

# Cincinnati Financial Corporation

## Supplemental Financial Data

### for the period ending September 30, 2015

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

Ratings are as of October 26, 2015, under continuous review and subject to change and/or affirmation. For the current ratings, select Financial Strength on *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 with our periodic filings with the U.S. Securities and Exchange Commission. The results of operations for interim periods may not be indicative of results to be expected for the full year.

**Cincinnati Financial Corporation**  
**Supplemental Financial Data**  
**for the period ending September 30, 2015**

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

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

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

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

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

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

## Cincinnati Financial Corporation

### Quick Reference — Third Quarter 2015

(all data shown is for the three months ended or as of September 30, 2015)

| (Dollars in millions except per share data)                |    |           | Year over<br>year change<br>% |   |    |           | Year over<br>year change<br>% |
|--|----|-----------|-------------------------------|---|----|-----------|-------------------------------|
|  |    | 9/30/2015 |                               |   |    | 9/30/2015 |                               |
| <b>Revenues:</b>   |    |           |                               | <b>Benefits and expenses:</b>                       |    |           |                               |
| Commercial lines net written premiums                      | \$ | 743       | 6                             | Commercial lines loss and loss expenses             | \$ | 398       | (7)                           |
| Personal lines net written premiums                        |    | 312       | 6                             | Personal lines loss and loss expenses               |    | 198       | 12                            |
| Excess & surplus lines net written premiums                |    | 43        | 10                            | Excess & surplus lines loss and loss expenses       |    | 17        | 0                             |
| Property casualty net written premiums                     |    | 1,098     | 6                             | Life and health contract holders' benefits incurred |    | 57        | (11)                          |
| Life and accident and health net written premiums          |    | 53        | 4                             | Underwriting, acquisition and insurance expenses    |    | 348       | 9                             |
| Annuity net written premiums                               |    | 9         | 5                             | Interest expenses                                   |    | 14        | 8                             |
| Life, annuity and accident and health net written premiums |    | 62        | 4                             | Other operating expenses                            |    | 3         | 0                             |
| Commercial lines net earned premiums                       |    | 757       | 5                             | Total benefits & expenses                           |    | 1,035     | 1                             |
| Personal lines net earned premiums                         |    | 277       | 5                             | Income before income taxes                          |    | 243       | (6)                           |
| Excess & surplus lines net earned premiums                 |    | 42        | 0                             | Total income tax                                    |    | 69        | (9)                           |
| Property casualty net earned premiums                      |    | 1,076     | 5                             | <b>Balance Sheet:</b>                               |    |           |                               |
| Fee revenue  |    | 4         | 33                            | Fixed maturity investments                          | \$ | 9,756     |                               |
| Life and accident and health net earned premiums           |    | 51        | 11                            | Equity securities                                   |    | 4,526     |                               |
| Investment income  |    | 143       | 4                             | Other investments                                   |    | 144       |                               |
| Realized investment gains, net                             |    | 3         | (95)                          | Total invested assets                               |    | \$14,426  |                               |
| Other revenue  |    | 1         | (67)                          | Loss and loss expense reserves                      | \$ | 4,700     |                               |
| Total revenues   |    | 1,278     | 0                             | Life policy and investment contract reserves        |    | 2,564     |                               |
| <b>Income:</b>   |    |           |                               | Long-term debt and capital lease obligations        |    | 826       |                               |
| Operating income   | \$ | 172       | 23                            | Shareholders' equity                                |    | 6,350     |                               |
| Realized investment gains, net                             |    | 2         | (95)                          | <b>Key ratios:</b>                                  |    |           |                               |
| Net income   |    | 174       | (5)                           | Commercial lines GAAP combined ratio                |    | 84.0 %    |                               |
| <b>Per share (diluted):</b>                                |    |           |                               | Personal lines GAAP combined ratio                  |    | 100.9     |                               |
| Operating income   | \$ | 1.04      | 22                            | Excess & surplus lines GAAP combined ratio          |    | 69.9      |                               |
| Realized investment gains, net                             |    | 0.01      | (96)                          | Property casualty GAAP combined ratio               |    | 87.8      |                               |
| Net income   |    | 1.05      | (5)                           | Commercial lines STAT combined ratio                |    | 84.6 %    |                               |
| Book value   |    | 38.77     | (1)                           | Personal lines STAT combined ratio                  |    | 98.5      |                               |
| Weighted average shares outstanding                        |    | 165.5     | 0                             | Excess & surplus lines STAT combined ratio          |    | 71.3      |                               |
|  |    |           |                               | Property casualty STAT combined ratio               |    | 87.5      |                               |
|  |    |           |                               | Value creation ratio                                |    | (0.9)%    |                               |

**Cincinnati Financial Corporation and Subsidiaries**  
**Consolidated Statements of Income for the Nine Months Ended September 30, 2015**

| (Dollars in millions)                             | CFC            | CONSOL P&C      | CLIC          | CFC-I       | ELIM           | Total           |
|---|----------------|-----------------|---------------|-------------|----------------|-----------------|
| <b>Revenues</b>                                   |                |                 |               |             |                |                 |
| Premiums earned:                                  |                |                 |               |             |                |                 |
| Property casualty                                 | \$ —           | \$ 3,287        | \$ —          | \$ —        | \$ —           | \$ 3,287        |
| Life  | —              | —               | 200           | —           | —              | 200             |
| Premiums ceded                                    | —              | (111)           | (44)          | —           | —              | (155)           |
| Total earned premium                              | —              | 3,176           | 156           | —           | —              | 3,332           |
| Investment income, net of expenses                | 37             | 273             | 112           | —           | —              | 422             |
| Realized investment gains, net                    | 9              | 96              | 1             | —           | 4              | 110             |
| Fee revenues                                      | —              | 6               | 4             | —           | —              | 10              |
| Other revenues                                    | 11             | 1               | —             | 4           | (11)           | 5               |
| <b>Total revenues</b>                             | <b>\$ 57</b>   | <b>\$ 3,552</b> | <b>\$ 273</b> | <b>\$ 4</b> | <b>\$ (7)</b>  | <b>\$ 3,879</b> |
| <b>Benefits &amp; expenses</b>                    |                |                 |               |             |                |                 |
| Losses & contract holders' benefits               | \$ —           | \$ 1,986        | \$ 214        | \$ —        | \$ (1)         | \$ 2,199        |
| Reinsurance recoveries                            | —              | (30)            | (39)          | —           | 1              | (68)            |
| Underwriting, acquisition and insurance expenses  | —              | 983             | 50            | —           | —              | 1,033           |
| Interest expense                                  | 39             | —               | —             | 1           | —              | 40              |
| Other operating expenses                          | 21             | —               | —             | 1           | (12)           | 10              |
| <b>Total expenses</b>                             | <b>\$ 60</b>   | <b>\$ 2,939</b> | <b>\$ 225</b> | <b>\$ 2</b> | <b>\$ (12)</b> | <b>\$ 3,214</b> |
| <b>Income before income taxes</b>                 | <b>\$ (3)</b>  | <b>\$ 613</b>   | <b>\$ 48</b>  | <b>\$ 2</b> | <b>\$ 5</b>    | <b>\$ 665</b>   |
| <b>Provision (benefit) for income taxes</b>       |                |                 |               |             |                |                 |
| Current operating income                          | \$ (9)         | \$ 154          | \$ (3)        | \$ 1        | \$ (2)         | \$ 141          |
| Capital gains/losses                              | 3              | 34              | 1             | —           | 1              | 39              |
| Deferred  | (4)            | (10)            | 19            | —           | 2              | 7               |
| <b>Total provision (benefit) for income taxes</b> | <b>\$ (10)</b> | <b>\$ 178</b>   | <b>\$ 17</b>  | <b>\$ 1</b> | <b>\$ 1</b>    | <b>\$ 187</b>   |
| <b>Operating income</b>                           | <b>\$ 1</b>    | <b>\$ 373</b>   | <b>\$ 31</b>  | <b>\$ 1</b> | <b>\$ 1</b>    | <b>\$ 407</b>   |
| <b>Net income - current year</b>                  | <b>\$ 7</b>    | <b>\$ 435</b>   | <b>\$ 31</b>  | <b>\$ 1</b> | <b>\$ 4</b>    | <b>\$ 478</b>   |
| <b>Net income - prior year</b>                    | <b>\$ 15</b>   | <b>\$ 311</b>   | <b>\$ 30</b>  | <b>\$ 2</b> | <b>\$ —</b>    | <b>\$ 358</b>   |

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

**Cincinnati Financial Corporation and Subsidiaries**  
**Consolidated Statements of Income for the Three Months Ended September 30, 2015**

| (Dollars in millions)                             | CFC           | CONSOL P&C      | CLIC         | CFC-I       | ELIM          | Total           |
|---|---------------|-----------------|--------------|-------------|---------------|-----------------|
| <b>Revenues</b>                                   |               |                 |              |             |               |                 |
| Premiums earned:                                  |               |                 |              |             |               |                 |
| Property casualty                                 | \$ —          | \$ 1,113        | \$ —         | \$ —        | \$ —          | \$ 1,113        |
| Life  | —             | —               | 67           | —           | —             | 67              |
| Premiums ceded                                    | —             | (37)            | (16)         | —           | —             | (53)            |
| Total earned premium                              | —             | 1,076           | 51           | —           | —             | 1,127           |
| Investment income, net of expenses                | 13            | 92              | 38           | —           | —             | 143             |
| Realized investment gains, net                    | —             | 4               | (1)          | —           | —             | 3               |
| Fee revenues                                      | —             | 2               | 2            | —           | —             | 4               |
| Other revenues                                    | 4             | —               | —            | 1           | (4)           | 1               |
| <b>Total revenues</b>                             | <b>\$ 17</b>  | <b>\$ 1,174</b> | <b>\$ 90</b> | <b>\$ 1</b> | <b>\$ (4)</b> | <b>\$ 1,278</b> |
| <b>Benefits &amp; expenses</b>                    |               |                 |              |             |               |                 |
| Losses & contract holders' benefits               | \$ —          | \$ 620          | \$ 70        | \$ —        | \$ (1)        | \$ 689          |
| Reinsurance recoveries                            | —             | (7)             | (13)         | —           | 1             | (19)            |
| Underwriting, acquisition and insurance expenses  | —             | 332             | 16           | —           | —             | 348             |
| Interest expense                                  | 13            | —               | —            | 1           | —             | 14              |
| Other operating expenses                          | 7             | —               | —            | —           | (4)           | 3               |
| <b>Total expenses</b>                             | <b>\$ 20</b>  | <b>\$ 945</b>   | <b>\$ 73</b> | <b>\$ 1</b> | <b>\$ (4)</b> | <b>\$ 1,035</b> |
| <b>Income before income taxes</b>                 | <b>\$ (3)</b> | <b>\$ 229</b>   | <b>\$ 17</b> | <b>\$ —</b> | <b>\$ —</b>   | <b>\$ 243</b>   |
| <b>Provision (benefit) for income taxes</b>       |               |                 |              |             |               |                 |
| Current operating income                          | \$ (5)        | \$ 69           | \$ —         | \$ —        | \$ (1)        | \$ 63           |
| Capital gains/losses                              | —             | 1               | —            | —           | —             | 1               |
| Deferred  | 1             | (2)             | 6            | —           | —             | 5               |
| <b>Total provision (benefit) for income taxes</b> | <b>\$ (4)</b> | <b>\$ 68</b>    | <b>\$ 6</b>  | <b>\$ —</b> | <b>\$ (1)</b> | <b>\$ 69</b>    |
| <b>Operating income</b>                           | <b>\$ 1</b>   | <b>\$ 158</b>   | <b>\$ 12</b> | <b>\$ —</b> | <b>\$ 1</b>   | <b>\$ 172</b>   |
| <b>Net income - current year</b>                  | <b>\$ 1</b>   | <b>\$ 161</b>   | <b>\$ 11</b> | <b>\$ —</b> | <b>\$ 1</b>   | <b>\$ 174</b>   |
| <b>Net income (loss) - prior year</b>             | <b>\$ 12</b>  | <b>\$ 163</b>   | <b>\$ 8</b>  | <b>\$ 1</b> | <b>\$ (1)</b> | <b>\$ 183</b>   |

