change in net income | -59.9\% | -171.9\% | -45.4\% | -132.1\% | -52.3\% | -58.0\% | N/A |  |

## Cincinnati Financial Corporation and Subsidiaries

Consolidated Statements of Income for the Three Months Ended September 30, 2008

|  |  | Total | CFC |  | CONSOL P\&C | CLIC |  | CFC-I | CINFIN | C-SUPR |  | ELIM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |  |  |  |  |
| Property Casualty | \$ | 802,233,648 | \$ - | \$ | 802,233,267 | \$ - | \$ | - | \$ - | \$ - | \$ | 381 |
| Life |  | 40,729,802 | - |  | - | 40,729,802 |  | - | - | - |  |  |
| Accident health |  | 1,876,918 | - |  | - | 1,876,918 |  | - | - | - |  | - |
| Premiums ceded |  | $(64,230,406)$ |  |  | $(51,378,608)$ | $(12,851,798)$ |  |  |  |  |  |  |
| Total earned premium |  | 780,609,962 | 15,270,883 |  | 750,854,659 | 29,754,922 |  | - | - | 7,583 |  | 381 |
| Investment income |  | 130,110,465 | 15,270,883 |  | 83,848,139 | 29,944,299 |  | 127,849 | 8,785 | 7,583 |  | 902,927 |
| Realized gain on investments |  | 272,012,497 | $(71,774,086)$ |  | 255,938,231 | $(45,300,879)$ |  | 101,190 | $(213,700)$ |  |  | 133,261,741 |
| Other income |  | 3,072,121 | 3,669,066 |  | 1,070,011 | $(42,060)$ |  | 1,907,299 | 571,061 | 234,700 |  | $(4,337,956)$ |
| Total revenues |  | ,185,805,045 | \$(52,834,137) |  | 1,091,711,040 | \$ 14,356,282 |  | 2,136,338 | \$ 366,146 | \$ 242,283 |  | 129,827,093 |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$ | 653,976,246 | \$ | \$ | 601,044,209 | \$ 54,001,586 | \$ | - | - | - |  | $(1,069,549)$ |
| Reinsurance recoveries |  | (91,680,527) | - |  | $(78,014,927)$ | $(13,477,282)$ |  | - | - | - |  | $(188,318)$ |
| Commissions |  | 129,965,480 | 27,500 |  | 123,832,174 | 6,340,506 |  | - | - | - |  | $(234,700)$ |
| Other operating expenses |  | 108,248,235 | 5,915,334 |  | 95,461,987 | 7,931,123 |  | 1,046,065 | 213,338 | 591,647 |  | $(2,911,259)$ |
| Interest expense |  | 14,149,207 | 13,224,344 |  | 171,257 | - |  | 753,606 | - | - |  | - |
| Taxes, licenses \& fees |  | 16,288,308 | 303,055 |  | 14,898,322 | 1,065,416 |  | 2,730 | 16,250 | 2,535 |  | - |
| Incr deferred acq expenses |  | $(1,001,796)$ |  |  | 2,871,040 | $(3,872,836)$ |  |  |  |  |  |  |
| Total expenses | \$ | 829,945,153 | \$ 19,470,233 | \$ | 760,264,062 | \$ 51,988,513 |  | 1,802,401 | \$ 229,588 | \$ 594,182 |  | $(4,403,826)$ |
| Income before income taxes | \$ | 355,859,892 | \$(72,304,370) | \$ | 331,446,978 | \$(37,632,231) |  | 333,937 | \$ 136,558 | \$(351,899) |  | 134,230,919 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |  |  |  |
| Current operating income | \$ | 41,159,742 | \$ (4,895,021) | \$ | 83,694,843 | \$ 8,854,764 |  | 50,343 | \$ 175,430 | \$ $(124,429)$ |  | $(46,596,188)$ |
| Capital gains/losses |  | 98,674,151 | (25,755,930) |  | 93,728,580 | $(15,855,308)$ |  | 35,416 | $(74,795)$ | - |  | 46,596,188 |
| Deferred |  | $(30,980,183)$ | 1,868,616 |  | $(73,637,772)$ | $(6,144,473)$ |  | 18,040 | $(68,666)$ | 3,251 |  | 46,980,821 |
| Total income tax | \$ | 108,853,710 | \$(28,782,335) | \$ | 103,785,651 | \$(13,145,017) | \$ | 103,799 | \$ 31,969 | \$(121,178) |  | 46,980,821 |
| Net income - current year | \$ | 247,006,182 | \$(43,522,035) | \$ | 227,661,327 | \$(24,487,214) |  | 230,138 | \$ 104,589 | \$(230,721) |  | 87,250,098 |
| Net income - prior year | \$ | 123,828,556 | \$ 26,360,946 | \$ | 88,226,236 | \$ 8,187,703 |  | 534,691 | \$ 332,063 | \$ - |  | 186,917 |
| Change in net income |  | 99.5\% | -265.1\% |  | 158.0\% | -399.1\% |  | -57.0\% | -68.5\% | N/A |  |  |

## Cincinnati Financial Corporation

## Consolidated Balance Sheets

| (Dollars in millions except per share data) | $\begin{gathered} \text { September 30, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) |  |
| Assets |  |  |
| Investments |  |  |
| Fixed maturities, at fair value (amortized cost: 2008-\$5,943; 2007-\$5,783) (includes securities pledged to creditors: 2008-\$0; 2007-\$745) | \$ 5,729 | \$ 5,848 |
| Equity securities, at fair value (cost: 2008-\$2,400; 2007-\$2,975) | 4,137 | 6,249 |
| Short-term investments, at fair value (amortized cost: 2008-\$212; 2007-\$101) | 212 | 101 |
| Other invested assets | 82 | 63 |
| Total investments | 10,160 | 12,261 |
| Cash and cash equivalents | 347 | 226 |
| Securities lending collateral invested | - | 760 |
| Investment income receivable | 96 | 124 |
| Finance receivable | 74 | 92 |
| Premiums receivable | 1,103 | 1,107 |
| Reinsurance receivable | 846 | 754 |
| Prepaid reinsurance premiums | 13 | 13 |
| Deferred policy acquisition costs | 501 | 461 |
| Land, building and equipment, net, for company use (accumulated depreciation: 2008-\$290; 2007-\$276) | 235 | 239 |
| Other assets | 381 | 72 |
| Separate accounts | 547 | 528 |
| Total assets | \$14,303 | \$16,637 |
| Liabilities |  |  |
| Insurance reserves |  |  |
| Losses and loss expense | \$ 4,166 | \$ 3,967 |
| Life policy reserves | 1,553 | 1,478 |
| Unearned premiums | 1,583 | 1,564 |
| Securities lending payable | - | 760 |
| Other liabilities | 671 | 574 |
| Deferred income tax | 236 | 977 |
| Notes payable | 69 | 69 |
| 6.125\% senior debenture due 2034 | 371 | 371 |
| $6.9 \%$ senior debenture due 2028 | 28 | 28 |
| $6.92 \%$ senior debenture due 2028 | 392 | 392 |
| Separate accounts | 547 | 528 |
| Total liabilities | 9,616 | 10,708 |
| Shareholders' equity |  |  |
| Common stock, par value-\$2 per share; authorized: 2008-500 million shares, 2007-500 million shares; issued: 2008-196 million shares, 2007-196 million shares | 393 | 393 |
| Paid-in capital | 1,063 | 1,049 |
| Retained Earnings | 3,482 | 3,404 |
| Accumulated other comprehensive income | 956 | 2,151 |
| Treasury stock at cost (2008-34 million shares, 2007-30 million shares) | $(1,207)$ | $(1,068)$ |
| Total shareholders' equity | 4,687 | 5,929 |
| Total liabilities and shareholders' equity | \$14,303 | \$16,637 |

Cincinnati Financial Corporation
Quarterly Net Income Reconciliation


Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts. The sum of quarterly amounts may not equal the full year as each is computed independently.

## Cincinnati Financial Corporation

## Top Holdings - Common Stocks

| (Dollars in millions) | As of and for the nine months ended September 30, 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Cost | Fair value | Percent of fair value | Earned dividend income |
| The Procter \& Gamble Company | \$ 206 | \$ 524 | 13.3\% | \$ 9 |
| Fifth Third Bancorp | 29 | 348 | 8.8 | 45 |
| Exxon Mobil Corporation | 36 | 296 | 7.5 | 5 |
| U.S. Bancorp | 188 | 287 | 7.3 | 13 |
| Johnson \& Johnson | 221 | 280 | 7.1 | 5 |
| PNC Financial Services Group, Inc. | 37 | 239 | 6.1 | 9 |
| Wells Fargo \& Company | 92 | 194 | 4.9 | 6 |
| Piedmont Natural Gas Company, Inc. | 64 | 180 | 4.6 | 5 |
| Wyeth | 62 | 163 | 4.1 | 4 |
| AllianceBernstein Holding L.P. | 113 | 145 | 3.7 | 11 |
| Chevron Corporation | 56 | 109 | 2.8 | 3 |
| General Electric Company | 120 | 93 | 2.4 | 3 |
| Pepsico, Inc. | 72 | 83 | 2.1 | 1 |
| Pfizer, Inc. | 77 | 81 | 2.1 | 4 |
| All other common stock holdings (33) | 810 | 915 | 23.2 | 24 |
| Total | \$2,183 | \$3,937 | 100.0\% | \$147 |

