## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

| X | Quarterly Report Under Section 13 or 15 (d) of the Securities |
| :--- | :--- |
| Exchange Act of 1934 |  |$\quad$|  | For the Quarterly Period Ended March 31,1998 |
| :--- | :--- |
| --.-. | Transition Report Pursuant to Section 13 or 15 (d) of the |

CINCINNATI FINANCIAL CORPORATION
(Exact name of registrant as specified in its charter)

An Ohio Corporation
(State or other jurisdiction of incorporation or organization)

31-0746871
(I.R.S. Employer Identification No.)

> 6200 South Gilmore Road Fairfield, Ohio 45014-5141 (Address of principal executive offices)
*Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.
YES X . NO

Securities registered pursuant to Section 12(g) of the Act:
\$2.00 Par Common--166,753,020 shares outstanding at March 31, 1998
(Shares outstanding reflect the effects of a 3-for-1 stock split effective to shareholders of record on April 24, 1998.)
$\$ 56,723,000$ of $5.5 \%$ Convertible Senior Debentures Due 2002

ITEM 1. FINANCIAL STATEMENTS

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

(000's omitted)
(Unaudited)
March 31, 1998
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## ASSETS

## Investments

## Fixed Maturities (Cost: 1998--\$2,614,127;

 1997--\$2,571,549) .............................Equity Securities (
\$ 2,792,065
6,523,354
Other Invested Assets
47, 852
Cash
Investment Income Receivable
Finance Receivables
Premiums Receivable
Reinsurance Receivable 75,895
74,872
32, 217
160,526
110, 008
Prepaid Reinsurance Premiums
Deferred Acquisition Costs Pertaining to Unearned
Premiums and to Life Policies in Force
23,980
135,304
55, 074
29,576
\$ 10, 060,723
$============$
\$ 9,493,425
46,560
80,168
74,520
31, 715
158, 539
109,110
23,612
135,313
and, Buildings and Equipment for Company Use (at Cost
Less Accumulated Depreciation)
Other Assets

Total Assets $\qquad$
52,559
30, 839
\$ 9,493,425
\$ 1,936,534 482,447 443, 054 280,558 58, 430 24,335
1,406,478 144, 624

4,776,460

## SHAREHOLDERS' EQUITY

Common Stock, $\$ 2$ per Share; Authorized 200,000
Shares; Issued 1998--169,787; 1997--169,391
Shares; Outstanding 1998--166,753; 1997--166,356 Shares

| 339,574208,916 |  |
| :---: | :---: |
|  |  |
|  | 1,400,341 |
|  | 3,189,153 |
| 5,13 |  |
|  | (72,569) |
|  | 5,065,415 |
| \$ | 10, 060,723 |

339,574
338, 782
203,282
1,341, 730
2,905,756
4,789,550
$(72,585)$
4,716,965
\$ 9,493,425
CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(UNAUDITED)
(000's omitted except per share data)


Per Common Share:

| Net Income | \$ | . 51 | \$ | . 44 |
| :---: | :---: | :---: | :---: | :---: |
| Net Income (diluted) | \$ | . 49 | \$ | . 43 |
| Cash Dividends Declared | \$ | . 1533 | \$ | . 1367 |

Per share amounts reflect the effects of a 3-for-1 stock split effective to shareholders of record on April 24, 1998.

Accompanying notes are an integral part of these financial statements.

## NOTE I - ACCOUNTING POLICIES

The consolidated financial statements include the accounts of the Company and all of its subsidiaries, each of which is wholly owned, and are presented in conformity with generally accepted accounting principles. All significant inter-company investments and transactions have been eliminated in consolidation. The December 31, 1997 consolidated balance sheet amounts are derived from the audited financial statements but do not include all disclosures required by generally accepted accounting principles.

INVESTMENTS--Fixed maturities and equity securities have been classified as available for sale and are carried at fair values at March 31, 1998 and December 31, 1997.

