## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

## FORM 8-K

## CURRENT REPORT

Date of Report: February 4, 2008
(Date of earliest event reported)

## CINCINNATI FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

Ohio<br>(State or other jurisdiction of incorporation)

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

6200 S. Gilmore Road, Fairfield, Ohio
45014-5141
(Address of principal executive offices)
(Zip Code)

Registrant's telephone number, including area code: (513) 870-2000

N/A
(Former name or former address, if changed since last report.)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13a-4(c))
Item 2.02 Results of Operations and Financial Condition.
On February 6, 2008, Cincinnati Financial Corporation issued the attached news release titled "Cincinnati Financial Reports Fourth-quarter and Full-year 2007 Results," furnished as Exhibit 99.1 hereto and incorporated herein by reference. On February 6, 2008, the company also distributed the attached information titled "Supplemental Financial Data," furnished as Exhibit 99.2 hereto and incorporated herein by reference. This report should not be deemed an admission as to the materiality of any information contained in the news release or supplemental financial data.

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

## Item 7.01 Regulation FD Disclosure.

On February 4, 2008, Cincinnati Financial Corporation issued the attached news release "Cincinnati Financial Corporation Increases Cash Dividend." The news release is furnished as Exhibit 99.3 hereto and is incorporated herein by reference. This report should not be deemed an admission as to the materiality of any information contained in the news release.

On February 4, 2008, Cincinnati Financial Corporation issued the attached news release "Cincinnati Financial Corporation and Subsidiaries Announce Appointments." The news release is furnished as Exhibit 99.4 hereto and is incorporated herein by reference. This report should not be deemed an admission as to the materiality of any information contained in the news release.

The information furnished in Item 7.01 of this report shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended.

## Item 9.01 Financial Statements and Exhibits.

(c) Exhibits

Exhibit 99.1 - News release dated February 6, 2008, "Cincinnati Financial Reports Fourth-quarter and Full-year 2007 Results"
Exhibit 99.2 - Supplemental Financial Data dated February 6, 2008
Exhibit 99.3 - News release dated February 4, 2008, titled "Cincinnati Financial Corporation Increases Cash Dividend"
Exhibit 99.4 - News release dated February 4, 2008, titled "Cincinnati Financial Corporation and Subsidiaries Announce Appointments"

## Signature

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

CINCINNATI FINANCIAL CORPORATION
Date: February 6, 2008

Kenneth W. Stecher
Chief Financial Officer, Executive Vice President, Secretary and Treasurer (Principal Accounting Officer)

## CINCINNATI FINANCIAL CORPORATION



## Cincinnati Financial Reports Fourth-quarter and Full-year 2007 Results

## Cincinnati, February 6, 2008 - Cincinnati Financial Corporation (Nasdaq: CINF) today reported:

- Fourth-quarter net income of $\$ 187$ million, or $\$ 1.11$ per share, compared with $\$ 130$ million, or 75 cents, in the 2006 fourth quarter. Operating income* of $\$ 179$ million, or $\$ 1.07$ per share, compared with $\$ 122$ million, or 70 cents.
- Full-year 2007 net income of $\$ 855$ million, or $\$ 4.97$ per share, compared with $\$ 930$ million, or $\$ 5.30$, in 2006. Operating income a record $\$ 610$ million, or $\$ 3.54$ per share, compared with $\$ 496$ million, or $\$ 2.82$.
- Full-year 2007 property casualty underwriting profits of \$304 million compared with \$181 million in 2006.


## Financial Highlights

| (Dollars in millions except share data) | Three months ended December 31, |  |  |  |  | Twelve months ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue Highlights |  |  |  |  |  |  |  |  |  |  |
| Earned premiums | \$ | 809 | \$ | 830 | (2.5) | \$ | 3,250 | \$ | 3,270 | (0.6) |
| Investment income |  | 157 |  | 145 | 8.5 |  | 608 |  | 570 | 6.6 |
| Total revenues |  | 983 |  | 992 | (0.9) |  | 4,259 |  | 4,542 | (6.2) |
| Income Statement Data |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 187 | \$ | 130 | 43.2 | \$ | 855 | \$ | 930 | (8.0) |
| Net realized investment gains and losses |  | 8 |  | 8 | (4.7) |  | 245 |  | 434 | (43.5) |
| Operating income* | \$ | 179 | \$ | 122 | 46.4 | \$ | 610 | \$ | 496 | 23.1 |
| Per Share Data (diluted) |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 1.11 | \$ | 0.75 | 48.0 | \$ | 4.97 | \$ | 5.30 | (6.2) |
| Net realized investment gains and losses |  | 0.04 |  | 0.05 | (20.0) |  | 1.43 |  | 2.48 | (42.3) |
| Operating income* | \$ | 1.07 | \$ | 0.70 | 52.9 | \$ | 3.54 | \$ | 2.82 | 25.5 |
| Book value |  |  |  |  |  | \$ | 35.70 | S | 39.38 | (9.3) |
| Cash dividend declared | \$ | 0.355 | \$ | 0.335 | 6.0 | \$ | 1.42 | \$ | 1.34 | 6.0 |
| Weighted average shares outstanding |  | 168,163,752 |  | 174,988,162 | (3.9) |  | 172,167,452 |  | 175,451,341 | (1.9) |

## Insurance Operations Highlights

- $\quad 85.6$ percent fourth-quarter 2007 property casualty combined ratio with 4.1 percent decrease in net written premiums; 90.3 percent full-year 2007 property casualty combined ratio with 1.9 percent decrease in net written premiums.
- Profitability improved from prior year periods because of lowest catastrophe loss ratio in over 15 years and $\$ 244$ million in full-year savings from favorable development on prior period reserves compared with \$116 million in 2006.
- Continuing new business activity and policyholder retention levels illustrate value of the company's relationships with independent insurance agents in a competitive market.
- 23 cent per share contribution from life insurance operating income to full-year results, up from 19 cents in 2006.


## Investment and Balance Sheet Highlights

- $\quad 8.5$ percent growth in fourth-quarter 2007 pretax investment income with 6.6 percent full-year increase. Investment income benefited from strong dividend increases in the equity portfolio.
- Book value of \$35.70 per share compared with \$39.38 at year-end 2006. Invested assets and book value declined primarily on lower market values of financial sector equity holdings.
- $\quad \$ 245$ million in full-year 2007 net realized investment gains and losses compared with $\$ 434$ million in full-year 2006 . 2006 gains included the sale of the company's second largest common stock holding.
- 3.3 million reduction in weighted-average shares outstanding in 2007. Repurchases of the company's common stock totaled 7.5 million shares at a cost of \$306 million, including fourth-quarter accelerated share repurchase.


## Full-year 2008 Outlook**

- Property casualty insurance operations - Management anticipates lower net written premiums due to competitive pricing, with upward pressure on the combined ratio for 2008.
- Investment operations - Management anticipates slower growth in investment income as financial sector holdings evaluate dividend levels. Portfolio strategies to balance near-term income generation and long-term book value growth continue to be our focus.
* The Definitions of Non-GAAP Information and Reconciliation to Comparable GAAP Measures on Page 11 defines and reconciles measures presented in this release that are not based on Generally Accepted Accounting Principles or Statutory Accounting Principles.
** Forward-looking statements and related assumptions are subject to the risks outlined in the company's safe-harbor statement (see Page 8).


## Challenging Property Casualty Insurance Environment

Chairman and Chief Executive Officer John J. Schiff, Jr., CPCU, commented, "We continue to see the benefits of our agency-centered approach, with local market decision making that creates agent and policyholder loyalty through all stages of the insurance pricing cycle. We credit those relationships with contributing to 2007's strong results. Further, our policyholders' catastrophe losses were at the lowest level since 1997 and our savings from favorable development on prior period reserves was above our guidance. We expect these measures to return to more normal levels in the future."

Schiff added, "Our commercial lines premiums continue to reflect reduced pricing due to increased competition. As well, we are seeing economic pressure in some regions and on some types of business, which affects our policyholders' revenues or payrolls and is a factor in the premiums calculated for certain business policies. We have performed well under these types of tough commercial lines market conditions in the past. Our approach - supporting our agents' strong local advantages through our team of field representatives and headquarters associates - gives us unique strengths to succeed. The local knowledge of our agents and field associates helps us carefully underwrite accounts, selecting only the commercial business that appears to be appropriately priced relative to the risk we would assume."

Schiff noted, "Likewise, the marketplace is competitive for personal lines in many regions. Lower new and renewal premiums per policy have reduced our personal lines net written premiums. We are addressing our competitive position so we can resume growing in personal lines. We continue to refine our rates, building on the changes we made in mid-2006 to the structure of our premium credits. Those changes better positioned our agencies to sell the value of our homeowner and personal auto policies. As a result, policy retention rates remain above 90 percent and new personal lines business continues to grow. Another way in which we hope to grow is by making our personal lines products available over the next two years in states where agents currently market only our commercial lines products."

## Long-term Investment in Property Casualty Business

James E. Benoski, vice chairman, chief insurance officer and president, said, "2007 marked our first agency appointments and first commercial lines policies in Washington and New Mexico, the 33rd and 34th states where we actively market property casualty insurance."

Benoski added, "Across our established states, Cincinnati has earned a generous share of each agency's business over the years by offering the products and services agents need to protect their local businesses and families. Our agents have indicated their desire to have Cincinnati available as a market for commercial accounts that require the flexibility of excess and surplus lines coverage. Preparations that began in early 2007 for our excess and surplus lines operations concluded on schedule in December. Our new subsidiary, The Cincinnati Specialty Underwriters Insurance Company, received an A (Excellent) rating from A.M. Best Co., an independent provider of insurer ratings. They began 2008 by successfully issuing the first surplus lines policies from the new policy administration system.
"In addition to growing with our current agencies, we also continue to build new relationships, making agency appointments within our current marketing territories and recently opened states. In total, we completed 66 agency appointments in 2007, including 50 that were new relationships. With many more in the pipeline, we are targeting another 65 appointments in 2008. New appointments, net of other changes in our agency relationships, brought total reporting agency locations to 1,327 at year-end 2007, compared with 1,289 at year-end 2006."

## 2007 Property Casualty Combined Ratio

Kenneth W. Stecher, chief financial officer and executive vice president, said, "Cincinnati's overall profitability for the fourth quarter and full year was excellent and improved from last year's levels. Results for both the quarter and year benefited from very low catastrophe losses and savings from favorable development on prior period reserves above our guidance. In contrast, the industry's full-year 2007 combined ratio is expected to rise to approximately 95.6 percent, including 1.7 percentage points from catastrophe losses, from 92.4 percent, including 2.1 percentage points from catastrophe losses, in 2006.

Stecher noted, "We did experience a rise in the current accident year loss ratio excluding catastrophe losses. We believe two factors were largely responsible. First, current market conditions and softer pricing are hampering profitability. Second, there are instances when losses from weather events can be significant for some carriers, but not rise to the level where Property Claims Services tracks industrywide losses and designates the events as insurance catastrophes. We believe that was the case for us in 2007, with non-catastrophe weather-related losses adding about 1 percentage point more to our loss ratio than in 2006 ."

## 2008 Property Casualty Outlook Update

Stecher commented, "If current commercial lines pricing trends continue into 2008, our net written premiums could decline as much as 5 percent. We believe our GAAP combined ratio could be between 96 percent and 98 percent, as we meet the needs of our agencies while managing for long-term profitability. Industry fullyear 2008 net written premiums are expected to decline 0.6 percent with the combined ratio rising to 98.6 percent."
Stecher observed that the combined ratio target relies on three assumptions:

- Current accident year loss ratio excluding catastrophe losses - The company believes the market trends that contributed to an increase in this ratio in 2007 are continuing and may put the ratio under further pressure in 2008.
- Catastrophe loss ratio - The company assumes catastrophe losses would contribute approximately 4.5 percentage points to the full-year 2008 combined ratio. Stecher noted the unpredictability of catastrophic events in any given year. Catastrophe losses have made an average contribution of 3.7 percentage points to the company's combined ratio in the past 10 years, ranging from 2007's low of 0.8 points to 1998 's high of 6.1 points.
- Savings from favorable development on prior period reserves - The company assumes savings from favorable development would reduce the full-year 2008 combined ratio by approximately 4 percentage points. Stecher indicated that management will continue to rely on sound actuarial analysis in the determination of loss and loss expense reserves, even as market conditions soften.

Stecher added, "We believe the level of performance we have targeted will allow us to sustain our industry leading position in the commercial lines insurance marketplace. We plan to take steps in our personal lines insurance operations to enhance our response to the changing marketplace. And finally, we look for our life insurance business to continue to make a solid and growing contribution to our earnings.
"Our strong position gives us opportunities to be a market for our agents' best business, giving them market stability and contributing to their success. Further, we believe we can expect a positive contribution from our new excess and surplus lines operations, although our 2008 targets do not take into account any contribution from excess and surplus lines. We are mindful that it will take some time before our excess and surplus lines operation is of sufficient size to materially influence our overall corporate results," Stecher said.

## Investment Performance Affected by Recent Market Activity

Schiff commented, "Our buy-and-hold equity investing strategy has been key to the long-term growth of our assets and shareholders' equity. We identify companies with the potential for sales, earnings and dividend growth, a strong management team and favorable outlook. Over the years, these equities have generally offered a steadily increasing flow of dividend income along with the potential for capital appreciation.
"Since mid-2007, the success of this strategy has been interrupted as the financial markets have reflected broad concerns about credit quality, liquidity and the general health of the economy. As we noted in September 2007, uncertainty about the duration and the impact of these issues could significantly influence valuations and the volatility of the markets," Schiff continued.
"Five months later, our book value has declined due to the significant drop in market value of our financial sector common stocks, which represent approximately 35 percent of our investment portfolio. To varying degrees, these companies are addressing a challenging credit quality environment and related issues. As a result, they may evaluate their dividend levels in light of their own capital requirements and earnings outlook, potentially slowing our investment income growth.
"Providing balance to the challenges of our equity portfolio, our bond portfolio continued to hold steady in the fourth quarter as widening credit spreads were offset by the strong demand in the market for low-risk securities. We believe our investment strategy will continue to allow us to maximize both income and capital appreciation over the long term. We are committed to sustaining the strong capitalization that supports our high insurer financial strength ratings, giving our agents a distinct marketing advantage for their value-oriented clients."

Schiff added, "Your company returned $\$ 546$ million to shareholders in 2007 through cash dividends and a record level of repurchase activity, including the accelerated share repurchase agreement announced in October. At that time, the board of directors expanded its repurchase authorization to communicate to shareholders its confidence in our business and our long-term outlook. The board acted last week to raise the indicated annual dividend rate by 9.9 percent, to $\$ 1.56$ per share. We expect the board to continue to take actions supporting increased shareholder value over the long term."

## Property Casualty Insurance Operations

| (Dollars in millions) | 2007 |  | Three months ended December 31,2006 |  | Change \% | 2007 Twelve months ended December 31, 2006 Change \% |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 724 | \$ | 755 | (4.1) | \$ | 3,117 | \$ | 3,178 | (1.9) |
| Earned premiums | \$ | 777 | \$ | 802 | (3.1) | \$ | 3,125 | \$ | 3,164 | (1.2) |
| Loss and loss expenses excluding catastrophes |  | 397 |  | 458 | (13.3) |  | 1,806 |  | 1,833 | (1.5) |
| Catastrophe loss and loss expenses |  | (2) |  | 44 | (104.0) |  | 26 |  | 175 | (85.1) |
| Commission expenses |  | 159 |  | 144 | 10.3 |  | 599 |  | 596 | 0.4 |
| Underwriting expenses |  | 105 |  | 108 | (2.3) |  | 375 |  | 363 | 3.2 |
| Policyholder dividends |  | 6 |  | 4 | 41.6 |  | 15 |  | 16 | (5.4) |
| Underwriting profit | \$ | 112 | \$ | 44 | 153.4 | \$ | 304 | \$ | 181 | 68.3 |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 51.1\% |  | 57.1\% |  |  | 57.8\% |  | 58.0\% |  |
| Catastrophe loss and loss expenses |  | (0.2) |  | 5.5 |  |  | 0.8 |  | 5.5 |  |
| Loss and loss expenses |  | 50.9\% |  | 62.6\% |  |  | 58.6\% |  | 63.5\% |  |
| Commission expenses |  | 20.5 |  | 18.0 |  |  | 19.2 |  | 18.8 |  |
| Underwriting expenses |  | 13.4 |  | 13.3 |  |  | 12.0 |  | 11.5 |  |
| Policyholder dividends |  | 0.8 |  | 0.6 |  |  | 0.5 |  | 0.5 |  |
| Combined ratio |  | 85.6\% |  | 94.5\% |  |  | 90.3\% |  | 94.3\% |  |

- $\quad \$ 81$ million in fourth-quarter 2007 new business written directly by agencies compared with $\$ 88$ million in last year’s fourth quarter. Full-year new business was \$325 million in 2007 compared with \$357 million in 2006.
- 1,092 agency relationships with 1,327 reporting locations marketed our insurance products at year-end 2007, up from 1,066 agency relationships with 1,289 reporting locations at year-end 2006.
- Contributions to premiums and underwriting income from excess and surplus lines will begin in 2008.
- 2008 property casualty reinsurance program finalized. Program updated to maintain balance between the cost of the program and the level of risk retained. Reinsurance costs expected to decline slightly due to slightly higher retention levels and moderating rates for certain lines of business.


## 2008 Reinsurance Program

| Treaties | Retention Summary | Comments |
| :---: | :---: | :---: |
| Property catastrophe | For any one event, retain losses of: <br> - $100 \%$ of first $\$ 45$ million <br> - $43 \%$ between $\$ 45$ million and $\$ 70$ million <br> - $5 \%$ between $\$ 70$ million and $\$ 200$ million <br> - $11 \%$ to $19 \%$ for layers between $\$ 200$ million and $\$ 500$ million | - After reinsurance, our maximum exposure to a catastrophic event that caused \$500 million in covered losses would be $\$ 105$ million compared with $\$ 103$ million in 2007. The largest catastrophe loss in our history was $\$ 87$ million before reinsurance. |
| Casualty per risk | For a single loss, retain: <br> - $100 \%$ of first $\$ 5$ million <br> - $0 \%$ between $\$ 5$ million and $\$ 25$ million <br> - Obtain facultative reinsurance above $\$ 25$ million | - Increased casualty treaty retention to $\$ 5$ million from $\$ 4$ million |
| Property per risk | For a single loss, retain: <br> - $100 \%$ of first $\$ 4$ million <br> - $0 \%$ between $\$ 4$ million and $\$ 25$ million <br> - Obtain facultative reinsurance above $\$ 25$ million | - No changes in 2008 |
| Casualty third excess | - $\$ 25$ million excess of $\$ 25$ million | - No changes in 2008 |
| Casualty fourth excess | - $\$ 20$ million excess of $\$ 50$ million | - No changes in 2008 |

## Insurance Segment Highlights

## Commercial Lines Insurance Operations

| (Dollars in millions) | Three months ended December 31, |  |  |  |  | Twelve months ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | Change \% | 2007 |  | 2006 |  | Change \% |
| Written premiums | \$ | 562 | \$ | 589 | (4.6) | \$ | 2,413 | \$ | 2,442 | (1.2) |
| Earned premiums | \$ | 601 | \$ | 619 | (3.0) | \$ | 2,411 | \$ | 2,402 | 0.4 |
| Loss and loss expenses excluding catastrophes |  | 310 |  | 357 | (13.2) |  | 1,378 |  | 1,377 | 0.1 |
| Catastrophe loss and loss expenses |  | 0 |  | 11 | nm |  | 16 |  | 89 | (81.3) |
| Commission expenses |  | 123 |  | 113 | 9.2 |  | 454 |  | 444 | 2.0 |
| Underwriting expenses |  | 86 |  | 79 | 8.7 |  | 287 |  | 268 | 7.0 |
| Policyholder dividends |  | 6 |  | 4 | 41.6 |  | 15 |  | 16 | (5.4) |
| Underwriting profit | \$ | 76 | \$ | 55 | 38.1 | \$ | 261 | \$ | 208 | 25.4 |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 51.5\% |  | 57.6\% |  |  | 57.2\% |  | 57.3\% |  |
| Catastrophe loss and loss expenses |  | 0.0 |  | 1.9 |  |  | 0.7 |  | 3.7 |  |
| Loss and loss expenses |  | 51.5\% |  | 59.5\% |  |  | 57.9\% |  | 61.0\% |  |
| Commission expenses |  | 20.6 |  | 18.3 |  |  | 18.8 |  | 18.5 |  |
| Underwriting expenses |  | 14.1 |  | 12.6 |  |  | 11.9 |  | 11.1 |  |
| Policyholder dividends |  | 1.1 |  | 0.7 |  |  | 0.6 |  | 0.7 |  |
| Combined ratio |  | 87.3\% |  | 91.1\% |  |  | 89.2 $\%$ |  | 91.3\% |  |

- $\quad \$ 562$ million of commercial lines net written premiums for the three months ended December 31, 2007. $\$ 71$ million of new fourth-quarter commercial lines business written directly by agencies, down 10.5 percent from $\$ 80$ million in the comparable 2006 quarter.
- $\quad \$ 2.413$ billion of commercial lines net written premiums for full-year 2007. $\$ 287$ million of new 2007 commercial lines business written directly by agencies, down 11.5 percent from \$324 million for full-year 2006.
- Direct bill payment option now available for businessowners policies issued through e-CLAS policy processing system. Selected agencies received this capability in 2007, with first-quarter 2008 rollout planned for all agencies currently using e-CLAS. By the end of 2008, development of a direct bill payment option for commercial policies not issued through e-CLAS is anticipated.
- 89.2 percent full-year 2007 commercial lines combined ratio, improved 2.1 percentage points over 91.3 percent in full-year 2006. This result included higher current accident year losses excluding catastrophe losses and higher expenses. These increases were more than offset by lower catastrophe losses and higher savings from favorable development on prior period reserves.
- $\quad 3.8$ percentage point increase in full-year 2007 current accident year loss ratio excluding catastrophe losses, due to non-catastrophe weather-related losses and softening market conditions.
- Commercial lines insurance industry combined ratio for full-year 2007 estimated at 94.0 percent with decline in net written premiums estimated at 1.5 percent.