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

## Cincinnati Financial Corporation Insurance Subsidiaries Selected Balance Sheet Data

| (Dollars in millions)                         | 12/31/2015 | 9/30/2015 | 6/30/2015 | 3/31/2015 | 12/31/2014 | 9/30/2014 | 6/30/2014 | 3/31/2014 |
|---|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
| <b>Cincinnati Insurance Consolidated</b>      |            |           |           |           |            |           |           |           |
| Fixed maturities (fair value)                 | \$ 6,472   | \$ 6,435  | \$ 6,325  | \$ 6,260  | \$ 6,344   | \$ 6,215  | \$ 6,111  |           |
| Equities (fair value)                         | 2,961      | 3,108     | 3,108     | 3,195     | 3,121      | 3,094     | 3,022     |           |
| Fixed maturities - pretax net unrealized gain | 283        | 280       | 387       | 366       | 379        | 414       | 361       |           |
| Equities - pretax net unrealized gain         | 1,063      | 1,297     | 1,397     | 1,478     | 1,387      | 1,434     | 1,349     |           |
| Loss and loss expense reserves - STAT         | 4,366      | 4,357     | 4,302     | 4,158     | 4,112      | 4,129     | 4,037     |           |
| Equity - GAAP                                 | 5,397      | 5,485     | 5,593     | 5,594     | 5,480      | 5,481     | 5,384     |           |
| Surplus - STAT                                | 4,324      | 4,419     | 4,436     | 4,472     | 4,364      | 4,332     | 4,308     |           |
| <b>The Cincinnati Life Insurance Company</b>  |            |           |           |           |            |           |           |           |
| Fixed maturities (fair value)                 | \$ 3,221   | \$ 3,176  | \$ 3,199  | \$ 3,126  | \$ 3,102   | \$ 3,091  | \$ 2,989  |           |
| Equities (fair value)                         | 9          | 8         | 9         | 9         | 8          | 8         | 14        |           |
| Fixed maturities - pretax net unrealized gain | 133        | 151       | 220       | 197       | 195        | 225       | 186       |           |
| Equities - pretax net unrealized gain         | 4          | 3         | 4         | 3         | 3          | 3         | 6         |           |
| Equity - GAAP                                 | 897        | 896       | 927       | 904       | 893        | 901       | 867       |           |
| Surplus - STAT                                | 215        | 217       | 219       | 223       | 228        | 224       | 232       |           |

## Consolidated Cincinnati Insurance Companies Statutory Statements of Income

| (Dollars in millions)                     | For the Three Months Ended September 30, |                 |                |             | For the Nine Months Ended September 30, |                 |               |            |
|---|--|-----------------|----------------|-------------|---|-----------------|---------------|------------|
|   | 2015                                     | 2014            | Change         | % Change    | 2015                                    | 2014            | Change        | % Change   |
| <b>Underwriting income</b>                |  |                 |                |             |   |                 |               |            |
| Net premiums written                      | \$ 1,098                                 | \$ 1,037        | \$ 61          | 6           | \$ 3,306                                | \$ 3,156        | \$ 150        | 5          |
| Unearned premiums increase                | 22                                       | 12              | 10             | 83          | 130                                     | 146             | (16)          | (11)       |
| <b>Earned premiums</b>                    | <b>\$ 1,076</b>                          | <b>\$ 1,025</b> | <b>\$ 51</b>   | <b>5</b>    | <b>\$ 3,176</b>                         | <b>\$ 3,010</b> | <b>\$ 166</b> | <b>6</b>   |
| Losses incurred                           | \$ 504                                   | \$ 512          | \$ (8)         | (2)         | \$ 1,629                                | \$ 1,690        | \$ (61)       | (4)        |
| Allocated loss expenses incurred          | 53                                       | 52              | 1              | 2           | 152                                     | 142             | 10            | 7          |
| Unallocated loss expenses incurred        | 56                                       | 58              | (2)            | (3)         | 175                                     | 173             | 2             | 1          |
| Other underwriting expenses incurred      | 332                                      | 313             | 19             | 6           | 975                                     | 924             | 51            | 6          |
| Workers compensation dividend incurred    | 4  | 4               | —              | —           | 11                                      | 12              | (1)           | (8)        |
| <b>Total underwriting deductions</b>      | <b>\$ 949</b>                            | <b>\$ 939</b>   | <b>\$ 10</b>   | <b>1</b>    | <b>\$ 2,942</b>                         | <b>\$ 2,941</b> | <b>\$ 1</b>   | <b>—</b>   |
| <b>Net underwriting profit</b>            | <b>\$ 127</b>                            | <b>\$ 86</b>    | <b>\$ 41</b>   | <b>48</b>   | <b>\$ 234</b>                           | <b>\$ 69</b>    | <b>\$ 165</b> | <b>239</b> |
| <b>Investment income</b>                  |  |                 |                |             |   |                 |               |            |
| Gross investment income earned            | \$ 95                                    | \$ 92           | \$ 3           | 3           | \$ 282                                  | \$ 276          | \$ 6          | 2          |
| <b>Net investment income earned</b>       | <b>93</b>                                | <b>91</b>       | <b>2</b>       | <b>2</b>    | <b>277</b>                              | <b>272</b>      | <b>5</b>      | <b>2</b>   |
| Net realized capital gains                | 3  | 30              | (27)           | (90)        | 63                                      | 58              | 5             | 9          |
| <b>Net investment gains (net of tax)</b>  | <b>\$ 96</b>                             | <b>\$ 121</b>   | <b>\$ (25)</b> | <b>(21)</b> | <b>\$ 340</b>                           | <b>\$ 330</b>   | <b>\$ 10</b>  | <b>3</b>   |
| <b>Other income</b>                       | <b>\$ 2</b>                              | <b>\$ 2</b>     | <b>\$ —</b>    | <b>—</b>    | <b>\$ 5</b>                             | <b>\$ 5</b>     | <b>\$ —</b>   | <b>—</b>   |
| Net income before federal income taxes    | \$ 225                                   | \$ 209          | \$ 16          | 8           | \$ 579                                  | \$ 404          | \$ 175        | 43         |
| Federal and foreign income taxes incurred | \$ 67                                    | \$ 49           | \$ 18          | 37          | \$ 151                                  | \$ 89           | \$ 62         | 70         |
| <b>Net income (statutory)</b>             | <b>\$ 158</b>                            | <b>\$ 160</b>   | <b>\$ (2)</b>  | <b>(1)</b>  | <b>\$ 428</b>                           | <b>\$ 315</b>   | <b>\$ 113</b> | <b>36</b>  |

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

\*nm - Not meaningful

\*Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.



## Consolidated Cincinnati Insurance Companies Losses Incurred Detail

| (Dollars in millions)                                 | Three months ended |         |         |         |          |         |         |          | Six months ended |          | Nine months ended |          | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|----------|------------------|----------|-------------------|----------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14  | 6/30/15          | 6/30/14  | 9/30/15           | 9/30/14  | 12/31/15            | 12/31/14 |
| <b>Consolidated</b>                                   |                    |         |         |         |          |         |         |          |                  |          |                   |          |                     |          |
| Current accident year losses greater than \$5,000,000 | \$ 8               | \$ 5    | \$ 12   | \$ 12   | \$ 7     | \$ 11   | \$ —    | \$ 17    | \$ 12            | \$ 25    | \$ 19             | \$ 30    |                     |          |
| Current accident year losses \$1,000,000-\$5,000,000  | 43                 | 24      | 37      | 46      | 51       | 52      | 23      | 61       | 74               | 104      | 125               | 172      |                     |          |
| Large loss prior accident year reserve development    | 19                 | (4)     | 15      | (14)    | (6)      | 17      | 10      | 11       | 27               | 30       | 21                | 7        |                     |          |
| Total large losses incurred                           | \$ 70              | \$ 25   | \$ 64   | \$ 44   | \$ 52    | \$ 80   | \$ 33   | \$ 89    | \$ 113           | \$ 159   | \$ 165            | \$ 209   |                     |          |
| Losses incurred but not reported                      | (31)               | 38      | 43      | 112     | 17       | (17)    | 21      | 81       | 5                | 50       | 22                | 133      |                     |          |
| Other losses excluding catastrophe losses             | 441                | 417     | 418     | 365     | 432      | 436     | 427     | 835      | 863              | 1,276    | 1,295             | 1,660    |                     |          |
| Catastrophe losses                                    | 24                 | 78      | 42      | (13)    | 11       | 112     | 86      | 120      | 197              | 144      | 208               | 197      |                     |          |
| Total losses incurred                                 | \$ 504             | \$ 558  | \$ 567  | \$ 508  | \$ 512   | \$ 611  | \$ 567  | \$ 1,125 | \$ 1,178         | \$ 1,629 | \$ 1,690          | \$ 2,199 |                     |          |
| <b>Commercial Lines</b>                               |                    |         |         |         |          |         |         |          |                  |          |                   |          |                     |          |
| Current accident year losses greater than \$5,000,000 | \$ 8               | \$ 5    | \$ 12   | \$ 12   | \$ 7     | \$ 11   | \$ —    | \$ 17    | \$ 12            | \$ 25    | \$ 19             | \$ 30    |                     |          |
| Current accident year losses \$1,000,000-\$5,000,000  | 26                 | 14      | 24      | 39      | 45       | 47      | 18      | 38       | 64               | 64       | 109               | 149      |                     |          |
| Large loss prior accident year reserve development    | 17                 | (4)     | 15      | (11)    | (7)      | 15      | 10      | 11       | 25               | 28       | 18                | 7        |                     |          |
| Total large losses incurred                           | \$ 51              | \$ 15   | \$ 51   | \$ 40   | \$ 45    | \$ 73   | \$ 28   | \$ 66    | \$ 101           | \$ 117   | \$ 146            | \$ 186   |                     |          |
| Losses incurred but not reported                      | (17)               | 17      | 31      | 95      | 8        | (35)    | 22      | 48       | (12)             | 31       | (4)               | 90       |                     |          |
| Other losses excluding catastrophe losses             | 277                | 274     | 272     | 240     | 282      | 292     | 282     | 546      | 574              | 823      | 856               | 1,096    |                     |          |
| Catastrophe losses                                    | 9                  | 43      | 29      | (10)    | 7        | 59      | 58      | 72       | 116              | 81       | 123               | 114      |                     |          |
| Total losses incurred                                 | \$ 320             | \$ 349  | \$ 383  | \$ 365  | \$ 342   | \$ 389  | \$ 390  | \$ 732   | \$ 779           | \$ 1,052 | \$ 1,121          | \$ 1,486 |                     |          |
| <b>Personal Lines</b>                                 |                    |         |         |         |          |         |         |          |                  |          |                   |          |                     |          |
| Current accident year losses greater than \$5,000,000 | \$ —               | \$ —    | \$ —    | \$ —    | \$ —     | \$ —    | \$ —    | \$ —     | \$ —             | \$ —     | \$ —              | \$ —     |                     |          |
| Current accident year losses \$1,000,000-\$5,000,000  | 15                 | 10      | 12      | 6       | 6        | 4       | 4       | 22       | 8                | 37       | 14                | 20       |                     |          |
| Large loss prior accident year reserve development    | —                  | —       | —       | (3)     | 2        | 2       | —       | —        | 2                | —        | 4                 | 1        |                     |          |
| Total large losses incurred                           | \$ 15              | \$ 10   | \$ 12   | \$ 3    | \$ 8     | \$ 6    | \$ 4    | \$ 22    | \$ 10            | \$ 37    | \$ 18             | \$ 21    |                     |          |
| Losses incurred but not reported                      | (12)               | 14      | 7       | 12      | 3        | 9       | (5)     | 21       | 4                | 9        | 7                 | 19       |                     |          |
| Other losses excluding catastrophe losses             | 155                | 136     | 134     | 119     | 144      | 138     | 138     | 270      | 276              | 425      | 420               | 539      |                     |          |
| Catastrophe losses                                    | 15                 | 34      | 13      | (4)     | 4        | 52      | 27      | 47       | 79               | 62       | 83                | 79       |                     |          |
| Total losses incurred                                 | \$ 173             | \$ 194  | \$ 166  | \$ 130  | \$ 159   | \$ 205  | \$ 164  | \$ 360   | \$ 369           | \$ 533   | \$ 528            | \$ 658   |                     |          |
| <b>Excess &amp; Surplus Lines</b>                     |                    |         |         |         |          |         |         |          |                  |          |                   |          |                     |          |
| Current accident year losses greater than \$5,000,000 | \$ —               | \$ —    | \$ —    | \$ —    | \$ —     | \$ —    | \$ —    | \$ —     | \$ —             | \$ —     | \$ —              | \$ —     |                     |          |
| Current accident year losses \$1,000,000-\$5,000,000  | 2                  | —       | 1       | 1       | —        | 1       | 1       | 1        | 2                | 3        | 2                 | 3        |                     |          |
| Large loss prior accident year reserve development    | 2                  | —       | —       | —       | (1)      | —       | —       | —        | —                | 2        | (1)               | (1)      |                     |          |
| Total large losses incurred                           | \$ 4               | \$ —    | \$ 1    | \$ 1    | \$ (1)   | \$ 1    | \$ 1    | \$ 1     | \$ 2             | \$ 5     | \$ 1              | \$ 2     |                     |          |
| Losses incurred but not reported                      | (2)                | 7       | 5       | 5       | 6        | 9       | 4       | 12       | 13               | 10       | 19                | 24       |                     |          |
| Other losses excluding catastrophe losses             | 9                  | 7       | 12      | 6       | 6        | 6       | 7       | 19       | 13               | 28       | 19                | 25       |                     |          |
| Catastrophe losses                                    | —                  | 1       | —       | 1       | —        | 1       | 1       | 1        | 2                | 1        | 2                 | 4        |                     |          |
| Total losses incurred                                 | \$ 11              | \$ 15   | \$ 18   | \$ 13   | \$ 11    | \$ 17   | \$ 13   | \$ 33    | \$ 30            | \$ 44    | \$ 41             | \$ 55    |                     |          |

\*Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. The sum of quarterly amounts may not equal the full year as each is computed independently.