## Cincinnati Financial Corporation Subsidiaries

Selected Balance Sheet Data

| (Dollars in millions) | 12/31/2008 |  | 9/30/2008 |  | 6/30/2008 |  | 3/31/2008 |  | 12/31/2007 |  | 9/30/2007 |  | 6/30/2007 |  | 3/31/2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cincinnati Insurance Consolidated (including CSU) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities and equities (fair value) | \$ | - | \$ | 7,556 | \$ | 7,841 | \$ | 8,628 | \$ | 8,940 | \$ | 9,586 | \$ | 9,850 | \$ | 9,837 |
| Fixed maturities - pretax net unrealized gain (loss) |  | - |  | (132) |  | (33) |  | 39 |  | 58 |  | 23 |  | (30) |  | 44 |
| ```Equities - pretax net unrealized gain (loss)``` |  | - |  | 1,012 |  | 1,227 |  | 1,831 |  | 2,077 |  | 2,657 |  | 2,917 |  | 3,017 |
| Loss and loss expense reserves STAT |  | - |  | 3,507 |  | 3,534 |  | 3,448 |  | 3,398 |  | 3,461 |  | 3,374 |  | 3,373 |
| Equity GAAP |  | - |  | 3,947 |  | 4,011 |  | 4,498 |  | 4,784 |  | 5,282 |  | 5,404 |  | 5,272 |
| Surplus - STAT |  | - |  | 3,687 |  | 3,650 |  | 4,027 |  | 4,307 |  | 4,782 |  | 4,937 |  | 4,741 |
| The Cincinnati Life Insurance Company |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities and equities (fair value) | \$ | - | \$ | 1,683 | \$ | 1,816 | \$ | 1,841 | \$ | 1,887 | \$ | 1,952 | \$ | 1,922 | \$ | 1,938 |
| Fixed maturities - pretax net unrealized gain (loss) |  | - |  | (79) |  | (35) |  | 0 |  | 6 |  | 4 |  | (4) |  | 20 |
| ```Equities - pretax net unrealized gain (loss)``` |  | - |  | 61 |  | 92 |  | 127 |  | 162 |  | 225 |  | 254 |  | 305 |
| Equity - GAAP |  | - |  | 530 |  | 617 |  | 661 |  | 685 |  | 724 |  | 730 |  | 739 |
| Surplus - STAT |  | - |  | 371 |  | 420 |  | 453 |  | 477 |  | 485 |  | 491 |  | 483 |
|  |  | 12/31/2006 | 9/30/2006 |  | 6/30/2006 |  | 3/31/2006 |  | 12/31/2005 |  | 9/30/2005 |  | 6/30/2005 |  | 3/31/2005 |  |
| Cincinnati Insurance Consolidated (including CSU) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities and equities (fair value) | \$ | 9,882 | \$ | 9,393 | \$ | 8,987 | \$ | 9,261 | \$ | 8,947 | \$ | 8,833 | \$ | 8,802 | \$ | 8,710 |
| Fixed maturities - pretax net unrealized gain (loss) |  | 47 |  | 51 |  | (55) |  | 2 |  | 50 |  | 86 |  | 152 |  | 99 |
| Equities - pretax net unrealized gain (loss) |  | 3,166 |  | 2,859 |  | 2,621 |  | 2,758 |  | 2,803 |  | 2,807 |  | 2,903 |  | 2,931 |
| Loss and loss expense reserves STAT |  | 3,356 |  | 3,314 |  | 3,237 |  | 3,169 |  | 3,111 |  | 3,150 |  | 3,065 |  | 3,031 |
| Equity GAAP |  | 5,261 |  | 5,073 |  | 4,702 |  | 4,730 |  | 4,647 |  | 4,660 |  | 4,679 |  | 4,493 |
| Surplus - STAT |  | 4,723 |  | 4,607 |  | 4,342 |  | 4,334 |  | 4,220 |  | 4,224 |  | 4,180 |  | 4,065 |

The Cincinnati Life Insurance

| Company |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed maturities and equities (fair value) | \$ | 1,916 | \$ | 1,893 | \$ | 1,803 | \$ | 1,827 | \$ | 1,788 | \$ | 1,797 | \$ | 1,748 | \$ | 1,688 |
| Fixed maturities - pretax net unrealized gain (loss) |  | 15 |  | 17 |  | (17) |  | 6 |  | 31 |  | 45 |  | 70 |  | 53 |
| Equities - pretax net unrealized gain (loss) |  | 307 |  | 271 |  | 238 |  | 256 |  | 266 |  | 274 |  | 275 |  | 257 |
| Equity - GAAP |  | 719 |  | 688 |  | 652 |  | 666 |  | 651 |  | 348 |  | 655 |  | 622 |
| Surplus - STAT |  | 479 |  | 461 |  | 459 |  | 470 |  | 451 |  | 447 |  | 447 |  | 440 |

## Consolidated Cincinnati Insurance Companies

GAAP Statements of Income

|  | For the Three Months Ended September 30, |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 | Change | \% Change | 2008 | 2007 | Change | \% Change |
| Premiums earned: |  |  |  |  |  |  |  |  |  |
| Property casualty | \$ | 802,233,267 | \$820,959,014 | \$ (18,725,747) | (2.28) | \$2,397,869,818 | \$2,478,188,351 | \$ (80,318,533) | (3.24) |
| Premiums ceded |  | $(51,378,608)$ | $(44,158,148)$ | $(7,220,460)$ | 16.35 | $(134,953,001)$ | $(130,356,727)$ | $(4,596,274)$ | 3.53 |
| Total premiums earned |  | 750,854,659 | 776,800,866 | $(25,946,207)$ | (3.34) | 2,262,916,817 | 2,347,831,624 | $(84,914,807)$ | (3.62) |
| Investment income |  | 83,848,139 | 98,273,334 | $(14,425,195)$ | (14.68) | 266,951,430 | 291,738,759 | $(24,787,329)$ | (8.50) |
| Realized gain on investments |  | 255,938,231 | $(4,836,462)$ | 260,774,693 | nm | 103,452,621 | 202,374,057 | $(98,921,436)$ | (48.88) |
| Other income |  | 1,070,011 | $(340,240)$ | 1,410,251 | (414.49) | 2,891,422 | 3,310,897 | $(419,475)$ | (12.67) |
| Total revenues |  | 1,091,711,040 | \$869,897,498 | \$221,813,542 | 25.50 | \$2,636,212,290 | \$2,845,255,337 | \$(209,043,047) | (7.35) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$ | 601,044,209 | \$540,738,841 | \$ 60,305,368 | 11.15 | \$1,720,187,487 | \$1,523,262,450 | \$ 196,925,037 | 12.93 |
| Reinsurance recoveries |  | $(78,014,927)$ | $(16,893,445)$ | $(61,121,482)$ | 361.81 | $(138,305,695)$ | $(86,370,570)$ | $(51,935,125)$ | 60.13 |
| Commissions |  | 123,832,174 | 127,709,961 | $(3,877,787)$ | (3.04) | 409,018,691 | 439,509,545 | $(30,490,854)$ | (6.94) |
| Other operating expenses |  | 95,461,987 | 79,527,546 | 15,934,441 | 20.04 | 255,075,233 | 234,370,169 | 20,705,064 | 8.83 |
| Interest expense |  | 171,257 | - | 171,257 | - | 409,404 | - | 409,404 | - |
| Taxes, licenses \& fees |  | 14,898,322 | 16,645,686 | $(1,747,364)$ | (10.50) | 48,328,365 | 52,977,986 | $(4,649,621)$ | (8.78) |
| Incr deferred acq expense |  | 2,871,040 | 8,082,224 | $(5,211,184)$ | (64.48) | $(6,136,501)$ | $(8,282,870)$ | 2,146,369 | (25.91) |
| Total expenses | \$ | 760,264,062 | \$755,810,813 | \$ 4,453,249 | 0.59 | \$2,288,576,984 | \$2,155,466,710 | \$ 133,110,274 | 6.18 |
| Income before income taxes | \$ | 331,446,978 | \$114,086,685 | \$217,360,293 | 190.52 | \$ 347,635,306 | \$ 689,788,627 | \$(342,153,321) | (49.60) |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |
| Current operating income | \$ | 83,694,843 | \$ 30,444,664 | \$ 53,250,179 | 174.91 | \$ 157,817,524 | \$ 136,806,227 | \$ 21,011,297 | 15.36 |
| Current realized investments gains and losses |  | 93,728,580 | $(1,583,658)$ | 95,312,238 | nm | 39,515,163 | 71,840,023 | (32,324,860) | (45.00) |
| Deferred |  | $(73,637,772)$ | $(3,000,557)$ | $(70,637,215)$ | nm | $(120,411,810)$ | $(14,712,193)$ | $(105,699,617)$ | 718.45 |
| Total income taxes | \$ | 103,785,651 | \$ 25,860,449 | \$ 77,925,202 | 301.33 | \$ 76,920,877 | \$ 193,934,057 | \$(117,013,180) | (60.34) |
| Net income | \$ | 227,661,327 | \$ 88,226,236 | \$139,435,091 | 158.04 | \$ 270,714,429 | \$ 495,854,570 | \$(225,140,141) | (45.40) |


|  | Cincinnati Insurance Group Statutory Statements of Income |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended September 30, |  |  |  | For the Nine Months Ended September 30, |  |  |  |
|  | 2008 | 2007 | Change | \% Change | 2008 | 2007 | Change | \% Change |
| Underwriting income |  |  |  |  |  |  |  |  |
| Net premiums written | \$722,149,621 | \$736,354,821 | \$ (14,205,200) | (1.93) | \$2,284,369,929 | \$2,392,327,271 | \$(107,957,342) | (4.51) |
| Unearned premiums increase | $(27,266,596)$ | $(40,446,047)$ | 13,179,451 | (32.59) | 23,404,172 | 44,495,646 | $(21,091,474)$ | (47.40) |
| Earned premiums | \$749,416,216 | \$776,800,868 | \$ (27,384,652) | (3.53) | \$2,260,965,757 | \$2,347,831,625 | \$ (86,865,868) | (3.70) |
| Losses incurred | \$455,923,541 | \$431,727,371 | \$ 24,196,170 | 5.60 | \$1,352,254,518 | \$1,166,347,214 | \$ 185,907,304 | 15.94 |
| Allocated loss expenses incurred | 18,674,251 | 44,377,048 | $(25,702,797)$ | (57.92) | 88,302,910 | 133,163,852 | $(44,860,942)$ | (33.69) |
| Unallocated loss expenses incurred | 47,818,830 | 47,740,977 | 77,853 | 0.16 | 139,838,754 | 137,380,815 | 2,457,939 | 1.79 |
| Other underwriting expenses incurred | 232,911,846 | 227,469,464 | 5,442,382 | 2.39 | 689,535,107 | 711,845,483 | $(22,310,376)$ | (3.13) |
| Workers compensation dividend incurred | 3,215,144 | 2,649,865 | 565,279 | 21.33 | 4,620,246 | 8,052,312 | $(3,432,066)$ | (42.62) |
| Total underwriting deductions | \$758,543,612 | \$753,964,725 | \$ 4,578,887 | 0.61 | \$2,274,551,535 | \$2,156,789,676 | \$ 117,761,859 | 5.46 |
| Net underwriting gain | \$ (9,127,395) | \$ 22,836,143 | \$ (31,963,538) | (139.97) | \$ (13,585,778) | \$ 191,041,949 | \$(204,627,727) | (107.11) |
| Investment income |  |  |  |  |  |  |  |  |
| Gross investment income earned | \$ 82,853,216 | \$100,579,844 | \$ (17,726,628) | (17.62) | \$ 263,767,428 | \$ 296,592,934 | \$ (32,825,506) | (11.07) |
| Net investment income earned | 81,565,048 | 97,939,533 | $(16,374,485)$ | (16.72) | 259,892,835 | 291,447,565 | $(31,554,730)$ | (10.83) |
| Net realized capital gains | 172,046,155 | 959,585 | 171,086,570 | nm | 77,913,772 | 135,356,272 | $(57,442,500)$ | (42.44) |
| Net investment gains (excl. subs) | \$253,611,204 | \$ 98,899,118 | \$154,712,086 | 156.43 | \$ 337,806,607 | \$ 426,803,837 | \$ (88,997, 230) | (20.85) |
| Dividend from subsidiary | - | - | - | - | - | - | - | - |
| Net investment gains | \$253,611,204 | \$ 98,899,118 | \$154,712,086 | 156.43 | \$ 337,806,607 | \$ 426,803,837 | \$ (88,997,230) | (20.85) |
| Other income | \$ 712,644 | \$ $(514,171)$ | \$ 1,226,815 | (238.60) | \$ 1,641,979 | \$ 2,794,180 | \$ (1,152,201) | (41.24) |
| Net income before federal income taxes | \$245,196,452 | \$121,221,090 | \$123,975,362 | 102.27 | \$ 325,862,808 | \$ 620,639,966 | \$(294,777,158) | (47.50) |
| Federal and foreign income taxes incurred | \$ 83,809,041 | \$ 26,567,206 | \$ 57,241,835 | 215.46 | \$ 167,968,058 | \$ 131,380,364 | \$ 36,587,694 | 27.85 |
| Net income (statutory) | \$161,387,412 | \$ 94,653,884 | \$ 66,733,528 | 70.50 | \$ 157,894,750 | \$ 489,259,602 | \$(331,364,852) | (67.73) |

* 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.