## Personal Lines Insurance Operations

| (Dollars in millions) | 2007 T |  | Three months ended December 31, |  |  | Twelve months ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 162 | \$ | 166 | (2.3) | \$ | 704 | \$ | 736 | (4.4) |
| Earned premiums | \$ | 176 | \$ | 183 | (3.7) | \$ | 714 | \$ | 762 | (6.3) |
| Loss and loss expenses excluding catastrophes |  | 87 |  | 101 | (13.9) |  | 428 |  | 456 | (6.2) |
| Catastrophe loss and loss expenses |  | (2) |  | 33 | (105.3) |  | 10 |  | 86 | (89.0) |
| Commission expenses |  | 36 |  | 31 | 14.1 |  | 145 |  | 152 | (4.4) |
| Underwriting expenses |  | 19 |  | 29 | (32.5) |  | 88 |  | 95 | (7.5) |
| Underwriting profit (loss) | \$ | 36 | \$ | (11) | 426.3 | \$ | 43 | \$ | (27) | 260.9 |
| Ratios as a percent of earned premiums: |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses excluding catastrophes |  | 49.6\% |  | 55.5\% |  |  | 60.0\% |  | 59.9\% |  |
| Catastrophe loss and loss expenses |  | (1.0) |  | 17.9 |  |  | 1.3 |  | 11.3 |  |
| Loss and loss expenses |  | 48.6\% |  | 73.4\% |  |  | 61.3\% |  | 71.2\% |  |
| Commission expenses |  | 20.1 |  | 16.9 |  |  | 20.3 |  | 19.9 |  |
| Underwriting expenses |  | 11.0 |  | 15.7 |  |  | 12.3 |  | 12.5 |  |
| Combined ratio |  | 79.7 \% |  | 106.0\% |  |  | 93.9 \% |  | $\underline{103.6} \%$ |  |

- $\quad \$ 162$ million of personal lines net written premiums for the three months ended December 31, 2007. $\$ 10$ million of new fourth-quarter personal lines business written directly by agencies, up 12.1 percent from $\$ 9$ million in the comparable 2006 quarter.
- $\quad \$ 704$ million of personal lines net written premiums for full-year 2007. $\$ 38$ million of new 2007 personal lines business written directly by agencies, up 16.9 percent from \$33 million in full-year 2006.
- This was the sixth consecutive quarter of new business growth following July 2006 introduction of a limited program of policy credits for homeowner and personal auto pricing in most states where the company's Diamond personal lines policy processing system is in use. Lower premiums per policy continue to constrain new and renewal premium growth.
- $\quad 93.9$ percent full-year 2007 personal lines combined ratio, an improvement of 9.7 percentage points over 103.6 percent in full-year 2006. This result included higher current accident year losses excluding catastrophe losses. That increase was more than offset by lower catastrophe losses and higher savings from favorable development on prior period reserves.
- $\quad 2.3$ percentage point increase in full-year 2007 current accident year loss ratio excluding catastrophe losses, due to non-catastrophe weather-related losses and lower personal auto pricing.
- Personal lines insurance industry combined ratio for full-year 2007 estimated at 97.0 percent on flat net written premiums.


## Life Insurance Operations

| (In millions) | 2007 |  | Three months ended December 31,2006 |  | Change \% | Twelve months ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Written premiums | \$ | 41 | \$ | 41 | (0.1) | \$ | 167 | \$ | 161 | 3.2 |
| Earned premiums | \$ | 32 | \$ | 29 | 11.0 | \$ | 125 | \$ | 107 | 17.4 |
| Investment income, net of expenses |  | 30 |  | 27 | 10.2 |  | 115 |  | 108 | 6.3 |
| Other income |  | 1 |  | 1 | (1.0) |  | 4 |  | 3 | 25.1 |
| Total revenues, excluding realized investment gains and losses |  | 63 |  | 57 | 10.4 |  | 244 |  | 218 | 12.0 |
| Policyholder benefits |  | 35 |  | 30 | 15.0 |  | 133 |  | 122 | 9.2 |
| Expenses |  | 15 |  | 16 | (6.8) |  | 52 |  | 43 | 20.1 |
| Total benefits and expenses |  | 50 |  | 46 | 7.6 |  | 185 |  | 165 | 12.0 |
| Net income before income tax and realized investment gains and losses |  | 13 |  | 11 | 22.8 |  | 59 |  | 53 | 12.1 |
| Income tax |  | 4 |  | 4 | 17.9 |  | 20 |  | 19 | 5.2 |
| Net income before realized investment gains and losses | \$ | 9 | \$ | 7 | 25.3 | \$ | 39 | \$ | 34 | 15.9 |

- $\quad \$ 167$ million in total 2007 life insurance segment net written premiums. Written premiums include life insurance, annuity and accident and health premiums.
- $\quad 10.5$ percent increase to $\$ 141$ million in 2007 in written premiums for life insurance products.
- 21.6 percent rise in full-year term life insurance written premiums, reflecting marketing advantages of competitive, up-to-date products, providing close personal attention and exhibiting financial strength and stability. Statutory written annuity premiums decreased to $\$ 22$ million in 2007 from $\$ 30$ million in 2006. Since late 2005, the company has de-emphasized annuity sales due to unfavorable market conditions.
- $\quad 8.6$ percent rise in face amount of life policies in force to $\$ 61.875$ billion at year-end 2007, from $\$ 56.971$ billion at year-end 2006 .
- $\quad \$ 5$ million increase in 2007 operating profit due to favorable mortality experience and persistency as well as healthy earned premium and investment income growth.
- 2008 plans include redesign of all life term insurance products. In addition to redesigning the worksite term product, we will update the full worksite life portfolio. These improvements support opportunities to cross-sell life insurance products to clients of the independent agencies that sell Cincinnati's property casualty insurance policies.


## Investment and Balance Sheet Highlights

## Investment Operations

| (In millions) | Three months ended December 31, |  |  |  |  | Twelve months ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | Change \% | 2007 |  | 2006 |  | Change \% |
| Investment income: |  |  |  |  |  |  |  |  |  |  |
| Interest | \$ | 79 | \$ | 75 | 4.4 | \$ | 308 | \$ | 300 | 2.5 |
| Dividends |  | 75 |  | 68 | 10.4 |  | 294 |  | 262 | 12.1 |
| Other |  | 4 |  | 4 | 0.8 |  | 15 |  | 15 | (0.5) |
| Investment expenses |  | (1) |  | (2) | 96.9 |  | (9) |  | (7) | (18.7) |
| Total investment income, net of expenses |  | 157 |  | 145 | 8.5 |  | 608 |  | 570 | 6.6 |
| Investment interest credited to contract holders |  | (14) |  | (14) | (5.6) |  | (57) |  | (54) | (5.1) |
| Realized investment gains and losses summary: |  |  |  |  |  |  |  |  |  |  |
| Realized investment gains and losses |  | 38 |  | 11 | 254.0 |  | 409 |  | 678 | (39.6) |
| Change in fair value of securities with embedded derivatives |  | (12) |  | 2 | (933.2) |  | (11) |  | 7 | (263.6) |
| Other-than-temporary impairment charges |  | (14) |  | 0 | nm |  | (16) |  | (1) | $(1,872.5)$ |
| Total realized investment gains and losses |  | 12 |  | 13 | (2.0) |  | 382 |  | 684 | (44.1) |
| Investment operations income | \$ | 155 | \$ | 144 | 7.9 | \$ | 933 | \$ | 1,200 | (22.2) |

(Dollars in millions except share data)
At December 31, 2007 At December 31,

| Balance sheet data |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Invested assets |  | \$12,261 |  | \$13,759 |
| Total assets |  | 16,637 |  | 17,222 |
| Short-term debt |  | 69 |  | 49 |
| Long-term debt |  | 791 |  | 791 |
| Shareholders' equity |  | 5,929 |  | 6,808 |
| Book value per share |  | 35.70 |  | 39.38 |
| Debt-to-capital ratio |  | 12.7\% |  | 11.0\% |
|  | Three mont $2007$ | $\begin{gathered} \text { mber 31, } \\ 2006 \\ \hline \end{gathered}$ | Twelve months ended December 31,2007 |  |
| Performance measures |  |  |  |  |
| Comprehensive income | \$ (404) | \$ 449 | \$(376) | \$1,057 |
| Return on equity, annualized | 12.0\% | 7.9\% | 13.4\% | 14.4\% |
| Return on equity, annualized, based on comprehensive income | (25.9) | 27.0 | (5.9) | 16.4 |

- 8.5 percent growth in fourth-quarter net investment income to $\$ 157$ million pretax. Full-year 2007 investment income up 6.6 percent to $\$ 608$ million.
- 12.1 percent growth in full-year 2007 dividend income, which contributed $\$ 294$ million to investment income. Increase reflected higher dividend payout by 35 of the company's 41 common stock holdings. Dividend income growth rate expected to moderate in 2008 as financial sector holdings evaluate dividend levels.
- Repurchases of the company's common stock totaled 4.0 million shares at a cost of $\$ 162$ million in the fourth quarter and 7.5 million shares at a cost of $\$ 306$ million for the year. 2007 repurchases represented 4.3 percent of shares outstanding. Approximately 13 million shares remain authorized for repurchase.
- Fourth-quarter repurchases largely due to accelerated share repurchase agreement announced in October. Completed in January 2008, ASR totaled $4,071,000$ shares at an average price of $\$ 39.18$.
- Sales of equity securities were the primary reason for $\$ 382$ million in 2007 pre-tax realized investment gains. Equity sales in 2007 included the sale of approximately 3.8 million shares of Exxon Mobil Corporation common stock as well as the block sale of 5.5 million shares of Fifth Third Bancorp common stock. Sale of our large Alltel Corporation common stock holding was the primary reason for the $\$ 684$ million in 2006 pre-tax realized investment gains.
- Fifth Third remains the company's largest equity holding and Cincinnati Financial remains Fifth Third's largest shareholder.
- $\quad \$ 12.198$ billion in investment portfolio assets market value at year-end 2007 compared with $\$ 13.699$ billion at year-end 2006. Lower market valuations of equity holdings due to broad concerns about credit quality, liquidity and the general health of the economy accounted for the majority of the decline.
- Shareholders’ equity at $\$ 5.929$ billion, or $\$ 35.70$ per share, at year-end 2007, down from $\$ 6.808$ billion, or $\$ 39.38$, at year-end 2006. Decline caused by lower market values for equity holdings and record level of repurchase activity.
- $\quad \$ 4.306$ billion in statutory surplus for the property casualty insurance group at year-end 2007, compared with $\$ 4.750$ billion at year-end 2006 . The ratio of common stock to statutory surplus for the property casualty insurance group portfolio was 84.5 percent at year-end 2007 , compared with 96.7 percent at year-end 2006.
- 28.4 percent ratio of investment securities held at the holding-company level to total holding-company-only assets at year-end 2007, comfortably within management's below-40 percent target.

For additional information or to register for this morning's conference call webcast, please visit www.cinfin.com/investors.
This is our "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995. Our business is subject to certain risks and uncertainties that may cause actual results to differ materially from those suggested by the forward-looking statements in this report. Some of those risks and uncertainties are discussed in our 2006 Annual Report on Form 10-K, Item 1A, Risk Factors, Page 20. Although we often review or update our forward-looking statements when events warrant, we caution our readers that we undertake no obligation to do so. Factors that could cause or contribute to such differences include, but are not limited to:

- Unusually high levels of catastrophe losses due to risk concentrations, changes in weather patterns, environmental events, terrorism incidents or other causes
- Increased frequency and/or severity of claims
- Inaccurate estimates or assumptions used for critical accounting estimates
- Events or actions, including unauthorized intentional circumvention of controls, that reduce the company's future ability to maintain effective internal control over financial reporting under the Sarbanes-Oxley Act of 2002
- Changing consumer buying habits and consolidation of independent insurance agencies that could alter our competitive advantages
- Events or conditions that could weaken or harm the company's relationships with its independent agencies and hamper opportunities to add new agencies, resulting in limitations on the company's opportunities for growth, such as:
o Downgrade of the company's financial strength ratings
o Concerns that doing business with the company is too difficult or
o Perceptions that the company's level of service, particularly claims service, is no longer a distinguishing characteristic in the marketplace
- Sustained decline in overall stock market values negatively affecting the company's equity portfolio and book value; in particular a sustained decline in the market value of Fifth Third shares, a significant equity holding
- Securities laws that could limit the manner and timing of our investment transactions
- Recession or other economic conditions or regulatory, accounting or tax changes resulting in lower demand for insurance products
- Events, such as the sub-prime mortgage lending crisis, that lead to a significant decline in the value of a particular security or group of securities, such as our financial sector holdings, and impairment of the asset(s)
- Prolonged low interest rate environment or other factors that limit the company's ability to generate growth in investment income or interest-rate fluctuations that result in declining values of fixed-maturity investments
- Delays or inadequacies in the development, implementation, performance and benefits of technology projects and enhancements
- Ability to obtain adequate reinsurance on acceptable terms, amount of reinsurance purchased, financial strength of reinsurers and the potential for nonpayment or delay in payment by reinsurers
- Increased competition that could result in a significant reduction in the company's premium growth rate
- Underwriting and pricing methods adopted by competitors that could allow them to identify and flexibly price risks, which could decrease our competitive advantages
- Personal lines pricing and loss trends that lead management to conclude that this segment could not attain sustainable profitability, which could prevent the capitalization of policy acquisition costs
- Actions of insurance departments, state attorneys general or other regulatory agencies that:
o Restrict our ability to exit or reduce writings of unprofitable coverages or lines of business
o Place the insurance industry under greater regulatory scrutiny or result in new statutes, rules and regulations
o Increase our expenses
o Add assessments for guaranty funds, other insurance related assessments or mandatory reinsurance arrangements; or that impair our ability to recover such assessments through future surcharges or other rate changes
o Limit our ability to set fair, adequate and reasonable rates
o Place us at a disadvantage in the marketplace or
o Restrict our ability to execute our business model, including the way we compensate agents
- Adverse outcomes from litigation or administrative proceedings
- Investment activities or market value fluctuations that trigger restrictions applicable to the parent company under the Investment Company Act of 1940
- Events, such as an epidemic, natural catastrophe, terrorism or construction delays, that could hamper our ability to assemble our workforce at our headquarters location
Further, the company's insurance businesses are subject to the effects of changing social, economic and regulatory environments. Public and regulatory initiatives have included efforts to adversely influence and restrict premium rates, restrict the ability to cancel policies, impose underwriting standards and expand overall regulation. The company also is subject to public and regulatory initiatives that can affect the market value for its common stock, such as recent measures affecting corporate financial reporting and governance. The ultimate changes and eventual effects, if any, of these initiatives are uncertain.


## Cincinnati Financial Corporation <br> Consolidated Balance Sheets



## Cincinnati Financial Corporation

## Consolidated Statements of Income

| (In millions except per share data) | Three months ended December 31, 20072006 |  |  |  | Twelve months ended December 31, $2007 \quad 2006$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (unaudited) |  |  |  | (unaudited) |  |  |  |
| REVENUES |  |  |  |  |  |  |  |  |
| Earned premiums |  |  |  |  |  |  |  |  |
| Property casualty | \$ | 777 | \$ | 802 | \$ | 3,125 | \$ | 3,163 |
| Life |  | 32 |  | 29 |  | 125 |  | 107 |
| Investment income, net of expenses |  | 157 |  | 145 |  | 608 |  | 570 |
| Realized investment gains and losses |  | 12 |  | 12 |  | 382 |  | 684 |
| Other income |  | 5 |  | 4 |  | 19 |  | 18 |
| Total revenues |  | 983 |  | 992 |  | 4,259 |  | 4,542 |
| BENEFITS AND EXPENSES |  |  |  |  |  |  |  |  |
| Insurance losses and policyholder benefits |  | 430 |  | 532 |  | 1,963 |  | 2,128 |
| Commissions |  | 164 |  | 150 |  | 624 |  | 622 |
| Other operating expenses |  | 96 |  | 100 |  | 362 |  | 354 |
| Taxes, licenses and fees |  | 18 |  | 19 |  | 75 |  | 77 |
| Increase in deferred policy acquisition costs |  | 8 |  | 5 |  | (9) |  | (21) |
| Interest expense |  | 13 |  | 14 |  | 52 |  | 53 |
| Total benefits and expenses |  | 729 |  | 820 |  | 3,067 |  | 3,213 |
| INCOME BEFORE INCOME TAXES |  | 254 |  | 172 |  | 1,192 |  | 1,329 |
| PROVISION (BENEFIT) FOR INCOME TAXES |  |  |  |  |  |  |  |  |
| Current |  | 71 |  | 41 |  | 336 |  | 404 |
| Deferred |  | (4) |  | 1 |  | 1 |  | (5) |
| Total provision for income taxes |  | 67 |  | 42 |  | 337 |  | 399 |
| NET INCOME | \$ | 187 | \$ | 130 | \$ | 855 | \$ | 930 |
| PER COMMON SHARE |  |  |  |  |  |  |  |  |
| Net income - basic | \$ | 1.12 | \$ | 0.75 | \$ | 5.01 | \$ | 5.36 |
| Net income - diluted | \$ | 1.11 | \$ | 0.75 | \$ | 4.97 | \$ | 5.30 |

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

Mailing Address:<br>P.O. Box 145496<br>Cincinnati, Ohio 45250-5496

Street Address:
6200 South Gilmore Road
Fairfield, Ohio 45014-5141

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

(See attached tables for 2007 and 2006 data; prior-period reconciliations available at www.cinfin.com/investors.)
Cincinnati Financial Corporation prepares its public financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP). Statutory data is prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners’ (NAIC) Accounting Practices and Procedures Manual and therefore is not reconciled to GAAP data.

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

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

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

- Statutory accounting rules: For public reporting, insurance companies prepare financial statements in accordance with GAAP. However, insurers also must calculate certain data according to statutory accounting rules as defined in the NAIC's Accounting Practices and Procedures Manual, which may be, and has been, modified by various state insurance departments. Statutory data is publicly available, and various organizations use it to calculate aggregate industry data, study industry trends and compare insurance companies.
- Written premium: Under statutory accounting rules, property casualty written premium is the amount recorded for policies issued and recognized on an annualized basis at the effective date of the policy. Management analyzes trends in written premium to assess business efforts. Earned premium, used in both statutory and GAAP accounting, is calculated ratably over the policy term. The difference between written and earned premium is unearned premium.
- Written premium adjustment — statutory basis only: In 2002, the company refined its estimation process for matching property casualty written premiums to policy effective dates, which added $\$ 117$ million to 2002 written premiums. To better assess ongoing business trends, management may exclude this adjustment when analyzing trends in written premiums and statutory ratios that make use of written premiums.