## Consolidated Cincinnati Insurance Companies Loss Ratio Detail

|   | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Consolidated</b>                                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year losses greater than \$5,000,000 |                    | 0.7%    | 0.5%    | 1.0%    | 1.0%     | 0.7 %   | 1.1%    | —%      | 0.8%             | 0.6%    | 0.8%              | 0.6%    |                     | 0.7%     |
| Current accident year losses \$1,000,000-\$5,000,000  |                    | 4.1     | 2.1     | 3.6     | 4.7      | 4.8     | 5.0     | 2.3     | 2.9              | 3.8     | 3.3               | 4.2     |                     | 4.3      |
| Large loss prior accident year reserve development    |                    | 1.7     | (0.3)   | 1.4     | (1.4)    | (0.5)   | 1.7     | 1.1     | 0.5              | 1.4     | 0.9               | 0.7     |                     | 0.2      |
| Total large loss ratio                                |                    | 6.5%    | 2.3%    | 6.0%    | 4.3%     | 5.0 %   | 7.8%    | 3.4%    | 4.2%             | 5.8%    | 5.0%              | 5.5%    |                     | 5.2%     |
| Losses incurred but not reported                      |                    | (2.9)   | 3.6     | 4.2     | 10.7     | 1.7     | (1.6)   | 2.2     | 3.9              | 0.2     | 1.6               | 0.8     |                     | 3.3      |
| Other losses excluding catastrophe losses             |                    | 40.9    | 39.6    | 40.1    | 35.2     | 42.3    | 43.4    | 43.6    | 39.8             | 43.5    | 40.2              | 43.0    |                     | 41.0     |
| Catastrophe losses                                    |                    | 2.3     | 7.3     | 4.1     | (1.1)    | 1.0     | 11.1    | 8.7     | 5.7              | 9.9     | 4.5               | 6.9     |                     | 4.9      |
| Total loss ratio                                      |                    | 46.8%   | 52.8%   | 54.4%   | 49.1%    | 50.0 %  | 60.7%   | 57.9%   | 53.6%            | 59.4%   | 51.3%             | 56.2%   |                     | 54.4%    |
| <b>Commercial Lines</b>                               |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year losses greater than \$5,000,000 |                    | 1.0%    | 0.7%    | 1.6%    | 1.5%     | 1.0 %   | 1.6%    | —%      | 1.2%             | 0.8%    | 1.1%              | 0.9%    |                     | 1.0%     |
| Current accident year losses \$1,000,000-\$5,000,000  |                    | 3.7     | 1.7     | 3.3     | 5.6      | 5.9     | 6.5     | 2.6     | 2.6              | 4.6     | 2.9               | 5.1     |                     | 5.2      |
| Large loss prior accident year reserve development    |                    | 2.3     | (0.5)   | 2.0     | (1.5)    | (0.9)   | 2.1     | 1.4     | 0.7              | 1.8     | 1.3               | 0.9     |                     | 0.3      |
| Total large loss ratio                                |                    | 7.0%    | 1.9%    | 6.9%    | 5.6%     | 6.0 %   | 10.2%   | 4.0%    | 4.5%             | 7.2%    | 5.3%              | 6.9%    |                     | 6.5%     |
| Losses incurred but not reported                      |                    | (2.4)   | 2.2     | 4.3     | 12.8     | 1.1     | (4.8)   | 3.2     | 3.2              | (0.9)   | 1.3               | (0.2)   |                     | 3.1      |
| Other losses excluding catastrophe losses             |                    | 36.3    | 37.0    | 37.1    | 32.6     | 39.6    | 41.0    | 40.6    | 37.0             | 40.8    | 36.8              | 40.2    |                     | 38.4     |
| Catastrophe losses                                    |                    | 1.3     | 5.8     | 4.0     | (1.1)    | 0.8     | 8.3     | 8.3     | 4.9              | 8.3     | 3.7               | 5.8     |                     | 4.0      |
| Total loss ratio                                      |                    | 42.2%   | 46.9%   | 52.3%   | 49.9%    | 47.5 %  | 54.7%   | 56.1%   | 49.6%            | 55.4%   | 47.1%             | 52.7%   |                     | 52.0%    |
| <b>Personal Lines</b>                                 |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year losses greater than \$5,000,000 |                    | —%      | —%      | —%      | —%       | — %     | —%      | —%      | —%               | —%      | —%                | —%      |                     | —%       |
| Current accident year losses \$1,000,000-\$5,000,000  |                    | 5.2     | 3.5     | 4.5     | 2.2      | 2.5     | 1.7     | 1.4     | 4.1              | 1.5     | 4.5               | 1.8     |                     | 1.9      |
| Large loss prior accident year reserve development    |                    | (0.2)   | 0.1     | —       | (1.1)    | 0.8     | 0.6     | 0.3     | —                | 0.5     | —                 | 0.7     |                     | 0.1      |
| Total large loss ratio                                |                    | 5.0%    | 3.6%    | 4.5%    | 1.1%     | 3.3 %   | 2.3%    | 1.7%    | 4.1%             | 2.0%    | 4.5%              | 2.5%    |                     | 2.0%     |
| Losses incurred but not reported                      |                    | (4.2)   | 5.1     | 2.7     | 4.5      | 1.3     | 3.5     | (2.0)   | 3.9              | 0.8     | 1.1               | 0.9     |                     | 1.8      |
| Other losses excluding catastrophe losses             |                    | 56.3    | 50.0    | 49.9    | 44.8     | 54.1    | 53.6    | 54.5    | 49.8             | 54.0    | 52.0              | 54.1    |                     | 51.9     |
| Catastrophe losses                                    |                    | 5.4     | 12.5    | 4.9     | (1.5)    | 1.7     | 20.0    | 10.6    | 8.7              | 15.4    | 7.6               | 10.7    |                     | 7.6      |
| Total loss ratio                                      |                    | 62.5%   | 71.2%   | 62.0%   | 48.9%    | 60.4 %  | 79.4%   | 64.8%   | 66.5%            | 72.2%   | 65.2%             | 68.2%   |                     | 63.3%    |
| <b>Excess &amp; Surplus Lines</b>                     |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year losses greater than \$5,000,000 |                    | —%      | —%      | —%      | —%       | — %     | —%      | —%      | —%               | —%      | —%                | —%      |                     | —%       |
| Current accident year losses \$1,000,000-\$5,000,000  |                    | 4.8     | —       | 2.5     | 3.3      | —       | 3.1     | 3.2     | 1.2              | 3.1     | 2.5               | 1.9     |                     | 2.3      |
| Large loss prior accident year reserve development    |                    | 5.0     | —       | —       | (1.8)    | (1.3)   | —       | (0.3)   | —                | (0.1)   | 1.7               | (0.5)   |                     | (0.9)    |
| Total large loss ratio                                |                    | 9.8%    | —%      | 2.5%    | 1.5%     | (1.3)%  | 3.1%    | 2.9%    | 1.2%             | 3.0%    | 4.2%              | 1.4%    |                     | 1.4%     |
| Losses incurred but not reported                      |                    | (4.4)   | 18.3    | 11.8    | 12.4     | 14.6    | 25.7    | 13.1    | 15.1             | 19.6    | 8.4               | 17.7    |                     | 16.4     |
| Other losses excluding catastrophe losses             |                    | 21.2    | 17.5    | 29.9    | 17.7     | 15.3    | 15.1    | 21.6    | 23.5             | 18.3    | 22.7              | 17.1    |                     | 17.2     |
| Catastrophe losses                                    |                    | 0.3     | 0.4     | 0.8     | 2.9      | (0.7)   | 2.7     | 3.0     | 0.6              | 2.8     | 0.5               | 1.4     |                     | 1.8      |
| Total loss ratio                                      |                    | 26.9%   | 36.2%   | 45.0%   | 34.5%    | 27.9 %  | 46.6%   | 40.6%   | 40.4%            | 43.7%   | 35.8%             | 37.6%   |                     | 36.8%    |

\*Certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.

## Consolidated Cincinnati Insurance Companies Loss Claim Count Detail

|   | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Consolidated</b>   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year reported losses greater than \$5,000,000  |                    | 1       | 1       | 2       | 2        | 1       | 2       | —       | 3                | 2       | 4                 | 3       |                     | 5        |
| Current accident year reported losses \$1,000,000 - \$5,000,000 |                    | 28      | 14      | 27      | 31       | 31      | 34      | 15      | 42               | 52      | 74                | 83      |                     | 120      |
| Prior accident year reported losses on large losses             |                    | 6       | 9       | 15      | 4        | 13      | 10      | 8       | 27               | 18      | 35                | 26      |                     | 32       |
| Non-Catastrophe reported losses on large losses total           |                    | 35      | 24      | 44      | 37       | 45      | 46      | 23      | 72               | 72      | 113               | 112     |                     | 157      |
| <b>Commercial Lines</b>   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year reported losses greater than \$5,000,000  |                    | 1       | 1       | 2       | 2        | 1       | 2       | —       | 3                | 2       | 4                 | 3       |                     | 5        |
| Current accident year reported losses \$1,000,000 - \$5,000,000 |                    | 17      | 9       | 18      | 27       | 24      | 30      | 11      | 26               | 43      | 46                | 68      |                     | 99       |
| Prior accident year reported losses on large losses             |                    | 5       | 9       | 14      | 3        | 11      | 9       | 7       | 26               | 17      | 32                | 23      |                     | 28       |
| Non-Catastrophe reported losses on large losses total           |                    | 23      | 19      | 34      | 32       | 36      | 41      | 18      | 55               | 62      | 82                | 94      |                     | 132      |
| <b>Personal Lines</b>   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year reported losses greater than \$5,000,000  |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Current accident year reported losses \$1,000,000 - \$5,000,000 |                    | 9       | 5       | 8       | 3        | 6       | 3       | 3       | 15               | 7       | 25                | 13      |                     | 18       |
| Prior accident year reported losses on large losses             |                    | —       | —       | 1       | —        | 2       | 1       | 1       | 1                | 1       | 1                 | 3       |                     | 3        |
| Non-Catastrophe reported losses on large losses total           |                    | 9       | 5       | 9       | 3        | 8       | 4       | 4       | 16               | 8       | 26                | 16      |                     | 21       |
| <b>Excess &amp; Surplus Lines</b>                               |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Current accident year reported losses greater than \$5,000,000  |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Current accident year reported losses \$1,000,000 - \$5,000,000 |                    | 2       | —       | 1       | 1        | 1       | 1       | 1       | 1                | 2       | 3                 | 2       |                     | 3        |
| Prior accident year reported losses on large losses             |                    | 1       | —       | —       | 1        | —       | —       | —       | —                | —       | 2                 | —       |                     | 1        |
| Non-Catastrophe reported losses on large losses total           |                    | 3       | —       | 1       | 2        | 1       | 1       | 1       | 1                | 2       | 5                 | 2       |                     | 4        |