## Cincinnati Insurance Group - All Lines <br> Statutory Quarterly Analysis <br> (Based on reported data - see Page 21 for adjusted data)

|  | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) | 12/31/08 |  | 9/30/08 |  | 6/30/08 | 3/31/08 | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 6/30/08 | 6/30/07 | 9/30/08 | 9/30/07 | 12/31/08 | 12/31/07 |
| Net premiums written |  | \$ | 722 | \$ | 788 | \$ 776 | \$ 724 | \$ 736 | \$ 810 | \$ 846 | \$1,562 | \$1,656 | \$2,284 | \$2,393 |  | \$3,117 |
| Net premiums earned |  | \$ | 749 | \$ | 760 | \$ 751 | \$ 777 | \$ 777 | \$ 786 | \$ 785 | \$1,512 | \$1,571 | \$2,261 | \$2,348 |  | \$3,125 |
| Losses paid |  | \$ | 467 | \$ | 396 | \$ 383 | \$ 375 | \$ 363 | \$ 380 | \$ 364 | \$ 778 | \$ 744 | \$1,244 | \$1,107 |  | \$1,481 |
| Loss reserve change |  |  | (11) |  | 83 | 35 | (83) | 69 | (16) | 6 | 119 | (9) | 108 | 60 |  | (24) |
| Total losses incurred |  | \$ | 456 | \$ | 479 | \$ 418 | \$ 292 | \$ 432 | \$ 364 | \$ 370 | \$ 897 | \$ 735 | \$1,352 | \$1,167 |  | \$1,457 |
| Allocated loss expense paid |  |  | 35 |  | 32 | 25 | 37 | 29 | 33 | 32 | 58 | 65 | 93 | 94 |  | 131 |
| Allocated loss expense reserve change |  |  | (16) |  | - | 12 | 26 | 15 | 16 | 8 | 12 | 24 | (4) | 39 |  | 65 |
| Total allocated loss expense incurred |  | \$ | 19 | \$ | 32 | \$ 37 | \$ 63 | \$ 44 | \$ 49 | \$ 40 | \$ 70 | \$ 89 | \$ 89 | \$ 133 |  | \$ 196 |
| Unallocated loss expense paid |  |  | 47 |  | 44 | 43 | 46 | 44 | 41 | 46 | 86 | 87 | 133 | 132 |  | 178 |
| Unallocated loss expense reserve change |  |  | - |  | 2 | 4 | (6) | 4 | 1 | 2 | 6 | 3 | 7 | 6 |  | 2 |
| Total unallocated loss expense incurred |  | \$ | 47 | \$ | 46 | \$ 47 | \$ 40 | \$ 48 | \$ 42 | \$ 48 | \$ 92 | \$ 90 | \$ 140 | \$ 138 |  | \$ 180 |
| Underwriting expenses incurred |  |  | 236 |  | 221 | 237 | 267 | 230 | 242 | 249 | 458 | 489 | 694 | 719 |  | 988 |
| Underwriting profit (loss) |  | \$ | (9) | \$ | (18) | \$ 12 | \$ 115 | \$ 23 | \$ 89 | \$ 78 | \$ (5) | \$ 168 | \$ (14) | \$ 191 |  | \$ 304 |
| Ratio Data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio |  |  | 60.8\% |  | 63.0\% | 55.5\% | 37.5\% | 55.6\% | 46.3\% | 47.2\% | 59.3\% | 46.8\% | 59.8\% | 49.7\% |  | 46.7\% |
| Allocated loss expense ratio |  |  | 2.5 |  | 4.3 | 5.0 | 8.1 | 5.7 | 6.3 | 5.0 | 4.6 | 5.7 | 3.9 | 5.7 |  | 6.3 |
| Unallocated loss expense ratio |  |  | 6.4 |  | 6.0 | 6.1 | 5.3 | 6.1 | 5.3 | 6.1 | 6.1 | 5.7 | 6.2 | 5.8 |  | 5.7 |
| Net underwriting expense ratio |  |  | 32.7 |  | 28.1 | 30.6 | 37.0 | 31.3 | 29.8 | 29.4 | 29.3 | 29.5 | 30.4 | 30.1 |  | 31.7 |
| Statutory combined ratio |  |  | 102.4\% |  | 101.4\% | 97.2\% | 87.9\% | 98.7\% | 87.7\% | 87.7\% | 99.3\% | 87.7\% | 100.3\% | 91.3\% |  | 90.4\% |
| Statutory combined ratio excluding catastrophes |  |  | 94.0\% |  | 86.5\% | 91.5\% | 88.1\% | 97.0\% | 86.3\% | 87.3\% | 89.0\% | 86.8\% | 90.6\% | 90.1\% |  | 89.5\% |

## Loss Detail

| New losses greater than \$4,000,000 | \$ | 10 | \$ | 18 | \$ 8 | \$ - | \$ - | \$ - | \$ - | \$ | 26 | \$ | - | \$ | 36 | \$ | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { New losses } \$ 2,000,000- \\ & \$ 4,000,000 \end{aligned}$ |  | 17 |  | 25 | 14 | 36 | 54 | 17 | 22 |  | 39 |  | 39 |  | 56 |  | 93 |  | 129 |
| $\begin{aligned} & \text { New losses } \$ 1,000,000- \\ & \$ 2,000,000 \end{aligned}$ |  | 33 |  | 13 | 22 | 24 | 26 | 26 | 28 |  | 39 |  | 54 |  | 72 |  | 80 |  | 104 |
| $\begin{aligned} & \text { New losses } \$ 750,000- \\ & \$ 1,000,000 \end{aligned}$ |  | 14 |  | 14 | 9 | 13 | 9 | 9 | 10 |  | 21 |  | 19 |  | 35 |  | 28 |  | 41 |
| $\begin{aligned} & \text { New losses } \$ 500,000- \\ & \$ 750,000 \end{aligned}$ |  | 16 |  | 23 | 12 | 16 | 14 | 15 | 15 |  | 24 |  | 30 |  | 40 |  | 44 |  | 60 |
| $\begin{aligned} & \text { New losses } \$ 250,000- \\ & \$ 500,000 \end{aligned}$ |  | 33 |  | 20 | 29 | 29 | 24 | 22 | 23 |  | 57 |  | 45 |  | 90 |  | 69 |  | 98 |
| Case reserve development above \$250,000 |  | 59 |  | 54 | 48 | 68 | 50 | 48 | 53 |  | 103 |  | 101 |  | 162 |  | 151 |  | 219 |
| Large losses subtotal | \$ | 182 | \$ | 167 | \$ 142 | \$ 186 | \$ 177 | \$ 137 | \$ 151 | \$ | 309 | \$ | 288 | \$ | 491 | \$ | 465 | \$ | 651 |
| IBNR incurred |  | (6) |  | (6) | 6 | (43) | - | 7 | 7 |  | - |  | 15 |  | (6) |  | 15 |  | (25) |
| Catastrophe losses incurred |  | 63 |  | 113 | 43 | (2) | 13 | 11 | 3 |  | 156 |  | 15 |  | 219 |  | 28 |  | 26 |
| Remaining incurred |  | 217 |  | 205 | 227 | 151 | 242 | 209 | 210 |  | 431 |  | 417 |  | 648 |  | 659 |  | 805 |
| Total losses incurred | \$ | 456 | \$ | 479 | \$ 418 | \$ 292 | \$ 432 | \$ 364 | \$ 371 | \$ | 896 | \$ | 735 |  | ,352 |  | ,167 |  | 457 |

## Loss Ratio

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New losses greater than $\$ 4,000,000$ | 1.3\% | 2.4\% | 1.1\% | -\% | -\% | -\% | -\% | 1.7\% | -\% | 1.6\% | -\% | -\% |
| $\begin{aligned} & \text { New losses } \$ 2,000,000- \\ & \$ 4,000,000 \end{aligned}$ | 2.2 | 3.3 | 1.9 | 4.6 | 6.9 | 2.2 | 2.8 | 2.6 | 2.5 | 2.5 | 4.0 | 4.1 |
| $\begin{aligned} & \text { New losses } \$ 1,000,000- \\ & \$ 2,000,000 \end{aligned}$ | 4.4 | 2.2 | 2.9 | 3.1 | 3.3 | 3.3 | 3.6 | 2.6 | 3.4 | 3.2 | 3.4 | 3.3 |
| $\begin{aligned} & \text { New losses } \$ 750,000- \\ & \$ 1,000,000 \end{aligned}$ | 1.9 | 1.7 | 1.2 | 1.7 | 1.2 | 1.1 | 1.3 | 1.4 | 1.2 | 1.6 | 1.2 | 1.3 |
| $\begin{aligned} & \text { New losses } \$ 500,000- \\ & \$ 750,000 \end{aligned}$ | 2.1 | 1.7 | 1.6 | 2.1 | 1.8 | 1.9 | 1.9 | 1.6 | 1.9 | 1.8 | 1.9 | 1.9 |
| New losses $\$ 250,000-$ $\$ 500,000$ | 4.4 | 3.6 | 3.9 | 3.7 | 3.1 | 2.8 | 2.9 | 3.7 | 2.9 | 4.0 | 2.9 | 3.1 |
| $\qquad$ development above \$250,000 | 8.0 | 7.1 | 6.4 | 8.8 | 6.4 | 6.1 | 6.8 | 6.9 | 6.4 | 7.1 | 6.4 | 7.0 |
| Large losses subtotal | 24.3\% | 22.0\% | 18.9\% | 23.9\% | 22.8\% | 17.4\% | 19.2\% | 20.5\% | 18.3\% | 21.8\% | 19.8\% | 20.9\% |
| IBNR incurred | (0.8) | (0.9) | 0.8 | (5.5) | - | 0.9 | 1.0 | - | 0.9 | (0.3) | 0.6 | (0.9) |
| Total catastrophe losses incurred | 8.4 | 14.9 | 5.7 | (0.2) | 1.7 | 1.4 | 0.4 | 10.3 | 0.9 | 9.7 | 1.2 | 0.8 |
| Remaining incurred | 28.9 | 27.0 | 30.1 | 19.3 | 31.0 | 26.6 | 26.6 | 28.5 | 26.7 | 28.6 | 28.1 | 25.9 |
| Total loss ratio | 60.8\% | 63.0\% | 55.5\% | 37.5\% | 55.5\% | 46.3\% | 47.2\% | 59.3\% | 46.8\% | 59.8\% | 49.7\% | 46.6\% |