Cincinnati Financial Corporation
Quarterly Net Income Reconciliation

| (In millions except per share data) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ 187 | \$ 124 | \$ 351 | \$ 194 | \$ 130 | \$ 115 | \$ 132 | \$ 552 | \$ 545 | \$ 684 | \$ 669 | \$ 800 | \$ 855 | \$ 930 |
| Net realized investment gains and losses | 8 | 10 | 187 | 41 | 8 | - | 6 | 421 | 228 | 426 | 238 | 427 | 245 | 434 |
| Operating income | 179 | 114 | 164 | 153 | 122 | 115 | 126 | 131 | 317 | 258 | 431 | 373 | 610 | 496 |
| Less catastrophe losses | 1 | (9) | (7) | (2) | (29) | (18) | (41) | (26) | (9) | (67) | (18) | (85) | (17) | (113) |
| Operating income before catastrophe losses | \$ 178 | \$ 123 | \$ 171 | \$ 155 | \$ 151 | \$ 133 | \$ 167 | \$ 157 | \$ 326 | \$ 325 | \$ 449 | \$ 458 | \$ 627 | \$ 609 |
| Diluted per share data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$1.11 | \$ 0.72 | \$ 2.02 | \$ 1.11 | \$ 0.75 | \$ 0.66 | \$ 0.76 | \$ 3.13 | \$ 3.13 | \$ 3.90 | \$ 3.86 | \$ 4.56 | \$ 4.97 | \$ 5.30 |
| Net realized investment gains and losses | 0.04 | 0.06 | 1.08 | 0.23 | 0.05 | - | 0.04 | 2.39 | 1.31 | 2.43 | 1.37 | 2.43 | 1.43 | 2.48 |
| Operating income | 1.07 | 0.66 | 0.94 | 0.88 | 0.70 | 0.66 | 0.72 | 0.74 | 1.82 | 1.47 | 2.49 | 2.13 | 3.54 | 2.82 |
| Less catastrophe losses | 0.01 | (0.05) | (0.04) | (0.01) | (0.16) | (0.10) | (0.24) | (0.14) | (0.05) | (0.38) | (0.10) | (0.48) | (0.10) | (0.65) |
| Operating income before catastrophe losses | \$1.06 | \$ 0.71 | \$ 0.98 | \$ 0.89 | \$ 0.86 | \$ 0.76 | \$ 0.96 | \$ 0.88 | \$ 1.87 | \$ 1.85 | \$ 2.59 | \$ 2.61 | \$ 3.64 | \$ 3.47 |

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 Group
Quarterly Property Casualty Data - Consolidated

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 749 | \$ 779 | \$ 808 | \$ 811 | \$ 785 | \$ 787 | \$ 804 | \$ 796 | \$1,619 | \$1,600 | \$2,398 | \$2,387 | \$3,149 | \$3,172 |
| Written premium adjustment statutory only | (25) | (43) | 2 | 35 | (30) | (7) | 10 | 33 | 37 | 43 | (6) | 36 | (32) | 6 |
| Reported written premiums (statutory) ${ }^{\star}$ | \$ 724 | \$ 736 | \$ 810 | \$ 846 | \$ 755 | \$ 780 | \$ 814 | \$ 829 | \$1,656 | \$1,643 | \$2,392 | \$2,423 | \$3,117 | \$3,178 |
| Unearned premiums change | 53 | 41 | (23) | (61) | 47 | 11 | (21) | (51) | (85) | (72) | (44) | (61) | 8 | (14) |
| Earned premiums | \$ 777 | \$ 777 | \$ 787 | \$ 785 | \$ 802 | \$ 791 | \$ 793 | \$ 778 | \$1,571 | \$1,571 | \$2,348 | \$2,362 | \$3,125 | \$3,164 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 87.8\% | 98.7\% | 87.7\% | 87.7\% | 95.9\% | 96.4\% | 93.7\% | 89.6\% | 87.7\% | 91.7\% | 91.3\% | 93.2\% | 90.3\% | 93.9\% |
| Less catastrophe losses | (0.3) | 1.7 | 1.4 | 0.4 | 5.5 | 3.5 | 8.0 | 5.0 | 0.9 | 6.5 | 1.2 | 5.5 | 0.8 | 5.5 |
| Statutory combined ratio excluding catastrophe losses | 88.1\% | 97.0\% | 86.3\% | 87.3\% | 90.4\% | 92.9\% | 85.7\% | 84.6\% | 86.8\% | 85.2\% | 90.1\% | 87.7\% | 89.5\% | 88.4\% |
| Commission expense ratio | 23.1\% | 18.1\% | 18.1\% | 18.0\% | 19.9\% | 19.3\% | 17.6\% | 18.2\% | 18.0\% | 17.9\% | 18.0\% | 18.3\% | 19.2\% | 18.7\% |
| Other expense ratio | 13.9 | 13.2 | 11.7 | 11.4 | 13.4 | 11.9 | 10.8 | 10.8 | 11.6 | 10.8 | 12.1 | 11.2 | 12.5 | 11.7 |
| Statutory expense ratio | 37.0\% | 31.3\% | 29.8\% | 29.4\% | 33.3\% | 31.2\% | 28.4\% | 29.0\% | 29.6\% | 28.7\% | 30.1\% | 29.5\% | 31.7\% | 30.4\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 85.6\% | 97.3\% | 88.6\% | 89.6\% | 94.5\% | 96.1\% | 94.5\% | 92.0\% | 89.1\% | 93.3\% | 91.8\% | 94.2\% | 90.3\% | 94.3\% |

* 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 Group
Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 586 | \$ 587 | \$ 611 | \$ 658 | \$ 618 | \$ 589 | \$ 593 | \$ 635 | \$1,269 | \$1,228 | \$1,857 | \$1,817 | \$2,444 | \$2,435 |
| Written premium adjustment - statutory only | (24) | (43) | 2 | 35 | (29) | (7) | 10 | 33 | 37 | 43 | (6) | 36 | (31) | 7 |
| Reported written premiums (statutory)* <br> Unearned premiums change | \$ 562 39 | \$ 544 56 | \$ 613 (6) | $\$ 693$ (89) | $\begin{array}{r} \$ 589 \\ 30 \\ \hline \end{array}$ | $\begin{array}{r} \$ 582 \\ 20 \\ \hline \end{array}$ | $\$ 603$ (4) | $\begin{array}{r} \$ 668 \\ (86) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,306 \\ (96) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,271 \\ (90) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,851 \\ (41) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,853 \\ (70) \\ \hline \end{array}$ | $\begin{array}{r} \$ 2,413 \\ (2) \end{array}$ | $\begin{array}{r} \$ 2,442 \\ (40) \\ \hline \end{array}$ |
| Earned premiums | \$ 601 | \$ 600 | \$ 607 | \$ 604 | \$ 619 | \$ 602 | \$ 599 | \$ 582 | \$1,210 | \$1,181 | \$1,810 | \$1,783 | \$2,411 | \$2,402 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 89.7\% | 97.3\% | 84.4\% | 86.5\% | 92.4\% | 94.1\% | 89.6\% | 87.5\% | 85.4\% | 88.6\% | 89.2\% | 90.3\% | 89.2\% | 90.8\% |
| Less catastrophe losses | - | 0.2 | 0.8 | 1.8 | 1.9 | 2.3 | 5.6 | 5.1 | 1.3 | 5.3 | 0.9 | 4.3 | 0.6 | 3.7 |
| Statutory combined ratio excluding catastrophe losses | 89.7\% | 97.1\% | 83.6\% | 84.7\% | 90.5\% | 91.8\% | 84.0\% | 82.4\% | 84.1\% | 83.3\% | 88.3\% | 86.0\% | 88.6\% | 87.1\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 87.3\% | 95.4\% | 85.2\% | 88.9\% | 91.1\% | 93.4\% | 90.3\% | 90.5\% | 87.0\% | 90.4\% | 89.8\% | 91.4\% | 89.2\% | 91.3\% |

* 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 Group
Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 |  | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 163 | \$ 192 | \$ 197 | \$ 153 | \$ 167 | \$ 198 |  | 211 | \$ 161 | \$ 350 | \$ 372 | \$ 541 | \$ 570 | \$ 705 | \$ 737 |
| Written premium adjustment - statutory only | (1) | - | - | - | (1) | - |  | - | - | - | - | - | - | (1) | (1) |
| Reported written premiums (statutory)* <br> Unearned premiums change | $\begin{array}{r} \$ 162 \\ 14 \\ \hline \end{array}$ | \$ $\begin{gathered}192 \\ \\ (15)\end{gathered}$ | $\begin{array}{r} \$ 197 \\ (17) \end{array}$ | $\begin{array}{r} \$ 153 \\ 28 \end{array}$ | \$ 166 | \$ 198 |  | $\begin{aligned} & 211 \\ & (17) \end{aligned}$ | $\begin{array}{r} \$ 161 \\ 35 \end{array}$ | $\begin{array}{r} \$ 350 \\ 11 \end{array}$ | $\begin{array}{r} \$ \quad 372 \\ \\ \hline \end{array}$ | $\begin{array}{r} \$ 541 \\ (3) \end{array}$ | \$ 570 | $\begin{array}{r} \$ 704 \\ 10 \\ \hline \end{array}$ | $\begin{array}{r} \$ 736 \\ 26 \end{array}$ |
| Earned premiums | \$ 176 | \$ 177 | \$ 180 | \$ 181 | \$ 183 | \$ 189 |  | 194 | \$ 196 | \$ 361 | \$ 390 | \$ 538 | \$ 579 | \$ 714 | \$ 762 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 81.4\% | 103.6\% | 98.6\% | 93.5\% | 107.7\% | 104.0\% |  | 106.4\% | 98.1\% | 95.8\% | 101.6\% | 98.3\% | 102.3\% | 94.1\% | 103.6\% |
| Less catastrophe losses | (1.0) | 7.0 | 3.5 | (4.1) | 17.9 | 7.1 |  | 15.6 | 5.0 | (0.3) | 10.3 | 2.1 | 9.2 | 1.3 | 11.3 |
| Statutory combined ratio excluding catastrophe losses | 82.4\% | 96.6\% | 95.1\% | 97.6\% | 89.8\% | 96.9\% |  | 90.8\% | 93.1\% | 96.1\% | 91.3\% | 96.2\% | 93.1\% | 92.8\% | 92.3\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 79.7\% | 103.8\% | 99.9\% | 92.0\% | 106.0\% | 104.4\% |  | 107.6\% | 96.4\% | 96.0\% | 102.0\% | 98.6\% | 102.8\% | 93.9\% | 103.6\% |

* 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 Financial Corporation <br> Supplemental Financial Data <br> December 31, 2007 <br> Fourth Quarter and Full Year

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|  | A.M. Best | Fitch | Moody's | Standard \& Poor's |
| :---: | :---: | :---: | :---: | :---: |
| Cincinnati Financial Corporation |  |  |  |  |
| Corporate Debt | aa- | A+ | A2 | A |
| The Cincinnati Insurance Companies |  |  |  |  |
| Insurer Financial Strength |  |  |  |  |
| Property Casualty Group | A++ | - | Aa3 | AA- |
| Standard Market Subsidiaries: |  |  |  |  |
| The Cincinnati Insurance Company | A++ | AA | Aa3 | AA- |
| The Cincinnati Indemnity Company | A++ | AA | Aa3 | AA- |
| The Cincinnati Casualty Company | A++ | AA | Aa3 | AA- |
| Excess and Surplus Lines Subsidiary: |  |  |  |  |
| The Cincinnati Specialty Underwriters Insurance Company | A | - | - | - |
| The Cincinnati Life Insurance Company | A+ | AA | - | AA- |

Ratings are as of February 5,2008 , under continuing review and subject to change and/or affirmation. For the latest ratings, select Ratings tab on www.cinfin.com.

The consolidated financial statements and financial exhibits that follow are unaudited. These consolidated financial statements and exhibits should be read in conjunction with the consolidated financial statements and notes included in the Annual Report on Form 10-K for 2006. The results of operations for interim periods may not be indicative of results to be expected for the full year. Certain 2006 interim period data has been updated to correct rounding differences.

# Cincinnati Financial Corporation <br> Supplemental Financial Data Fourth-Quarter and Full-Year 2007 

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

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

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

- Statutory accounting rules: For public reporting, insurance companies prepare financial statements in accordance with GAAP. However, insurers also must calculate certain data according to statutory accounting rules as defined in the NAIC's Accounting Practices and Procedures Manual, which may be, and has been, modified by various state insurance departments. Statutory data is publicly available, and various organizations use it to calculate aggregate industry data, study industry trends and compare insurance companies.
- Written premium: Under statutory accounting rules, property casualty written premium is the amount recorded for policies issued and recognized on an annualized basis at the effective date of the policy. Management analyzes trends in written premium to assess business efforts. Earned premium, used in both statutory and GAAP accounting, is calculated ratably over the policy term. The difference between written and earned premium is unearned premium.
- Written premium adjustment - statutory basis only: In 2002, the company refined its estimation process for matching property casualty written premiums to policy effective dates, which added $\$ 117$ million to 2002 written premiums. To better assess ongoing business trends, management may exclude this adjustment when analyzing trends in written premiums and statutory ratios that make use of written premiums.


## Cincinnati Financial Corporation <br> Quick Reference - Fourth Quarter 2007

(all data shown is for the three months ended or as of December 31, 2007)
(Based on reported data - see Pages 27-29 for adjusted data)
(Dollars in millions except share data)

## Revenues:

| Commercial lines net written premiums | \$ | 562 |
| :---: | :---: | :---: |
| Year-over-year percentage change |  | (4.6)\% |
| Personal lines net written premiums | \$ | 162 |
| Year-over-year percentage change |  | (2.3)\% |
| Property casualty net written premiums | \$ | 724 |
| Year-over-year percentage change |  | (4.1)\% |
| Commercial lines net earned premiums | \$ | 601 |
| Year-over-year percentage change |  | (3.0)\% |
| Personal lines net earned premiums | \$ | 176 |
| Year-over-year percentage change |  | (3.7)\% |
| Property casualty net earned premiums | \$ | 777 |
| Year-over-year percentage change |  | (3.1)\% |
| Life and accident and health net earned premiums | \$ | 32 |
| Year-over-year percentage change |  | 11.0\% |
| Investment income | \$ | 157 |
| Year-over-year percentage change |  | 8.5\% |
| Realized gains on investments | \$ | 12 |
| Year-over-year percentage change |  | (2.0)\% |
| Other income | \$ | 5 |
| Year-over-year percentage change |  | 4.2\% |
| Total revenues | \$ | 983 |
| Year-over-year percentage change |  | (0.9)\% |

## Income:

| Operating income | $\$$ |
| :--- | :---: |
| Year-over-year percentage change | 179 |
| Net realized investment gains and losses | $\$ 6.4 \%$ |
| Year-over-year percentage change | $\$$ |
| Net income | $(4.7) \%$ |
| Year-over-year percentage change | $\$$ |

## Per share (diluted):

| Operating income | \$ | 1.07 |
| :---: | :---: | :---: |
| Year-over-year percentage change |  | 52.9\% |
| Net realized investment gains and losses | \$ | 0.04 |
| Year-over-year percentage change |  | (20.0)\% |
| Net income | \$ | 1.11 |
| Year-over-year percentage change |  | 48.0\% |
| Book value | \$ | 35.70 |
| Year-over-year percentage change |  | (9.3)\% |
| Weighted average shares - diluted |  | 7,452 |
| Year-over-year percentage change |  | (1.9)\% |

## Benefits and expenses:

| Commercial lines loss and loss expenses | \$ | 310 |
| :---: | :---: | :---: |
| Year-over-year percentage change |  | (15.9)\% |
| Personal lines loss and loss expenses | \$ | 85 |
| Year-over-year percentage change |  | (36.2)\% |
| Property casualty loss and loss expenses | \$ | 395 |
| Year-over-year percentage change |  | (21.3)\% |
| Life and accident and health losses and policy benefits | \$ | 35 |
| Year-over-year percentage change |  | 15.0\% |
| Operating expenses | \$ | 286 |
| Year-over-year percentage change |  | 20.4\% |
| Interest expenses | \$ | 13 |
| Year-over-year percentage change |  | (7.6)\% |
| Total expenses | \$ | 729 |
| Year-over-year percentage change |  | (11.1)\% |
| Income before income taxes | \$ | 254 |
| Year-over-year percentage change |  | 47.7\% |
| Total income tax | \$ | 67 |
| Year-over-year percentage change |  | 61.7\% |
| Effective tax rate |  | 26.5\% |

## Ratios:

| Property casualty GAAP combined ratio |
| :--- |
| Commercial lines STAT combined ratio |
| Personal lines STAT combined ratio |
| Property casualty STAT combined ratio |
| Return on equity based upon net income |
| Return on equity based upon operating income |
| Balance Sheet: |
| Fixed maturity investments |
| Equity securities |
| Short-term investments |
| Other invested assets |
| Total invested assets |
|  |
| Property casualty and life loss and loss expense reserves |
| Total debt |
| Shareholders' equity |

Cincinnati Financial Corporation Consolidated Statements of Income

|  | For the Three Months Ended December 31, |  |  |  |  |  | For the Twelve Months Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 | Change |  | \% Change | 2007 |  | 2006 | Change |  | \% Change |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |  |  |  |  |
| Property casualty |  | 821,187,212 | \$ 844,769,726 | \$ | $(23,582,514)$ | (2.79) |  | \$3,299,041,567 | \$ 3,320,696,134 | \$ | $(21,654,567)$ | (0.65) |
| Life |  | 46,505,810 | 43,271,070 |  | 3,234,740 | 7.48 |  | 171,169,598 | 152,590,039 |  | 18,579,559 | 12.18 |
| Accident health |  | 1,836,071 | 1,703,987 |  | 132,084 | 7.75 |  | 6,977,193 | 6,652,508 |  | 324,685 | 4.88 |
| Premiums ceded |  | $(60,712,176)$ | $(59,801,313)$ |  | $(910,863)$ | 1.52 |  | $(227,667,790)$ | $(210,353,317)$ |  | $(17,314,473)$ | 8.23 |
| Total premiums earned |  | 808,816,917 | 829,943,470 |  | $(21,126,553)$ | (2.55) |  | 3,249,520,568 | 3,269,585,364 |  | $(20,064,796)$ | (0.61) |
| Investment income |  | 157,374,940 | 145,070,824 |  | 12,304,116 | 8.48 |  | 607,751,789 | 570,103,128 |  | 37,648,661 | 6.60 |
| Realized gain on investments |  | 12,084,183 | 12,324,063 |  | $(239,880)$ | (1.95) |  | 382,230,702 | 683,701,293 |  | $(301,470,591)$ | (44.09) |
| Other income |  | 4,880,874 | 4,682,861 |  | 198,013 | 4.23 |  | 19,774,644 | 18,461,940 |  | 1,312,704 | 7.11 |
| Total revenues | \$ | 983,156,914 | \$ 992,021,218 | \$ | $(8,864,304)$ | (0.89) |  | \$4,259,277,703 | \$ 4,541,851,725 | \$ | $(282,574,022)$ | (6.22) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits |  | 460,900,672 | \$ 550,901,417 | \$ | $(90,000,745)$ | (16.34) |  | \$ 2,110,380,156 | \$ 2,245,203,172 | \$ | $(134,823,016)$ | (6.00) |
| Reinsurance recoveries |  | $(31,151,130)$ | $(18,732,358)$ |  | $(12,418,772)$ | 66.30 |  | $(147,176,200)$ | $(117,399,472)$ |  | $(29,776,728)$ | 25.36 |
| Commissions |  | 164,183,225 | 150,038,921 |  | 14,144,304 | 9.43 |  | 623,629,441 | 622,008,105 |  | 1,621,336 | 0.26 |
| Other operating expenses |  | 90,444,253 | 95,572,466 |  | $(5,128,213)$ | (5.37) |  | 347,808,218 | 338,085,073 |  | 9,723,145 | 2.88 |
| Interest expense |  | 12,753,818 | 13,804,440 |  | $(1,050,622)$ | (7.61) |  | 51,457,022 | 53,116,383 |  | $(1,659,361)$ | (3.12) |
| Taxes, licenses \& fees |  | 18,239,547 | 18,740,630 |  | $(501,083)$ | (2.67) |  | 75,040,737 | 76,742,883 |  | $(1,702,146)$ | (2.22) |
| Incr deferred acq expense |  | 8,241,247 | 5,382,897 |  | 2,858,350 | 53.10 |  | $(8,772,600)$ | $(21,359,500)$ |  | 12,586,900 | (58.93) |
| Other expenses |  | 5,396,854 | 4,244,124 |  | 1,152,730 | 27.16 |  | 14,436,935 | 16,342,089 |  | $(1,905,154)$ | (11.66) |
| Total expenses |  | 729,008,486 | \$ 819,952,537 | \$ | $(90,944,051)$ | (11.09) |  | \$ 3,066,803,709 | \$ 3,212,738,733 | \$ | $(145,935,024)$ | (4.54) |
| Income before income taxes |  | 254,148,428 | \$ 172,068,681 | \$ | 82,079,747 | 47.70 |  | \$ 1,192,473,994 | \$ 1,329,112,992 | \$ | $(136,638,998)$ | (10.28) |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |  |  |  |
| Current operating income |  | 66,757,820 | \$ 36,443,951 | \$ | 30,313,869 | 83.18 |  | \$ 199,004,461 | \$ 155,204,170 | \$ | 43,800,291 | 28.22 |
| Realized investments gains and losses |  | 4,445,507 | 4,310,013 |  | 135,494 | 3.14 |  | 136,858,385 | 249,202,156 |  | $(112,343,771)$ | (45.08) |
| Deferred |  | $(3,841,764)$ | 895,840 |  | $(4,737,604)$ | (528.84) |  | 1,137,231 | $(5,497,770)$ |  | 6,635,001 | (120.69) |
| Total income taxes | \$ | 67,361,563 | \$ 41,649,804 | \$ | 25,711,759 | 61.73 |  | S 337,000,077 | \$ 398,908,556 | \$ | $(61,908,479)$ | (15.52) |
| Net income |  | 186,786,865 | \$ 130,418,877 | \$ | 56,367,988 | 43.22 |  | S 855,473,917 | \$ 930,204,436 | \$ | $(74,730,519)$ | (8.03) |
| Comprehensive net income |  | $(403,694,647)$ | \$ 448,641,905 |  | $(852,336,552)$ | (189.98) |  | (375,607,721) | \$ 1,058,081,420 |  | (1,433,689,141) | (135.50) |
| Operating income |  | 179,148,189 | \$ 122,404,830 | \$ | 56,743,359 | 46.36 |  | \$ 610,101,600 | \$ 495,705,299 | \$ | 114,396,301 | 23.08 |
| Net realized investments gains and losses | \$ | 7,638,676 | \$ 8,014,047 | \$ | $(375,371)$ | (4.68) |  | \$ 245,372,317 | \$ 434,499,137 | \$ | $(189,126,820)$ | (43.53) |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating income | \$ | 1.07 | \$ 0.71 | \$ | 0.36 | 50.70 | \$ | \$ 3.57 | \$ 2.86 | \$ | 0.71 | 24.83 |
| Net realized investments gains and losses |  | 0.05 | 0.04 |  | 0.01 | 25.00 |  | 1.44 | 2.50 |  | (1.06) | (42.40) |
| Net income per share (basic) | \$ | 1.12 | \$ 0.75 | \$ | 0.37 | 49.33 | \$ | \$ 5.01 | \$ 5.36 | \$ | (0.35) | (6.53) |
| Operating income | \$ | 1.07 | \$ 0.70 | \$ | 0.37 | 52.86 | \$ | \$ 3.54 | \$ 2.82 | \$ | 0.72 | 25.53 |
| Net realized investments gains and losses |  | 0.04 | 0.05 |  | (0.01) | (20.00) |  | 1.43 | 2.48 |  | (1.05) | (42.34) |
| Net income per share (diluted) | \$ | 1.11 | \$ 0.75 | \$ | 0.36 | 48.00 | \$ | \$ 4.97 | \$ 5.30 | \$ | (0.33) | (6.23) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Paid | \$ | 0.355 | \$ 0.335 | \$ | 0.02 | 5.97 | \$ | \$ 1.40 | \$ 1.31 | \$ | 0.09 | 6.87 |
| Declared |  | 0.355 | 0.335 |  | 0.02 | 5.97 | \$ | \$ 1.42 | \$ 1.34 |  | 0.08 | 5.97 |
| Number of shares: |  |  |  |  |  |  |  |  |  |  |  |  |
| Weighted avg - basic |  | 167,007,116 | 173,030,127 |  | $(6,023,011)$ | (3.48) |  | 170,595,204 | 173,423,395 |  | $(2,828,191)$ | (1.63) |
| Weighted avg - diluted |  | 168,163,752 | 174,988,162 |  | $(6,824,410)$ | (3.90) |  | 172,167,452 | 175,451,341 |  | $(3,283,889)$ | (1.87) |