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

## Consolidated Cincinnati Insurance Companies

### Direct Written Premiums by Risk State by Line of Business for the Nine Months Ended September 30, 2015

| Risk State          | Commercial Lines |                 |                 |                 |                 | Personal Lines  |                 |                 | E & S           | Consolidated      |                   | Comm'l Change % | Personal Change % | E & S Change % | Consol Change % |
|---------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|-------------------|-----------------|-------------------|----------------|-----------------|
|                     | Comm Casualty    | Comm Property   | Comm Auto       | Workers' Comp   | Other Comm      | Personal Auto   | Home Owner      | Other Personal  | All Lines       | 2015 Total        | 2014 Total        |                 |                   |                |                 |
| OH                  | \$ 116.7         | \$ 98.5         | \$ 59.4         | \$ —            | \$ 27.4         | \$ 100.6        | \$ 86.3         | \$ 27.3         | \$ 10.6         | \$ 526.8          | \$ 519.6          | 3.2             | (1.0)             | 7.9            | 1.6             |
| IL                  | 50.0             | 42.5            | 22.4            | 39.3            | 11.1            | 24.9            | 23.8            | 6.7             | 9.5             | 230.2             | 231.7             | (1.7)           | (0.2)             | 15.3           | (0.7)           |
| IN                  | 43.0             | 40.9            | 24.3            | 23.6            | 10.0            | 26.5            | 28.5            | 6.6             | 8.6             | 212.0             | 206.0             | 3.8             | (1.0)             | 6.0            | 2.4             |
| PA                  | 47.7             | 35.2            | 30.1            | 37.0            | 9.4             | 10.3            | 8.3             | 3.1             | 6.1             | 187.2             | 184.4             | 0.4             | 4.8               | 24.0           | 1.5             |
| GA                  | 29.6             | 30.6            | 20.9            | 10.1            | 10.2            | 31.7            | 33.4            | 8.3             | 7.6             | 182.4             | 173.4             | 4.1             | 5.8               | 12.6           | 5.1             |
| MI                  | 35.2             | 28.3            | 18.1            | 15.1            | 8.8             | 35.4            | 25.0            | 4.1             | 5.6             | 175.6             | 164.6             | 0.8             | 17.2              | 15.4           | 6.7             |
| NC                  | 34.7             | 38.4            | 17.8            | 14.4            | 11.0            | 26.0            | 21.5            | 6.1             | 5.2             | 175.1             | 164.7             | 2.4             | 15.5              | 8.9            | 6.3             |
| TN                  | 29.2             | 29.7            | 17.3            | 8.6             | 8.7             | 15.1            | 17.4            | 4.5             | 3.5             | 134.0             | 127.1             | 3.9             | 8.9               | 9.5            | 5.4             |
| KY                  | 21.1             | 26.1            | 14.9            | 2.5             | 4.9             | 21.7            | 20.8            | 4.9             | 4.2             | 121.1             | 117.7             | 2.5             | 2.8               | 10.4           | 2.9             |
| AL                  | 20.0             | 24.7            | 9.6             | 0.7             | 7.0             | 16.2            | 26.4            | 5.3             | 5.9             | 115.8             | 114.1             | (0.4)           | 3.5               | 6.2            | 1.5             |
| VA                  | 26.1             | 22.7            | 16.2            | 14.0            | 8.4             | 9.2             | 8.1             | 2.6             | 4.0             | 111.3             | 110.7             | (0.5)           | 6.3               | (1.8)          | 0.6             |
| MN                  | 24.8             | 19.1            | 9.0             | 9.8             | 4.3             | 14.3            | 14.8            | 4.4             | 3.9             | 104.4             | 94.7              | 10.7            | 8.0               | 18.2           | 10.1            |
| WI                  | 23.7             | 19.6            | 11.3            | 22.6            | 5.5             | 7.0             | 7.3             | 2.9             | 2.4             | 102.3             | 104.0             | (1.9)           | 0.9               | (10.4)         | (1.6)           |
| TX                  | 36.5             | 21.7            | 21.9            | 0.9             | 4.0             | —               | —               | —               | 13.0            | 98.0              | 93.6              | 3.6             | 228.3             | 12.3           | 4.7             |
| MO                  | 23.2             | 24.7            | 12.3            | 11.2            | 5.2             | 5.3             | 7.2             | 1.5             | 5.0             | 95.6              | 91.2              | 4.3             | 6.7               | 7.4            | 4.8             |
| IA                  | 14.2             | 15.3            | 6.2             | 13.4            | 4.9             | 3.9             | 4.4             | 1.3             | 1.9             | 65.5              | 68.2              | (5.0)           | (0.5)             | 8.8            | (4.0)           |
| MD                  | 16.2             | 9.6             | 12.3            | 9.8             | 3.2             | 6.1             | 4.8             | 1.4             | 1.8             | 65.2              | 60.9              | 3.1             | 29.8              | 0.8            | 7.2             |
| NY                  | 24.6             | 13.0            | 8.9             | 2.3             | 3.0             | 3.5             | 1.8             | 0.5             | 2.0             | 59.6              | 55.6              | 4.9             | 39.3              | 2.0            | 7.4             |
| AR                  | 8.7              | 15.8            | 5.6             | 1.9             | 4.1             | 7.4             | 8.3             | 1.9             | 2.2             | 55.9              | 52.1              | 5.1             | 14.8              | (1.9)          | 7.7             |
| FL                  | 19.6             | 12.7            | 7.1             | 0.9             | 2.4             | 3.3             | 1.0             | 0.5             | 4.9             | 52.4              | 55.2              | 6.0             | (55.6)            | 28.1           | (4.6)           |
| SC                  | 10.1             | 9.4             | 6.3             | 2.3             | 3.2             | 7.4             | 5.2             | 1.3             | 2.3             | 47.5              | 43.3              | 2.5             | 24.7              | 34.6           | 9.4             |
| UT                  | 14.9             | 7.5             | 8.9             | 0.4             | 2.8             | 6.4             | 3.4             | 0.8             | 2.3             | 47.4              | 42.9              | 9.2             | 11.6              | 37.9           | 10.9            |
| AZ                  | 12.8             | 7.6             | 8.9             | 4.3             | 2.3             | 4.4             | 3.1             | 1.2             | 2.2             | 46.8              | 45.0              | (1.9)           | 27.4              | 35.6           | 4.0             |
| KS                  | 8.8              | 11.2            | 4.7             | 5.4             | 2.7             | 3.8             | 5.7             | 1.1             | 1.1             | 44.5              | 43.3              | 3.5             | (2.3)             | 53.2           | 2.9             |
| CO                  | 13.2             | 7.6             | 8.8             | 0.6             | 1.7             | —               | 0.3             | —               | 4.8             | 37.0              | 32.8              | 10.4            | 18.4              | 34.6           | 13.1            |
| MT                  | 13.6             | 8.0             | 7.2             | 0.1             | 1.3             | 2.2             | 2.4             | 0.6             | 0.7             | 36.1              | 31.7              | 14.8            | 6.9               | 16.1           | 13.6            |
| NE                  | 8.0              | 8.3             | 4.4             | 8.0             | 1.9             | 0.6             | 0.9             | 0.2             | 1.4             | 33.7              | 30.5              | 13.0            | 0.4               | (3.7)          | 11.5            |
| ID                  | 10.5             | 6.6             | 5.8             | 0.2             | 1.6             | 2.6             | 1.8             | 0.5             | 1.2             | 30.8              | 27.9              | 9.8             | 13.9              | 10.8           | 10.5            |
| OR                  | 8.9              | 5.3             | 5.5             | 0.1             | 1.5             | 2.0             | 1.0             | 0.3             | 3.6             | 28.2              | 20.9              | 32.0            | 91.3              | 26.0           | 36.1            |
| WV                  | 8.6              | 7.2             | 5.4             | 1.3             | 1.1             | —               | 0.4             | 0.1             | 2.4             | 26.5              | 25.5              | 3.8             | (9.3)             | 9.2            | 4.0             |
| VT                  | 3.6              | 3.9             | 2.2             | 4.4             | 1.7             | 1.1             | 1.2             | 0.3             | 0.7             | 19.1              | 19.2              | (1.1)           | 3.5               | 2.0            | (0.4)           |
| ND                  | 6.2              | 4.7             | 3.2             | —               | 1.2             | 0.6             | 0.7             | 0.2             | 0.3             | 17.1              | 17.8              | (4.7)           | (1.3)             | (21.2)         | (4.7)           |
| WA                  | 6.0              | 3.5             | 3.9             | —               | 1.3             | —               | —               | —               | 1.4             | 16.1              | 14.6              | 9.1             | (200.7)           | 23.0           | 10.2            |
| NM                  | 6.1              | 3.3             | 3.6             | 0.9             | 1.3             | —               | —               | —               | 0.7             | 15.9              | 11.9              | 35.2            | 13.3              | (6.1)          | 32.7            |
| NH                  | 3.1              | 2.7             | 1.6             | 2.3             | 0.7             | 1.4             | 1.3             | 0.4             | 0.5             | 14.0              | 13.8              | 2.4             | (0.1)             | (0.8)          | 1.7             |
| CT                  | 3.3              | 3.1             | 2.2             | 1.0             | 0.6             | 1.0             | 0.8             | 0.3             | 0.6             | 12.9              | 8.9               | 24.2            | 400.7             | 75.8           | 44.7            |
| DE                  | 4.1              | 2.6             | 2.6             | 2.2             | 0.8             | —               | —               | —               | 0.4             | 12.7              | 10.4              | 20.9            | (84.6)            | 53.3           | 21.6            |
| SD                  | 2.4              | 2.7             | 1.4             | 2.1             | 0.9             | —               | —               | —               | 0.5             | 10.0              | 11.1              | (10.7)          | (90.2)            | (5.6)          | (10.5)          |
| WY                  | 1.8              | 1.8             | 0.9             | —               | 0.4             | —               | —               | —               | 0.7             | 5.6               | 4.7               | 16.2            | 6.9               | 20.6           | 16.6            |
| All Other           | 3.6              | 1.8             | 2.9             | 5.2             | 1.7             | —               | —               | —               | 0.8             | 16.0              | 16.4              | 0.6             | 132.1             | 43.2           | (3.1)           |
| <b>Total</b>        | <b>\$ 794.4</b>  | <b>\$ 677.9</b> | <b>\$ 436.0</b> | <b>\$ 278.9</b> | <b>\$ 184.2</b> | <b>\$ 401.9</b> | <b>\$ 377.3</b> | <b>\$ 101.2</b> | <b>\$ 136.5</b> | <b>\$ 3,388.3</b> | <b>\$ 3,262.1</b> | <b>3.1</b>      | <b>4.8</b>        | <b>12.8</b>    | <b>3.9</b>      |
| Other Direct        | —                | 1.6             | 3.2             | 5.3             | —               | 8.0             | 0.1             | —               | —               | 18.2              | 18.2              | (3.2)           | 6.9               | nm             | 1.0             |
| <b>Total Direct</b> | <b>\$ 794.4</b>  | <b>\$ 679.5</b> | <b>\$ 439.2</b> | <b>\$ 284.2</b> | <b>\$ 184.2</b> | <b>\$ 409.9</b> | <b>\$ 377.4</b> | <b>\$ 101.2</b> | <b>\$ 136.5</b> | <b>\$ 3,406.5</b> | <b>\$ 3,280.3</b> | <b>3.1</b>      | <b>4.8</b>        | <b>12.8</b>    | <b>3.9</b>      |

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

\*nm - Not meaningful

## Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions)                           | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Commercial casualty:</b>                     |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 247  | \$ 274  | \$ 266  | \$ 234   | \$ 228  | \$ 249  | \$ 258  | \$ 540           | \$ 507  | \$ 787            | \$ 735  |                     | \$ 969   |
| Earned premiums                                 |                    | 257     | 252     | 244     | 243      | 237     | 234     | 224     | 496              | 458     | 753               | 695     |                     | 938      |
| Current accident year before catastrophe losses |                    | 53.6%   | 59.6%   | 59.2%   | 59.2%    | 60.2%   | 61.7%   | 56.3%   | 59.4%            | 59.1%   | 57.4%             | 59.4%   |                     | 59.4%    |
| Current accident year catastrophe losses        |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Prior accident years before catastrophe losses  |                    | (6.2)   | (9.1)   | 1.1     | 12.1     | (3.6)   | (10.5)  | 3.6     | (4.1)            | (3.6)   | (4.8)             | (3.6)   |                     | 0.5      |
| Prior accident years catastrophe losses         |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Total loss and loss expense ratio               |                    | 47.4%   | 50.5%   | 60.3%   | 71.3%    | 56.6%   | 51.2%   | 59.9%   | 55.3%            | 55.5%   | 52.6%             | 55.8%   |                     | 59.9%    |
| <b>Commercial property:</b>                     |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 218  | \$ 218  | \$ 206  | \$ 192   | \$ 194  | \$ 197  | \$ 193  | \$ 424           | \$ 390  | \$ 642            | \$ 584  |                     | \$ 776   |
| Earned premiums                                 |                    | 205     | 201     | 196     | 191      | 186     | 180     | 171     | 399              | 351     | 604               | 537     |                     | 728      |
| Current accident year before catastrophe losses |                    | 47.0%   | 42.1%   | 53.6%   | 45.7%    | 54.3%   | 50.8%   | 53.4%   | 47.8%            | 52.1%   | 47.5%             | 52.9%   |                     | 51.0%    |
| Current accident year catastrophe losses        |                    | 5.2     | 19.6    | 16.7    | 0.5      | 5.2     | 25.8    | 27.7    | 18.2             | 26.7    | 13.8              | 19.3    |                     | 14.3     |
| Prior accident years before catastrophe losses  |                    | (0.2)   | (2.0)   | (1.9)   | 1.8      | (3.1)   | (9.8)   | (0.6)   | (2.0)            | (5.3)   | (1.4)             | (4.6)   |                     | (2.9)    |
| Prior accident years catastrophe losses         |                    | 0.3     | 0.1     | (3.8)   | (2.7)    | (1.3)   | (2.3)   | (0.9)   | (1.8)            | (1.6)   | (1.1)             | (1.5)   |                     | (1.8)    |
| Total loss and loss expense ratio               |                    | 52.3%   | 59.8%   | 64.6%   | 45.3%    | 55.1%   | 64.5%   | 79.6%   | 62.2%            | 71.9%   | 58.8%             | 66.1%   |                     | 60.6%    |
| <b>Commercial auto:</b>                         |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 137  | \$ 149  | \$ 149  | \$ 131   | \$ 128  | \$ 144  | \$ 145  | \$ 298           | \$ 289  | \$ 435            | \$ 417  |                     | \$ 548   |
| Earned premiums                                 |                    | 141     | 139     | 136     | 137      | 133     | 132     | 126     | 275              | 258     | 416               | 391     |                     | 528      |
| Current accident year before catastrophe losses |                    | 71.4%   | 75.8%   | 72.3%   | 65.6%    | 69.1%   | 72.1%   | 68.0%   | 74.1%            | 70.0%   | 73.1%             | 69.8%   |                     | 68.7%    |
| Current accident year catastrophe losses        |                    | —       | 1.3     | —       | (0.1)    | (0.6)   | 4.1     | —       | 0.7              | 2.1     | 0.5               | 1.2     |                     | 0.9      |
| Prior accident years before catastrophe losses  |                    | 3.2     | 8.3     | 8.6     | 11.2     | 9.3     | 9.0     | (0.2)   | 8.4              | 4.5     | 6.6               | 6.1     |                     | 7.4      |
| Prior accident years catastrophe losses         |                    | (0.1)   | (0.2)   | (0.1)   | —        | —       | —       | (0.2)   | (0.2)            | (0.1)   | (0.1)             | (0.1)   |                     | (0.1)    |
| Total loss and loss expense ratio               |                    | 74.5%   | 85.2%   | 80.8%   | 76.7%    | 77.8%   | 85.2%   | 67.6%   | 83.0%            | 76.5%   | 80.1%             | 77.0%   |                     | 76.9%    |
| <b>Workers' compensation:</b>                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 83   | \$ 89   | \$ 104  | \$ 81    | \$ 86   | \$ 92   | \$ 106  | \$ 193           | \$ 198  | \$ 276            | \$ 284  |                     | \$ 365   |
| Earned premiums                                 |                    | 93      | 90      | 93      | 90       | 93      | 95      | 92      | 183              | 187     | 276               | 280     |                     | 370      |
| Current accident year before catastrophe losses |                    | 71.1%   | 77.6%   | 71.5%   | 75.9%    | 75.0%   | 83.2%   | 76.8%   | 74.5%            | 80.0%   | 73.4%             | 78.4%   |                     | 77.8%    |
| Current accident year catastrophe losses        |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Prior accident years before catastrophe losses  |                    | (26.4)  | (44.8)  | (16.1)  | (7.5)    | (16.1)  | (21.2)  | (10.3)  | (30.3)           | (15.8)  | (29.0)            | (15.9)  |                     | (13.9)   |
| Prior accident years catastrophe losses         |                    | —       | —       | —       | —        | —       | —       | —       | —                | —       | —                 | —       |                     | —        |
| Total loss and loss expense ratio               |                    | 44.7%   | 32.8%   | 55.4%   | 68.4%    | 58.9%   | 62.0%   | 66.5%   | 44.2%            | 64.2%   | 44.4%             | 62.5%   |                     | 63.9%    |
| <b>Other commercial:</b>                        |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 60   | \$ 55   | \$ 58   | \$ 61    | \$ 68   | \$ 66   | \$ 69   | \$ 113           | \$ 135  | \$ 173            | \$ 203  |                     | \$ 264   |
| Earned premiums                                 |                    | 61      | 61      | 64      | 69       | 71      | 73      | 79      | 125              | 152     | 186               | 223     |                     | 292      |
| Current accident year before catastrophe losses |                    | 45.9%   | 42.7%   | 54.4%   | 58.5%    | 50.2%   | 59.6%   | 46.7%   | 48.6%            | 52.9%   | 47.7%             | 52.0%   |                     | 53.4%    |
| Current accident year catastrophe losses        |                    | 1.2     | 3.4     | 9.7     | (2.7)    | 2.0     | 17.8    | 17.9    | 6.6              | 17.9    | 4.9               | 12.8    |                     | 9.2      |
| Prior accident years before catastrophe losses  |                    | (9.8)   | (13.6)  | (0.2)   | (13.8)   | (5.6)   | (4.2)   | 3.5     | (6.7)            | (0.2)   | (7.7)             | (1.9)   |                     | (4.8)    |
| Prior accident years catastrophe losses         |                    | (2.1)   | 1.2     | (2.6)   | (1.2)    | (0.8)   | 0.8     | (1.3)   | (0.7)            | (0.3)   | (1.2)             | (0.5)   |                     | (0.7)    |
| Total loss and loss expense ratio               |                    | 35.2%   | 33.7%   | 61.3%   | 40.8%    | 45.8%   | 74.0%   | 66.8%   | 47.8%            | 70.3%   | 43.7%             | 62.4%   |                     | 57.1%    |