## Loss Claim Count

New losses greater than \$4,000,000
New losses \$2,000,000-

| \$4,000,000 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { New losses } \$ 1,000,000- \\ & \$ 2,000,000 \end{aligned}$ | 27 | 13 | 19 | 18 | 21 | 21 | 21 | 32 | 42 | 59 | 63 | 81 |
| $\begin{aligned} & \text { New losses } \$ 750,000- \\ & \$ 1,000,000 \end{aligned}$ | 17 | 15 | 10 | 16 | 11 | 11 | 12 | 25 | 23 | 42 | 34 | 50 |
| $\begin{aligned} & \text { New losses } \$ 500,000- \\ & \$ 750,000 \end{aligned}$ | 28 | 23 | 21 | 27 | 25 | 26 | 24 | 44 | 50 | 72 | 75 | 102 |
| $\begin{aligned} & \text { New losses } \$ 250,000- \\ & \$ 500,000 \end{aligned}$ | 100 | 84 | 87 | 88 | 75 | 67 | 72 | 171 | 139 | 271 | 214 | 302 |
| Case reserve development above \$250,000 | 102 | 84 | 81 | 112 | 93 | 82 | 93 | 165 | 175 | 267 | 268 | 380 |
| Large losses total | 282 | 232 | 225 | 273 | 242 | 212 | 229 | 457 | 441 | 739 | 683 | 956 |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
* 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.


## Cincinnati Insurance Group - Commercial Lines Statutory Quarterly Analysis <br> (Based on reported data - see Page 22 for adjusted data)

|  | Three months ended |  |  |  |  |  |  |  | Six months ended |  |  | Nine months ended |  |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) | 12/31/08 | 9/30/08 | 6/30/08 | 3/31/08 | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 6/30/08 |  | 6/30/07 |  | /30/08 | 9/30/07 | 12/31/08 | 12/31/07 |
| Net premiums written |  | \$ 538 | \$ 597 | \$ 625 | \$ 562 | \$ 544 | \$ 613 | \$ 693 | \$1,222 |  | 1,306 |  | ,759 | \$1,851 |  | \$2,413 |
| Net premiums earned |  | \$ 582 | \$ 586 | \$ 574 | \$ 601 | \$ 600 | \$ 606 | \$ 604 | \$1,161 |  | 1,210 |  | ,743 | \$1,810 |  | \$2,411 |
| Losses paid |  | \$ 326 | \$ 280 | \$ 266 | \$ 272 | \$ 253 | \$ 270 | \$ 259 | \$ 546 | \$ | 530 | \$ | 871 | \$ 783 |  | \$1,055 |
| Loss reserve change |  | (3) | 67 | 32 | (53) | 66 | (12) | 23 | 100 |  | 11 |  | 97 | 77 |  | 23 |
| Total losses incurred |  | \$ 323 | \$ 347 | \$ 298 | \$ 219 | \$ 319 | \$ 258 | \$ 282 | \$ 646 | \$ | 541 | \$ | 968 | \$ 860 |  | \$1,078 |
| Allocated loss expense paid |  | 31 | 28 | 22 | 33 | 26 | 30 | 28 | 50 |  | 58 |  | 82 | 84 |  | 117 |
| Allocated loss expense reserve change |  | (15) | 1 | 12 | 27 | 16 | 16 | 8 | 13 |  | 24 |  | (3) | 40 |  | 67 |
| Total allocated loss expense incurred |  | \$ 16 | \$ 29 | \$ 34 | \$ 60 | \$ 42 | \$ 46 | \$ 36 | \$ 63 | \$ | 82 | \$ | 79 | \$ 124 |  | \$ 184 |
| Unallocated loss expense paid |  | 34 | 31 | 30 | 34 | 31 | 30 | 33 | 61 |  | 63 |  | 95 | 94 |  | 128 |
| Unallocated loss expense reserve change |  | (1) | 1 | 3 | (3) | 4 | 1 | 3 | 4 |  | 4 |  | 4 | 8 |  | 5 |
| Total unallocated loss expense incurred |  | \$ 33 | \$ 32 | \$ 33 | \$ 31 | \$ 35 | \$ 31 | \$ 36 | \$ 65 | \$ | 67 | \$ | 99 | \$ 102 |  | \$ 133 |
| Underwriting expenses incurred |  | 180 | 166 | 186 | 215 | 170 | 179 | 193 | 352 |  | 371 |  | 532 | 541 |  | 757 |
| Underwriting profit (loss) |  | \$ 30 | \$ 12 | \$ 23 | \$ 76 | \$ 34 | \$ 92 | \$ 57 | \$ 35 | \$ | 149 | \$ | 65 | \$ 183 |  | \$ 259 |


| Ratio Data |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loss ratio | 55.4\% | 59.2\% | 52.0\% | 36.4\% | 53.2\% | 42.6\% | 46.8\% | 55.6\% | 44.7\% | 55.5\% | 47.5\% | 44.8\% |
| Allocated loss expense ratio | 2.7 | 5.0 | 5.9 | 9.9 | 7.0 | 7.6 | 6.0 | 5.4 | 6.8 | 4.5 | 6.8 | 7.6 |
| Unallocated loss expense ratio | 5.7 | 5.5 | 5.7 | 5.2 | 5.8 | 5.1 | 5.9 | 5.7 | 5.5 | 5.7 | 5.6 | 5.5 |
| Net underwriting expense ratio | 33.5 | 27.8 | 29.7 | 38.2 | 31.2 | 29.1 | 27.8 | 28.8 | 28.4 | 30.2 | 29.3 | 31.4 |
| Statutory combined ratio | 97.3\% | 97.5\% | 93.3\% | 89.7\% | 97.2\% | 84.4\% | 86.5\% | 95.5\% | 85.4\% | 95.9\% | 89.2\% | 89.3\% |
| Statutory combined ratio excluding catastrophes | 93.3\% | 86.2\% | 89.4\% | 89.7\% | 97.1\% | 83.6\% | 84.7\% | 87.8\% | 84.1\% | 89.5\% | 88.3\% | 88.6\% |


| Loss Detail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New losses greater than \$4,000,000 | \$ 5 | \$ 18 | \$ 8 | \$ - | \$ - | \$ - | \$ - | \$ | 26 | \$ | - | \$ | 31 | \$ | - | \$ | - |
| $\begin{aligned} & \text { New losses } \$ 2,000,000 \\ & -\$ 4,000,000 \end{aligned}$ | 17 | 25 | 14 | 34 | 47 | 13 | 22 |  | 40 |  | 35 |  | 56 |  | 81 |  | 116 |
| $\begin{gathered} \text { New losses } \$ 1,000,000 \\ -\$ 2,000,000 \end{gathered}$ | 26 | 15 | 18 | 19 | 25 | 23 | 23 |  | 33 |  | 46 |  | 60 |  | 71 |  | 90 |
| $\begin{aligned} & \text { New losses } \$ 750,000 \\ & -\$ 1,000,000 \end{aligned}$ | 12 | 11 | 8 | 11 | 8 | 6 | 9 |  | 19 |  | 15 |  | 31 |  | 23 |  | 34 |
| $\begin{aligned} & \text { New losses } \$ 500,000 \\ & -\$ 750,000 \end{aligned}$ | 14 | 12 | 9 | 14 | 11 | 12 | 12 |  | 20 |  | 24 |  | 34 |  | 34 |  | 49 |
| $\begin{aligned} & \text { New losses } \$ 250,000 \\ & -\$ 500,000 \end{aligned}$ | 25 | 22 | 23 | 21 | 18 | 16 | 18 |  | 45 |  | 34 |  | 70 |  | 53 |  | 73 |
| Case reserve development above \$250,000 | 57 | 51 | 44 | 60 | 45 | 46 | 49 |  | 96 |  | 95 |  | 153 |  | 140 |  | 200 |
| Large losses subtotal | \$ 156 | \$ 154 | \$ 124 | \$ 159 | \$ 154 | \$ 116 | \$ 133 | \$ | 279 | \$ | 249 | \$ | 435 | \$ | 402 | \$ |  |
| IBNR incurred | (7) | (8) | 6 | (29) | - | 6 | 7 |  | (2) |  | 14 |  | (10) |  | 16 |  | (12) |
| Catastrophe losses incurred | 23 | 66 | 22 | - | 1 | 5 | 10 |  | 89 |  | 16 |  | 112 |  | 17 |  | 16 |
| Remaining incurred | 151 | 135 | 146 | 89 | 164 | 131 | 132 |  | 280 |  | 262 |  | 431 |  | 425 |  | 511 |
| Total losses incurred | \$ 323 | \$ 347 | \$ 298 | \$ 219 | \$ 319 | \$ 258 | \$ 282 | \$ | 646 | \$ | 541 | \$ | 968 | \$ | 860 |  | 077 |


| Loss Ratio |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New losses greater than $\$ 4,000,000$ | 0.9\% | 3.1\% | 1.4\% | -\% | 0.1\% | -\% | -\% | 2.3\% | -\% | 1.8\% | 0.1\% | -\% |
| $\begin{aligned} & \text { New losses } \$ 2,000,000 \\ & -\$ 4,000,000 \end{aligned}$ | 2.9 | 4.3 | 2.5 | 5.7 | 7.8 | 2.1 | 3.6 | 3.4 | 2.9 | 3.2 | 4.5 | 4.7 |
| $\begin{aligned} & \text { New losses } \$ 1,000,000 \\ & -\$ 2,000,000 \end{aligned}$ | 4.5 | 2.5 | 3.2 | 3.2 | 4.2 | 3.8 | 3.8 | 2.9 | 3.8 | 3.4 | 3.9 | 3.7 |
| $\begin{aligned} & \text { New losses } \$ 750,000 \\ & -\$ 1,000,000 \end{aligned}$ | 2.1 | 1.9 | 1.3 | 1.8 | 1.3 | 1.0 | 1.5 | 1.6 | 1.2 | 1.8 | 1.3 | 1.4 |
| $\begin{aligned} & \text { New losses } \$ 500,000 \\ & -\$ 750,000 \end{aligned}$ | 2.3 | 2.0 | 1.5 | 2.2 | 1.8 | 2.0 | 2.0 | 1.7 | 2.0 | 1.9 | 1.9 | 2.0 |
| New losses \$250,000 - $\$ 500,000$ | 4.3 | 3.8 | 4.0 | 3.4 | 3.0 | 2.6 | 2.8 | 3.9 | 2.7 | 4.0 | 2.9 | 2.9 |
| $\begin{aligned} & \text { Case reserve } \\ & \text { development above } \\ & \$ 250,000 \\ & \hline \end{aligned}$ | 9.8 | 8.7 | 7.8 | 10.1 | 7.5 | 7.6 | 8.1 | 8.3 | 7.8 | 8.8 | 7.6 | 8.3 |
| Large losses subtotal | 26.8\% | 26.3\% | 21.7\% | 26.4\% | 25.7\% | 19.1\% | 21.8\% | 24.0\% | 20.4\% | 24.9\% | 22.2\% | 23.2\% |
| IBNR incurred | (1.3) | (1.4) | 1.0 | (4.8) | - | 1.0 | 1.2 | (0.2) | 1.1 | (0.6) | 0.8 | (0.5) |
| Total catastrophe losses incurred | 4.0 | 11.3 | 3.9 | - | 0.2 | 0.8 | 1.8 | 7.6 | 1.3 | 6.4 | 0.9 | 0.7 |
| Remaining incurred | 25.9 | 23.0 | 25.4 | 14.8 | 27.3 | 21.7 | 22.0 | 24.2 | 21.9 | 24.8 | 23.6 | 21.4 |
| Total loss ratio | 55.4\% | 59.2\% | 52.0\% | 36.4\% | 53.2\% | 42.6\% | 46.8\% | 55.6\% | 44.7\% | 55.5\% | 47.5\% | 44.7\% |