Cincinnati Financial Corporation and Subsidiaries
Consolidated Statements of Income for the Twelve Months Ended December 31, 2007

|  | Total |  | CFC |  | CIC GROUP |  | CLIC |  | CFC-I | CINFIN |  | CSR | ELIM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Property casualty | \$3,299,041,567 | \$ | \$ |  | 3,299,384,836 | \$ | \$ |  | \$ | \$ | \$ | \$ | \$ | $(343,269)$ |
| Life | 171,169,598 |  | - |  | - |  | 171,169,598 |  | - | - |  | - |  | - |
| Accident health | 6,977,193 |  | - |  | - |  | 6,977,193 |  | - | - |  | - |  | - |
| Premiums ceded | $(227,667,790)$ |  | - |  | $(174,551,071)$ |  | $(53,116,719)$ |  | - | - |  | - |  | - |
| Total earned premium | 3,249,520,568 |  | 100,486,597 |  | 3,124,833,765 |  | 125,030,072 |  | - | - |  | - |  | $(343,269)$ |
| Investment income | 607,751,789 |  | 100,486,597 |  | 392,580,307 |  | 114,416,869 |  | 357,173 | 271,563 |  | 3,045 |  | $(363,765)$ |
| Realized gain on investments | 382,230,702 |  | 97,181,904 |  | 232,176,239 |  | 40,231,015 |  | 412,781 | $(7,168)$ |  | - |  | 12,235,931 |
| Other income | 19,774,644 |  | 10,025,896 |  | 4,661,137 |  | 4,444,171 |  | 10,079,013 | 2,469,300 |  | - |  | $(11,904,873)$ |
| Total revenues | \$4,259,277,703 |  | \$207,694,397 |  | 3,754,251,448 |  | 284,122,127 |  | \$10,848,967 | \$2,733,695 | \$ | \$ 3,045 | \$ | $(375,976)$ |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$2,110,380,156 | \$ | \$ |  | 1,939,058,201 |  | \$173,523,103 |  | \$ | \$ | \$ | \$ | \$ | $(2,201,148)$ |
| Reinsurance recoveries | $(147,176,200)$ |  | - |  | $(106,882,598)$ |  | $(40,293,602)$ |  | - | - |  | - |  | - |
| Commissions | 623,629,441 |  | - |  | 598,432,647 |  | 25,196,794 |  | - | - |  | - |  | - |
| Other operating expenses | 347,808,218 |  | 17,042,561 |  | 302,566,198 |  | 34,666,846 |  | 4,487,896 | 749,826 |  | 262,192 |  | $(11,967,301)$ |
| Interest expense | 51,457,022 |  | 48,898,521 |  | 70,051, - |  | 3,605,001 |  | 2,888,190 | 120,778 |  | - |  | $(329,689)$ |
| Taxes, licenses \& fees | 75,040,737 |  | 1,212,217 |  | 70,051,616 |  | 3,605,001 |  | 45,125 | 126,778 |  | - |  | - |
| Incr deferred acq expenses | $(8,772,600)$ |  | - |  | 2,749,119 |  | $(11,521,719)$ |  | - | - |  | - |  | - |
| Other expenses | 14,436,935 |  | - $07,153,29$ |  | 14,436,827 |  | 108 |  | - $7,421,211$ | - 876 |  | - - |  |  |
| Total expenses | \$3,066,803,709 |  | \$ 67,153,299 |  | 2,820,412,010 |  | \$185,176,531 |  | \$ 7,421,211 | \$ 876,604 |  | 262,192 |  | (14,498,138) |
| Income before income taxes | \$1,192,473,994 |  | \$140,541,098 | \$ | 933,839,438 |  | 98,945,596 |  | \$ 3,427,756 | \$1,857,091 |  | $(259,147)$ |  | 14,122,162 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Current operating income | \$ 199,004,461 |  | \$ (1,530,715) | \$ | 195,217,396 | \$ | 7,629,012 |  | \$ 1,399,800 | \$ 616,493 |  | \$ $(44,949)$ | \$ | $(4,282,576)$ |
| Capital gains/losses | 136,858,385 |  | 35,648,666 |  | 82,554,324 |  | 14,230,855 |  | 144,473 | $(2,509)$ |  | (45,753) |  | 4,282,576 |
| Deferred | 1,137,231 |  | $(1,743,257)$ |  | $(13,769,174)$ |  | 12,018,148 |  | $(268,968)$ | 3,478 |  | $(45,753)$ |  | 4,942,757 |
| Total income tax | \$ 337,000,077 |  | \$ 32,374,694 | \$ | 264,002,546 | \$ | 33,878,015 |  | \$ 1,275,305 | \$ 617,462 |  | ( 90,702 ) | \$ | 4,942,757 |
| Net income - current year | \$ 855,473,917 |  | \$108,166,404 | \$ | 669,836,892 | \$ | 65,067,581 |  | \$ 2,152,451 | \$1,239,629 |  | $(168,445)$ | \$ | 9,179,405 |
| Net income - prior year | \$ 930,204,436 |  | \$304,395,166 | \$ | 557,879,628 |  | 62,697,335 |  | \$ 1,876,129 | \$1,285,186 | \$ | \$ - | \$ | 2,070,992 |
| Change in net income | -8.0\% |  | -64.5\% |  | 20.1\% |  | 3.8\% |  | 14.7\% | -3.5\% |  | N/A |  |  |

2007 Fourth-Quarter and Full-Year Financial Supplement

Cincinnati Financial Corporation and Subsidiaries
Consolidated Statements of Income for the Twelve Months Ended December 31, 2006

|  | Total | CFC | CIC GROUP | CLIC | CFC-I | CINFIN | ELIM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |
| Property casualty | \$3,320,696,134 | \$ | \$3,321,610,148 | \$ | \$ | \$ | \$ $(914,014)$ |
| Life | 152,590,039 | - | - | 152,590,039 | - | - | - |
| Accident health | 6,652,508 | - | (157,587, - | 6,652,508 | - | - | - |
| Premiums ceded | $(210,353,317)$ | - | $(157,587,693)$ | $(52,765,624)$ | - | - | (914,014) |
| Total earned premium | 3,269,585,364 | - | 3,164,022,455 | 106,476,923 | - | - | $(914,014)$ |
| Investment income | 570,103,128 | 97,437,082 | 367,304,753 | 107,656,860 | 62,400 | 209,379 | $(2,567,346)$ |
| Realized gain on investments | 683,701,293 | 410,338,912 | 225,846,088 | 44,861,000 | $(324,417)$ | 5,697 | 2,974,013 |
| Other income | 18,461,940 | 10,098,558 | 3,266,830 | 3,552,294 | 11,131,714 | 2,374,373 | $(11,961,829)$ |
| Total revenues | \$4,541,851,725 | \$517,874,552 | \$3,760,440,126 | \$262,547,077 | \$10,869,697 | \$2,589,449 | \$(12,469,176) |
| Benefits \& expenses: |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$2,245,203,172 | \$ | \$2,085,421,315 | \$161,984,990 | \$ | \$ | \$ $(2,203,133)$ |
| Reinsurance recoveries | $(117,399,472)$ | - | $(77,446,382)$ | $(39,953,090)$ | - | - | - |
| Commissions | 622,008,105 | 19,609 - | 596,188,393 | 25,819,712 | , - | - | (12,253,233) |
| Other operating expenses | 338,085,073 | 19,609,842 | 292,709,156 | 31,977,077 | 5,416,146 | 626,085 | $(12,253,233)$ |
| Interest expense | 53,116,383 | 50,612,821 | 888,930 | 98,000 | 2,715,584 | - | $(1,198,952)$ |
| Taxes, licenses \& fees | 76,742,883 | 1,152,118 | 72,695,021 | 3,080,836 | $(232,648)$ | 47,556 | - |
| Incr deferred acq expenses | $(21,359,500)$ | 1,152,118 | $(3,642,356)$ | $(17,717,144)$ | (23,648) | , | - |
| Other expenses | 16,342,089 | - - | 16,341,980 | 109 | -7 | - |  |
| Total expenses | \$3,212,738,733 | \$ 71,374,781 | \$2,983,156,057 | \$165,290,490 | \$ 7,899,082 | \$ 673,641 | \$(15,655,318) |
| Income before income taxes | \$1,329,112,992 | \$446,499,771 | \$ 777,284,069 | \$ 97,256,587 | \$ 2,970,615 | \$1,915,808 | \$ 3,186,142 |
| Provision for income taxes: |  |  |  |  |  |  |  |
| Current operating income | \$ 155,204,170 | \$ $(178,058)$ | \$ 147,254,816 | \$ 6,273,558 | \$ 1,232,459 | \$ 621,395 | \$ |
| Capital gains/losses | 249,202,156 | 153,102,119 | 80,218,693 | 15,879,350 | - - | 1,994 | - - |
| Deferred | $(5,497,770)$ | $(10,819,456)$ | $(8,069,068)$ | 12,406,344 | $(137,973)$ | 7,233 | 1,115,150 |
| Total income tax | \$ 398,908,556 | \$142,104,605 | \$ 219,404,441 | \$ 34,559,252 | \$ 1,094,486 | \$ 630,622 | \$ 1,115,150 |
| Net income - current year | \$ 930,204,436 | \$304,395,166 | \$ 557,879,628 | \$ 62,697,335 | \$ 1,876,129 | \$1,285,186 | \$ 2,070,992 |
| Net income - prior year | \$ 601,970,190 | \$ 36,770,595 | \$ 511,573,782 | \$ 47,282,395 | \$ 3,072,943 | \$1,206,078 | \$ 2,064,397 |
| Change in net income | 54.5\% | 727.8\% | 9.1\% | 32.6\% | -38.9\% | 6.6\% |  |

Cincinnati Financial Corporation and Subsidiaries
Consolidated Statements of Income for the Three Months Ended December 31, 2007

|  | Total | CFC | CIC GROUP | CLIC | CFC-I | CINFIN | CSR | ELIM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |
| Property casualty | \$821,187,212 | \$ | \$821,196,485 | \$ | \$ | \$ | \$ | \$ $(9,273)$ |
| Life | 46,505,810 | - | - | 46,505,810 | - | - | - | - |
| Accident health | 1,836,071 | - | - | 1,836,071 | - | - | - | - |
| Premiums ceded | $(60,712,176)$ | - | $(44,194,344)$ | $(16,517,832)$ | - | - | - | - |
| Total earned premium | 808,816,917 | - | 777,002,141 | 31,824,049 | - | - | - | $(9,273)$ |
| Investment income | 157,374,940 | 26,048,205 | 100,841,548 | 29,822,571 | 150,801 | 74,816 | 3,045 | 433,954 |
| Realized gain on investments | 12,084,183 | (5,970,324) | 29,802,182 | $(11,519,842)$ | 101,191 | - | - | $(329,024)$ |
| Other income | 4,880,874 | 2,536,460 | 1,350,240 | 982,465 | 2,377,727 | 616,954 | - 3,045 | $(2,982,972)$ |
| Total revenues | \$983,156,914 | \$22,614,341 | \$908,996,111 | \$ 51,109,243 | \$2,629,719 | \$ 691,770 | \$ 3,045 | \$(2,887,315) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$460,900,672 | \$ | \$415,795,751 | \$ 45,653,794 | \$ | \$ | \$ | \$ $(548,873)$ |
| Reinsurance recoveries | $(31,151,130)$ | - | $(20,512,028)$ | $(10,639,102)$ | - | - | - | - |
| Commissions | 164,183,225 | 185, | 158,923,102 | 5,260,123 | 171,021 | - | - | (2,921,515) |
| Other operating expenses | 90,444,253 | 3,185,174 | 77,236,002 | 11,284,880 | 1,171,021 | 226,499 | 262,192 | $(2,921,515)$ |
| Interest expense | 12,753,818 | 12,301,347 | - - | - - | 708,758 | - | - | $(256,287)$ |
| Taxes, licenses \& fees | 18,239,547 | 291,948 | 17,073,630 | 848,388 | 9,331 | 16,250 | - | - |
| Incr deferred acq expenses | 8,241,247 | - | 11,031,989 | $(2,790,742)$ | - | - | - | - |
| Other expenses | 5,396,854 | - | 5,396,854 | - | - | - | - | - |
| Total expenses | \$729,008,486 | \$15,778,469 | \$664,945,300 | \$ 49,617,341 | \$1,889,110 | \$ 242,749 | \$ 262,192 | \$(3,726,675) |
| Income before income taxes | \$254,148,428 | \$ 6,835,872 | \$244,050,811 | \$ 1,491,902 | \$ 740,609 | \$ 449,021 | \$(259,147) | \$ 839,360 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |
| Current operating income | \$ 66,757,820 | \$ 4,709,097 | \$ 58,411,169 | \$ 3,120,097 | \$ 309,062 | \$ 138,186 | \$ $(44,949)$ | \$ 115,158 |
| Capital gains/losses | 4,445,507 | $(2,164,614)$ | 10,714,301 | $(4,026,945)$ | 35,416 | 2,507 | - - | $(115,158)$ |
| Deferred | $(3,841,764)$ | $(6,078,191)$ | 943,019 | 1,103,621 | $(59,868)$ | 1,632 | $(45,753)$ | 293,776 |
| Total income tax | \$ 67,361,563 | \$ (3,533,708) | \$ 70,068,489 | \$ 196,773 | \$ 284,610 | \$ 142,325 | \$ $(90,702)$ | \$ 293,776 |
| Net income - current year | \$186,786,865 | \$10,369,580 | \$173,982,322 | \$ 1,295,129 | \$ 455,999 | \$ 306,696 | \$(168,445) | \$ 545,584 |
| Net income - prior year | \$130,418,876 | \$12,506,126 | \$108,185,530 | \$ 8,602,213 | \$ 487,191 | \$ 289,645 | \$ | \$ 348,171 |
| Change in net income | 43.2\% | -17.1\% | 60.8\% | -84.9\% | -6.4\% | 5.9\% | N/A |  |

Cincinnati Financial Corporation and Subsidiaries
Consolidated Statements of Income for the Three Months Ended December 31, 2006

|  | Total | CFC | CIC GROUP | CLIC | CFC-I | CINFIN | ELIM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |
| Property casualty | \$844,769,727 | \$ | \$845,479,506 | \$ | \$ | \$ | \$ (709,779) |
| Life | 43,271,070 | - | - - | 43,271,070 | - | - | (709,779) |
| Accident health | 1,703,987 | - | - | 1,703,987 | - | - | - |
| Premiums ceded | $(59,801,314)$ | - | $(43,501,451)$ | $(16,299,863)$ | - | - | - |
| Total earned premium | 829,943,470 | 24,550, - | 801,978,055 | 28,675,194 | 15, - | 57,244 | $(709,779)$ |
| Investment income | 145,070,825 | 24,550,476 | 93,654,263 | 27,053,035 | 15,600 | 57,244 | $(259,793)$ |
| Realized gain on investments | 12,324,061 | 1,862,472 | 7,323,470 | 2,533,775 | 217,084 | $(8,277)$ | 395,537 |
| Other income | 4,682,861 | 2,536,489 | 723,643 | 992,375 | 2,806,674 | 621,838 | $(2,998,158)$ |
| Total revenues | \$992,021,217 | \$28,949,437 | \$903,679,431 | \$ 59,254,379 | \$3,039,358 | \$ 670,805 | \$(3,572,193) |
| Benefits \& expenses: |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$550,901,417 | \$ | \$507,755,637 | \$ 43,696,578 | \$ | \$ | \$ (550,798) |
| Reinsurance recoveries | $(18,732,359)$ | - | $(5,484,567)$ | $(13,247,792)$ | - | - | - |
| Commissions | 150,038,921 | 1,060, | 144,113,098 | 5,925,823 | 1,461,656 | - | - |
| Other operating expenses | 95,572,467 | 4,960,848 | 80,278,976 | 12,192,870 | 1,461,656 | 230,387 | $(3,552,270)$ |
| Interest expense | 13,804,440 | 12,460,505 | 496,480 | 98,000 | 754,228 | - | $(4,773)$ |
| Taxes, licenses \& fees | 18,740,629 | 284,596 | 17,498,941 | 935,887 | 9,316 | 11,889 | , |
| Incr deferred acq expenses | 5,382,897 | - | 8,862,341 | $(3,479,444)$ | - | - | - |
| Other expenses | 4,244,124 | - - | 4,244,123 | 1 | - | - |  |
| Total expenses | \$819,952,536 | \$17,705,949 | \$757,765,029 | \$ 46,121,923 | \$2,225,200 | \$ 242,276 | \$(4,107,841) |
| Income before income taxes | \$172,068,681 | \$11,243,488 | \$145,914,402 | \$ 13,132,456 | \$ 814,158 | \$ 428,529 | \$ 535,648 |
| Provision for income taxes: |  |  |  |  |  |  |  |
| Current operating income | \$ 36,443,952 | \$ 3,406,871 | \$ 31,617,921 | \$ 953,701 | \$ 322,879 | \$ 142,580 | \$ |
| Capital gains/losses | 4,310,014 | 661,562 | 2,703,528 | 947,821 | - - | $(2,897)$ | - - |
| Deferred | 895,839 | $(5,331,071)$ | 3,407,423 | 2,628,721 | 4,088 | (799) | 187,477 |
| Total income tax | \$ 41,649,805 | \$ (1,262,638) | \$ 37,728,872 | \$ 4,530,243 | \$ 326,967 | \$ 138,884 | \$ 187,477 |
| Net income - current year | \$130,418,876 | \$12,506,126 | \$108,185,530 | \$ 8,602,213 | \$ 487,191 | \$ 289,645 | \$ 348,171 |
| Net income - prior year | \$182,672,096 | \$ 9,037,150 | \$156,687,048 | \$ 15,812,588 | \$ 421,720 | \$ 298,051 | \$ 415,539 |
| Change in net income | -28.6\% | 38.4\% | -31.0\% | -45.6\% | 15.5\% | -2.8\% |  |

## Cincinnati Financial Corporation

 Consolidated Balance Sheets| (Dollars in millions except per share data) | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) |  |
| Assets |  |  |
| Investments |  |  |
| Fixed maturities, at fair value (amortized cost: 2007-\$5,783; 2006-\$5,739) (includes securities pledged to creditors of $\$ 745$ at December 31, 2007) | \$ 5,848 | \$ 5,805 |
| Equity securities, at fair value (cost: 2007-\$2,975; 2006-\$2,621) | 6,249 | 7,799 |
| Short-term investments, at fair value (amortized cost: 2007-\$101; 2006-\$95) | 101 | 95 |
| Other invested assets | 63 | 60 |
| Total investments | 12,261 | 13,759 |
| Cash and cash equivalents | 226 | 202 |
| Securities lending collateral | 760 | - |
| Investment income receivable | 124 | 121 |
| Finance receivable | 92 | 108 |
| Premiums receivable | 1,107 | 1,128 |
| Reinsurance receivable | 754 | 683 |
| Prepaid reinsurance premiums | 13 | 13 |
| Deferred policy acquisition costs | 461 | 453 |
| Land, building and equipment, net, for company use (accumulated depreciation: 2007-\$276; 2006-\$261) | 239 | 193 |
| Other assets | 72 | 58 |
| Separate accounts | 528 | 504 |
| Total assets | \$16,637 | \$17,222 |

## Liabilities

| Insurance reserves |  |  |
| :---: | :---: | :---: |
| Losses and loss expense | \$ 3,967 | \$ 3,896 |
| Life policy reserves | 1,478 | 1,409 |
| Unearned premiums | 1,564 | 1,579 |
| Securities lending payable | 760 | - |
| Other liabilities | 574 | 533 |
| Deferred income tax | 977 | 1,653 |
| Notes payable | 69 | 49 |
| 6.125\% senior debenture due 2034 | 371 | 371 |
| 6.90\% senior debenture due 2028 | 28 | 28 |
| 6.92\% senior debenture due 2028 | 392 | 392 |
| Separate accounts | 528 | 504 |
| Total liabilities | 10,708 | 10,414 |

Shareholders' equity

| Common stock, par value-\$2 per share; authorized: 2007-500 million shares, 2006-500 million |
| :--- |
| shares; issued: $2007-196$ million shares, $2006-196$ million shares <br> Paid-in capital |
| Retained Earnings |
| Accumulated other comprehensive income |
| Treasury stock at cost (2007-30 million shares, $2006-23$ million shares) |
| Total shareholders' equity |
| Total liabilities and shareholders' equity |