\*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.

## Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions)                           | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Personal auto:</b>                           |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 144  | \$ 142  | \$ 114  | \$ 114   | \$ 135  | \$ 133  | \$ 107  | \$ 256           | \$ 240  | \$ 400            | \$ 375  |                     | \$ 489   |
| Earned premiums                                 |                    | 128     | 125     | 123     | 122      | 121     | 117     | 116     | 248              | 233     | 376               | 354     |                     | 476      |
| Current accident year before catastrophe losses |                    | 74.5%   | 79.7%   | 81.6%   | 70.2%    | 73.9%   | 80.5%   | 79.5%   | 80.8%            | 80.1%   | 78.6%             | 77.9%   |                     | 76.0%    |
| Current accident year catastrophe losses        |                    | 0.6     | 2.3     | 0.2     | (1.2)    | 1.1     | 4.9     | 0.5     | 1.2              | 2.7     | 1.0               | 2.2     |                     | 1.3      |
| Prior accident years before catastrophe losses  |                    | 1.2     | 5.8     | 3.0     | 2.8      | 2.0     | (1.7)   | (3.4)   | 4.4              | (2.6)   | 3.3               | (1.0)   |                     | —        |
| Prior accident years catastrophe losses         |                    | (0.1)   | (0.1)   | (0.2)   | —        | —       | (0.2)   | (0.4)   | (0.3)            | (0.3)   | (0.2)             | (0.2)   |                     | (0.2)    |
| Total loss and loss expense ratio               |                    | 76.2%   | 87.7%   | 84.6%   | 71.8%    | 77.0%   | 83.5%   | 76.2%   | 86.1%            | 79.9%   | 82.7%             | 78.9%   |                     | 77.1%    |
| <b>Homeowner:</b>                               |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 132  | \$ 132  | \$ 98   | \$ 107   | \$ 123  | \$ 128  | \$ 98   | \$ 230           | \$ 226  | \$ 362            | \$ 349  |                     | \$ 456   |
| Earned premiums                                 |                    | 117     | 114     | 114     | 113      | 110     | 111     | 109     | 228              | 220     | 345               | 330     |                     | 443      |
| Current accident year before catastrophe losses |                    | 52.8%   | 52.9%   | 55.5%   | 44.3%    | 51.1%   | 59.5%   | 61.3%   | 54.1%            | 60.4%   | 53.7%             | 57.4%   |                     | 54.0%    |
| Current accident year catastrophe losses        |                    | 12.6    | 25.6    | 12.3    | (0.9)    | 4.8     | 41.5    | 28.3    | 19.0             | 35.0    | 16.8              | 25.0    |                     | 18.3     |
| Prior accident years before catastrophe losses  |                    | (1.0)   | (2.4)   | (5.1)   | (0.2)    | (0.7)   | 3.6     | (6.5)   | (3.7)            | (1.4)   | (2.8)             | (1.2)   |                     | (0.9)    |
| Prior accident years catastrophe losses         |                    | (0.1)   | (0.3)   | (1.2)   | (1.2)    | (1.2)   | (0.9)   | (5.4)   | (0.7)            | (3.2)   | (0.5)             | (2.6)   |                     | (2.2)    |
| Total loss and loss expense ratio               |                    | 64.3%   | 75.8%   | 61.5%   | 42.0%    | 54.0%   | 103.7%  | 77.7%   | 68.7%            | 90.8%   | 67.2%             | 78.6%   |                     | 69.2%    |
| <b>Other personal:</b>                          |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 36   | \$ 35   | \$ 29   | \$ 28    | \$ 36   | \$ 33   | \$ 26   | \$ 64            | \$ 59   | \$ 100            | \$ 95   |                     | \$ 123   |
| Earned premiums                                 |                    | 32      | 33      | 31      | 31       | 32      | 30      | 29      | 64               | 59      | 96                | 91      |                     | 122      |
| Current accident year before catastrophe losses |                    | 70.1%   | 58.2%   | 49.6%   | 44.3%    | 59.3%   | 42.3%   | 46.5%   | 53.9%            | 44.3%   | 59.4%             | 49.6%   |                     | 48.3%    |
| Current accident year catastrophe losses        |                    | 1.2     | 8.4     | 2.8     | 0.5      | 0.4     | 7.9     | 7.8     | 5.6              | 7.8     | 4.1               | 5.2     |                     | 4.0      |
| Prior accident years before catastrophe losses  |                    | 7.6     | (4.9)   | 1.1     | (1.3)    | 17.3    | (5.4)   | (1.9)   | (1.9)            | (3.6)   | 1.3               | 3.8     |                     | 2.5      |
| Prior accident years catastrophe losses         |                    | (0.1)   | 0.0     | (0.8)   | (0.1)    | (0.4)   | (0.5)   | 0.2     | (0.4)            | (0.1)   | (0.3)             | (0.2)   |                     | (0.2)    |
| Total loss and loss expense ratio               |                    | 78.8%   | 61.7%   | 52.7%   | 43.4%    | 76.6%   | 44.3%   | 52.6%   | 57.2%            | 48.4%   | 64.5%             | 58.4%   |                     | 54.6%    |

## Quarterly Property Casualty Data - Excess & Surplus Lines

| (Dollars in millions)                           | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Excess &amp; Surplus:</b>                    |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Written premiums                                |                    | \$ 43   | \$ 46   | \$ 42   | \$ 39    | \$ 39   | \$ 40   | \$ 35   | \$ 88            | \$ 75   | \$ 131            | \$ 114  |                     | \$ 153   |
| Earned premiums                                 |                    | 42      | 42      | 40      | 39       | 42      | 34      | 33      | 82               | 67      | 124               | 109     |                     | 148      |
| Current accident year before catastrophe losses |                    | 56.9%   | 69.3%   | 72.1%   | 62.1%    | 57.8%   | 75.4%   | 80.6%   | 70.7%            | 77.9%   | 65.9%             | 70.2%   |                     | 68.1%    |
| Current accident year catastrophe losses        |                    | 0.3     | 0.6     | 1.2     | 2.9      | (0.7)   | 2.3     | 3.0     | 0.9              | 2.6     | 0.7               | 1.4     |                     | 1.8      |
| Prior accident years before catastrophe losses  |                    | (15.4)  | (20.2)  | (13.6)  | (16.1)   | (15.4)  | (21.3)  | (27.1)  | (17.0)           | (24.1)  | (16.4)            | (20.8)  |                     | (19.6)   |
| Prior accident years catastrophe losses         |                    | 0.1     | (0.1)   | (0.3)   | 0.1      | 0.1     | 0.6     | 0.1     | (0.2)            | 0.4     | (0.1)             | 0.2     |                     | 0.2      |
| Total loss and loss expense ratio               |                    | 41.9%   | 49.6%   | 59.4%   | 49.0%    | 41.8%   | 57.0%   | 56.6%   | 54.4%            | 56.8%   | 50.1%             | 51.0%   |                     | 50.5%    |

\*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 Insurance Companies Consolidated Loss and Loss Expense Analysis

(Dollars in millions)