## Loss Claim Count

| New losses greater than \$4,000,000 | 1 | 4 | 2 | - | 1 | - | - | 6 | - | 7 | 1 | 1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { New losses } \$ 2,000,000 \\ & -\$ 4,000,000 \end{aligned}$ | 6 | 9 | 5 | 11 | 14 | 4 | 7 | 14 | 11 | 20 | 25 | 36 |
| $\begin{aligned} & \text { New losses } \$ 1,000,000 \\ & -\$ 2,000,000 \end{aligned}$ | 21 | 12 | 16 | 14 | 20 | 19 | 17 | 28 | 36 | 49 | 56 | 70 |
| $\begin{aligned} & \text { New losses } \$ 750,000 \\ & -\$ 1,000,000 \end{aligned}$ | 15 | 13 | 9 | 13 | 9 | 7 | 11 | 22 | 18 | 37 | 27 | 40 |
| $\begin{aligned} & \text { New losses } \$ 500,000 \\ & -\$ 750,000 \end{aligned}$ | 24 | 21 | 16 | 23 | 20 | 21 | 20 | 37 | 41 | 61 | 61 | 84 |
| $\begin{aligned} & \text { New losses } \$ 250,000 \\ & \quad-\$ 500,000 \end{aligned}$ | 74 | 67 | 68 | 64 | 57 | 49 | 57 | 135 | 106 | 209 | 163 | 227 |
| Case reserve development above \$250,000 | 95 | 76 | 74 | 96 | 80 | 75 | 85 | 150 | 160 | 245 | 240 | 336 |
| Large losses total | 236 | 202 | 190 | 221 | 201 | 175 | 197 | 392 | 372 | 628 | 573 | 794 |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
* 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.


## Cincinnati Insurance Group - Personal Lines <br> Statutory Quarterly Analysis <br> (Based on reported data - see Page 23 for adjusted data)



* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
* 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.

| Risk State | Comm <br> Casualty | Comm Prop | Comm Auto | Workers' Comp | Specialty Packages |  <br> Exec Risk | Mach. \& Equip | Pers <br> Auto | Home Owner | Other Personal | 9/30/2008 Agency Direct | $\begin{gathered} \text { 9/30/2007 } \\ \text { Agency } \\ \text { Direct } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Commercial } \\ \text { Change } \\ \% \\ \hline \end{gathered}$ | $\begin{gathered} \text { Personal } \\ \text { Change } \\ \% \\ \hline \end{gathered}$ | Total <br> Change <br> $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AL | \$ 15.4 | \$ 12.4 | \$ 6.2 | \$ 1.0 | \$ 5.8 | \$ 1.4 | \$ 0.5 | \$ 12.6 | \$ 19.1 | \$ 4.0 | \$ 78.5 | \$ 74.7 | 1.5 | 9.6 | 5.0 |
| AZ | 9.5 | 4.9 | 8.0 | 0.3 | 0.7 | 0.6 | 0.5 | 0.0 | 0.2 | 0.1 | 24.9 | 24.3 | 2.2 | 8.7 | 2.4 |
| AR | 7.8 | 7.8 | 5.0 | 4.1 | 3.1 | 1.1 | 0.4 | 1.9 | 2.2 | 0.6 | 34.1 | 32.4 | 6.6 | (1.4) | 5.3 |
| DE | 1.2 | 0.9 | 0.6 | 1.4 | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | 4.5 | 3.4 | 28.9 | nm | 31.3 |
| FL | 23.2 | 18.9 | 9.3 | 1.6 | 2.1 | 2.4 | 0.7 | 9.0 | 13.9 | 2.6 | 83.7 | 96.2 | (10.1) | (18.9) | (13.0) |
| GA | 20.5 | 15.6 | 13.7 | 10.3 | 5.6 | 5.2 | 0.6 | 23.0 | 21.2 | 5.9 | 121.7 | 123.2 | (3.5) | 2.1 | (1.2) |
| ID | 8.0 | 3.4 | 4.0 | 0.2 | 0.6 | 0.9 | 0.2 | 0.0 | 0.0 | 0.0 | 17.3 | 15.5 | 11.6 | nm | 11.7 |
| IL | 52.0 | 34.0 | 22.9 | 43.9 | 10.2 | 6.6 | 2.0 | 18.0 | 14.7 | 4.9 | 209.1 | 218.8 | (5.3) | (0.3) | (4.5) |
| IN | 35.7 | 27.8 | 17.7 | 22.3 | 5.9 | 6.1 | 1.6 | 20.5 | 19.8 | 5.2 | 162.7 | 171.6 | (7.4) | 1.0 | (5.2) |
| IA | 15.0 | 11.0 | 7.4 | 19.5 | 3.5 | 2.3 | 1.0 | 2.7 | 3.1 | 1.4 | 66.8 | 68.5 | (1.3) | (11.6) | (2.5) |
| KS | 5.8 | 6.3 | 3.7 | 7.2 | 2.2 | 1.2 | 0.3 | 3.2 | 4.2 | 0.9 | 35.1 | 35.6 | 2.7 | (12.4) | (1.4) |
| KY | 15.9 | 14.9 | 11.3 | 3.0 | 4.1 | 2.4 | 0.7 | 15.2 | 12.0 | 3.2 | 82.7 | 82.1 | (1.2) | 4.4 | 0.7 |
| MD | 10.6 | 4.8 | 7.6 | 9.7 | 0.8 | 1.2 | 0.3 | 0.0 | 1.2 | 0.4 | 36.5 | 36.6 | (0.6) | 15.6 | (0.1) |
| MI | 25.2 | 15.8 | 10.9 | 13.1 | 8.7 | 4.3 | 1.3 | 8.3 | 10.9 | 2.4 | 100.9 | 112.1 | (9.8) | (10.7) | (10.0) |
| MN | 17.6 | 11.5 | 6.8 | 6.5 | 2.3 | 1.8 | 0.9 | 4.6 | 4.1 | 2.6 | 58.7 | 65.7 | (12.2) | (3.8) | (10.7) |
| MO | 18.9 | 13.9 | 9.7 | 14.0 | 3.7 | 2.0 | 0.7 | 1.9 | 3.1 | 0.7 | 68.6 | 73.9 | (7.4) | (4.8) | (7.1) |
| MT | 11.4 | 5.1 | 5.3 | 0.1 | 0.7 | 0.4 | 0.3 | 0.3 | 0.4 | 0.1 | 24.1 | 23.5 | (0.4) | 415.0 | 2.4 |
| NE | 5.3 | 3.9 | 2.6 | 6.5 | 0.9 | 0.9 | 0.3 | 0.6 | 0.7 | 0.2 | 21.9 | 22.1 | 0.3 | (17.4) | (1.0) |
| NH | 2.0 | 1.2 | 1.0 | 1.9 | 0.5 | 0.5 | 0.1 | 0.5 | 0.5 | 0.3 | 8.6 | 9.9 | (12.7) | (11.8) | (12.9) |
| NM | 1.4 | 0.4 | 0.7 | 0.1 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 2.8 | 0.1 | nm | nm | nm |
| NY | 22.4 | 6.0 | 7.8 | 1.6 | 0.9 | 2.2 | 0.4 | 0.0 | 0.0 | 0.0 | 41.4 | 46.1 | (10.3) | nm | (10.2) |
| NC | 30.6 | 23.2 | 16.5 | 22.8 | 9.7 | 6.9 | 1.2 | 0.9 | 1.4 | 2.0 | 115.2 | 117.9 | (2.5) | 7.8 | (2.3) |
| ND | 4.0 | 2.9 | 2.0 | (0.0) | 0.6 | 0.5 | 0.2 | 0.3 | 0.3 | 0.1 | 11.1 | 10.9 | 3.6 | (19.9) | 1.4 |
| OH | 110.5 | 68.8 | 50.1 | (0.4) | 16.0 | 19.1 | 3.6 | 98.3 | 70.2 | 23.1 | 459.3 | 481.2 | (6.2) | (2.1) | (4.5) |
| PA | 34.6 | 21.6 | 21.8 | 41.8 | 7.4 | 5.1 | 1.3 | 5.7 | 4.6 | 2.5 | 146.5 | 151.6 | (3.1) | (6.1) | (3.4) |
| SC | 10.4 | 6.9 | 6.0 | 5.1 | 1.9 | 2.1 | 0.3 | 0.0 | 0.1 | 0.2 | 32.9 | 33.8 | (2.7) | 2.9 | (2.8) |
| SD | 3.5 | 2.3 | 1.9 | 3.8 | 0.3 | 0.4 | 0.1 | 0.0 | 0.0 | 0.0 | 12.2 | 12.1 | 0.8 | nm | 1.1 |
| TN | 18.2 | 13.8 | 11.3 | 10.0 | 6.4 | 3.9 | 0.8 | 6.3 | 6.8 | 2.4 | 79.9 | 82.2 | (3.8) | 2.1 | (2.7) |
| UT | 10.3 | 3.8 | 5.0 | 0.0 | 0.4 | 1.5 | 0.3 | 0.0 | 0.0 | 0.0 | 21.4 | 17.4 | 23.0 | nm | 22.9 |
| VT | 3.7 | 2.9 | 2.3 | 5.5 | 0.6 | 0.7 | 0.2 | 0.6 | 0.7 | 0.2 | 17.3 | 17.9 | (3.2) | (6.2) | (3.4) |
| VA | 24.9 | 18.6 | 16.5 | 16.8 | 3.8 | 4.0 | 0.9 | 6.9 | 6.1 | 2.2 | 100.8 | 106.9 | (5.6) | (6.3) | (5.7) |
| WA | 0.5 | 0.2 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.0 | 0.3 | 190.4 | nm | 221.1 |
| WV | 5.4 | 3.7 | 4.1 | (0.0) | 1.7 | 0.8 | 0.2 | 0.0 | 0.6 | 0.2 | 16.7 | 19.1 | (12.4) | (19.8) | (12.6) |
| WI | 20.8 | 13.6 | 9.0 | 20.8 | 3.3 | 2.2 | 1.3 | 6.8 | 5.8 | 2.6 | 86.3 | 89.7 | (4.1) | (2.7) | (3.8) |
| All Other | 3.8 | 3.1 | 2.5 | 5.0 | 0.2 | 1.2 | 0.1 | 0.0 | 0.2 | 0.0 | 16.2 | 15.2 | 6.6 | 7.5 | 6.4 |
| Total | \$606.0 | \$406.0 | \$311.5 | \$299.5 | \$115.3 | \$92.1 | \$23.5 | \$248.2 | \$228.2 | \$70.8 | \$2,401.2 | \$2,492.6 | (4.1) | (2.1) | (3.7) |
| Other Direct | 0.0 | 1.5 | 0.0 | 5.9 | 0.0 | 0.0 | 0.0 | 0.0 | 2.3 | 0.0 | 9.8 | 12.3 | (4.6) | (48.4) | (20.3) |
| Total Direct | \$606.0 | \$407.5 | \$311.5 | \$305.4 | \$115.3 | \$92.1 | \$23.5 | \$248.2 | \$230.5 | \$70.8 | \$2,411.0 | \$2,504.9 | (4.1) | (2.4) | (3.7) |