Cincinnati Financial Corporation
10-Year Net Income Reconciliation

| (Dollars in millions except per share data) | Years ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | 1999 | 1998 |
| Net income | \$ 855 | \$ 930 | \$ 602 | \$ 584 | \$ 374 | \$ 238 | \$ 193 | \$ 118 | \$ 255 | \$ 242 |
| One-time item | - | - | - | - | 15 | - | - | (25) | - | - |
| Net income before one-time item | 855 | 930 | 602 | 584 | 359 | 238 | 193 | 143 | 255 | 242 |
| Net realized investment gains and losses | 245 | 434 | 40 | 60 | (27) | (62) | (17) | (2) | - | 43 |
| Operating income before one-time item <br> Less catastrophe losses | $\begin{aligned} & 610 \\ & (17) \\ & \hline \end{aligned}$ | $\begin{gathered} 496 \\ (113) \\ \hline \end{gathered}$ | $\begin{gathered} 562 \\ (82) \end{gathered}$ | $\begin{gathered} 524 \\ (96) \\ \hline \end{gathered}$ | $\begin{gathered} 386 \\ (63) \end{gathered}$ | $\begin{aligned} & 300 \\ & (57) \\ & \hline \end{aligned}$ | $\begin{aligned} & 210 \\ & (42) \\ & \hline \end{aligned}$ | $\begin{gathered} 145 \\ (33) \\ \hline \end{gathered}$ | $\begin{array}{r} 255 \\ (24) \\ \hline \end{array}$ | $\begin{gathered} 199 \\ (61) \\ \hline \end{gathered}$ |
| Operating income before catastrophe losses and onetime item | \$ 627 | \$ 609 | \$ 644 | \$ 620 | \$ 449 | \$ 357 | \$ 252 | \$ 178 | \$ 279 | \$ 260 |
| Diluted per share data |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ 4.97 | \$ 5.30 | \$ 3.40 | \$ 3.28 | \$ 2.10 | \$ 1.32 | \$ 1.07 | \$ 0.67 | \$ 1.37 | \$ 1.28 |
| One-time item | - | - | - | - | 0.09 | - | - | (0.14) | - | - |
| Net income before one-time item | 4.97 | 5.30 | 3.40 | 3.28 | 2.01 | 1.32 | 1.07 | 0.81 | 1.37 | 1.28 |
| Net realized investment gains and losses | 1.43 | 2.48 | 0.23 | 0.34 | (0.15) | (0.35) | (0.10) | (0.01) | - | 0.23 |
| Operating income before one-time item <br> Less catastrophe losses | $\begin{gathered} 3.54 \\ (0.10) \end{gathered}$ | $\begin{gathered} 2.82 \\ (0.65) \end{gathered}$ | $\begin{gathered} 3.17 \\ (0.46) \end{gathered}$ | $\begin{gathered} 2.94 \\ (0.54) \end{gathered}$ | $\begin{gathered} 2.16 \\ (0.35) \end{gathered}$ | $\begin{gathered} 1.67 \\ (0.31) \end{gathered}$ | $\begin{gathered} 1.17 \\ (0.23) \\ \hline \end{gathered}$ | $\begin{gathered} 0.82 \\ (0.18) \end{gathered}$ | $\begin{gathered} 1.37 \\ (0.13) \end{gathered}$ | $\begin{gathered} 1.05 \\ (0.32) \end{gathered}$ |
| Operating income before catastrophe losses and onetime item | \$ 3.64 | \$ 3.47 | \$ 3.63 | \$ 3.48 | \$ 2.51 | \$ 1.98 | \$ 1.40 | \$ 1.00 | \$ 1.50 | \$ 1.37 |
| Return on equity |  |  |  |  |  |  |  |  |  |  |
| Return on average equity | 13.4\% | 14.4\% | 9.8\% | 9.4\% | 6.3\% | 4.1\% | 3.2\% | 2.1\% | 4.6\% | 4.7\% |
| One-time item | - | - | - | - | (0.3) | - | - | 0.4 | - | - |
| Return on average equity before one-time item | 13.4\% | 14.4\% | 9.8\% | 9.4\% | 6.0\% | 4.1\% | 3.2\% | 2.5\% | 4.6\% | 4.7\% |


| Return on equity based on comprehensive income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ROE based on comprehensive income | (5.9)\% | 16.4\% | 1.6\% | 4.6\% | 13.8\% | (4.0)\% | 2.5\% | 13.1\% | 1.9\% | 19.6\% |
| One-time item | - | - | - | - | (0.3) | - | - | 0.4 | - | - |
| ROE based on comprehensive income before one-time item | (5.9)\% | 16.4\% | 1.6\% | 4.6\% | 13.5\% | (4.0)\% | 2.5\% | 13.5\% | 1.9\% | 19.6\% |


| Investment income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment income, net of expenses |  | \$ 608 |  | \$ 570 |  | \$ 526 | \$ 492 |  | \$ 465 |  | \$ | \$ 445 | \$ | 421 |  | \$ 415 |  |  | \$ 368 |  |
| BOLI |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | (5) |  | - |  | - |
| Investment income before BOLI | \$ | 608 | \$ | 570 | \$ | 526 | \$ | 492 | \$ | 465 | \$ | 445 | \$ | 421 | \$ | 410 | \$ | 387 |  | 368 |

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

Cincinnati Financial Corporation
Quarterly Net Income Reconciliation

| (In millions except per share data) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12131/07 | 9/3007 | 6/30,07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 |  |  |  | 12131/06 |
| Net income | \$ 187 | \$ 124 | \$ 351 | \$ 194 | \$ 130 | \$ 115 | \$ 132 | \$ 552 | \$ 545 | \$ 684 | \$ 669 | \$ 800 | \$ 855 | \$ 930 |
| Net realized investment gains and losses | 8 | 10 | 187 | 41 | 8 | - | 6 | 421 | 228 | 426 | 238 | 427 | 245 | 434 |
| Operating income | 179 | 114 | 164 | 153 | 122 | 115 | 126 | 131 | 317 | 258 | 431 | 373 | 610 | 496 |
| Less catastrophe losses | 1 | (9) | (7) | (2) | (29) | (18) | (41) | (26) | (9) | (67) | (18) | (85) | (17) | (113) |
| Operating income before catastrophe losses | \$ 178 | \$ 123 | \$ 171 | \$ 155 | \$ 151 | \$ 133 | \$ 167 | \$ 157 | \$ 326 | \$ 325 | \$ 449 | \$ 458 | \$ 627 | \$ 609 |
| Diluted per share data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$1.11 | \$ 0.72 | \$ 2.02 | \$ 1.11 | \$ 0.75 | \$ 0.66 | \$ 0.76 | \$ 3.13 | \$ 3.13 | \$ 3.90 | \$ 3.86 | \$ 4.56 | \$ 4.97 | \$ 5.30 |
| Net realized investment gains and losses | 0.04 | 0.06 | 1.08 | 0.23 | 0.05 | - | 0.04 | 2.39 | 1.31 | 2.43 | 1.37 | 2.43 | 1.43 | 2.48 |
| Operating income | 1.07 | 0.66 | 0.94 | 0.88 | 0.70 | 0.66 | 0.72 | 0.74 | 1.82 | 1.47 | 2.49 | 2.13 | 3.54 | 2.82 |
| Less catastrophe losses | 0.01 | (0.05) | (0.04) | (0.01) | (0.16) | (0.10) | (0.24) | (0.14) | (0.05) | (0.38) | (0.10) | (0.48) | (0.10) | (0.65) |
| Operating income before catastrophe losses | \$1.06 | \$ 0.71 | \$ 0.98 | \$ 0.89 | \$ 0.86 | \$ 0.76 | \$ 0.96 | \$ 0.88 | \$ 1.87 | \$ 1.85 | \$ 2.59 | \$ 2.61 | \$ 3.64 | \$ 3.47 |

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

Cincinnati Financial Corporation

## Top Holdings - Common Stocks

| (Dollars in millions) | As of and for twelve months ended December 31, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Actual cost | Fair value | Percent of fair value | Earned dividend income |
| Fifth Third Bancorp | \$ 185 | \$1,691 | 28.1\% | \$121 |
| The Procter \& Gamble Company | 206 | 552 | 9.2 | 10 |
| Exxon Mobil Corporation | 58 | 484 | 8.0 | 8 |
| U.S. Bancorp | 270 | 332 | 5.5 | 16 |
| PNC Financial Services Group, Inc. | 62 | 309 | 5.1 | 12 |
| AllianceBernstein Holding L.P. | 113 | 295 | 4.9 | 17 |
| Johnson \& Johnson | 218 | 267 | 4.5 | 6 |
| Wyeth | 62 | 196 | 3.3 | 5 |
| Wells Fargo \& Company | 128 | 194 | 3.2 | 7 |
| Huntington Bancshares Inc | 188 | 152 | 2.5 | 4 |
| Piedmont Natural Gas Company, Inc. | 64 | 147 | 2.4 | 6 |
| Wachovia Corp | 186 | 140 | 2.3 | 6 |
| National City Corporation | 132 | 140 | 2.3 | 16 |
| Chevron Corporation | 56 | 123 | 2.1 | 3 |
| General Electric Co. | 106 | 116 | 1.9 | 3 |
| All other common stock holdings | 681 | 882 | 14.7 | 31 |
| Total | \$2,715 | \$6,020 | 100.0\% | \$271 |

## Cincinnati Financial Corporation Subsidiaries

 Selected Balance Sheet Data| (Dollars in millions) | 12/31/2007 |  | 9/30/2007 |  | 6/30/2007 |  | 3/31/2007 |  | 12/31/2006 |  | 9/30/2006 |  | 6/30/2006 |  | 3/31/2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cincinnati Insurance Property Casualty Group |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed Maturities and Equities (Fair Value) | \$ | 8,940 | \$ | 9,586 | \$ | 9,850 | \$ | 9,837 | \$ | 9,882 | \$ | 9,393 | \$ | 8,987 | \$ | 9,261 |
| Fixed Maturities Pretax Net Unrealized Gain (Loss) |  | 58 |  | 23 |  | (30) |  | 44 |  | 47 |  | 51 |  | (55) |  | 2 |
| Equities - Pretax Net Unrealized Gain (Loss) |  | 2,077 |  | 2,657 |  | 2,917 |  | 3,017 |  | 3,166 |  | 2,859 |  | 2,621 |  | 2,758 |
| Loss and Loss Expense Reserves - STAT Surplus - STAT |  | 3,398 $\mathbf{4 , 3 0 6}$ |  | 3,461 4,782 |  | 3,374 4,937 |  | 3,373 4,741 |  | 3,356 4,750 |  | 3,314 4,607 |  | 3,237 4,342 |  | 3,169 4,334 |
| Surplus - STAT |  | 4,306 |  | 4,782 |  | 4,937 |  | 4,741 |  | 4,750 |  | 4,607 |  | 4,342 |  | 4,334 |
| The Cincinnati Life Insurance Company |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed Maturities and Equities (Fair Value) | \$ | 1,887 | \$ | 1,952 | \$ | 1,922 | \$ | 1,938 | \$ | 1,916 | \$ | 1,893 | \$ | 1,803 | \$ | 1,827 |
| Fixed Maturities Pretax Net Unrealized Gain (Loss) |  | 6 |  | 4 |  | (4) |  | 20 |  | 15 |  | 17 |  | (17) |  | 6 |
| ```Equities - Pretax Net Unrealized Gain (Loss)``` |  | 162 |  | 225 |  | 254 |  | 305 |  | 307 |  | 271 |  | 238 |  | 256 |
| Retained Earnings GAAP |  | 685 |  | 724 |  | 730 |  | 739 |  | 719 |  | 688 |  | 652 |  | 666 |
| Surplus - STAT |  | 477 |  | 485 |  | 491 |  | 483 |  | 479 |  | 461 |  | 459 |  | 470 |
|  |  | 1/2005 |  | /30/2005 | 6/30/2005 |  |  | 3/31/2005 | 12/31/2004 |  | 9/30/2004 |  | 6/30/2004 |  | 3/31/2004 |  |



Cincinnati Insurance Group GAAP Statements of Income

|  | For the Three Months Ended December 31, |  |  |  | For the Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | Change | \% Change | 2007 | 2006 | Change | \% Change |
| Revenues: |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |
| Property casualty | \$821,196,485 | \$845,479,506 | \$(24,283,021) | (2.87) | \$3,299,384,836 | \$3,321,610,148 | \$ (22,225,312) | (0.67) |
| Life |  | - |  |  | - |  |  |  |
| Accident health |  |  |  | - | (174,551,071) |  |  |  |
| Premiums ceded | $(44,194,344)$ | $(43,501,451)$ | $(692,893)$ | 1.59 | $(174,551,071)$ | $(157,587,693)$ | $(16,963,378)$ | 10.76 |
| Total premiums earned | 777,002,141 | 801,978,055 | $(24,975,914)$ | (3.11) | 3,124,833,765 | 3,164,022,455 | $(39,188,690)$ | (1.24) |
| Investment income | 100,841,548 | 93,654,263 | 7,187,285 | 7.67 | 392,580,307 | 367,304,753 | 25,275,554 | 6.88 |
| Realized gain on investments | 29,802,182 | 7,323,470 | 22,478,712 | 306.94 | 232,176,239 | 225,846,088 | 6,330,151 | 2.80 |
| Other income | 1,350,240 | 723,643 | 626,597 | 86.59 | 4,661,137 | 3,266,830 | 1,394,307 | 42.68 |
| Total revenues | \$908,996,111 | \$903,679,431 | \$ 5,316,680 | 0.59 | \$3,754,251,448 | \$3,760,440,126 | \$ (6,188,678) | (0.16) |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$415,795,751 | \$507,755,637 | \$(91,959,886) | (18.11) | \$1,939,058,201 | \$2,085,421,315 | \$(146,363,114) | (7.02) |
| Reinsurance recoveries | $(20,512,028)$ | $(5,484,567)$ | $(15,027,461)$ | 274.00 | $(106,882,598)$ | $(77,446,382)$ | $(29,436,216)$ | 38.01 |
| Commissions | 158,923,102 | 144,113,098 | 14,810,004 | 10.28 | 598,432,647 | 596,188,393 | 2,244,254 | 0.38 |
| Other operating expenses | 77,236,002 | 80,278,976 | $(3,042,974)$ | (3.79) | 302,566,198 | 292,709,156 | 9,857,042 | 3.37 |
| Interest expense | - | 496,480 | $(496,480)$ | ) | 70,051, - | 888,930 | $(888,930)$ | - |
| Taxes, licenses \& fees | 17,073,630 | 17,498,941 | $(425,311)$ | (2.43) | 70,051,616 | 72,695,021 | $(2,643,405)$ | (3.64) |
| Incr deferred acq expense | 11,031,989 | 8,862,341 | 2,169,648 | 24.48 | 2,749,119 | $(3,642,356)$ | 6,391,475 | (175.48) |
| Other expenses | 5,396,854 | 4,244,123 | 1,152,731 | 27.16 | 14,436,827 | 16,341,980 | $(1,905,153)$ | (11.66) |
| Total expenses | \$664,945,300 | \$757,765,029 | \$(92,819,729) | (12.25) | \$2,820,412,010 | \$2,983,156,057 | \$(162,744,047) | (5.46) |
| Income before income taxes | \$244,050,811 | \$145,914,402 | \$ 98,136,409 | 67.26 | \$ 933,839,438 | \$ 777,284,069 | \$ 156,555,369 | 20.14 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |
| Current operating income | \$ 58,411,169 | \$ 31,617,921 | \$ 26,793,248 | 84.74 | \$ 195,217,396 | \$ 147,254,816 | \$ 47,962,580 | 32.57 |
| Current realized investments gains and losses | 10,714,301 | 2,703,528 | 8,010,773 | 296.31 | 82,554,324 | 80,218,693 | 2,335,631 | 2.91 |
| Deferred | 943,019 | 3,407,423 | $(2,464,404)$ | (72.32) | $(13,769,174)$ | $(8,069,068)$ | $(5,700,106)$ | 70.64 |
| Total income taxes | \$ 70,068,489 | \$ 37,728,872 | \$ 32,339,617 | 85.72 | \$ 264,002,546 | \$ 219,404,441 | \$ 44,598,105 | 20.33 |
| Net income | \$173,982,322 | \$108,185,530 | \$ 65,796,792 | 60.82 | \$ 669,836,892 | \$ 557,879,628 | \$ 111,957,264 | 20.07 |

Cincinnati Insurance Group Statutory Statements of Income

|  | For the Three Months Ended December 31, |  |  |  |  | For the Twelve Months Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | \% Change | 2007 | 2006 | \% Change |
| Underwriting income |  |  |  |  |  |  |  |  |
| Net premiums written | \$ | 724,187,641 | \$ | 755,245,797 | (4.11) | \$3,116,514,912 | \$3,178,105,582 | (1.94) |
| Unearned premiums increase |  | $(52,814,420)$ |  | $(46,732,257)$ | 13.01 | $(8,318,774)$ | 14,083,124 | (159.07) |
| Earned premiums |  | 777,002,061 |  | 801,978,054 | (3.11) | 3,124,833,686 | 3,164,022,457 | (1.24) |
| Losses incurred | \$ | 291,512,942 | \$ | 379,133,413 | (23.11) | \$1,457,860,156 | \$1,640,711,403 | (11.14) |
| Allocated loss expenses incurred |  | 62,766,784 |  | 71,979,236 | (12.80) | 195,930,636 | 183,420,723 | 6.82 |
| Unallocated loss expenses incurred |  | 41,003,996 |  | 51,158,422 | (19.85) | 178,384,811 | 183,842,807 | (2.97) |
| Other underwriting expenses incurred |  | 260,736,489 |  | 246,289,916 | 5.87 | 972,581,974 | 948,113,154 | 2.58 |
| Workers compensation dividend incurred |  | 7,035,552 |  | 5,135,756 | 36.99 | 15,087,864 | 17,343,175 | (13.00) |
| Total underwriting deductions | \$ | 663,055,764 | \$ | 753,696,744 | (12.03) | \$2,819,845,441 | \$2,973,431,262 | (5.17) |
| Net underwriting gain (loss) | \$ | 113,946,297 | \$ | 48,281,310 | 136.00 | \$ 304,988,244 | \$ 190,591,195 | 60.02 |
| Investment income |  |  |  |  |  |  |  |  |
| Gross investment income earned | \$ | 100,164,635 | \$ | 94,867,708 | 5.58 | \$ 396,757,569 | \$ 371,912,860 | 6.68 |
| Net investment income earned |  | 100,375,194 |  | 93,654,263 | 7.18 | 391,822,759 | 367,304,753 | 6.68 |
| Net realized capital gains |  | 22,573,145 |  | 4,677,265 | 382.61 | 157,929,417 | 146,526,143 | 7.78 |
| Net investment gains (excl. subs) | \$ | 122,948,339 | \$ | 98,331,529 | 25.03 | \$ 549,752,176 | \$ 513,830,897 | 6.99 |
| Dividend from subsidiary |  | 122,948, - |  | 12,000,000 | - | - 549 | 26,000,000 | - |
| Net investment gains | \$ | 122,948,339 | \$ | 110,331,529 | 11.44 | \$ 549,752,176 | \$ 539,830,897 | 1.84 |
| Other income | \$ | 1,165,955 | \$ | 618,259 | 88.59 | \$ 3,960,135 | \$ 2,488,123 | 59.16 |
| Net income before federal income taxes | \$ | 238,060,591 | \$ | 159,231,098 | 49.51 | \$ 858,700,555 | \$ 732,910,214 | 17.16 |
| Federal and foreign income taxes incurred | \$ | 55,496,700 | \$ | 30,398,414 | 82.56 | \$ 186,877,064 | \$ 143,561,772 | 30.17 |
| Net income (statutory) | \$ | 182,563,891 | \$ | 128,832,684 | 41.71 | \$ 671,823,492 | \$ 589,348,442 | 13.99 |

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


## Cincinnati Insurance Group - Consolidated <br> Statutory Quarterly Analysis

(Based on reported data - see Page 27 for adjusted data)