|  | Paid losses | Paid loss expense | Total paid | Change in case reserves | Change in IBNR reserves | Change in loss expense reserves | Total change in reserves | Case incurred | IBNR incurred | Loss expense incurred | Total incurred |
|--|-------------|-------------------|------------|-------------------------|-------------------------|---------------------------------|--------------------------|---------------|---------------|-----------------------|----------------|
| <b>Gross loss and loss expense incurred for the nine months ended September 30, 2015</b> |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty  | \$ 182      | \$ 103            | \$ 285     | \$ 82                   | \$ 16                   | \$ 13                           | \$ 111                   | \$ 264        | \$ 16         | \$ 116                | \$ 396         |
| Commercial property  | 317         | 27                | 344        | 22                      | 2                       | —                               | 24                       | 339           | 2             | 27                    | 368            |
| Commercial auto  | 241         | 40                | 281        | 27                      | 14                      | 14                              | 55                       | 268           | 14            | 54                    | 336            |
| Workers' compensation  | 135         | 27                | 162        | (16)                    | (10)                    | (3)                             | (29)                     | 119           | (10)          | 24                    | 133            |
| Other commercial   | 96          | 16                | 112        | (35)                    | 2                       | 1                               | (32)                     | 61            | 2             | 17                    | 80             |
| Total commercial lines   | 971         | 213               | 1,184      | 80                      | 24                      | 25                              | 129                      | 1,051         | 24            | 238                   | 1,313          |
| Personal auto  | 238         | 42                | 280        | 8                       | 20                      | 9                               | 37                       | 246           | 20            | 51                    | 317            |
| Homeowners   | 204         | 19                | 223        | 18                      | (10)                    | —                               | 8                        | 222           | (10)          | 19                    | 231            |
| Other personal   | 46          | 3                 | 49         | 8                       | 6                       | (1)                             | 13                       | 54            | 6             | 2                     | 62             |
| Total personal lines   | 488         | 64                | 552        | 34                      | 16                      | 8                               | 58                       | 522           | 16            | 72                    | 610            |
| Commercial casualty & property   | 21          | 12                | 33         | 12                      | 10                      | 6                               | 28                       | 33            | 10            | 18                    | 61             |
| Total excess & surplus lines   | 21          | 12                | 33         | 12                      | 10                      | 6                               | 28                       | 33            | 10            | 18                    | 61             |
| Total property casualty  | \$ 1,480    | \$ 289            | \$ 1,769   | \$ 126                  | \$ 50                   | \$ 39                           | \$ 215                   | \$ 1,606      | \$ 50         | \$ 328                | \$ 1,984       |
| <b>Ceded loss and loss expense incurred for the nine months ended September 30, 2015</b> |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty  | \$ (1)      | \$ 1              | \$ —       | \$ (2)                  | \$ 1                    | \$ —                            | \$ (1)                   | \$ (3)        | \$ 1          | \$ 1                  | \$ (1)         |
| Commercial property  | 1           | —                 | 1          | 14                      | (1)                     | —                               | 13                       | 15            | (1)           | —                     | 14             |
| Commercial auto  | —           | —                 | —          | 3                       | —                       | —                               | 3                        | 3             | —             | —                     | 3              |
| Workers' compensation  | 8           | —                 | 8          | 2                       | (1)                     | —                               | 1                        | 10            | (1)           | —                     | 9              |
| Other commercial   | 7           | —                 | 7          | (8)                     | —                       | —                               | (8)                      | (1)           | —             | —                     | (1)            |
| Total commercial lines   | 15          | 1                 | 16         | 9                       | (1)                     | —                               | 8                        | 24            | (1)           | 1                     | 24             |
| Personal auto  | 2           | —                 | 2          | (1)                     | 4                       | —                               | 3                        | 1             | 4             | —                     | 5              |
| Homeowners   | 2           | —                 | 2          | (2)                     | —                       | —                               | (2)                      | —             | —             | —                     | —              |
| Other personal   | —           | —                 | —          | —                       | —                       | —                               | —                        | —             | —             | —                     | —              |
| Total personal lines   | 4           | —                 | 4          | (3)                     | 4                       | —                               | 1                        | 1             | 4             | —                     | 5              |
| Commercial casualty & property   | 1           | —                 | 1          | (1)                     | (1)                     | —                               | (2)                      | —             | (1)           | —                     | (1)            |
| Total excess & surplus lines   | 1           | —                 | 1          | (1)                     | (1)                     | —                               | (2)                      | —             | (1)           | —                     | (1)            |
| Total property casualty  | \$ 20       | \$ 1              | \$ 21      | \$ 5                    | \$ 2                    | \$ —                            | \$ 7                     | \$ 25         | \$ 2          | \$ 1                  | \$ 28          |
| <b>Net loss and loss expense incurred for the nine months ended September 30, 2015</b>   |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty  | \$ 183      | \$ 102            | \$ 285     | \$ 84                   | \$ 15                   | \$ 13                           | \$ 112                   | \$ 267        | \$ 15         | \$ 115                | \$ 397         |
| Commercial property  | 316         | 27                | 343        | 8                       | 3                       | —                               | 11                       | 324           | 3             | 27                    | 354            |
| Commercial auto  | 241         | 40                | 281        | 24                      | 14                      | 14                              | 52                       | 265           | 14            | 54                    | 333            |
| Workers' compensation  | 127         | 27                | 154        | (18)                    | (9)                     | (3)                             | (30)                     | 109           | (9)           | 24                    | 124            |
| Other commercial   | 89          | 16                | 105        | (27)                    | 2                       | 1                               | (24)                     | 62            | 2             | 17                    | 81             |
| Total commercial lines   | 956         | 212               | 1,168      | 71                      | 25                      | 25                              | 121                      | 1,027         | 25            | 237                   | 1,289          |
| Personal auto  | 236         | 42                | 278        | 9                       | 16                      | 9                               | 34                       | 245           | 16            | 51                    | 312            |
| Homeowners   | 202         | 19                | 221        | 20                      | (10)                    | —                               | 10                       | 222           | (10)          | 19                    | 231            |
| Other personal   | 46          | 3                 | 49         | 8                       | 6                       | (1)                             | 13                       | 54            | 6             | 2                     | 62             |
| Total personal lines   | 484         | 64                | 548        | 37                      | 12                      | 8                               | 57                       | 521           | 12            | 72                    | 605            |
| Commercial casualty & property   | 20          | 12                | 32         | 13                      | 11                      | 6                               | 30                       | 33            | 11            | 18                    | 62             |
| Total excess & surplus lines   | 20          | 12                | 32         | 13                      | 11                      | 6                               | 30                       | 33            | 11            | 18                    | 62             |
| Total property casualty  | \$ 1,460    | \$ 288            | \$ 1,748   | \$ 121                  | \$ 48                   | \$ 39                           | \$ 208                   | \$ 1,581      | \$ 48         | \$ 327                | \$ 1,956       |

## Cincinnati Insurance Companies Consolidated Loss and Loss Expense Analysis

(Dollars in millions)

|   | Paid losses | Paid loss expense | Total paid | Change in case reserves | Change in IBNR reserves | Change in loss expense reserves | Total change in reserves | Case incurred | IBNR incurred | Loss expense incurred | Total incurred |
|---|-------------|-------------------|------------|-------------------------|-------------------------|---------------------------------|--------------------------|---------------|---------------|-----------------------|----------------|
| <b>Gross loss and loss expense incurred for the three months ended September 30, 2015</b> |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty   | \$ 58       | \$ 33             | \$ 91      | \$ 28                   | \$ (2)                  | \$ 4                            | \$ 30                    | \$ 86         | \$ (2)        | \$ 37                 | \$ 121         |
| Commercial property   | 108         | 9                 | 117        | (10)                    | (2)                     | —                               | (12)                     | 98            | (2)           | 9                     | 105            |
| Commercial auto   | 87          | 13                | 100        | 20                      | (15)                    | 2                               | 7                        | 107           | (15)          | 15                    | 107            |
| Other commercial  | 45          | 8                 | 53         | (4)                     | (9)                     | 5                               | (8)                      | 41            | (9)           | 13                    | 45             |
| Specialty packages  | 31          | 5                 | 36         | (17)                    | 3                       | (1)                             | (15)                     | 14            | 3             | 4                     | 21             |
| Total commercial lines  | 329         | 68                | 397        | 17                      | (25)                    | 10                              | 2                        | 346           | (25)          | 78                    | 399            |
| Personal auto   | 83          | 13                | 96         | 5                       | (2)                     | 4                               | 7                        | 88            | (2)           | 17                    | 103            |
| Homeowners  | 81          | 6                 | 87         | (3)                     | (11)                    | 1                               | (13)                     | 78            | (11)          | 7                     | 74             |
| Other personal  | 18          | 1                 | 19         | 7                       | —                       | (1)                             | 6                        | 25            | —             | —                     | 25             |
| Total personal lines  | 182         | 20                | 202        | 9                       | (13)                    | 4                               | —                        | 191           | (13)          | 24                    | 202            |
| Commercial casualty & property  | 9           | 4                 | 13         | 4                       | (2)                     | 2                               | 4                        | 13            | (2)           | 6                     | 17             |
| Total excess & surplus lines  | 9           | 4                 | 13         | 4                       | (2)                     | 2                               | 4                        | 13            | (2)           | 6                     | 17             |
| Total property casualty   | \$ 520      | \$ 92             | \$ 612     | \$ 30                   | \$ (40)                 | \$ 16                           | \$ 6                     | \$ 550        | \$ (40)       | \$ 108                | \$ 618         |
| <b>Ceded loss and loss expense incurred for the three months ended September 30, 2015</b> |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty   | \$ (3)      | \$ (1)            | \$ (4)     | \$ 3                    | \$ —                    | \$ —                            | \$ 3                     | \$ —          | \$ —          | \$ (1)                | \$ (1)         |
| Commercial property   | 1           | —                 | 1          | (2)                     | (1)                     | —                               | (3)                      | (1)           | (1)           | —                     | (2)            |
| Commercial auto   | —           | —                 | —          | 2                       | —                       | —                               | 2                        | 2             | —             | —                     | 2              |
| Workers' compensation   | 3           | —                 | 3          | 1                       | —                       | —                               | 1                        | 4             | —             | —                     | 4              |
| Other commercial  | 4           | —                 | 4          | (4)                     | —                       | —                               | (4)                      | —             | —             | —                     | —              |
| Total commercial lines  | 5           | (1)               | 4          | —                       | (1)                     | —                               | (1)                      | 5             | (1)           | (1)                   | 3              |
| Personal auto   | 1           | —                 | 1          | —                       | 4                       | —                               | 4                        | 1             | 4             | —                     | 5              |
| Homeowners  | 1           | —                 | 1          | (2)                     | —                       | —                               | (2)                      | (1)           | —             | —                     | (1)            |
| Other personal  | —           | —                 | —          | —                       | —                       | —                               | —                        | —             | —             | —                     | —              |
| Total personal lines  | 2           | —                 | 2          | (2)                     | 4                       | —                               | 2                        | —             | 4             | —                     | 4              |
| Commercial casualty & property  | 2           | —                 | 2          | (2)                     | —                       | —                               | (2)                      | —             | —             | —                     | —              |
| Total excess & surplus lines  | 2           | —                 | 2          | (2)                     | —                       | —                               | (2)                      | —             | —             | —                     | —              |
| Total property casualty   | \$ 9        | \$ (1)            | \$ 8       | \$ (4)                  | \$ 3                    | \$ —                            | \$ (1)                   | \$ 5          | \$ 3          | \$ (1)                | \$ 7           |
| <b>Net loss and loss expense incurred for the three months ended September 30, 2015</b>   |             |                   |            |                         |                         |                                 |                          |               |               |                       |                |
| Commercial casualty   | \$ 61       | \$ 34             | \$ 95      | \$ 26                   | \$ (2)                  | \$ 4                            | \$ 28                    | \$ 87         | \$ (2)        | \$ 38                 | \$ 123         |
| Commercial property   | 107         | 9                 | 116        | (7)                     | (1)                     | —                               | (8)                      | 100           | (1)           | 9                     | 108            |
| Commercial auto   | 87          | 13                | 100        | 18                      | (15)                    | 2                               | 5                        | 105           | (15)          | 15                    | 105            |
| Workers' compensation   | 42          | 8                 | 50         | (5)                     | (9)                     | 5                               | (9)                      | 37            | (9)           | 13                    | 41             |
| Other commercial  | 27          | 5                 | 32         | (13)                    | 3                       | (1)                             | (11)                     | 14            | 3             | 4                     | 21             |
| Total commercial lines  | 324         | 69                | 393        | 19                      | (24)                    | 10                              | 5                        | 343           | (24)          | 79                    | 398            |
| Personal auto   | 82          | 13                | 95         | 5                       | (6)                     | 4                               | 3                        | 87            | (6)           | 17                    | 98             |
| Homeowners  | 80          | 6                 | 86         | (1)                     | (11)                    | 1                               | (11)                     | 79            | (11)          | 7                     | 75             |
| Other personal  | 18          | 1                 | 19         | 7                       | —                       | (1)                             | 6                        | 25            | —             | —                     | 25             |
| Total personal lines  | 180         | 20                | 200        | 11                      | (17)                    | 4                               | (2)                      | 191           | (17)          | 24                    | 198            |
| Commercial casualty & property  | 7           | 4                 | 11         | 6                       | (2)                     | 2                               | 6                        | 13            | (2)           | 6                     | 17             |
| Total excess & surplus lines  | 7           | 4                 | 11         | 6                       | (2)                     | 2                               | 6                        | 13            | (2)           | 6                     | 17             |
| Total property casualty   | \$ 511      | \$ 93             | \$ 604     | \$ 36                   | \$ (43)                 | \$ 16                           | \$ 9                     | \$ 547        | \$ (43)       | \$ 109                | \$ 613         |