Cincinnati Insurance Group
Quarterly Property Casualty Data - By Commercial Lines of Business

|  | Three months ended |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) | 12/31/08 | 9/30/08 | 6/30/08 | 3/31/08 |  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 6/30/08 | 6/30/07 | 9/30/08 | 9/30/07 | 12/31/08 | 12/31/07 |
| Commercial casualty: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 171 | \$ 199 | \$ 211 | \$ | 189 | \$ 179 | \$ 218 | \$ 245 | \$ 410 | \$ 462 | \$ 582 | \$ 641 |  | \$ 830 |
| Earned premiums |  | 197 | 194 | 190 |  | 204 | 205 | 209 | 209 | 384 | 418 | 580 | 623 |  | 827 |
| Loss and loss expenses ratio |  | 44.4\% | 39.8\% | 58.3\% |  | 32.0\% | 63.7\% | 54.6\% | 53.5\% | 48.9\% | 54.2\% | 47.4\% | 57.4\% |  | 51.1\% |
| Less catastrophe loss ratio |  | - | - | - |  | - | - | - | - | - | - | - | - |  | - |
| Loss and loss expenses excluding catastrophe loss ratio |  | 44.4\% | 39.8\% | 58.3\% |  | 32.0\% | 63.7\% | 54.6\% | 53.5\% | 48.9\% | 54.2\% | 47.4\% | 57.4\% |  | 51.1\% |
| Commercial property: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 117 | \$ 124 | \$ 124 | \$ | 116 | \$ 120 | \$ 125 | \$ 138 | \$ 247 | \$ 263 | \$ 364 | \$ 383 |  | \$ 499 |
| Earned premiums |  | 120 | 123 | 122 |  | 124 | 125 | 125 | 123 | 244 | 248 | 364 | 373 |  | 497 |
| Loss and loss expenses ratio |  | 70.0\% | 97.6\% | 75.5\% |  | 32.9\% | 61.5\% | 45.8\% | 53.6\% | 86.6\% | 49.7\% | 81.1\% | 53.7\% |  | 48.5\% |
| Less catastrophe loss ratio |  | 15.6 | 38.0 | 16.5 |  | - | (1.4) | 3.2 | 6.9 | 27.3 | 5.0 | 23.4 | 2.9 |  | 2.2 |
| Loss and loss expenses excluding catastrophe loss ratio |  | 54.4\% | 59.6\% | 59.0\% |  | 32.9\% | 62.9\% | 42.6\% | 46.7\% | 59.3\% | 44.7\% | 57.7\% | 50.8\% |  | 46.3\% |
| Commercial auto: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 93 | \$ 108 | \$ 107 | \$ | 100 | \$ 92 | \$ 112 | \$ 124 | \$ 215 | \$ 236 | \$ 308 | \$ 329 |  | \$ 429 |
| Earned premiums |  | 103 | 104 | 101 |  | 110 | 108 | 110 | 113 | 205 | 223 | 308 | 331 |  | 440 |
| Loss and loss expenses ratio |  | 63.2\% | 67.5\% | 63.4\% |  | 60.3\% | 66.9\% | 62.9\% | 64.6\% | 65.5\% | 63.4\% | 64.7\% | 64.5\% |  | 63.5\% |
| Less catastrophe loss ratio |  | 0.1 | 3.4 | (0.4) |  | (0.2) | 0.4 | - | (0.2) | 1.5 | - | 1.0 | 0.1 |  | - |
| Loss and loss expenses excluding catastrophe loss ratio |  | 63.1\% | 64.1\% | 63.8\% |  | 60.5\% | 66.5\% | 62.9\% | 64.8\% | 64.0\% | 63.4\% | 63.7\% | 64.4\% |  | 63.5\% |
| Workers' compensation: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 84 | \$ 95 | \$ 114 | \$ | 88 | \$ 84 | \$ 92 | \$ 113 | \$ 209 | \$ 206 | \$ 292 | \$ 289 |  | \$ 378 |
| Earned premiums |  | 93 | 94 | 94 |  | 93 | 94 | 95 | 92 | 189 | 187 | 282 | 280 |  | 373 |
| Loss and loss expenses ratio |  | 90.9\% | 78.3\% | 64.8\% |  | 113.6\% | 82.0\% | 66.8\% | 76.5\% | 71.5\% | 71.5\% | 77.9\% | 75.0\% |  | 84.6\% |
| Less catastrophe loss ratio |  | - | - | - |  | - | - | - | - | - | - | - | - |  | - |
| Loss and loss expenses excluding catastrophe loss ratio |  | 90.9\% | 78.3\% | 64.8\% |  | 113.6\% | 82.0\% | 66.8\% | 76.5\% | 71.5\% | 71.5\% | 77.9\% | 75.0\% |  | 84.6\% |
| Specialty package: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 36 | \$ 36 | \$ 37 |  | \$ 36 | \$ 34 | \$ 36 | \$ 41 | \$ 73 | \$ 77 | \$ 109 | \$ 111 |  | \$ 146 |
| Earned premiums |  | 35 | 36 | 35 |  | 36 | 36 | 37 | 36 | 72 | 73 | 107 | 109 |  | 146 |
| Loss and loss expenses ratio |  | 80.2\% | 109.7\% | 63.4\% |  | 41.9\% | 76.7\% | 49.9\% | 69.6\% | 86.8\% | 59.6\% | 84.6\% | 65.3\% |  | 59.4\% |
| Less catastrophe loss ratio |  | 12.2 | 43.9 | 8.1 |  | 0.6 | 6.2 | 2.6 | 7.0 | 26.2 | 4.7 | 21.5 | 5.2 |  | 4.1 |
| Loss and loss expenses excluding catastrophe loss ratio |  | 68.0\% | 65.8\% | 55.3\% |  | 41.3\% | 70.5\% | 47.3\% | 62.6\% | 60.6\% | 54.9\% | 63.1\% | 60.1\% |  | 55.3\% |
| Surety and executive risk: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 29 | \$ 28 | \$ 25 |  | 26 | \$ 28 | \$ 23 | \$ 25 | \$ 54 | \$ 48 | \$ 82 | \$ 76 |  | \$ 102 |
| Earned premiums |  | 27 | 28 | 25 |  | 27 | 25 | 24 | 24 | 53 | 47 | 80 | 73 |  | 100 |
| Loss and loss expenses ratio |  | 73.6\% | 92.0\% | 45.9\% |  | 55.7\% | 36.5\% | 49.3\% | 24.0\% | 70.1\% | 36.7\% | 71.3\% | 36.7\% |  | 41.8\% |
| Less catastrophe loss ratio |  | - | - | - |  | - | - | - | - | - | - | - | - |  | - |
| Loss and loss expenses excluding catastrophe loss ratio |  | 73.6\% | 92.0\% | 45.9\% |  | 55.7\% | 36.5\% | 49.3\% | 24.0\% | 70.1\% | 36.7\% | 71.3\% | 36.7\% |  | 41.8\% |
| Machinery and equipment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 8 | \$ 7 | \$ 7 | \$ | 7 | \$ 7 | \$ 7 | \$ 7 | \$ 14 | \$ 14 | \$ 22 | \$ 22 |  | \$ 29 |
| Earned premiums |  | 7 | 7 | 7 |  | 7 | 7 | 7 | 7 | 14 | 14 | 22 | 21 |  | 28 |
| Loss and loss expense ratio |  | 32.4\% | 34.1\% | 53.3\% |  | 27.8\% | 34.7\% | 20.4\% | 28.2\% | 43.6\% | 24.3\% | 39.8\% | 27.8\% |  | 27.8\% |
| Less catastrophe loss ratio |  | 2.8 | 1.0 | - |  | (0.8) | 1.3 | - | (1.6) | 0.6 | (0.8) | 1.3 | (0.1) |  | (0.3) |
| Loss and loss expense excluding catastrophe loss ratio |  | 29.6\% | 33.1\% | 53.3\% |  | 28.6\% | 33.4\% | 20.4\% | 29.8\% | 43.0\% | 25.1\% | 38.5\% | 27.9\% |  | 28.1\% |

 amounts may not equal the full year as each is computed independently.