UNREALIZED GAINS AND LOSSES (000's omitted)--The increases (decreases) in unrealized gains for fixed maturities and equity securities (net of income tax effect) for the three-month periods ended March 31 are as follows:

|  |  | Fixed turities |  | Equity <br> ecurities |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1998 |  | $(1,126)$ |  | 284,523 | \$ | 283,397 |
| 1997 |  | $(16,883)$ |  | 258,254 | \$ | 241,371 |

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

REINSURANCE (000's omitted)--Premiums earned are net of \$24,054 and \$24,205 of premium on ceded business for March 31, 1998 and 1997, respectively. Insurance losses and policyholder benefits in the accompanying consolidated statements of income are net of $\$ 11,954$ and $\$ 13,010$ reinsurance recoveries for March 31, 1998 and 1997, respectively.

## NOTE II - STOCK OPTIONS

The Company has primarily qualified stock option plans under which options are granted to employees of the Company at prices which are not less than market price at the date of grant and which are exercisable over ten-year periods. On March 31, 1998, outstanding options for Stock Option Plan No. III totalled 49,614 shares with a purchase price of $\$ 7.34$, outstanding options for Stock Plan No. IV totalled 2,834,211 shares with purchase prices ranging from a low of $\$ 7.46$ to a high of $\$ 42.88$ and outstanding options for Stock Plan $V$ totalled $1,419,405$ shares with purchase prices ranging from a low of $\$ 20.48$ to a high of $\$ 45.38$. These amounts reflect the effects of a 3 -for-1 stock split effective to shareholders of record on April 24, 1998.

## NOTE III - INTERIM ADJUSTMENTS

The preceding summary of financial information for Cincinnati Financial Corporation and consolidated subsidiaries is unaudited, but the Company believes that all adjustments (consisting only of normal recurring accruals) necessary for fair presentation have been made. The results of operations for this interim period is not necessarily an indication of results to be expected for the remaining nine months of the year.

## NOTE IV - SUBSEQUENT EVENTS

On April 4, 1998, the Company's authorized capital was increased to 200,000,000 shares of common stock and a 3 -for-1 stock split, in the form of a $200 \%$ stock dividend, was declared to shareholders of record April 24, 1998, to be distributed May 15, 1998.

Cincinnati Financial Corporation filed a Form S-3 Registration Statement with the Securities and Exchange Commission on May 1, 1998, to issue $\$ 350,000,000$ of debentures due 2028. The offering will be completed in late May 1998.

NOTE V - FINANCIAL ACCOUNTING PRONOUNCEMENTS
COMPREHENSIVE INCOME--SFAS No. 130 "Reporting Comprehensive Income" is effective for the Company in 1998. This statement requires financial statement reporting of comprehensive income, which includes net income and other items, such as the change in unrealized gains on investments, net of income taxes. The accompanying consolidated financial statements have reflected the effects of this pronouncement.

SEGMENT INFORMATION--SFAS No. 131 "Disclosures About Segments of an Enterprise and Related Information" is effective for the Company in 1998 and will require additional disclosures for the Company's operating segments in the annual consolidated financial statement. Beginning in 1999, certain segment information is required to be reported quarterly.


[^0]stock split effective to shareholders of record on April 24, 1998.
Accompanying notes are an integral part of these financial statements.

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Three | En | March 31, |
|  |  | 1998 |  | 1997 |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 84,178 | \$ | 74,047 |
| Adjustments to reconcile operating income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization ... |  | 2,626 |  | 2,503 |
| Increase in investment income receivable |  | (352) |  | $(2,179)$ |
| (Increase) decrease in premiums receivable |  | $(1,987)$ |  | 2,852 |
| (Increase) decrease in reinsurance receivable |  | (898) |  | 14,481 |
| Increase in prepaid reinsurance premiums |  | (368) |  | (294) |
| Increase in deferred acquisition costs . |  | 9 |  | (174) |
| Decrease in accounts receivable |  | 3,811 |  | 216 |
| Decrease in other assets .... |  | 3,663 |  | 44,215 |
| Increase in loss and loss expense reserves |  | 31, 557 |  | 2,866 |
| Increase in life policy reserves |  | 11,814 |  | 9,906 |
| Decrease in unearned premiums . |  | $(2,357)$ |  | $(3,675)$ |
| Decrease in other liabilities |  | $(4,327)$ |  | $(3,274)$ |
| Decrease in deferred income taxes |  | 228 |  | 4,102 |
| Realized gains on investments |  | $(25,642)$ |  | $(24,303)$ |
| Increase in current income taxes |  | 27,394 |  | 20,129 |
| Other |  | $(5,645)$ |  | $(2,528)$ |
| Net cash provided by operating activities |  | 123,704 |  | 138,890 |