## Consolidated Cincinnati Insurance Companies Quarterly Property Casualty Data

| (Dollars in millions)                             | Three months ended |          |          |          |          |          |          |          | Six months ended |          | Nine months ended |          | Twelve months ended |          |
|---|--------------------|----------|----------|----------|----------|----------|----------|----------|------------------|----------|-------------------|----------|---------------------|----------|
|   | 12/31/15           | 9/30/15  | 6/30/15  | 3/31/15  | 12/31/14 | 9/30/14  | 6/30/14  | 3/31/14  | 6/30/15          | 6/30/14  | 9/30/15           | 9/30/14  | 12/31/15            | 12/31/14 |
| <b>Premiums</b>                                   |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| Agency renewal written premiums                   | \$ 999             | \$ 1,018 | \$ 983   | \$ 906   | \$ 958   | \$ 974   | \$ 956   | \$ 2,001 | \$ 1,930         | \$ 3,000 | \$ 2,888          | \$ 3,794 |                     |          |
| Agency new business written premiums              | 138                | 138      | 116      | 122      | 125      | 133      | 123      | 254      | 256              | 392      | 381               | 503      |                     |          |
| Other written premiums                            | (39)               | (14)     | (33)     | (41)     | (46)     | (25)     | (42)     | (47)     | (67)             | (86)     | (113)             | (154)    |                     |          |
| Net written premiums – statutory*                 | \$ 1,098           | \$ 1,142 | \$ 1,066 | \$ 987   | \$ 1,037 | \$ 1,082 | \$ 1,037 | \$ 2,208 | \$ 2,119         | \$ 3,306 | \$ 3,156          | \$ 4,143 |                     |          |
| Unearned premium change                           | (22)               | (83)     | (25)     | 48       | (12)     | (76)     | (58)     | (108)    | (134)            | (130)    | (146)             | (98)     |                     |          |
| Earned premiums                                   | \$ 1,076           | \$ 1,059 | \$ 1,041 | \$ 1,035 | \$ 1,025 | \$ 1,006 | \$ 979   | \$ 2,100 | \$ 1,985         | \$ 3,176 | \$ 3,010          | \$ 4,045 |                     |          |
| <b>Year over year change %</b>                    |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| Agency renewal written premiums                   | 4%                 | 5%       | 3%       | 6%       | 5%       | 11%      | 13%      | 4%       | 12%              | 4%       | 9%                | 9%       |                     |          |
| Agency new business written premiums              | 10                 | 4        | (6)      | (5)      | (11)     | (4)      | (9)      | (1)      | (7)              | 3        | (8)               | (7)      |                     |          |
| Other written premiums                            | 15                 | 44       | 21       | 45       | (84)     | 26       | (320)    | 30       | (52)             | 24       | (64)              | (8)      |                     |          |
| Net written premiums – statutory*                 | 6                  | 6        | 3        | 9        | 1        | 10       | 7        | 4        | 8                | 5        | 6                 | 6        |                     |          |
| <b>Paid losses and loss expenses</b>              |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| Losses paid                                       | \$ 511             | \$ 501   | \$ 448   | \$ 478   | \$ 543   | \$ 517   | \$ 484   | \$ 949   | \$ 1,001         | \$ 1,460 | \$ 1,543          | \$ 2,021 |                     |          |
| Loss expenses paid                                | 93                 | 97       | 98       | 98       | 96       | 98       | 100      | 195      | 198              | 288      | 295               | 392      |                     |          |
| Loss and loss expenses paid                       | \$ 604             | \$ 598   | \$ 546   | \$ 576   | \$ 639   | \$ 615   | \$ 584   | \$ 1,144 | \$ 1,199         | \$ 1,748 | \$ 1,838          | \$ 2,413 |                     |          |
| <b>Incurred losses and loss expenses</b>          |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| Loss and loss expense incurred                    | \$ 613             | \$ 654   | \$ 689   | \$ 622   | \$ 622   | \$ 707   | \$ 676   | \$ 1,343 | \$ 1,383         | \$ 1,956 | \$ 2,005          | \$ 2,627 |                     |          |
| Loss and loss expenses paid as a % of incurred    | 98.5%              | 91.4%    | 79.2%    | 92.6%    | 102.7%   | 87.0%    | 86.4%    | 85.2%    | 86.7%            | 89.4%    | 91.7%             | 91.9%    |                     |          |
| <b>Statutory combined ratio</b>                   |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| Loss ratio  | 46.8%              | 52.7%    | 54.4%    | 49.0%    | 50.0%    | 60.7%    | 57.9%    | 53.6%    | 59.4%            | 51.3%    | 56.2%             | 54.4%    |                     |          |
| Loss adjustment expense ratio                     | 10.1               | 9.1      | 11.7     | 11.1     | 10.7     | 9.5      | 11.2     | 10.3     | 10.3             | 10.2     | 10.4              | 10.6     |                     |          |
| Net underwriting expense ratio                    | 30.6               | 28.9     | 30.0     | 31.7     | 30.6     | 29.4     | 29.0     | 29.4     | 29.2             | 29.8     | 29.7              | 30.1     |                     |          |
| Statutory combined ratio                          | 87.5%              | 90.7%    | 96.1%    | 91.8%    | 91.3%    | 99.6%    | 98.1%    | 93.3%    | 98.9%            | 91.3%    | 96.3%             | 95.1%    |                     |          |
| Contribution from catastrophe losses              | 2.5                | 7.5      | 4.1      | (0.9)    | 1.2      | 11.4     | 8.9      | 5.8      | 10.2             | 4.7      | 7.1               | 5.1      |                     |          |
| Statutory combined ratio excl. catastrophe losses | 85.0%              | 83.2%    | 92.0%    | 92.7%    | 90.1%    | 88.2%    | 89.2%    | 87.5%    | 88.7%            | 86.6%    | 89.2%             | 90.0%    |                     |          |
| <b>GAAP combined ratio</b>                        |                    |          |          |          |          |          |          |          |                  |          |                   |          |                     |          |
| GAAP combined ratio                               | 87.8%              | 92.4%    | 97.5%    | 90.4%    | 91.0%    | 100.9%   | 100.3%   | 94.9%    | 100.6%           | 92.5%    | 97.3%             | 95.6%    |                     |          |
| Contribution from catastrophe losses              | 2.5                | 7.5      | 4.1      | (0.9)    | 1.2      | 11.4     | 8.9      | 5.8      | 10.2             | 4.7      | 7.1               | 5.1      |                     |          |
| GAAP combined ratio excl. catastrophe losses      | 85.3%              | 84.9%    | 93.4%    | 91.3%    | 89.8%    | 89.5%    | 91.4%    | 89.1%    | 90.4%            | 87.8%    | 90.2%             | 90.5%    |                     |          |

\*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 regulatory bodies.

## Cincinnati Insurance Companies Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions)                             | Three months ended |         |         |         |          |         |         |         | Six months ended |          | Nine months ended |          | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|----------|-------------------|----------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14  | 9/30/15           | 9/30/14  | 12/31/15            | 12/31/14 |
| <b>Premiums</b>                                   |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| Agency renewal written premiums                   |                    | \$ 678  | \$ 699  | \$ 730  | \$ 645   | \$ 651  | \$ 669  | \$ 713  | \$ 1,429         | \$ 1,382 | \$ 2,107          | \$ 2,033 |                     | \$ 2,678 |
| Agency new business written premiums              |                    | 96      | 93      | 79      | 86       | 89      | 95      | 90      | 172              | 185      | 268               | 274      |                     | 360      |
| Other written premiums                            |                    | (31)    | (5)     | (26)    | (32)     | (36)    | (16)    | (32)    | (31)             | (48)     | (62)              | (84)     |                     | (116)    |
| Net written premiums – statutory*                 |                    | \$ 743  | \$ 787  | \$ 783  | \$ 699   | \$ 704  | \$ 748  | \$ 771  | \$ 1,570         | \$ 1,519 | \$ 2,313          | \$ 2,223 |                     | \$ 2,922 |
| Unearned premium change                           |                    | 14      | (42)    | (50)    | 31       | 16      | (34)    | (79)    | (92)             | (113)    | (78)              | (97)     |                     | (66)     |
| Earned premiums                                   |                    | \$ 757  | \$ 745  | \$ 733  | \$ 730   | \$ 720  | \$ 714  | \$ 692  | \$ 1,478         | \$ 1,406 | \$ 2,235          | \$ 2,126 |                     | \$ 2,856 |
| <b>Year over year change %</b>                    |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| Agency renewal written premiums                   |                    | 4%      | 4%      | 2%      | 6%       | 3%      | 11%     | 13%     | 3%               | 12%      | 4%                | 9%       |                     | 8%       |
| Agency new business written premiums              |                    | 8       | (2)     | (12)    | (7)      | (13)    | (4)     | (7)     | (7)              | (6)      | (2)               | (8)      |                     | (8)      |
| Other written premiums                            |                    | 14      | 69      | 19      | 49       | (140)   | 33      | nm      | 35               | (100)    | 26                | (115)    |                     | (14)     |
| Net written premiums – statutory*                 |                    | 6       | 5       | 2       | 10       | (2)     | 10      | 6       | 3                | 8        | 4                 | 5        |                     | 6        |
| <b>Paid losses and loss expenses</b>              |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| Losses paid                                       |                    | \$ 324  | \$ 329  | \$ 303  | \$ 325   | \$ 368  | \$ 347  | \$ 327  | \$ 632           | \$ 674   | \$ 956            | \$ 1,041 |                     | \$ 1,366 |
| Loss expenses paid                                |                    | 68      | 71      | 73      | 75       | 74      | 75      | 76      | 144              | 151      | 212               | 226      |                     | 300      |
| Loss and loss expenses paid                       |                    | \$ 392  | \$ 400  | \$ 376  | \$ 400   | \$ 442  | \$ 422  | \$ 403  | \$ 776           | \$ 825   | \$ 1,168          | \$ 1,267 |                     | \$ 1,666 |
| <b>Incurred losses and loss expenses</b>          |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| Loss and loss expense incurred                    |                    | \$ 398  | \$ 417  | \$ 474  | \$ 454   | \$ 428  | \$ 461  | \$ 469  | \$ 891           | \$ 930   | \$ 1,289          | \$ 1,358 |                     | \$ 1,812 |
| Loss and loss expenses paid as a % of incurred    |                    | 98.5%   | 95.9%   | 79.3%   | 88.1%    | 103.3%  | 91.5%   | 85.9%   | 87.1%            | 88.7%    | 90.6%             | 93.3%    |                     | 91.9%    |
| <b>Statutory combined ratio</b>                   |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| Loss ratio  |                    | 42.2%   | 46.9%   | 52.2%   | 49.9%    | 47.5%   | 54.7%   | 56.1%   | 49.6%            | 55.4%    | 47.1%             | 52.8%    |                     | 52.0%    |
| Loss adjustment expense ratio                     |                    | 10.2    | 9.1     | 12.5    | 12.4     | 11.9    | 9.8     | 11.8    | 10.7             | 10.8     | 10.5              | 11.1     |                     | 11.5     |
| Net underwriting expense ratio                    |                    | 32.2    | 29.9    | 29.9    | 32.5     | 32.2    | 30.5    | 28.5    | 29.9             | 29.5     | 30.6              | 30.3     |                     | 30.8     |
| Statutory combined ratio                          |                    | 84.6%   | 85.9%   | 94.6%   | 94.8%    | 91.6%   | 95.0%   | 96.4%   | 90.2%            | 95.7%    | 88.2%             | 94.2%    |                     | 94.3%    |
| Contribution from catastrophe losses              |                    | 1.4     | 5.9     | 4.0     | (1.0)    | 1.0     | 8.6     | 8.5     | 5.0              | 8.5      | 3.8               | 6.0      |                     | 4.3      |
| Statutory combined ratio excl. catastrophe losses |                    | 83.2%   | 80.0%   | 90.6%   | 95.8%    | 90.6%   | 86.4%   | 87.9%   | 85.2%            | 87.2%    | 84.4%             | 88.2%    |                     | 90.0%    |
| <b>GAAP combined ratio</b>                        |                    |         |         |         |          |         |         |         |                  |          |                   |          |                     |          |
| GAAP combined ratio                               |                    | 84.0%   | 87.2%   | 96.6%   | 93.6%    | 90.7%   | 96.3%   | 99.9%   | 91.9%            | 98.1%    | 89.2%             | 95.6%    |                     | 95.1%    |
| Contribution from catastrophe losses              |                    | 1.4     | 5.9     | 4.0     | (1.0)    | 1.0     | 8.6     | 8.5     | 5.0              | 8.5      | 3.8               | 6.0      |                     | 4.3      |
| GAAP combined ratio excl. catastrophe losses      |                    | 82.6%   | 81.3%   | 92.6%   | 94.6%    | 89.7%   | 87.7%   | 91.4%   | 86.9%            | 89.6%    | 85.4%             | 89.6%    |                     | 90.8%    |

\*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 regulatory bodies.

## Cincinnati Insurance Companies Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions)                             | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Premiums</b>                                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Agency renewal written premiums                   |                    | \$ 288  | \$ 285  | \$ 223  | \$ 233   | \$ 278  | \$ 276  | \$ 218  | \$ 508           | \$ 494  | \$ 796            | \$ 772  |                     | \$ 1,005 |
| Agency new business written premiums              |                    | 30      | 30      | 24      | 24       | 23      | 24      | 21      | 54               | 45      | 84                | 68      |                     | 92       |
| Other written premiums                            |                    | (6)     | (6)     | (6)     | (8)      | (7)     | (6)     | (8)     | (12)             | (14)    | (18)              | (21)    |                     | (29)     |
| Net written premiums – statutory*                 |                    | \$ 312  | \$ 309  | \$ 241  | \$ 249   | \$ 294  | \$ 294  | \$ 231  | \$ 550           | \$ 525  | \$ 862            | \$ 819  |                     | \$ 1,068 |
| Unearned premium change                           |                    | (35)    | (37)    | 27      | 17       | (31)    | (36)    | 23      | (10)             | (13)    | (45)              | (44)    |                     | (27)     |
| Earned premiums                                   |                    | \$ 277  | \$ 272  | \$ 268  | \$ 266   | \$ 263  | \$ 258  | \$ 254  | \$ 540           | \$ 512  | \$ 817            | \$ 775  |                     | \$ 1,041 |
| <b>Year over year change %</b>                    |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Agency renewal written premiums                   |                    | 4%      | 3%      | 2%      | 4%       | 8%      | 10%     | 12%     | 3%               | 11%     | 3%                | 10%     |                     | 8%       |
| Agency new business written premiums              |                    | 30      | 25      | 14      | 0        | (18)    | (20)    | (25)    | 20               | (22)    | 24                | (21)    |                     | (16)     |
| Other written premiums                            |                    | 14      | —       | 25      | 11       | 13      | 25      | —       | 14               | 13      | 14                | 13      |                     | 12       |
| Net written premiums – statutory*                 |                    | 6       | 5       | 4       | 4        | 6       | 8       | 7       | 5                | 8       | 5                 | 7       |                     | 6        |
| <b>Paid losses and loss expenses</b>              |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Losses paid                                       |                    | \$ 180  | \$ 165  | \$ 139  | \$ 147   | \$ 170  | \$ 167  | \$ 152  | \$ 304           | \$ 319  | \$ 484            | \$ 489  |                     | \$ 636   |
| Loss expenses paid                                |                    | 20      | 22      | 22      | 21       | 19      | 20      | 21      | 44               | 41      | 64                | 60      |                     | 81       |
| Loss and loss expenses paid                       |                    | \$ 200  | \$ 187  | \$ 161  | \$ 168   | \$ 189  | \$ 187  | \$ 173  | \$ 348           | \$ 360  | \$ 548            | \$ 549  |                     | \$ 717   |
| <b>Incurred losses and loss expenses</b>          |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Loss and loss expense incurred                    |                    | \$ 198  | \$ 216  | \$ 191  | \$ 148   | \$ 177  | \$ 227  | \$ 188  | \$ 407           | \$ 415  | \$ 605            | \$ 592  |                     | \$ 740   |
| Loss and loss expenses paid as a % of incurred    |                    | 101.0%  | 86.6%   | 84.3%   | 113.5%   | 106.8%  | 82.4%   | 92.0%   | 85.5%            | 86.7%   | 90.6%             | 92.7%   |                     | 96.9%    |
| <b>Statutory combined ratio</b>                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Loss ratio  |                    | 62.5%   | 71.1%   | 61.9%   | 48.9%    | 60.5%   | 79.4%   | 64.8%   | 66.6%            | 72.2%   | 65.2%             | 68.2%   |                     | 63.3%    |
| Loss adjustment expense ratio                     |                    | 9.0     | 8.5     | 9.1     | 6.9      | 6.9     | 8.3     | 9.3     | 8.8              | 8.8     | 8.8               | 8.1     |                     | 7.8      |
| Net underwriting expense ratio                    |                    | 27.0    | 26.2    | 30.4    | 29.3     | 26.3    | 26.6    | 30.5    | 28.0             | 28.3    | 27.7              | 27.6    |                     | 28.0     |
| Statutory combined ratio                          |                    | 98.5%   | 105.8%  | 101.4%  | 85.1%    | 93.7%   | 114.3%  | 104.6%  | 103.3%           | 109.3%  | 101.7%            | 103.9%  |                     | 99.1%    |
| Contribution from catastrophe losses              |                    | 5.6     | 12.6    | 4.9     | (1.4)    | 2.0     | 20.4    | 10.8    | 8.8              | 15.7    | 7.7               | 11.0    |                     | 7.8      |
| Statutory combined ratio excl. catastrophe losses |                    | 92.9%   | 93.2%   | 96.5%   | 86.5%    | 91.7%   | 93.9%   | 93.8%   | 94.5%            | 93.6%   | 94.0%             | 92.9%   |                     | 91.3%    |
| <b>GAAP combined ratio</b>                        |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| GAAP combined ratio                               |                    | 100.9%  | 109.2%  | 101.4%  | 83.7%    | 95.0%   | 115.8%  | 103.0%  | 105.3%           | 109.4%  | 103.8%            | 104.5%  |                     | 99.2%    |
| Contribution from catastrophe losses              |                    | 5.6     | 12.6    | 4.9     | (1.4)    | 2.0     | 20.4    | 10.8    | 8.8              | 15.7    | 7.7               | 11.0    |                     | 7.8      |
| GAAP combined ratio excl. catastrophe losses      |                    | 95.3%   | 96.6%   | 96.5%   | 85.1%    | 93.0%   | 95.4%   | 92.2%   | 96.5%            | 93.7%   | 96.1%             | 93.5%   |                     | 91.4%    |