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Net premiums written | \$ 724 | \$ 736 | \$ 810 | \$ 846 | \$ 755 | \$ 780 | \$ 814 | \$ 829 | \$1,656 | \$1,643 | \$2,393 | \$2,422 | \$3,117 | \$3,178 |
| Net premiums earned | \$ 777 | \$ 777 | \$ 786 | \$ 785 | \$ 802 | \$ 791 | \$ 793 | \$ 778 | \$1,571 | \$1,570 | \$2,348 | \$2,362 | \$3,125 | \$3,164 |
| Losses paid | \$ 375 | \$ 363 | \$ 380 | \$ 365 | \$ 375 | \$ 367 | \$ 381 | \$ 347 | \$ 744 | \$ 727 | \$1,107 | \$1,094 | \$1,481 | \$1,469 |
| Loss reserve change | (83) | 69 | (16) | 6 | 4 | 66 | 59 | 42 | (9) | 101 | 60 | 168 | (24) | 172 |
| Total losses incurred | \$ 292 | \$ 432 | \$ 364 | \$ 371 | \$ 379 | \$ 433 | \$ 440 | \$ 389 | \$ 735 | \$ 828 | \$1,167 | \$1,262 | \$1,457 | \$1,641 |
| Allocated loss expense paid | 37 | 29 | 33 | 31 | 37 | 33 | 31 | 28 | 65 | 58 | 94 | 91 | 131 | 127 |
| Allocated loss expense reserve change | 26 | 15 | 16 | 8 | 35 | 7 | 7 | 5 | 24 | 13 | 39 | 20 | 65 | 56 |
| Total allocated loss expense incurred | \$ 63 | \$ 44 | \$ 49 | \$ 39 | \$ 72 | \$ 40 | \$ 38 | \$ 33 | \$ 89 | \$ 71 | \$ 133 | \$ 111 | \$ 196 | \$ 183 |
| Unallocated loss expense paid | 46 | 44 | 41 | 46 | 49 | 40 | 38 | 40 | 87 | 78 | 132 | 118 | 178 | 167 |
| Unallocated loss expense reserve change | (6) | 4 | 1 | 2 | 2 | 3 | 2 | 10 | 3 | 12 | 6 | 15 | 2 | 17 |
| Total unallocated loss expense incurred | \$ 40 | \$ 48 | \$ 42 | \$ 48 | \$ 51 | \$ 43 | \$ 40 | \$ 50 | \$ 90 | \$ 90 | \$ 138 | \$ 133 | \$ 180 | \$ 184 |
| Underwriting expenses incurred | 267 | 230 | 242 | 249 | 251 | 243 | 231 | 239 | 489 | 471 | 719 | 714 | 988 | 965 |
| Underwriting profit (loss) | \$ 115 | \$ 23 | \$ 89 | \$ 78 | \$ 49 | \$ 32 | \$ 44 | \$ 67 | \$ 168 | \$ 110 | \$ 191 | \$ 142 | \$ 304 | \$ 191 |
| Ratio Data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio | 37.5\% | 55.6\% | 46.3\% | 47.2\% | 47.3\% | 54.8\% | 55.4\% | 50.0\% | 46.8\% | 52.7\% | 49.7\% | 53.4\% | 46.7\% | 51.9\% |
| Allocated loss expense ratio | 8.1 | 5.7 | 6.3 | 5.0 | 9.0 | 5.0 | 4.8 | 4.3 | 5.7 | 4.6 | 5.7 | 4.7 | 6.3 | 5.8 |
| Unallocated loss expense ratio | 5.3 | 6.1 | 5.3 | 6.1 | 6.4 | 5.4 | 5.1 | 6.4 | 5.7 | 5.7 | 5.8 | 5.6 | 5.7 | 5.8 |
| Net underwriting expense ratio | 37.0 | 31.3 | 29.8 | 29.4 | 33.2 | 31.2 | 28.4 | 29.0 | 29.5 | 28.7 | 30.1 | 29.5 | 31.7 | 30.4 |
| Statutory combined ratio | 87.9\% | 98.7\% | 87.7\% | 87.7\% | 95.9\% | 96.4\% | 93.7\% | 89.7\% | 87.7\% | 91.7\% | 91.3\% | 93.2\% | 90.4\% | 93.9\% |
| Statutory combined ratio excluding catastrophes | 88.1\% | 97.0\% | 86.3\% | 87.3\% | 90.4\% | 92.9\% | 85.7\% | 84.6\% | 86.8\% | 85.2\% | 90.1\% | 87.7\% | 89.5\% | 88.4\% |
| Loss Detail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | \$ 29 | \$ 24 | \$ 22 | \$ 23 | \$ 21 | \$ 22 | \$ 21 | \$ 23 | \$ 45 | \$ 44 | \$ 69 | \$ 66 | \$ 98 | \$ 87 |
| New losses \$500,000-\$750,000 | 16 | 14 | 15 | 15 | 14 | 16 | 11 | 9 | 30 | 20 | 44 | 36 | 60 | 50 |
| New losses \$750,000-\$1,000,000 | 13 | 9 | 9 | 10 | 10 | 11 | 9 | 7 | 19 | 16 | 28 | 27 | 41 | 37 |
| New losses \$1,000,000-\$2,000,000 | 24 | 26 | 26 | 28 | 25 | 25 | 22 | 9 | 54 | 31 | 80 | 56 | 104 | 81 |
| New losses \$2,000,000-\$4,000,000 | 36 | 50 | 17 | 22 | 37 | 35 | 22 | 23 | 39 | 45 | 89 | 80 | 125 | 117 |
| New losses greater than \$4,000,000 | - | 5 | - | - | - | - | - | - | - | - | 5 | - | 5 | - |
| Case reserve development above \$250,000 | 68 | 50 | 48 | 53 | 64 | 51 | 59 | 50 | 101 | 109 | 151 | 160 | 219 | 224 |
| Large losses subtotal | \$ 186 | \$ 178 | \$ 137 | \$ 151 | \$ 171 | \$ 160 | \$ 144 | \$ 121 | \$ 288 | \$ 265 | \$ 466 | \$ 425 | \$ 652 | \$ 596 |
| IBNR incurred | (43) | - | 7 | 7 | (57) | 11 | (5) | 6 | 15 | 1 | 15 | 11 | (25) | (47) |
| Catastrophe losses incurred | (2) | 13 | 11 | 3 | 44 | 27 | 64 | 39 | 15 | 103 | 28 | 131 | 26 | 175 |
| Remaining incurred | 151 | 241 | 209 | 210 | 221 | 235 | 237 | 223 | 417 | 459 | 658 | 695 | 804 | 917 |
| Total losses incurred | \$ 292 | \$ 432 | \$ 364 | \$ 371 | \$ 379 | \$ 433 | \$ 440 | \$ 389 | \$ 735 | \$ 828 | \$1,167 | \$1,262 | \$1,457 | \$1,641 |
| Loss Ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | 3.7\% | 3.1\% | 2.8\% | 2.9\% | 2.6\% | 2.8\% | 2.6\% | 3.0\% | 2.9\% | 2.8\% | 2.9\% | 2.8\% | 3.1\% | 2.7\% |
| New losses \$500,000-\$750,000 | 2.1 | 1.8 | 1.9 | 1.9 | 1.7 | 2.0 | 1.5 | 1.2 | 1.9 | 1.3 | 1.9 | 1.5 | 1.9 | 1.6 |
| New losses \$750,000-\$1,000,000 | 1.7 | 1.2 | 1.1 | 1.3 | 1.2 | 1.4 | 1.2 | 0.9 | 1.2 | 1.0 | 1.2 | 1.1 | 1.3 | 1.2 |
| New losses \$1,000,000-\$2,000,000 | 3.1 | 3.3 | 3.3 | 3.6 | 3.1 | 3.2 | 2.8 | 1.2 | 3.4 | 2.1 | 3.4 | 2.4 | 3.3 | 2.6 |
| New losses \$2,000,000-\$4,000,000 | 4.6 | 6.4 | 2.2 | 2.8 | 4.6 | 4.4 | 2.8 | 3.0 | 2.5 | 2.9 | 3.8 | 3.4 | 4.0 | 3.7 |
| New losses greater than \$4,000,000 | - | 0.6 | - | - | - | - | - | - | - | - | 0.2 | - | 0.2 | - |
| Case reserve development above \$250,000 | 8.8 | 6.4 | 6.1 | 6.8 | 8.0 | 6.3 | 7.4 | 6.4 | 6.4 | 6.9 | 6.4 | 6.8 | 7.0 | 7.1 |
| Large losses subtotal | 23.9\% | 22.9\% | 17.4\% | 19.2\% | 21.3\% | 20.1\% | 18.4\% | 15.6\% | 18.3\% | 17.0\% | 19.8\% | 18.0\% | 20.9\% | 18.8\% |
| IBNR incurred | (5.5) | - | 0.9 | 1.0 | (7.2) | 1.3 | (0.6) | 0.8 | 0.9 | 0.1 | 0.6 | 0.5 | (0.9) | (1.4) |
| Total catastrophe losses incurred | (0.2) | 1.7 | 1.4 | 0.4 | 5.5 | 3.5 | 8.0 | 5.0 | 0.9 | 6.5 | 1.2 | 5.5 | 0.8 | 5.5 |
| Remaining incurred | 19.3 | 31.0 | 26.6 | 26.6 | 27.7 | 29.9 | 29.6 | 28.6 | 26.7 | 29.1 | 28.1 | 29.4 | 25.9 | 29.0 |
| Total loss ratio | 37.5\% | 55.6\% | 46.3\% | 47.2\% | 47.3\% | 54.8\% | 55.4\% | 50.0\% | 46.8\% | 52.7\% | 49.7\% | 53.4\% | 46.7\% | 51.9\% |
| Loss Claim Count |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | 88 | 75 | 67 | 72 | 64 | 66 | 62 | 72 | 139 | 134 | 214 | 200 | 302 | 264 |
| New losses \$500,000-\$750,000 | 27 | 25 | 26 | 24 | 22 | 27 | 18 | 15 | 50 | 33 | 75 | 60 | 102 | 82 |
| New losses \$750,000-\$1,000,000 | 16 | 11 | 11 | 12 | 12 | 12 | 11 | 8 | 23 | 19 | 34 | 31 | 50 | 43 |
| New losses \$1,000,000-\$2,000,000 | 18 | 21 | 21 | 21 | 21 | 20 | 16 | 7 | 42 | 23 | 63 | 43 | 81 | 64 |
| New losses \$2,000,000-\$4,000,000 | 12 | 16 | 5 | 7 | 11 | 12 | 7 | 7 | 12 | 14 | 28 | 26 | 40 | 37 |
| New losses greater than \$4,000,000 | - | 1 | - | - | - | - | - | - | - | - | 1 | - | 1 | - |
| Case reserve development above \$250,000 | 112 | 93 | 82 | 93 | 94 | 101 | 101 | 84 | 175 | 185 | 268 | 286 | 380 | 380 |
| Large losses total | 273 | 242 | 212 | 229 | 224 | 238 | 215 | 193 | 441 | 408 | 683 | 646 | 956 | 870 |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*NM — Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.


## Cincinnati Insurance Group - Commercial Lines

Statutory Quarterly Analysis
(Based on reported data - see Page 28 for adjusted data)

| (Dollars in millions) | 12/31/07 | 9/30/07 | 6/30/07 | Three months ended |  | 9/30/06 | 6/30/06 | 3/31/06 | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3/31/07 | 12/31/06 |  |  |  | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Net premiums written | \$ 562 | \$ 544 | \$ 613 | \$ 693 | \$ 589 | \$ 582 | \$ 603 | \$ 668 | \$1,306 | \$1,271 | \$1,851 | \$1,852 | \$2,413 | \$2,442 |
| Net premiums earned | \$ 601 | \$ 600 | \$ 606 | \$ 604 | \$ 619 | \$ 602 | \$ 599 | \$ 582 | \$1,210 | \$1,181 | \$1,810 | \$1,783 | \$2,411 | \$2,402 |
| Losses paid | \$ 272 | \$ 253 | \$ 270 | \$ 259 | \$ 256 | \$ 247 | \$ 251 | \$ 234 | \$ 530 | \$ 485 | \$ 783 | \$ 732 | \$1,055 | \$ 988 |
| Loss reserve change | (53) | 66 | (12) | 23 | 5 | 63 | 53 | 53 | 11 | 105 | 77 | 169 | 23 | 174 |
| Total losses incurred | \$ 219 | \$ 319 | \$ 258 | \$ 282 | \$ 261 | \$ 310 | \$ 304 | \$ 287 | \$ 541 | \$ 590 | \$ 860 | \$ 901 | \$1,078 | \$1,162 |
| Allocated loss expense paid | 33 | 26 | 30 | 28 | 33 | 29 | 28 | 25 | 58 | 52 | 84 | 81 | 117 | 114 |
| Allocated loss expense reserve change | 27 | 16 | 16 | 8 | 37 | 7 | 6 | 5 | 24 | 12 | 40 | 19 | 67 | 56 |
| Total allocated loss expense incurred | \$ 60 | \$ 42 | \$ 46 | \$ 36 | \$ 70 | \$ 36 | \$ 34 | \$ 30 | \$ 82 | \$ 64 | \$ 124 | \$ 100 | \$ 184 | \$ 170 |
| Unallocated loss expense paid | 34 | 31 | 30 | 33 | 34 | 27 | 27 | 28 | 63 | 54 | 94 | 82 | 128 | 116 |
| Unallocated loss expense reserve change | (3) | 4 | 1 | 3 | 3 | 3 | 2 | 10 | 4 | 13 | 8 | 15 | 5 | 18 |
| Total unallocated loss expense incurred | \$ 31 | \$ 35 | \$ 31 | \$ 36 | \$ 37 | \$ 30 | \$ 29 | \$ 38 | \$ 67 | \$ 67 | \$ 102 | \$ 97 | \$ 133 | \$ 134 |
| Underwriting expenses incurred | 215 | 170 | 179 | 193 | 194 | 184 | 171 | 177 | 371 | 349 | 541 | 532 | 757 | 726 |
| Underwriting profit (loss) | \$ 76 | \$ 34 | \$ 92 | \$ 57 | \$ 57 | \$ 42 | \$ 61 | \$ 50 | \$ 149 | \$ 111 | \$ 183 | \$ 153 | \$ 259 | \$ 210 |
| Ratio Data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio | 36.4\% | 53.2\% | 42.6\% | 46.8\% | 42.2\% | 51.5\% | 50.7\% | 49.2\% | 44.7\% | 50.0\% | 47.5\% | 50.5\% | 44.8\% | 48.4\% |
| Allocated loss expense ratio | 9.9 | 7.0 | 7.6 | 5.9 | 11.3 | 6.0 | 5.7 | 5.1 | 6.8 | 5.4 | 6.8 | 5.6 | 7.6 | 7.0 |
| Unallocated loss expense ratio | 5.2 | 5.8 | 5.1 | 5.9 | 6.0 | 5.0 | 4.9 | 6.5 | 5.5 | 5.7 | 5.6 | 5.4 | 5.5 | 5.6 |
| Net underwriting expense ratio | 38.2 | 31.2 | 29.1 | 27.9 | 32.9 | 31.6 | 28.3 | 26.7 | 28.4 | 27.4 | 29.3 | 28.8 | 31.4 | 29.7 |
| Statutory combined ratio | 89.7\% | 97.2\% | 84.4\% | 86.5\% | 92.4\% | 94.1\% | 89.6\% | 87.5\% | 85.4\% | 88.5\% | 89.2\% | 90.3\% | 89.3\% | 90.7\% |
| Statutory combined ratio excluding catastrophes | 89.7\% | 97.1\% | 83.6\% | 84.7\% | 90.6\% | 91.7\% | 84.1\% | 82.4\% | 84.1\% | 83.2\% | 88.3\% | 86.0\% | 88.6\% | 87.1\% |
| Loss Detail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | \$ 21 | \$ 18 | \$ 16 | \$ 18 | \$ 17 | \$ 17 | \$ 15 | \$ 15 | \$ 34 | \$ 30 | \$ 52 | \$ 47 | \$ 73 | \$ 64 |
| New losses \$500,000-\$750,000 | 14 | 11 | 12 | 12 | 10 | 12 | 10 | 8 | 24 | 18 | 35 | 30 | 49 | 40 |
| New losses \$750,000-\$1,000,000 | 11 | 8 | 6 | 9 | 10 | 7 | 6 | 5 | 15 | 11 | 23 | 18 | 34 | 28 |
| New losses \$1,000,000-\$2,000,000 | 19 | 25 | 23 | 23 | 21 | 21 | 19 | 7 | 46 | 26 | 71 | 47 | 90 | 68 |
| New losses \$2,000,000-\$4,000,000 | 34 | 43 | 13 | 22 | 37 | 30 | 20 | 23 | 35 | 43 | 78 | 73 | 112 | 110 |
| New losses greater than \$4,000,000 | - | 5 | - | - | - | - | - | - | - | - | 5 | - | 5 | - |
| Case reserve development above \$250,000 | 60 | 45 | 46 | 49 | 58 | 46 | 52 | 45 | 95 | 97 | 140 | 143 | 200 | 201 |
| Large losses subtotal | \$ 159 | \$ 155 | \$ 116 | \$ 133 | \$ 153 | \$ 133 | \$ 122 | \$ 103 | \$ 249 | \$ 225 | \$ 404 | \$ 358 | \$ 563 | \$ 511 |
| IBNR incurred | (29) | - | 6 | 7 | (45) | 10 | (6) | 6 | 14 | - | 14 | 10 | (12) | (36) |
| Catastrophe losses incurred | - | 1 | 5 | 10 | 11 | 14 | 34 | 29 | 16 | 63 | 17 | 77 | 16 | 89 |
| Remaining incurred | 89 | 163 | 131 | 132 | 142 | 153 | 154 | 149 | 262 | 302 | 425 | 456 | 511 | 598 |
| Total losses incurred | \$ 219 | \$ 319 | \$ 258 | \$ 282 | \$ 261 | \$ 310 | \$ 304 | \$ 287 | \$ 541 | \$ 590 | \$ 860 | \$ 901 | \$1,078 | \$1,162 |
| Loss Ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | 3.4\% | 3.0\% | 2.6\% | 2.8\% | 2.5\% | 2.8\% | 2.6\% | 2.6\% | 2.7\% | 2.5\% | 2.9\% | 2.8\% | 2.9\% | 2.7\% |
| New losses \$500,000-\$750,000 | 2.2 | 1.8 | 2.0 | 2.0 | 1.5 | 2.0 | 1.8 | 1.4 | 2.0 | 1.5 | 1.9 | 1.9 | 2.0 | 1.7 |
| New losses \$750,000-\$1,000,000 | 1.8 | 1.3 | 1.0 | 1.5 | 1.5 | 1.2 | 1.0 | 0.9 | 1.2 | 0.9 | 1.3 | 1.1 | 1.4 | 1.2 |
| New losses \$1,000,000-\$2,000,000 | 3.2 | 4.2 | 3.8 | 3.8 | 3.5 | 3.5 | 3.3 | 1.2 | 3.8 | 2.2 | 3.9 | 2.6 | 3.7 | 2.8 |
| New losses \$2,000,000-\$4,000,000 | 5.7 | 7.2 | 2.1 | 3.6 | 6.2 | 5.0 | 3.3 | 4.0 | 2.9 | 3.7 | 4.3 | 4.2 | 4.5 | 4.6 |
| New losses greater than \$4,000,000 | - | 0.8 | - | - | - | - | - | - | - | - | 0.3 | - | 0.2 | - |
| Case reserve development above \$250,000 | 10.1 | 7.5 | 7.6 | 8.1 | 9.4 | 7.6 | 8.7 | 7.6 | 7.8 | 8.2 | 7.6 | 7.5 | 8.3 | 8.4 |
| Large losses subtotal | 26.4\% | 25.8\% | 19.1\% | 21.8\% | 24.6\% | 22.1\% | 20.7\% | 17.6\% | 20.4\% | 19.2\% | 22.2\% | 20.2\% | 23.2\% | 21.3\% |
| IBNR incurred | (4.8) | - | 1.0 | 1.2 | (7.3) | 1.7 | (1.0) | 0.9 | 1.1 | - | 0.8 | 0.6 | (0.5) | (1.5) |
| Total catastrophe losses incurred | - | 0.2 | 0.8 | 1.8 | 1.9 | 2.4 | 5.6 | 5.2 | 1.3 | 5.3 | 0.9 | 4.3 | 0.7 | 3.7 |
| Remaining incurred | 14.8 | 27.2 | 21.7 | 22.0 | 23.0 | 25.3 | 25.4 | 25.5 | 21.9 | 25.5 | 23.6 | 25.4 | 21.4 | 24.9 |
| Total loss ratio | 36.4\% | 53.2\% | 42.6\% | 46.8\% | 42.2\% | 51.5\% | 50.7\% | 49.2\% | 44.7\% | 50.0\% | 47.5\% | 50.5\% | 44.8\% | 48.4\% |
| Loss Claim Count |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| New losses \$250,000-\$500,000 | 64 | 57 | 49 | 57 | 50 | 51 | 46 | 48 | 106 | 94 | 163 | 145 | 227 | 195 |
| New losses \$500,000-\$750,000 | 23 | 20 | 21 | 20 | 16 | 21 | 17 | 14 | 41 | 31 | 61 | 52 | 84 | 68 |
| New losses \$750,000-\$1,000,000 | 13 | 9 | 7 | 11 | 12 | 8 | 7 | 6 | 18 | 13 | 27 | 21 | 40 | 33 |
| New losses \$1,000,000-\$2,000,000 | 14 | 20 | 19 | 17 | 18 | 17 | 14 | 5 | 36 | 19 | 56 | 36 | 70 | 54 |
| New losses \$2,000,000-\$4,000,000 | 11 | 14 | 4 | 7 | 11 | 10 | 6 | 7 | 11 | 13 | 25 | 23 | 36 | 34 |
| New losses greater than \$4,000,000 | - | 1 | - | - | - | - | - | - | - | - | 1 | - | 1 | - |
| Case reserve development above \$250,000 | 96 | 80 | 75 | 85 | 81 | 88 | 89 | 72 | 160 | 161 | 240 | 249 | 336 | 330 |
| Large losses total | 221 | 201 | 175 | 197 | 188 | 195 | 179 | 152 | 372 | 331 | 573 | 526 | 794 | 714 |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*NM — Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.