Cash flows from investing activities:
Sale of fixed maturities ...............................
Call or maturity of fixed maturities investments .
Sale of equity securities investments
Collection of finance receivables
Purchase of fixed maturities investments
Purchase of equity securities investments
........
Investment in land buildings and equipment
Investment in finance receivables
Investment in other invested assets

| 3,034 | 78,236 |
| :---: | :---: |
| 79,408 | 9,264 |
| 80,437 | 61,472 |
| 3,426 | 2,716 |
| $(123,074)$ | $(179,683)$ |
| $(142,547)$ | $(93,175)$ |
| $(5,946)$ | $(2,632)$ |
| $(3,928)$ | $(4,177)$ |
| $(1,359)$ | (38) |
| $(110,549)$ | $(128,017)$ |

Cash flows from financing activities:
Proceeds from stock options exercised

|  | 4,704 |  | 1,314 |
| :---: | :---: | :---: | :---: |
|  | 30 |  | $(23,053)$ |
|  | 542 |  | 1,853 |
|  | $(22,704)$ |  | $(20,585)$ |
|  | $(17,428)$ |  | $(40,471)$ |
|  | $(4,273)$ |  | $(29,598)$ |
|  | 80,168 |  | 59,934 |
| \$ | 75,895 | \$ | 30,336 |

Supplemental disclosures of cash flow information

\$ 4,248
=============
\$ 0
=============
\$
5,256
=============
\$ ============ 0

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (000's omitted)

Premiums earned for the three months ended March 31, 1998 have increased \$21,609 (6\%) over the three months ended March 31, 1997. For our property and casualty insurance companies, gross written premiums increased \$22,000 and gross earned premiums increased by $\$ 20,759$. The growth rate of our property and casualty subsidiaries on a gross written and earned basis is less than last year. The growth rate is less than last year because the increase in new business and some rate increases on personal lines business were offset by lower premiums on workers' compensation coverages. The premium volume of our life and health company has increased approximately $5 \%$ as the Company had increases in both life and health insurance production. The premium growth in our life subsidiary is mainly attributable to increased sales of both traditional and work site marketing products. For the three-month period ended March 31, 1998, investment income, net of expenses, has increased $\$ 6,069$ (7\%) when compared with the first three months of 1997. This increase is the result of the growth of the investment portfolio because of investing cash flows from operations and dividend increases from equity securities.

Realized gains on investments for the three months ended March 31, 1998 amounted to $\$ 25,642$ compared to $\$ 24,303$ for the comparable three-month period ended March 31,1997 . The realized gains are predominantly the result of the sale of equity securities and management's decision to realize the gains and reinvest the proceeds at higher yields.

Insurance losses and policyholder benefits (net of reinsurance recoveries) increased $\$ 3,633$ (1\%) for the first three months of 1998 over the same period in 1997. Property and casualty company losses increased $\$ 2,758$ in the first quarter of 1998, compared to the first quarter of 1997. Catastrophic claims were lower by $\$ 2,699$ in the same period. Policyholder benefits increased $\$ 875$ over the first quarter of 1997 in the life insurance subsidiary. The increase is the result of a higher incidence of death claims, health claims, and related costs.