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\*nm - Not meaningful

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## Cincinnati Insurance Companies Quarterly Property Casualty Data - Excess & Surplus Lines

| (Dollars in millions)                             | Three months ended |         |         |         |          |         |         |         | Six months ended |         | Nine months ended |         | Twelve months ended |          |
|---|--------------------|---------|---------|---------|----------|---------|---------|---------|------------------|---------|-------------------|---------|---------------------|----------|
|   | 12/31/15           | 9/30/15 | 6/30/15 | 3/31/15 | 12/31/14 | 9/30/14 | 6/30/14 | 3/31/14 | 6/30/15          | 6/30/14 | 9/30/15           | 9/30/14 | 12/31/15            | 12/31/14 |
| <b>Premiums</b>                                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Agency renewal written premiums                   |                    | \$ 33   | \$ 34   | \$ 30   | \$ 28    | \$ 29   | \$ 29   | \$ 25   | \$ 64            | \$ 54   | \$ 97             | \$ 83   |                     | \$ 111   |
| Agency new business written premiums              |                    | 12      | 15      | 13      | 12       | 13      | 14      | 12      | 28               | 26      | 40                | 39      |                     | 51       |
| Other written premiums                            |                    | (2)     | (3)     | (1)     | (1)      | (3)     | (3)     | (2)     | (4)              | (5)     | (6)               | (8)     |                     | (9)      |
| Net written premiums – statutory*                 |                    | \$ 43   | \$ 46   | \$ 42   | \$ 39    | \$ 39   | \$ 40   | \$ 35   | \$ 88            | \$ 75   | \$ 131            | \$ 114  |                     | \$ 153   |
| Unearned premium change                           |                    | (1)     | (4)     | (2)     | 0        | 3       | (6)     | (2)     | (6)              | (8)     | (7)               | (5)     |                     | (5)      |
| Earned premiums                                   |                    | \$ 42   | \$ 42   | \$ 40   | \$ 39    | \$ 42   | \$ 34   | \$ 33   | \$ 82            | \$ 67   | \$ 124            | \$ 109  |                     | \$ 148   |
| <b>Year over year change %</b>                    |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Agency renewal written premiums                   |                    | 14%     | 17%     | 20%     | 17%      | 16%     | 12%     | 32%     | 19%              | 20%     | 17%               | 19%     |                     | 18%      |
| Agency new business written premiums              |                    | (8)     | 7       | 8       | 0        | 18      | 56      | 20      | 8                | 37      | 3                 | 30      |                     | 21       |
| Other written premiums                            |                    | 33      | —       | 50      | 50       | (50)    | (50)    | 0       | 20               | (25)    | 25                | (33)    |                     | (13)     |
| Net written premiums – statutory*                 |                    | 10      | 15      | 20      | 15       | 15      | 21      | 30      | 17               | 25      | 15                | 21      |                     | 20       |
| <b>Paid losses and loss expenses</b>              |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Losses paid                                       |                    | \$ 8    | \$ 8    | \$ 5    | \$ 6     | \$ 5    | \$ 3    | \$ 5    | \$ 13            | \$ 8    | \$ 21             | \$ 13   |                     | \$ 19    |
| Loss expenses paid                                |                    | 4       | 3       | 4       | 2        | 3       | 3       | 3       | 7                | 6       | 11                | 9       |                     | 11       |
| Loss and loss expenses paid                       |                    | \$ 12   | \$ 11   | \$ 9    | \$ 8     | \$ 8    | \$ 6    | \$ 8    | \$ 20            | \$ 14   | \$ 32             | \$ 22   |                     | \$ 30    |
| <b>Incurred losses and loss expenses</b>          |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Loss and loss expense incurred                    |                    | \$ 17   | \$ 21   | \$ 24   | \$ 20    | \$ 17   | \$ 19   | \$ 19   | \$ 45            | \$ 38   | \$ 62             | \$ 55   |                     | \$ 75    |
| Loss and loss expenses paid as a % of incurred    |                    | 70.6%   | 52.4%   | 37.5%   | 40.0%    | 47.1%   | 31.6%   | 42.1%   | 44.4%            | 36.8%   | 51.6%             | 40.0%   |                     | 40.0%    |
| <b>Statutory combined ratio</b>                   |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| Loss ratio  |                    | 26.9%   | 36.1%   | 44.9%   | 34.4%    | 27.9%   | 46.6%   | 40.6%   | 40.4%            | 43.7%   | 35.8%             | 37.6%   |                     | 36.8%    |
| Loss adjustment expense ratio                     |                    | 15.0    | 13.5    | 14.5    | 14.6     | 13.9    | 10.4    | 0.1     | 14.0             | 13.1    | 14.3              | 13.4    |                     | 13.7     |
| Net underwriting expense ratio                    |                    | 29.4    | 29.1    | 29.9    | 31.4     | 34.0    | 29.1    | 30.4    | 29.5             | 29.7    | 29.5              | 31.2    |                     | 31.3     |
| Statutory combined ratio                          |                    | 71.3%   | 78.7%   | 89.3%   | 80.4%    | 75.8%   | 86.1%   | 71.1%   | 83.9%            | 86.5%   | 79.6%             | 82.2%   |                     | 81.8%    |
| Contribution from catastrophe losses              |                    | 0.4     | 0.5     | 0.9     | 3.0      | (0.6)   | 2.9     | 3.1     | 0.7              | 3.0     | 0.6               | 1.6     |                     | 2.0      |
| Statutory combined ratio excl. catastrophe losses |                    | 70.9%   | 78.2%   | 88.4%   | 77.4%    | 76.4%   | 83.2%   | 68.0%   | 83.2%            | 83.5%   | 79.0%             | 80.6%   |                     | 79.8%    |
| <b>GAAP combined ratio</b>                        |                    |         |         |         |          |         |         |         |                  |         |                   |         |                     |          |
| GAAP combined ratio                               |                    | 69.9%   | 76.0%   | 88.3%   | 77.8%    | 70.2%   | 85.0%   | 86.9%   | 82.1%            | 85.9%   | 77.9%             | 79.9%   |                     | 79.4%    |
| Contribution from catastrophe losses              |                    | 0.4     | 0.5     | 0.9     | 3.0      | (0.6)   | 2.9     | 3.1     | 0.7              | 3.0     | 0.6               | 1.6     |                     | 2.0      |
| GAAP combined ratio excl. catastrophe losses      |                    | 69.5%   | 75.5%   | 87.4%   | 74.8%    | 70.8%   | 82.1%   | 83.8%   | 81.4%            | 82.9%   | 77.3%             | 78.3%   |                     | 77.4%    |

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\*nm - Not meaningful

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## The Cincinnati Life Insurance Company Statutory Statements of Income

| (Dollars in millions)   | For the Three Months Ended September 30, |               |               |            | For the Nine Months Ended September 30, |                |                |            |
|---|--|---------------|---------------|------------|---|----------------|----------------|------------|
|   | 2015                                     | 2014          | Change        | % Change   | 2015                                    | 2014           | Change         | % Change   |
| Net premiums written  | \$ 61                                    | \$ 59         | \$ 2          | 3          | \$ 186                                  | \$ 182         | \$ 4           | 2          |
| Net investment income   | 38                                       | 37            | 1             | 3          | 114                                     | 111            | 3              | 3          |
| Amortization of interest maintenance reserve                              | 1  | 1             | —             | —          | 3                                       | 3              | —              | —          |
| Commissions and expense allowances on reinsurance ceded                   | 1  | 1             | —             | —          | 4                                       | 4              | —              | —          |
| Income from fees associated with Separate Accounts                        | 2  | 2             | —             | —          | 4                                       | 4              | —              | —          |
| <b>Total revenues</b>   | <b>\$ 103</b>                            | <b>\$ 100</b> | <b>\$ 3</b>   | <b>3</b>   | <b>\$ 311</b>                           | <b>\$ 304</b>  | <b>\$ 7</b>    | <b>2</b>   |
| Death benefits and matured endowments                                     | \$ 23                                    | \$ 25         | \$ (2)        | (8)        | \$ 69                                   | \$ 73          | \$ (4)         | (5)        |
| Annuity benefits  | 14                                       | 17            | (3)           | (18)       | 44                                      | 47             | (3)            | (6)        |
| Disability benefits and benefits under accident and health contracts      | 1  | —             | 1             | nm         | 2                                       | 1              | 1              | 100        |
| Surrender benefits and group conversions                                  | 5  | 6             | (1)           | (17)       | 13                                      | 17             | (4)            | (24)       |
| Interest and adjustments on deposit-type contract funds                   | 2  | 3             | (1)           | (33)       | 8                                       | 8              | —              | —          |
| Increase in aggregate reserves for life and accident and health contracts | 40                                       | 40            | —             | —          | 124                                     | 128            | (4)            | (3)        |
| <b>Total benefit expenses</b>   | <b>\$ 85</b>                             | <b>\$ 91</b>  | <b>\$ (6)</b> | <b>(7)</b> | <b>\$ 260</b>                           | <b>\$ 274</b>  | <b>\$ (14)</b> | <b>(5)</b> |
| Commissions   | \$ 9                                     | \$ 10         | \$ (1)        | (10)       | \$ 28                                   | \$ 28          | \$ —           | —          |
| General insurance expenses and taxes                                      | 10                                       | 10            | —             | —          | 31                                      | 30             | 1              | 3          |
| Increase in loading on deferred and uncollected premiums                  | —  | (1)           | 1             | 100        | (1)                                     | (4)            | 3              | 75         |
| Net transfers from Separate Accounts                                      | —  | (2)           | 2             | 100        | —                                       | (6)            | 6              | 100        |
| <b>Total underwriting expenses</b>  | <b>\$ 19</b>                             | <b>\$ 17</b>  | <b>\$ 2</b>   | <b>12</b>  | <b>\$ 58</b>                            | <b>\$ 48</b>   | <b>\$ 10</b>   | <b>21</b>  |
| Federal and foreign income tax benefit                                    | (1)                                      | (3)           | 2             | 67         | (4)                                     | (6)            | 2              | 33         |
| <b>Net loss from operations before realized capital gains</b>             | <b>\$ —</b>                              | <b>\$ (5)</b> | <b>\$ 5</b>   | <b>100</b> | <b>\$ (3)</b>                           | <b>\$ (12)</b> | <b>\$ 9</b>    | <b>75</b>  |
| Net realized gains net of capital gains tax                               | (2)                                      | —             | (2)           | nm         | (3)                                     | —              | (3)            | nm         |
| <b>Net loss (statutory)</b>   | <b>\$ (2)</b>                            | <b>\$ (5)</b> | <b>\$ 3</b>   | <b>60</b>  | <b>\$ (6)</b>                           | <b>\$ (12)</b> | <b>\$ 6</b>    | <b>50</b>  |

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