## Cincinnati Insurance Group - Personal Lines

Statutory Quarterly Analysis
(Based on reported data - see Page 29 for adjusted data)


* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*NM — Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

Cincinnati Insurance Group
Direct Written Premiums by Risk State by Line of Business for the Twelve Months Ended December 31, 2007

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk State | Comm Casualty | $\begin{gathered} \text { Comm } \\ \text { Prop } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Comm } \\ \text { Auto } \\ \hline \end{gathered}$ | Workers' Comp | Specialty Packages |  <br> Exec Risk | Mach. \& Equip | Pers Auto | Home Owner | Other Personal | $\begin{gathered} \text { 12/31/2007 } \\ \text { Agency } \\ \text { Direct } \\ \hline \end{gathered}$ | $\begin{gathered} \text { 12/31/2006 } \\ \text { Agency } \\ \text { Direct } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Commercial } \\ \text { Change } \\ \% \\ \hline \end{gathered}$ | Personal Change \% | Total Change |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| AL | \$ 21.1 | \$ 16.9 | \$ 8.5 | \$ 1.3 | \$ 7.1 | \$ 2.0 | \$ 0.6 | \$ 15.5 | \$ 22.8 | \$ 4.8 | \$ 100.6 | \$ 94.2 | 8.1 | 4.9 | 6.7 |
| AZ | 13.6 | 6.1 | 9.6 | 0.3 | 1.0 | 0.8 | 0.6 | 0.0 | 0.2 | 0.1 | 32.3 | 30.1 | 7.1 | (0.5) | 7.0 |
| AR | 10.5 | 9.6 | 6.0 | 5.2 | 3.6 | 1.3 | 0.4 | 2.6 | 2.9 | 0.8 | 42.9 | 45.3 | (5.6) | (4.5) | (5.4) |
| DE | 1.1 | 0.6 | 0.7 | 1.9 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 4.5 | 3.7 | 23.6 | 183.0 | 23.6 |
| FL | 36.3 | 25.5 | 13.4 | 1.8 | 3.1 | 2.7 | 1.0 | 12.4 | 23.4 | 3.6 | 123.2 | 121.5 | (1.5) | 8.4 | 1.4 |
| GA | 28.7 | 21.6 | 19.3 | 12.4 | 7.0 | 7.1 | 0.8 | 30.7 | 26.0 | 7.0 | 160.7 | 157.2 | 5.0 | (1.7) | 2.2 |
| ID | 9.4 | 4.4 | 4.9 | 0.2 | 0.9 | 0.9 | 0.3 | 0.0 | 0.0 | 0.0 | 20.9 | 17.0 | 22.7 | (96.2) | 22.6 |
| IL | 79.5 | 46.3 | 31.0 | 60.9 | 13.4 | 8.2 | 3.1 | 23.9 | 18.9 | 6.2 | 291.5 | 303.3 | (3.9) | (3.9) | (3.9) |
| IN | 51.2 | 38.3 | 25.2 | 30.1 | 7.9 | 7.5 | 2.3 | 27.2 | 25.7 | 6.7 | 222.3 | 229.9 | (2.3) | (5.9) | (3.3) |
| IA | 21.0 | 14.8 | 9.3 | 24.0 | 4.5 | 2.6 | 1.3 | 4.3 | 4.3 | 1.8 | 88.0 | 89.1 | (0.2) | (7.5) | (1.1) |
| KS | 7.6 | 7.6 | 4.4 | 7.1 | 3.2 | 1.4 | 0.4 | 4.8 | 6.2 | 1.3 | 44.0 | 42.4 | 7.3 | (4.5) | 3.7 |
| KY | 22.1 | 19.3 | 14.3 | 3.8 | 5.1 | 3.2 | 0.9 | 19.3 | 15.0 | 3.9 | 106.9 | 106.2 | 2.2 | (2.2) | 0.6 |
| MD | 14.6 | 6.4 | 10.6 | 12.6 | 1.0 | 1.8 | 0.3 | (0.0) | 1.4 | 0.5 | 49.2 | 47.1 | 4.4 | 3.8 | 4.4 |
| MI | 38.3 | 24.2 | 16.7 | 20.2 | 12.5 | 6.1 | 1.7 | 12.5 | 15.5 | 3.3 | 150.9 | 166.3 | (9.1) | (10.0) | (9.3) |
| MN | 25.9 | 17.0 | 10.0 | 8.3 | 3.9 | 2.5 | 1.1 | 6.3 | 5.4 | 2.9 | 83.4 | 84.5 | 0.2 | (8.1) | (1.3) |
| MO | 27.7 | 20.3 | 12.9 | 19.4 | 5.3 | 2.4 | 1.2 | 2.6 | 4.2 | 0.9 | 96.9 | 92.4 | 7.0 | (14.3) | 4.9 |
| MT | 14.4 | 7.3 | 7.1 | 0.1 | 0.9 | 0.4 | 0.4 | 0.1 | 0.1 | 0.0 | 30.6 | 28.6 | 7.0 | 4.0 | 7.0 |
| NE | 6.8 | 5.5 | 3.5 | 8.6 | 1.4 | 1.0 | 0.4 | 1.0 | 1.2 | 0.3 | 29.7 | 32.0 | (5.9) | (19.2) | (7.2) |
| NH | 2.8 | 1.9 | 1.4 | 2.4 | 0.8 | 0.5 | 0.1 | 0.7 | 0.7 | 0.4 | 11.8 | 12.1 | (1.8) | (8.6) | (2.9) |
| NY | 32.9 | 7.6 | 10.3 | 2.4 | 1.5 | 3.6 | 0.6 | 0.0 | 0.0 | 0.0 | 59.0 | 50.4 | 17.1 | 10.8 | 17.1 |
| NC | 44.4 | 30.2 | 23.1 | 28.9 | 12.4 | 7.9 | 1.4 | 1.0 | 1.6 | 2.5 | 153.5 | 149.3 | 3.2 | (7.0) | 2.8 |
| ND | 5.1 | 3.6 | 2.6 | 0.0 | 0.8 | 0.6 | 0.2 | 0.6 | 0.6 | 0.2 | 14.3 | 12.6 | 16.6 | (12.1) | 13.2 |
| OH | 160.4 | 93.0 | 70.5 | (0.4) | 21.5 | 25.9 | 4.5 | 132.0 | 92.4 | 30.5 | 630.3 | 668.3 | (6.3) | (4.8) | (5.7) |
| PA | 47.9 | 28.8 | 29.1 | 53.8 | 9.8 | 5.9 | 1.7 | 8.0 | 6.4 | 3.3 | 194.8 | 198.6 | (2.1) | (0.5) | (1.9) |
| SC | 14.6 | 9.7 | 9.1 | 5.6 | 2.4 | 2.9 | 0.4 | 0.0 | 0.1 | 0.2 | 44.9 | 43.7 | 2.8 | 28.1 | 2.9 |
| SD | 4.5 | 2.9 | 2.3 | 4.3 | 0.4 | 0.5 | 0.2 | 0.0 | 0.0 | 0.0 | 15.1 | 14.2 | 6.8 | (10.9) | 6.7 |
| TN | 26.2 | 18.4 | 15.2 | 12.9 | 8.6 | 4.1 | 1.0 | 8.2 | 8.6 | 3.0 | 106.2 | 104.3 | 1.2 | 4.5 | 1.8 |
| UT | 11.7 | 4.1 | 5.0 | 0.0 | 0.4 | 1.6 | 0.3 | 0.0 | 0.0 | 0.0 | 23.2 | 18.5 | 25.4 | 12.7 | 25.4 |
| VT | 5.4 | 4.3 | 2.9 | 7.5 | 1.1 | 0.8 | 0.3 | 0.8 | 0.9 | 0.3 | 24.2 | 22.8 | 6.9 | (2.8) | 6.0 |
| VA | 34.0 | 24.9 | 22.5 | 23.3 | 4.9 | 5.4 | 1.1 | 10.0 | 8.3 | 2.9 | 137.2 | 143.3 | (4.4) | (3.6) | (4.3) |
| WV | 8.6 | 6.1 | 5.9 | 0.0 | 2.3 | 1.0 | 0.3 | 0.0 | 0.9 | 0.3 | 25.4 | 26.3 | (3.5) | (6.6) | (3.6) |
| WI | 29.8 | 18.2 | 12.6 | 25.2 | 4.7 | 2.4 | 1.6 | 9.3 | 7.6 | 3.3 | 114.7 | 119.0 | (2.8) | (7.8) | (3.7) |
| All Other | 5.3 | 4.3 | 4.1 | 4.9 | 0.1 | 1.4 | 0.2 | 0.0 | 0.2 | 0.0 | 20.7 | 19.1 | 8.2 | 11.6 | 8.3 |
| Total | \$863.2 | \$549.9 | \$424.1 | \$389.1 | \$153.7 | \$116.4 | \$30.9 | \$333.9 | \$301.5 | \$91.0 | \$3,253.6 | \$3,293.5 | (0.5) | (3.5) | (1.2) |
| Other Direct | 1.0 | 1.5 | 0.8 | 6.7 | 0.4 | 0.0 | 0.0 | 0.9 | 2.6 | 1.8 | 15.7 | 18.6 | (17.9) | 15.7 | (15.6) |
| Total Direct | \$864.2 | \$551.4 | \$424.9 | \$395.8 | \$154.1 | \$116.4 | \$30.9 | \$334.8 | \$304.1 | \$92.8 | \$3,269.3 | \$3,312.1 | (0.7) | (3.4) | (1.3) |

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

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Commercial casualty: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 189 | \$ 179 | \$ 218 | \$ 245 | \$ 204 | \$ 196 | \$ 209 | \$ 228 | \$ 462 | \$ 437 | \$ 641 | \$ 634 | \$ 830 | \$ 838 |
| Earned premiums | 204 | 205 | 209 | 209 | 219 | 207 | 208 | 197 | 418 | 405 | 623 | 613 | 827 | 831 |
| Loss and loss expenses ratio | 32.0\% | 63.7\% | 54.6\% | 53.5\% | 58.8\% | 49.4\% | 51.8\% | 51.3\% | 54.2\% | 51.6\% | 57.4\% | 50.8\% | 51.1\% | 53.0\% |
| Less catastrophe loss ratio | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Loss and loss expenses excluding catastrophe loss ratio | 32.0\% | 63.7\% | 54.6\% | 53.5\% | 58.8\% | 49.4\% | 51.8\% | 51.3\% | 54.2\% | 51.6\% | 57.4\% | 50.8\% | 51.1\% | 53.0\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial property: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 116 | \$ 120 | \$ 125 | \$ 138 | \$ 124 | \$ 126 | \$ 122 | \$ 134 | \$ 263 | \$ 256 | \$ 383 | \$ 381 | \$ 499 | \$ 505 |
| Earned premiums | 124 | 125 | 125 | 123 | 123 | 123 | 123 | 121 | 248 | 244 | 373 | 367 | 497 | 491 |
| Loss and loss expenses ratio | 32.9\% | 61.5\% | 45.8\% | 53.6\% | 47.0\% | 54.9\% | 55.8\% | 72.6\% | 49.7\% | 64.2\% | 53.7\% | 61.0\% | 48.5\% | 57.5\% |
| Less catastrophe loss ratio | - | (1.4) | 3.2 | 6.9 | 7.1 | 9.9 | 15.9 | 22.7 | 5.0 | 19.3 | 2.9 | 16.1 | 2.2 | 13.9 |
| Loss and loss expenses excluding catastrophe loss ratio | 32.9\% | 62.9\% | 42.6\% | 46.7\% | 39.9\% | 45.0\% | 39.9\% | 49.9\% | 44.7\% | 44.9\% | 50.8\% | 44.9\% | 46.3\% | 43.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial auto: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 100 | \$ 92 | \$ 112 | \$ 124 | \$ 105 | \$ 105 | \$ 115 | \$ 126 | \$ 236 | \$ 240 | \$ 329 | \$ 345 | \$ 429 | \$ 450 |
| Earned premiums | 110 | 108 | 110 | 113 | 116 | 113 | 112 | 112 | 223 | 224 | 331 | 337 | 440 | 453 |
| Loss and loss expenses ratio | 60.3\% | 66.9\% | 62.9\% | 64.6\% | 58.5\% | 72.8\% | 57.0\% | 57.7\% | 63.4\% | 57.4\% | 64.5\% | 62.5\% | 63.5\% | 61.5\% |
| Less catastrophe loss ratio | (0.2) | 0.4 | - | (0.2) | 0.6 | (0.5) | 3.1 | 0.6 | - | 1.9 | 0.1 | 1.0 | - | 0.9 |
| Loss and loss expenses excluding catastrophe loss ratio | 60.5\% | 66.5\% | 62.9\% | 64.8\% | 57.9\% | 73.3\% | 53.9\% | 57.1\% | 63.4\% | 55.5\% | 64.4\% | 61.5\% | 63.5\% | 60.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Workers' compensation: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 88 | \$ 84 | \$ 92 | \$ 113 | \$ 91 | \$ 85 | \$ 91 | \$ 111 | \$ 206 | \$ 203 | \$ 289 | \$ 288 | \$ 378 | \$ 379 |
| Earned premiums | 93 | 94 | 95 | 92 | 95 | 93 | 90 | 88 | 187 | 178 | 280 | 271 | 373 | 366 |
| Loss and loss expenses ratio | 113.6\% | 82.0\% | 66.8\% | 76.5\% | 89.3\% | 90.3\% | 83.1\% | 78.6\% | 71.5\% | 80.8\% | 75.0\% | 84.1\% | 84.6\% | 85.4\% |
| Less catastrophe loss ratio | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Loss and loss expenses excluding catastrophe loss ratio | 113.6\% | 82.0\% | 66.8\% | 76.5\% | 89.3\% | 90.3\% | 83.1\% | 78.6\% | 71.5\% | 80.8\% | 75.0\% | 84.1\% | 84.6\% | 85.4\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Specialty package: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 36 | \$ 34 | \$ 36 | \$ 41 | \$ 35 | \$ 35 | \$ 34 | \$ 40 | \$ 77 | \$ 74 | \$ 111 | \$ 109 | \$ 146 | \$ 144 |
| Earned premiums | 36 | 36 | 37 | 36 | 35 | 35 | 35 | 36 | 73 | 71 | 109 | 106 | 146 | 141 |
| Loss and loss expenses ratio | 41.9\% | 76.7\% | 49.9\% | 69.6\% | 44.9\% | 74.2\% | 82.1\% | 64.3\% | 59.6\% | 73.1\% | 65.3\% | 73.5\% | 59.4\% | 66.3\% |
| Less Catastrophe loss ratio | 0.6 | 6.2 | 2.6 | 7.0 | 5.8 | 7.1 | 29.2 | 3.6 | 4.7 | 16.2 | 5.2 | 13.3 | 4.1 | 11.4 |
| Loss and loss expenses excluding catastrophe loss ratio | 41.3\% | 70.5\% | 47.3\% | 62.6\% | 39.1\% | 67.1\% | 52.9\% | 60.7\% | 54.9\% | 56.9\% | 60.1\% | 60.2\% | 55.3\% | 54.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Surety and executive risk: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 26 | \$ 28 | \$ 23 | \$ 25 | \$ 23 | \$ 28 | \$ 24 | \$ 22 | \$ 48 | \$ 46 | \$ 76 | \$ 74 | \$ 102 | \$ 97 |
| Earned premiums | 27 | 25 | 24 | 24 | 24 | 24 | 24 | 21 | 47 | 45 | 73 | 69 | 100 | 93 |
| Loss and loss expenses ratio | 55.7\% | 36.5\% | 49.3\% | 24.0\% | 36.3\% | 47.3\% | 89.6\% | 26.5\% | 36.7\% | 60.1\% | 36.7\% | 55.6\% | 41.8\% | 50.7\% |
| Less catastrophe loss ratio | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Loss and loss expenses excluding catastrophe loss ratio | 55.7\% | 36.5\% | 49.3\% | 24.0\% | 36.3\% | 47.3\% | 89.6\% | 26.5\% | 36.7\% | 60.1\% | 36.7\% | 55.6\% | 41.8\% | 50.7\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery and equipment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 7 | \$ 7 | \$ 7 | \$ 7 | \$ 7 | \$ 7 | \$ 8 | \$ 7 | \$ 14 | \$ 15 | \$ 22 | \$ 22 | \$ 29 | \$ 29 |
| Earned premiums | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 14 | 14 | 21 | 20 | 28 | 27 |
| Loss and loss expense ratio | 27.8\% | 34.7\% | 20.4\% | 28.2\% | 62.4\% | 45.2\% | 27.0\% | 32.2\% | 24.3\% | 29.6\% | 27.8\% | 34.8\% | 27.8\% | 42.0\% |
| Less catastrophe loss ratio | (0.8) | 1.3 | - | (1.6) | (0.5) | 2.1 | - | - | (0.8) | 0.1 | (0.1) | 0.8 | (0.3) | 0.4 |
| Loss and loss expense excluding catastrophe loss ratio | 28.6\% | 33.4\% | 20.4\% | 29.8\% | 62.9\% | 43.1\% | 27.0\% | 32.2\% | 25.1\% | 29.5\% | 27.9\% | 34.0\% | 28.1\% | 41.6\% |

* 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 Group
Quarterly Property Casualty Data - By Personal Lines of Business

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Personal auto: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 75 | \$ 92 | \$ 93 | \$ 72 | \$ 79 | \$ 96 | \$ 104 | \$ 79 | \$ 164 | \$ 184 | \$ 256 | \$ 279 | \$ 332 | \$ 359 |
| Earned premiums | 83 | 85 | 86 | 88 | 91 | 95 | 98 | 101 | 174 | 199 | 259 | 294 | 342 | 385 |
| Loss and loss expenses ratio | 65.3\% | 67.7\% | 67.6\% | 66.5\% | 74.3\% | 60.6\% | 65.8\% | 60.1\% | 67.1\% | 62.9\% | 67.3\% | 62.2\% | 66.8\% | 65.0\% |
| Less catastrophe loss ratio | (0.3) | 0.7 | (0.3) | (2.3) | 5.7 | 1.4 | 3.6 | 0.8 | (1.3) | 2.2 | (0.6) | 2.0 | (0.6) | 2.8 |
| Loss and loss expenses excluding catastrophe loss ratio | 65.6\% | 67.0\% | 67.9\% | 68.8\% | 68.6\% | 59.2\% | 62.2\% | 59.3\% | 68.4\% | 60.7\% | 67.9\% | 60.2\% | 67.4\% | 62.2\% |
| Homeowner: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 66 | \$ 77 | \$ 80 | \$ 61 | \$ 66 | \$ 79 | \$ 83 | \$ 62 | \$ 141 | \$ 144 | \$ 218 | \$ 224 | \$ 284 | \$ 290 |
| Earned premiums | 71 | 70 | 72 | 71 | 70 | 72 | 74 | 73 | 143 | 146 | 214 | 219 | 285 | 289 |
| Loss and loss expenses ratio | 36.6\% | 82.7\% | 66.9\% | 50.0\% | 80.8\% | 93.9\% | 93.1\% | 64.0\% | 58.5\% | 78.6\% | 66.5\% | 83.7\% | 59.0\% | 83.0\% |
| Less catastrophe loss ratio | (2.3) | 15.6 | 8.3 | (7.5) | 36.0 | 15.0 | 33.1 | 11.1 | 0.4 | 22.1 | 5.4 | 19.8 | 3.5 | 23.7 |
| Loss and loss expenses excluding catastrophe loss ratio | 38.9\% | 67.1\% | 58.6\% | 57.5\% | 44.8\% | 78.9\% | 60.0\% | 52.9\% | 58.1\% | 56.5\% | 61.1\% | 63.9\% | 55.5\% | 59.3\% |
| Other personal: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Written premiums | \$ 21 | \$ 23 | \$ 24 | \$ 20 | \$ 21 | \$ 23 | \$ 24 | \$ 20 | \$ 44 | \$ 44 | \$ 67 | \$ 67 | \$ 88 | \$ 87 |
| Earned premiums | 22 | 22 | 22 | 22 | 22 | 22 | 22 | 22 | 43 | 45 | 65 | 66 | 87 | 88 |
| Loss and loss expenses ratio | 24.1\% | 57.9\% | 62.8\% | 43.4\% | 45.6\% | 63.3\% | 80.9\% | 47.4\% | 53.1\% | 64.2\% | 54.7\% | 63.9\% | 47.0\% | 59.4\% |
| Less Catastrophe loss ratio | 0.6 | 3.7 | 3.5 | (0.1) | 9.9 | 5.2 | 10.8 | 3.8 | 1.3 | 7.4 | 2.0 | 6.6 | 1.7 | 7.4 |
| Loss and loss expenses excluding catastrophe loss ratio | 23.5\% | 54.2\% | 59.3\% | 43.5\% | 35.7\% | 58.1\% | 70.1\% | 43.6\% | 51.8\% | 56.8\% | 52.7\% | 57.3\% | 45.3\% | 52.0\% |

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

Cincinnati Insurance Group Quarterly Detailed Loss Analysis

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| All Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | \$ 515 | \$ 558 | \$ 484 | \$ 472 | \$ 539 | \$ 526 | \$ 468 | \$ 414 | \$ 956 | \$ 882 | \$1,515 | \$1,407 | \$2,029 | \$1,947 |
| Loss and loss expenses - prior AY's | (118) | (47) | (40) | (18) | (81) | (37) | (13) | 18 | (58) | 5 | (106) | (32) | (223) | (113) |
| Catastrophes - current AY | (1) | 15 | 15 | 17 | 42 | 29 | 67 | 38 | 31 | 105 | 48 | 134 | 46 | 176 |
| Catastrophes - prior AY's | (1) | (2) | (4) | (13) | 2 | (2) | (3) | 1 | (17) | (2) | (20) | (4) | (20) | (2) |
| Total | \$ 395 | \$ 524 | \$ 455 | \$ 458 | \$ 502 | \$ 516 | \$ 519 | \$ 471 | \$ 912 | \$ 990 | \$1,437 | \$1,505 | \$1,832 | \$2,008 |
| Ratio to Earned Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | 66.3\% | 71.9\% | 61.6\% | 60.2\% | 67.2\% | 66.4\% | 59.1\% | 53.2\% | 60.9\% | 56.2\% | 64.5\% | 59.7\% | 64.9\% | 61.6\% |
| Loss and loss expenses - prior AY's | (15.2) | (6.2) | (5.1) | (2.3) | (10.1) | (4.7) | (1.7) | 2.4 | (3.7) | 0.3 | (4.5) | (1.3) | (7.1) | (3.6) |
| Catastrophes - current AY | (0.1) | 2.0 | 1.9 | 2.1 | 5.4 | 3.7 | 8.5 | 4.9 | 2.0 | 6.7 | 2.0 | 5.7 | 1.4 | 5.6 |
| Catastrophes - prior AY's | (0.1) | (0.3) | (0.5) | (1.7) | 0.2 | (0.2) | (0.5) | 0.2 | (1.1) | (0.2) | (0.9) | (0.2) | (0.6) | (0.1) |
| Total | 50.9\% | 67.4\% | 57.9\% | 58.3\% | 62.6\% | 65.2\% | 65.3\% | 60.6\% | 58.1\% | 63.0\% | 61.1\% | 63.9\% | 58.6\% | 63.5\% |


| Commercial Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | \$ 412 | \$ 433 | \$ 370 | \$ 357 | \$ 421 | \$ 396 | \$ 349 | \$ 310 | \$ 727 | \$ 659 | \$1,159 | \$1,054 | \$1,571 | \$1,476 |
| Loss and loss expenses - prior AY's | (102) | (38) | (40) | (13) | (64) | (33) | (15) | 14 | (53) | (1) | (91) | (34) | (193) | (98) |
| Catastrophes - current AY | - | 5 | 8 | 13 | 9 | 15 | 35 | 28 | 21 | 63 | 27 | 78 | 26 | 87 |
| Catastrophes - prior AY's | 0 | (4) | (3) | (3) | 2 | (1) | (1) | 1 | (6) | - | (10) | (1) | (10) | 1 |
| Total | \$ 310 | \$ 396 | \$ 335 | \$ 354 | \$ 368 | \$ 377 | \$ 368 | \$ 353 | \$ 689 | \$ 721 | \$1,085 | \$1,097 | \$1,394 | \$1,466 |
| Ratio to Earned Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | 68.5\% | 72.2\% | 61.0\% | 59.0\% | 67.9\% | 65.7\% | 58.3\% | 53.3\% | 60.0\% | 55.8\% | 64.0\% | 59.2\% | 65.2\% | 61.4\% |
| Loss and loss expenses - prior AY's | (17.0) | (6.4) | (6.6) | (2.1) | (10.3) | (5.5) | (2.5) | 2.5 | (4.3) | 0.0 | (5.0) | (1.9) | (8.0) | (4.1) |
| Catastrophes - current AY | 0.0 | 0.9 | 1.4 | 2.2 | 1.6 | 2.5 | 5.9 | 4.8 | 1.8 | 5.4 | 1.6 | 4.4 | 1.1 | 3.7 |
| Catastrophes - prior AY's | (0.0) | (0.8) | (0.5) | (0.4) | 0.3 | (0.2) | (0.4) | 0.2 | (0.5) | (0.1) | (0.6) | (0.1) | (0.4) | - |
|  | 51.5\% | 66.0\% | 55.3\% | 58.6\% | 59.5\% | 62.6\% | 61.3\% | 60.8\% | 57.0\% | 61.1\% | 60.0\% | 61.6\% | 57.9\% | $\underline{61.0 \%}$ |