## Cincinnati Insurance Group

Quarterly Property Casualty Data - By Personal Lines of Business

|  | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions) | 12/31/08 | 9/30/08 | 6/30/08 | 3/31/08 | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 6/30/08 | 6/30/07 | 9/30/08 | 9/30/07 | 12/31/08 | 12/31/07 |
| Personal auto: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 88 | \$ 89 | \$ 69 | \$ 75 | \$ 92 | \$ 93 | \$ 72 | \$ 158 | \$ 164 | \$ 246 | \$ 256 |  | \$ 332 |
| Earned premiums |  | 81 | 82 | 83 | 83 | 85 | 86 | 88 | 164 | 174 | 245 | 259 |  | 342 |
| Loss and loss expenses ratio |  | 63.7\% | 56.8\% | 67.6\% | 65.3\% | 67.7\% | 67.6\% | 66.5\% | 62.2\% | 67.1\% | 62.7\% | 67.3\% |  | 66.8\% |
| Less catastrophe loss ratio |  | 1.7 | 3.1 | 1.7 | (0.3) | 0.7 | (0.3) | (2.3) | 2.4 | (1.3) | 2.2 | (0.6) |  | (0.6) |
| Loss and loss expenses excluding catastrophe loss ratio |  | 62.0\% | 53.7\% | 65.9\% | 65.6\% | 67.0\% | 67.9\% | 68.8\% | 59.8\% | 68.4\% | 60.5\% | 67.9\% |  | 67.4\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Homeowner: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 72 | \$ 79 | \$ 60 | \$ 66 | \$ 77 | \$ 80 | \$ 61 | \$ 139 | \$ 141 | \$ 212 | \$ 218 |  | \$ 284 |
| Earned premiums |  | 64 | 71 | 72 | 71 | 70 | 72 | 71 | 143 | 143 | 208 | 214 |  | 285 |
| Loss and loss expenses ratio |  | 122.8\% | 130.7\% | 91.4\% | 36.6\% | 82.7\% | 66.9\% | 50.0\% | 110.9\% | 58.5\% | 114.6\% | 66.5\% |  | 59.0\% |
| Less catastrophe loss ratio |  | 54.5 | 60.0 | 25.2 | (2.3) | 15.6 | 8.3 | (7.5) | 42.5 | 0.4 | 46.2 | 5.4 |  | 3.5 |
| Loss and loss expenses excluding catastrophe loss ratio |  | 68.3\% | 70.7\% | 66.2\% | 38.9\% | 67.1\% | 58.6\% | 57.5\% | 68.4\% | 58.1\% | 68.4\% | 61.1\% |  | 55.5\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other personal: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums |  | \$ 24 | \$ 23 | \$ 21 | \$ 21 | \$ 23 | \$ 24 | \$ 20 | \$ 44 | \$ 44 | \$ 67 | \$ 67 |  | \$ 88 |
| Earned premiums |  | 22 | 21 | 22 | 22 | 22 | 22 | 22 | 44 | 43 | 65 | 65 |  | 87 |
| Loss and loss expenses ratio |  | 91.5\% | 43.2\% | 62.2\% | 24.1\% | 57.9\% | 62.8\% | 43.4\% | 52.9\% | 53.1\% | 65.8\% | 54.7\% |  | 47.0\% |
| Less Catastrophe loss ratio |  | 14.5 | 8.0 | 4.1 | 0.6 | 3.7 | 3.5 | (0.1) | 6.0 | 1.3 | 8.9 | 2.0 |  | 1.7 |
| Loss and loss expenses excluding catastrophe loss ratio |  | 77.0\% | 35.2\% | 58.1\% | 23.5\% | 54.2\% | 59.3\% | 43.5\% | 46.9\% | 51.8\% | 56.9\% | 52.7\% |  | 45.3\% |

 amounts may not equal the full year as each is computed independently.

Cincinnati Insurance Group
Quarterly Detailed Loss Analysis


| Commercial Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | \$ 436 | \$ 416 | \$ 354 | \$ 412 | \$ 433 | \$ 370 | \$ 356 | \$ |  | \$ 726 | \$1,207 | \$1,158 | \$1,570 |
| Loss and loss expenses - prior AY's | (88) | (74) | (11) | (102) | (38) | (40) | (12) |  | (85) | (52) | (173) | (90) | (192) |
| Catastrophes - current AY | 23 | 66 | 25 | ) | 5 | 8 | 12 |  | 92 | 20 | 115 | 26 | 25 |
| Catastrophes - prior AY's | - | - | (3) | - | (4) | (3) | (2) |  | (3) | (5) | (3) | (9) | (9) |
| Total | \$ 371 | \$ 408 | \$ 365 | \$ 310 | \$ 396 | \$ 335 | \$ 354 | \$ | 774 | \$ 689 | \$1,146 | \$1,085 | \$1,394 |
| Ratio to Earned Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | 74.9\% | 71.1\% | 61.6\% | 68.5\% | 72.2\% | 61.0\% | 59.0\% |  | 66.4\% | 60.0\% | 69.2\% | 63.9\% | 65.2\% |
| Loss and loss expenses - prior AY's | (15.0) | (12.6) | (1.9) | (17.0) | (6.4) | (6.6) | (2.1) |  | (7.3) | (4.2) | (9.9) | (4.9) | (8.0) |
| Catastrophes - current AY | 4.0 | 11.2 | 4.5 | (17.0) | 0.9 | 1.4 | 2.2 |  | 7.9 | 1.8 | 6.6 | 1.5 | 1.0 |
| Catastrophes - prior AY's | - | 0.1 | (0.6) | - | (0.7) | (0.5) | (0.4) |  | (0.3) | (0.4) | (0.2) | (0.6) | (0.4) |
| Total | 63.8\% | 69.7\% | 63.6\% | 51.4\% | 66.0\% | 55.3\% | 58.7\% |  | 66.7\% | 57.2\% | 65.7\% | 59.9\% | 57.8\% |


| Personal Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | \$ | 127 |  | 115 | \$ 113 | \$ | 103 | \$ 125 | \$ 114 | \$ 116 | \$ | 228 | \$ 230 | \$ |  | \$ |  |  | 459 |
| Loss and loss expenses - prior |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Catastrophes - current AY |  | 39 |  | 47 | 22 |  | (1) | 10 | 7 | 4 |  | 68 | 10 |  | 107 |  | 21 |  | 20 |
| Catastrophes - prior AY's |  | 1 |  | - | (1) |  | (1) | 2 | (1) | (11) |  | (1) | (12) |  | - |  | (10) |  | (11) |
| Total | \$ | 151 | \$ | 149 | \$ 136 | \$ | 85 | \$ 128 | \$ 120 | \$ 104 | \$ | 284 | \$ 223 | \$ | 435 | \$ |  | \$ | 438 |
| Ratio to Earned Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - prior |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Catastrophes - current AY |  | 23.3 |  | 27.0 | 11.9 |  | (0.7) | 5.9 | 3.8 | 2.0 |  | 19.6 | 2.9 |  | 20.7 |  | 3.9 |  | 2.7 |
| Catastrophes - prior AY's |  | 0.5 |  | - | (0.3) |  | (0.3) | 1.1 | (0.3) | (6.1) |  | (0.3) | (3.5) |  | - |  | (1.8) |  | (1.5) |
| Total |  | 90.1\% |  | 85.4\% | 76.7\% |  | 48.6\% | 72.4\% | 66.7\% | 57.3\% |  | 81.0\% | 62.0\% |  | 84.0\% |  | 65.4\% |  | 61.4\% |

## Cincinnati Insurance Group

Quarterly Property Casualty Data - All Lines


[^0]
## Cincinnati Insurance Group

Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/08 | 9/30/08 |  | 6/30/08 |  | /31/08 |  | 2/31/07 |  | 9/30/07 |  | /30/07 |  | 3/31/07 | 6/30/08 | 6/30/07 | 9/30/08 | 9/30/07 | 12/31/08 |  | 12/31/07 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  | \$ 502 | \$ | 552 | \$ |  | \$ | 546 | \$ | 544 | \$ | 569 |  | 612 | \$ 1,140 | \$ 1,181 | \$ 1,642 | \$ 1,725 |  |  | 2,271 |
| Agency new business written premiums |  | 77 |  | 87 |  | 66 |  | 71 |  | 72 |  | 71 |  | 72 | 153 | 143 | 229 | 216 |  |  | 287 |
| Ceded written premiums |  | (46) |  | (31) |  | (32) |  | (34) |  | (32) |  | (32) |  | (31) | (63) | (62) | (109) | (94) |  |  | (128) |
| Other written premiums |  | 13 |  | 1 |  | - |  | 3 |  | 4 |  | 3 |  | 4 | 1 | 7 | 14 | 11 |  |  | 14 |
| Written premium adjustment - statutory only |  | (8) |  | (12) |  | 3 |  | (24) |  | (44) |  | 2 |  | 36 | (9) | 37 | (17) | (7) |  |  | (31) |
| Reported written premiums (statutory)* |  | \$ 538 | \$ | 597 | \$ | 625 | \$ | 562 | \$ | 544 | \$ | 613 | \$ | 693 | \$ 1,222 | \$1,306 | \$1,759 | \$ 1,851 |  |  | 2,413 |
| Unearned premiums change |  | 44 |  | (11) |  | (51) |  | 39 |  | 56 |  | (6) |  | (89) | (61) | (96) | (16) | (41) |  |  | (2) |
| $\begin{aligned} & \hline \text { Earned } \\ & \text { premiums } \\ & \hline \hline \end{aligned}$ |  | \$ 582 | \$ | 586 |  |  | \$ | 601 | \$ | 600 | \$ |  | \$ | 604 | \$ 1,161 | \$1,210 | \$1,743 | \$ 1,810 |  | \$ | 2,411 |
| Year over year change \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agency renewal written premiums |  | (7.7)\% |  | (2.9)\% |  | (4.0)\% |  | (3.4)\% |  | 3.5\% |  | 7.4\% |  | 3.9\% | (3.5)\% | 5.6\% | (4.8)\% | 4.9\% |  |  | 2.8\% |
| Agency new business written premiums |  | 6.0 |  | 21.2 |  | (8.3) |  | (10.5) |  | (18.3) |  | (16.9) |  | 2.7 | 6.4 | (8.1) | 6.3 | (11.8) |  |  | (11.5) |
| Ceded written premiums |  | 43.6 |  | (1.6) |  | 2.8 |  | 11.6 |  | 9.5 |  | 24.1 |  | 10.9 | 0.6 | 17.3 | 15.1 | 14.5 |  |  | 13.7 |
| Other written premiums |  | 250.5 |  | (73.4) |  | (99.4) |  | (27.0) |  | (3.6) |  | 12.3 |  | 37.2 | (89.2) | 26.2 | 25.0 | 14.3 |  |  | 1.7 |
| Written premium adjustment - statutory only |  | (81.6) |  | (900.0) |  | (91.5) |  | (18.1) |  | 530.2 |  | (84.7) |  | 5.8 | (124.3) | (14.7) | 161.7 | (117.8) |  |  | (526.2) |
| Reported written premiums (statutory)* |  | (1.2) |  | (2.7) |  | (9.8) |  | (4.6) |  | (6.4) |  | 1.7 |  | 3.8 | (6.5) | $2.8$ | (4.9) | (0.1) |  |  | (1.2) |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio |  | 97.3\% |  | 97.7\% |  | 93.3\% |  | 89.7\% |  | 97.3\% |  | 84.4\% |  | 86.5\% | 95.6\% | 85.4\% | 95.9\% | 89.2\% |  |  | 89.2\% |
| Less catastrophe losses |  | 4.0 |  | 11.3 |  | 3.9 |  | - |  | 0.2 |  | 0.8 |  | 1.8 | 7.6 | 1.3 | 6.4 | 0.9 |  |  | 0.6 |
| Statutory combined ratio excluding catastrophe losses |  | 93.3\% |  | 86.4\% |  | 89.4\% |  | 89.7\% |  | 97.1\% |  | 83.6\% |  | 84.7\% | 88.0\% | 84.1\% | 89.5\% | 88.3\% |  |  | 88.6\% |
| Commission expense ratio |  | 18.1\% |  | 16.9\% |  | 16.5\% |  | 23.1\% |  | 18.2\% |  | 17.7\% |  | 16.7\% | 16.7\% | 17.2\% | 17.1\% | 17.5\% |  |  | 18.8\% |
| Other expense ratio |  | 15.4 |  | 10.9 |  | 13.2 |  | 15.1 |  | 13.1 |  | 11.4 |  | 11.2 | 12.1 | 11.3 | 13.1 | 11.8 |  |  | 12.6 |
| Statutory expense ratio |  | 33.5\% |  | 27.8\% |  | 29.7\% |  | 38.2\% |  | 31.3\% |  | 29.1\% |  | 27.9\% | 28.8\% | 28.5\% | 30.2\% | 29.3\% |  |  | 31.4\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio |  | 94.9\% |  | 99.9\% |  | 95.0\% |  | 87.3\% |  | 95.4\% |  | 85.2\% |  | 88.9\% | 97.4\% | 87.0\% | 96.6\% | 89.8\% |  |  | 89.2\% |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts. The sum of quarterly amounts may not equal the full year as each is computed independently.
* nm - Not meaningful