Other operating expenses increased $\$ 2,986$ for the first quarter of 1998 compared to the first quarter of 1997. The increase is attributable to increases in staff and costs associated with the upgrading of our computer systems to handle projected increases in premium and to make our systems year 2000 compliant.

Provision for income taxes, current and deferred, have increased by $\$ 7,923$ for the first three months of 1998 compared to the first three months of 1997. The increase in federal taxes is primarily attributable to an increase in the effective tax rate from $24.75 \%$ to $27.64 \%$ at March 31, 1997 and 1998.

In the first quarter of 1998, the Company experienced significantly more unrealized gains in equity securities than in the first quarter of 1997, resulting in comprehensive income of $\$ 367,575$ in 1998, compared to $\$ 315,418$ in 1997.

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

On November 22, 1996, the Board authorized repurchase of up to three million of the Company's outstanding shares. As of March 31, 1998 the Company has repurchased 934 shares, before the 1998 three-for-one split, and plans to repurchase the remaining 2,066 shares as management deems appropriate, over an unspecified period of time.

## ITEM 1. Legal Proceedings

The Company is involved in no material litigation other than routine litigation incident to the nature of the insurance industry.

ITEM 2. Changes in Securities

There have been no material changes in securities during the first quarter.
At the Annual Meeting of the Board of Directors, which occurred on April 4, 1998, the directors approved a $3-f o r-1$ stock split in the form of a $200 \%$ stock dividend to be distributed on May 15, 1998 to shareholders of record on April 24, 1998.

ITEM 3. Defaults Upon Senior Securities

The Company has not defaulted on any interest or principal payment, and no arrearage in the payment of dividends has occurred.

## ITEM 4. Submission of Matters to a Vote of Security Holders

No special matters were voted upon by security holders during the first quarter.
On April 4, 1998, the Company's authorized capital was increased to 200,000,000 shares of common stock.

ITEM 5. Other Information

No matters to report.

ITEM 6. Exhibits and Reports on Form 8-K
(a) Exhibits included:

Exhibit 11--Statement re Computation of Per Share Earnings. Exhibit 27--Financial Data Schedule
(b) The Company was not required to file any reports on Form 8-K during the quarter ended March 31, 1998.

## Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

CINCINNATI FINANCIAL CORPORATION
(Registrant)
Date May 11, 1998

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By/s/ T.F. Elchynski
T.F. Elchynski
Senior Vice President and Chief
    Financial Officer
(Principal Financial Officer)
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(000's omitted except per share data)

1998
--------
1997 -------

Basic Earnings per share:

| Net income | $\$ 84,178$ <br> $========$ | $\$ 74,047$ <br> $========$ |
| :--- | :--- | :--- |
| Average shares outstanding | 166,601 | 166,437 <br> $==========$ |
| Net income per common share | $\$$ | .51 |

Diluted earnings per share:
Net income

| $\$ 84,178$ | $\$ 74,047$ |
| ---: | ---: |
| 497 | 713 |
| ----------- |  |
| $\$ 84,675$ | $\$ 74,760$ |

========

166,601

3,813
2,124
-------

172,538

172, 817
=======
\$
.43
166,437

5,365
1, 015
========

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED BALANCE SHEETS AND CONSOLIDATED STATEMENTS OF INCOME AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

Equals the sum of Fixed Maturities, Equity Securities and other Invested Assets
Equals the sum of Life Policy Reserves and Losses and Loss Expenses less the Life Company liability for Supplementary Contracts without Life Contingencies of $\$ 3,607$ which is classified as Other Policyholder Funds
Equals the sum of Notes Payable and the 5.5\% Convertible Senior Debenture Equals the Total Shareholders' Equity
Equals the Sum of Commissions, Other Operating Expenses, Taxes and licenses and Fees, Increase in deferred acquisition costs, Interest expense and other expenses
Equals the net reserve for unpaid claims for the property casualty
subsidiaries less loss checks payable as of December 31, 1997
Equals the net reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of March 31, 1998


[^0]:    Common Stock, Paid-In-Capital and Share figures reflect the effects of a 3-for-1