Quarterly Property Casualty Data - Personal Lines


* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts. The sum of quarterly amounts may not equal the full year as each is computed independently.
* $n m$ - Not meaningful

|  | For the Three Months Ended September 30, |  |  |  | For the Nine Months Ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | Change | \% Change | 2008 | 2007 |  | Change | \% Change |
| Revenues: |  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |  |
| Life | \$ 40,729,802 | \$ 42,395,592 | \$ (1,665,790) | (3.93) | \$125,439,013 | \$124,663,788 |  | \$ 775,225 | 0.62 |
| Accident health | 1,876,918 | 1,776,832 | 100,086 | 5.63 | 5,429,201 | 5,141,122 |  | 288,079 | 5.60 |
| Premiums ceded | (12,851,798) | $(10,295,186)$ | $(2,556,612)$ | 24.83 | (37,958,864) | $(30,134,044)$ |  | $(7,824,820)$ | 25.97 |
| Total premiums earned | 29,754,922 | 33,877,238 | $(4,122,316)$ | (12.17) | 92,909,350 | 99,670,866 |  | $(6,761,516)$ | (6.78) |
| Investment income | 29,944,299 | 28,515,819 | 1,428,480 | 5.01 | 88,259,571 | 84,594,298 |  | 3,665,273 | 4.33 |
| Realized investment gains and losses | $(45,300,879)$ | $(117,732)$ | $(45,183,147)$ | nm | $(67,087,119)$ | 51,750,857 |  | (118,837,976) | (229.63) |
| Other income | $(42,060)$ | 1,141,955 | $(1,184,015)$ | (103.68) | 1,324,832 | 3,461,706 |  | $(2,136,874)$ | (61.73) |
| Total revenues | \$ 14,356,282 | \$ 63,417,280 | \$(49,060,998) | (77.36) | \$115,406,634 | \$239,477,727 |  | \$(124,071,093) | (51.81) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$ 54,001,586 | \$ 45,763,373 | 8,238,213 | 18.00 | \$148,219,872 | \$127,869,309 |  | 20,350,563 | 15.92 |
| Reinsurance recoveries | $(13,477,282)$ | $(9,507,506)$ | $(3,969,776)$ | (41.75) | (33,651,728) | $(29,654,500)$ |  | $(3,997,228)$ | 13.48 |
| Commissions | 6,340,506 | 8,388,628 | $(2,048,122)$ | (24.42) | 18,869,061 | 26,401,514 |  | $(7,532,453)$ | (28.53) |
| Other operating expenses | 7,931,123 | 7,831,539 | 99,584 | 1.27 | 22,799,674 | 23,382,074 |  | $(582,400)$ | (2.49) |
| Taxes, licenses \& fees | 1,065,416 | 930,560 | 134,856 | 14.49 | 3,115,439 | 2,756,613 |  | 358,826 | 13.02 |
| Incr deferred acq expense | $(3,872,836)$ | $(2,402,358)$ | $(1,470,478)$ | (61.21) | (12,031,232) | $(8,730,977)$ |  | $(3,300,255)$ | 37.80 |
| Total expenses | \$ 51,988,513 | \$ 51,004,236 | \$ 984,277 | 1.93 | \$147,321,086 | \$142,024,033 |  | \$ 5,297,053 | 3.73 |
| Income before income taxes | \$(37,632,231) | \$ 12,413,044 | \$(50,045,275) | (403.17) | \$ $(31,914,452)$ | \$ 97,453,694 |  | \$(129,368,146) | (132.75) |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |
| Current | \$ 8,854,764 | \$ 1,076,018 | \$ 7,778,746 | 722.92 | \$ 20,039,654 | \$ 4,508,915 |  | \$ 15,530,739 | 344.45 |
| Current capital gains/losses | $(15,855,308)$ | $(22,206)$ | $(15,833,102)$ | nm | $(23,460,492)$ | 18,257,800 |  | $(41,718,292)$ | (228.50) |
| Deferred | $(6,144,473)$ | 3,171,530 | $(9,316,003)$ | (293.74) | $(8,006,690)$ | 10,914,527 |  | (18,921,217) | (173.36) |
| Total income taxes | \$(13,145,017) | \$ 4,225,342 | \$(17,370,359) | (411.10) | \$ (11,427,528) | \$ 33,681,242 |  | \$ (45,108,770) | (133.93) |
| Net income | \$(24,487,214) | \$ 8,187,702 | \$(32,674,916) | (399.07) | \$ $(20,486,924)$ | \$ 63,772,452 |  | \$ $(84,259,376)$ | (132.13) |

The Cincinnati Life Insurance Company
Statutory Statements of Income

|  | For the Three Months Ended September 30, |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  | Change | \% Change | 2008 | 2007 |  | Change | \% Change |
| Net premiums written | \$ 42,316,142 | \$36,952,328 | \$ | 5,363,814 | 14.52 | \$128,951,950 | \$119,900,032 |  | 9,051,918 | 7.55 |
| Net investment income | 29,944,298 | 28,518,609 |  | 1,425,689 | 5.00 | 88,259,909 | 84,607,029 |  | 3,652,880 | 4.32 |
| Amortization of interest maintenance reserve | $(776,347)$ | $(716,933)$ |  | $(59,414)$ | (8.29) | $(1,306,983)$ | $(727,925)$ |  | $(579,058)$ | (79.55) |
| Commissions and expense allowances on reinsurance ceded | 1,802,472 | 1,945,861 |  | $(143,389)$ | (7.37) | 5,638,577 | 6,464,843 |  | $(826,266)$ | (12.78) |
| Income from fees associated with Separate |  |  |  |  |  |  |  |  |  |  |
| Accounts | $(42,059)$ | 1,141,955 |  | $(1,184,014)$ | (103.68) | 1,324,832 | 3,461,706 |  | $(2,136,874)$ | (61.73) |
| Total revenues | \$ 73,244,506 | \$67,841,820 | \$ | 5,402,686 | 7.96 | \$222,868,285 | \$213,705,685 |  | 9,162,600 | 4.29 |
| Death benefits and matured endowments | \$ 12,870,280 | \$10,205,681 | \$ | 2,664,599 | 26.11 | \$ 34,007,859 | \$ 27,252,513 |  | 6,755,346 | 24.79 |
| Annuity benefits | 8,349,420 | 11,176,827 |  | $(2,827,407)$ | (25.30) | 21,625,252 | 28,828,501 |  | $(7,203,249)$ | (24.99) |
| Disability benefits and benefits under accident and health contracts | 667,540 | 638,935 |  | 28,605 | 4.48 | 1,932,660 | 1,631,352 |  | 301,308 | 18.47 |
| Surrender benefits and group conversions | 5,463,519 | 6,406,696 |  | $(943,177)$ | (14.72) | 17,494,817 | 17,479,044 |  | 15,773 | 0.09 |
| Interest and adjustments on deposit-type contract funds | 2,857,794 | 2,322,816 |  | 534,978 | 23.03 | 8,504,910 | 6,722,093 |  | 1,782,817 | 26.52 |
| Increase in aggregate reserves for life and accident and health contracts | 24,577,586 | 16,724,962 |  | 7,852,624 | 46.95 | 76,893,912 | 71,711,184 |  | 5,182,728 | 7.23 |
| Payments on supplementary contracts with life contingencies | 82,228 | 86,811 |  | $(4,583)$ | (5.28) | 247,152 | 258,824 |  | $(11,672)$ | (4.51) |
| Total benefit expenses | \$ 54,868,367 | \$47,562,728 | s | 7,305,639 | 15.36 | \$160,706,562 | \$153,883,511 | \$ | 6,823,051 | 4.43 |
| Commissions | \$ 8,067,352 | \$ 8,283,629 | \$ | $(216,277)$ | (2.61) | \$ 24,280,763 | \$ 26,016,514 |  | (1,735,751) | (6.67) |
| General insurance expenses and taxes | 9,548,814 | 9,797,137 |  | $(248,323)$ | (2.53) | 28,883,743 | 29,278,421 |  | $(394,678)$ | (1.35) |
| Increase in loading on deferred and uncollected premiums | $(646,621)$ | $(1,525,841)$ |  | 879,220 | 57.62 | $(2,569,023)$ | $(5,337,160)$ |  | 2,768,137 | 51.87 |
| Net transfers to or (from) Separate Accounts |  |  |  |  |  |  | $(215,913)$ |  | 215,913 |  |
| Other deductions | (27) |  |  | (27) |  | 109 | 108 |  | - 1 | 0.93 |
| Total operating expenses | \$ 16,969,518 | \$16,554,925 | \$ | 414,593 | 2.50 | \$ 50,595,592 | \$ 49,741,970 |  | 853,622 | 1.72 |
| Federal and Foreign Income Taxes Incurred | 8,727,715 | 886,409 |  | 7,841,306 | 884.61 | 19,853,997 | 4,447,095 |  | 15,406,902 | 346.45 |
| Net gain from operations before realized capital gains or (losses) | \$ $(7,321,094)$ | \$ 2,837,758 |  | (10,158,852) | (357.99) | \$ $(8,287,866)$ | \$ 5,633,109 |  | (13,920,975) | (247.13) |
| Net realized gains or (losses) net of capital gains tax | $(25,346,502)$ | 2,604,683 |  | (27,951,185) | nm | $(39,669,636)$ | 37,332,560 |  | (77,002,196) | (206.26) |
| Net Income (Statutory) | \$(32,667,596) | \$ 5,442,441 |  | (38,110,037) | (700.24) | \$ (47,957,502) | \$ 42,965,669 |  | (90,923,171) | (211.62) |

* 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.


[^0]:    * Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts. The sum of quarterly amounts may not equal the full year as each is computed independently.
    * 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