| Personal Lines |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY | \$ | 103 | \$ 125 | \$ 114 | \$ 115 |  | 118 | \$ 130 | \$ 119 | \$ 104 | \$ 229 | \$ 223 |  | 356 | \$ | 353 |  | 458 | \$ | 471 |
| Loss and loss expenses - prior AY's |  | (16) | (9) | - | (5) |  | (17) | (4) | 2 | 4 | (5) | 6 |  | (15) |  | 2 |  | (30) |  | (15) |
| Catastrophes - current AY |  | (1) | 10 | 7 | 4 |  | 33 | 14 | 32 | 10 | 10 | 42 |  | 21 |  | 56 |  | 20 |  | 89 |
| Catastrophes - prior AY's |  | (1) | 2 | (1) | (10) |  | - | (1) | (2) | - | (11) | (2) |  | (10) |  | (3) |  | (10) |  | (3) |
| Total | \$ | 85 | \$ 128 | \$ 120 | \$ 104 | \$ | 134 | \$ 139 | \$ 151 | \$ 118 | \$ 223 | \$ 269 | \$ | 352 | \$ | 408 | \$ | 438 | \$ | 542 |
| Ratio to Earned Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss and loss expenses - current AY |  | 58.5\% | 70.8\% | 63.3\% | 64.4\% |  | 64.9\% | 68.8\% | 61.5\% | 53.1\% | 63.8\% | 57.3\% |  | 66.1\% |  | 61.0\% |  | 64.2\% |  | 61.9\% |
| Loss and loss expenses - prior AY's |  | (8.9) | (5.3) | (0.1) | (3.0) |  | (9.4) | (2.2) | 0.7 | 2.0 | (1.5) | 1.4 |  | (2.8) |  | 0.3 |  | (4.2) |  | (2.0) |
| Catastrophes - current AY |  | (0.7) | 5.9 | 3.8 | 2.0 |  | 18.1 | 7.3 | 16.4 | 5.1 | 2.9 | 10.7 |  | 3.9 |  | 9.7 |  | 2.7 |  | 11.7 |
| Catastrophes - prior AY's |  | (0.3) | 1.1 | (0.3) | (6.1) |  | (0.2) | (0.3) | (0.8) | (0.1) | (3.2) | (0.4) |  | (1.8) |  | (0.5) |  | (1.4) |  | (0.4) |
| Total |  | 48.6\% | 72.5\% | 66.7\% | 57.3\% |  | 73.4\% | 73.7\% | 77.9\% | 60.1\% | 62.0\% | 69.0\% |  | 65.4\% |  | 70.5\% |  | 61.3\% |  | 71.2\% |

Cincinnati Insurance Group 10-Year Property Casualty Data - Consolidated

| (Dollars in millions) | Years ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | 1999 | 1998 |
| Premiums |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory)* | \$ 3,149 | \$ 3,172 | \$ 3,097 | \$ 3,026 | \$ 2,789 | \$ 2,496 | \$ 2,188 | \$ 1,936 | \$ 1,681 | \$ 1,558 |
| Codification | - | - | - | - | - | - | 402 | (55) | - | - |
| Written premium adjustment - statutory only | (32) | 6 | (21) | (29) | 26 | 117 | - | - | - | - |
| Reported written premiums (statutory)** | 3,117 | 3,178 | 3,076 | 2,997 | 2,815 | 2,613 | 2,590 | 1,881 | 1,681 | 1,558 |
| Unearned premiums change | 8 | (14) | (18) | (78) | (162) | (222) | (517) | (53) | (23) | (15) |
| Earned premiums (GAAP) | \$ 3,125 | \$ 3,164 | \$ 3,058 | \$ 2,919 | \$ 2,653 | \$ 2,391 | \$ 2,073 | \$ 1,828 | \$ 1,658 | \$ 1,543 |
| Year-over-year growth rate: |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | (0.7)\% | 2.4\% | 2.3\% | 8.5\% | 11.7\% | 14.0\% | 13.0\% | 15.2\% | 7.9\% | 6\% |
| Written premiums (statutory) | (1.9)\% | 3.3\% | 2.6\% | 6.5\% | 7.7\% | 0.9\% | 37.7\% | 11.9\% | 7.9\% | 5.8\% |
| Earned premiums | (1.2)\% | 3.5\% | 4.8\% | 10.0\% | 11.0\% | 15.3\% | 13.4\% | 10.3\% | 7.5\% | 6.1\% |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |
| Reported statutory combined ratio* | 90.3\% | 93.9\% | 89.0 | 89.4\% | 94.2\% | 98.4\% | 99.5\% | 112.5\% | 100.4\% | 104.2\% |
| Codification | - | - | - | - | - | - | 4.1 | (0.9) | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 1.2 | - | (1.7) | - | - |
| One-time item | - | - | - | - | 0.8 | - | - | (1.7) | - | - |
| Statutory combined ratio (adjusted) | 90.3\% | 93.9\% | 89.0\% | 89.4\% | 95.0\% | 99.6\% | 103.6\% | 109.9\% | 100.4\% | 104.2\% |
| Less catastrophe losses | 0.8 | 5.5 | 4.1 | 5.1 | 3.6 | 3.6 | 3.1 | 2.7 | 2.5 | 6.1 |
| Statutory combined ratio excluding catastrophe losses (adjusted) | 89.5\% | 88.4\% | 84.9\% | 84.3\% | 91.4\% | 96.0\% | 100.5\% | 107.2\% | 97.9\% | 98.1\% |
| Reported commission expense ratio* | 19.2\% | 18.7\% | 19.3\% | 19.2\% | 17.6\% | 15.9\% | 13.9\% | 17.4\% | 17.4\% | 17.6\% |
| Codification | - | - | - | - | - | - | 2.6 | (0.5) | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 0.8 | - | - | - | - |
| One-time item | - | - | - | - | - | - | - | - | - | - |
| Commission expense ratio (adjusted) | 19.2\% | 18.7\% | 19.3\% | 19.2\% | 17.6\% | 16.7\% | 16.5\% | 16.9\% | 17.4\% | 17.6\% |
| Reported other expense ratio* | 12.5\% | 11.7\% | 10.5\% | 10.1\% | 8.9\% | 9.6\% | 8.7\% | 12.6\% | 11.4\% | 11.9\% |
| Codification | - | - | - | - | - | - | 1.5 | (0.4) | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 0.4 | - | - | - | - |
| One-time item | - | - | - | - | 0.8 | - | - | (1.7) | - | - |
| Other expense ratio (adjusted) | 12.5\% | 11.7\% | 10.5\% | 10.1\% | 9.7\% | 10.0\% | 10.2\% | 10.5\% | 11.4\% | 11.9\% |
| Reported statutory expense ratio* | 31.7\% | 30.4\% | 29.8\% | 29.3\% | 26.5\% | 25.5\% | 22.6\% | 30.0\% | 28.8\% | 29.5\% |
| Codification | - | - | - | - | - | - | 4.1 | (0.9) | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 1.2 | - | - | - | - |
| One-time item | - | - | - | - | 0.8 | - | - | (1.7) | - | - |
| Statutory expense ratio (adjusted) | 31.7\% | 30.4\% | 29.8\% | 29.3\% | 27.3\% | 26.7\% | 26.7\% | 27.4\% | 28.8\% | 29.5\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 90.3\% | 94.3\% | 89.2\% | 89.8\% | 94.7\% | 99.7\% | 104.9\% | 112.8\% | 100.2\% | 104.3\% |
| One-time item | - | - | - | - | 0.8 | - | - | (2.1) | - | - |
| GAAP combined ratio before one-time item | 90.3\% | 94.3\% | 89.2\% | 89.8\% | 95.5\% | 99.7\% | 104.9\% | 110.7\% | 100.2\% | 104.3\% |
| Written premiums to surplus |  |  |  |  |  |  |  |  |  |  |
| Adjusted premiums to statutory surplus ratio | 0.731 | 0.668 | 0.739 | 0.721 | 1.002 | 1.067 | 0.864 |  |  |  |
| Written premium adjustment | (0.007) | 0.001 | (0.005) | (0.007) | 0.010 | 0.050 | 0.159 |  |  |  |
| Reported premiums to statutory surplus ratio | 0.724 | 0.669 | 0.734 | 0.714 | 1.012 | 1.117 | 1.023 |  |  |  |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*nm —Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.
** Prior to 2001, property casualty written premiums were recognized as they were billed throughout the policy period. Effective January 1, 2001, written premiums have been recognized on an annualized basis at the effective date of the policy. Written premiums for 2000 were reclassified to conform with the 2001 presentation; information was not readily available to reclassify earlier year statutory data. The growth rates in written premiums between 1999 and 2000 are overstated because 1999 premiums are shown on a billed basis.

Cincinnati Insurance Group
6-Year Property Casualty Data - Commercial Lines

| (Dollars in millions) | Years ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums |  |  |  |  |  |  |
| Adjusted written premiums (statutory)* | \$2,444 | \$2,435 | \$2,306 | \$2,209 | \$2,009 | \$1,795 |
| Codification | - | - | - | - | - | - |
| Written premium adjustment statutory only | (31) | 7 | (16) | (23) | 22 | 110 |
| Reported written premiums (statutory) | \$2,413 | \$2,442 | \$2,290 | \$2,186 | \$2,031 | \$1,905 |
| Unearned premiums change | (2) | (40) | (36) | (60) | (123) | (184) |
| Earned premiums (GAAP) | \$2,411 | \$2,402 | \$2,254 | \$2,126 | \$1,908 | \$1,721 |
| Year-over-year growth rate: |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | 0.4\% | 5.6\% | 4.4\% | 10.0\% | 11.9\% | 15.8\% |
| Written premiums (statutory) | (1.2)\% | 6.7\% | 4.7\% | 7.6\% | 6.6\% | 4.2\% |
| Earned premiums | 0.4\% | 6.6\% | 6.0\% | 11.4\% | 10.8\% | 18.6\% |
| Statutory combined ratio |  |  |  |  |  |  |
| Reported statutory combined ratio* | 89.2\% | 90.8\% | 87.1\% | 83.7\% | 90.9\% | 95.3\% |
| Codification | - | - | - | - | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 1.5 |
| One-time item | - | - | - | - | 0.7 | - |
| Statutory combined ratio (adjusted) | 89.2\% | 90.8\% | 87.1\% | 83.7\% | 91.6\% | 96.8\% |
| Less catastrophe losses | 0.6 | 3.7 | 3.4 | 3.4 | 2.2 | 2.3 |
| Statutory combined ratio excluding catastrophe losses (adjusted) | 88.6\% | 87.1\% | 83.7\% | 80.3\% | 89.4\% | 94.5\% |
| GAAP combined ratio |  |  |  |  |  |  |
| GAAP combined ratio | 89.2\% | 91.3\% | 87.4\% | 84.1\% | 91.3\% | 96.6\% |
| One-time item | - | - | - | - | 0.8 | - |
| GAAP combined ratio before one-time item | 89.2\% | 91.3\% | 87.4\% | 84.1\% | 92.1\% | 96.6\% |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*nm — Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

Cincinnati Insurance Group
6-Year Property Casualty Data - Personal Lines

| (Dollars in millions) | Years ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 | 2005 |  | 2004 |  | 2003 |  | 2002 |
| Premiums |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums |  |  |  |  |  |  |  |  |  |  |
| Codification | - |  | - | - |  | - |  | - |  | - |
| Written premium adjustment statutory only | (1) |  | (1) | (5) |  | (6) |  | 4 |  | 7 |
| Reported written premiums (statutory) | \$ 704 |  |  | \$ 786 |  | 811 |  |  | \$ |  |
| Unearned premiums change | 10 |  | 26 | 18 |  | (18) |  | (39) |  | (38) |
| Earned premiums (GAAP) | \$ 714 | \$ | 762 | \$ 804 |  | 793 |  | 745 | \$ | 670 |

Year-over-year growth rate:

| Adjusted written premiums |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| (statutory) | $(4.3) \%$ | $(6.8) \%$ | $(3.2) \%$ | $4.7 \%$ | $12.0 \%$ |
| Written premiums (statutory) | $(4.4) \%$ | $(6.4) \%$ | $(3.1) \%$ | $3.4 \%$ | $10.8 \%$ |
| Earned premiums | $(6.3) \%$ | $(5.2) \%$ | $1.4 \%$ | $6.4 \%$ | $11.2 \%$ |


| Statutory combined ratio |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported statutory combined ratio* | 94.1\% | 103.6\% | 94.3 | 104.6\% | 102.9\% | 106.5\% |
| Codification | - | - | - | - | - | - |
| Written premium adjustment statutory only | nm | nm | nm | nm | nm | 0.3 |
| One-time item | - | - | - | - | 1.0 | - |
| Statutory combined ratio (adjusted) | 94.1\% | 103.6\% | 94.3\% | 104.6\% | 103.9\% | 106.8\% |
| Less catastrophe losses | 1.3 | 11.3 | 6.3 | 9.7 | 7.3 | 7.1 |
| Statutory combined ratio excluding catastrophe losses (adjusted) | 92.8\% | 92.3\% | 88.0\% | 94.9\% | 96.6\% | 99.7\% |
| GAAP combined ratio |  |  |  |  |  |  |
| GAAP combined ratio | 93.9\% | 103.6\% | 94.4\% | 105.0\% | 103.6\% | 107.6\% |
| One-time item | - | - | - | - | 1.1 | - |
| GAAP combined ratio before one-time item | 93.9\% | 103.6\% | 94.4\% | 105.0\% | 104.7\% | 107.6\% |

* Dollar amounts shown are rounded to millions; certain amounts may not add due to rounding. Ratios are calculated based on whole dollar amounts.
*nm — Not meaningful
* Satutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

Cincinnati Insurance Group
Quarterly Property Casualty Data - Consolidated

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 749 | \$ 779 | \$ 808 | \$ 811 | \$ 785 | \$ 787 | \$ 804 | \$ 796 | \$1,619 | \$1,600 | \$2,398 | \$2,387 | \$3,149 | \$3,172 |
| Written premium adjustment statutory only | (25) | (43) | 2 | 35 | (30) | (7) | 10 | 33 | 37 | 43 | (6) | 36 | (32) | 6 |
| Reported written premiums (statutory) ${ }^{\star}$ | \$ 724 | \$ 736 | \$ 810 | \$ 846 | \$ 755 | \$ 780 | \$ 814 | \$ 829 | \$1,656 | \$1,643 | \$2,392 | \$2,423 | \$3,117 | \$3,178 |
| Unearned premiums change | 53 | 41 | (23) | (61) | 47 | 11 | (21) | (51) | (85) | (72) | (44) | (61) | 8 | (14) |
| Earned premiums | \$ 777 | \$ 777 | \$ 787 | \$ 785 | \$ 802 | \$ 791 | \$ 793 | \$ 778 | \$1,571 | \$1,571 | \$2,348 | \$2,362 | \$3,125 | \$3,164 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 87.8\% | 98.7\% | 87.7\% | 87.7\% | 95.9\% | 96.4\% | 93.7\% | 89.6\% | 87.7\% | 91.7\% | 91.3\% | 93.2\% | 90.3\% | 93.9\% |
| Less catastrophe losses | (0.3) | 1.7 | 1.4 | 0.4 | 5.5 | 3.5 | 8.0 | 5.0 | 0.9 | 6.5 | 1.2 | 5.5 | 0.8 | 5.5 |
| Statutory combined ratio excluding catastrophe losses | 88.1\% | 97.0\% | 86.3\% | 87.3\% | 90.4\% | 92.9\% | 85.7\% | 84.6\% | 86.8\% | 85.2\% | 90.1\% | 87.7\% | 89.5\% | 88.4\% |
| Commission expense ratio | 23.1\% | 18.1\% | 18.1\% | 18.0\% | 19.9\% | 19.3\% | 17.6\% | 18.2\% | 18.0\% | 17.9\% | 18.0\% | 18.3\% | 19.2\% | 18.7\% |
| Other expense ratio | 13.9 | 13.2 | 11.7 | 11.4 | 13.4 | 11.9 | 10.8 | 10.8 | 11.6 | 10.8 | 12.1 | 11.2 | 12.5 | 11.7 |
| Statutory expense ratio | 37.0\% | 31.3\% | 29.8\% | 29.4\% | 33.3\% | 31.2\% | 28.4\% | 29.0\% | 29.6\% | 28.7\% | 30.1\% | 29.5\% | 31.7\% | 30.4\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 85.6\% | 97.3\% | 88.6\% | 89.6\% | 94.5\% | 96.1\% | 94.5\% | 92.0\% | 89.1\% | 93.3\% | 91.8\% | 94.2\% | 90.3\% | 94.3\% |

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*nm — Not meaningful
* Statutory data prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners and filed with the appropriate regulatory bodies.

Cincinnati Insurance Group
Quarterly Property Casualty Data - Commercial Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 | 9/30/06 | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 586 | \$ 587 | \$ 611 | \$ 658 | \$ 618 | \$ 589 | \$ 593 | \$ 635 | \$1,269 | \$1,228 | \$1,857 | \$1,817 | \$2,444 | \$2,435 |
| Written premium adjustment statutory only | (24) | (43) | 2 | 35 | (29) | (7) | 10 | 33 | 37 | 43 | (6) | 36 | (31) | 7 |
| Reported written premiums (statutory)* <br> Unearned premiums change | $\begin{array}{r} \$ 562 \\ 39 \\ \hline \end{array}$ | $\begin{array}{r} \$ 544 \\ 56 \\ \hline \end{array}$ | \$ 613 (6) | $\begin{array}{r} \$ 693 \\ (89) \\ \hline \end{array}$ | $\begin{array}{r} \$ 589 \\ 30 \\ \hline \end{array}$ | $\begin{array}{r} \$ 582 \\ 20 \\ \hline \end{array}$ | $\begin{array}{r} \$ 603 \\ (4) \\ \hline \end{array}$ | $\begin{array}{r} \$ 668 \\ (86) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,306 \\ (96) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,271 \\ (90) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,851 \\ (41) \\ \hline \end{array}$ | $\begin{array}{r} \$ 1,853 \\ (70) \\ \hline \end{array}$ | $\begin{array}{r} \$ 2,413 \\ (2) \end{array}$ | $\begin{array}{r} \$ 2,442 \\ (40) \\ \hline \end{array}$ |
| Earned premiums | \$ 601 | \$ 600 | \$ 607 | \$ 604 | \$ 619 | \$ 602 | \$ 599 | \$ 582 | \$1,210 | \$1,181 | \$1,810 | \$1,783 | \$2,411 | \$2,402 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 89.7\% | 97.3\% | 84.4\% | 86.5\% | 92.4\% | 94.1\% | 89.6\% | 87.5\% | 85.4\% | 88.6\% | 89.2\% | 90.3\% | 89.2\% | 90.8\% |
| Less catastrophe losses | - | 0.2 | 0.8 | 1.8 | 1.9 | 2.3 | 5.6 | 5.1 | 1.3 | 5.3 | 0.9 | 4.3 | 0.6 | 3.7 |
| Statutory combined ratio excluding catastrophe losses | 89.7\% | 97.1\% | 83.6\% | 84.7\% | 90.5\% | 91.8\% | 84.0\% | 82.4\% | 84.1\% | 83.3\% | 88.3\% | 86.0\% | 88.6\% | 87.1\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 87.3\% | 95.4\% | 85.2\% | 88.9\% | 91.1\% | 93.4\% | 90.3\% | 90.5\% | 87.0\% | 90.4\% | 89.8\% | 91.4\% | 89.2\% | 91.3\% |

* 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 Group
Quarterly Property Casualty Data - Personal Lines

| (Dollars in millions) | Three months ended |  |  |  |  |  |  |  |  |  | Six months ended |  | Nine months ended |  | Twelve months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/07 | 9/30/07 | 6/30/07 | 3/31/07 | 12/31/06 |  | 9/30/06 |  | 6/30/06 | 3/31/06 | 6/30/07 | 6/30/06 | 9/30/07 | 9/30/06 | 12/31/07 | 12/31/06 |
| Premiums |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted written premiums (statutory) | \$ 163 | \$ 192 | \$ 197 | \$ 153 | \$ 167 | \$ | 198 | \$ | 211 | \$ 161 | \$ 350 | \$ 372 | \$ 541 | \$ 570 | \$ 705 | \$ 737 |
| Written premium adjustment - statutory only | (1) | - | - | - | (1) |  | - |  | - | - | - | - | - | - | (1) | (1) |
| Reported written premiums (statutory)* <br> Unearned premiums change | $\begin{array}{r} \$ 162 \\ 14 \\ \hline \end{array}$ | \$ $\begin{gathered}192 \\ \\ (15)\end{gathered}$ | $\begin{array}{r} \$ 197 \\ (17) \end{array}$ | $\begin{array}{r} \$ 153 \\ 28 \\ \hline \end{array}$ | \$ 166 |  | $\begin{array}{r} 198 \\ (9) \end{array}$ |  | $\begin{gathered} 211 \\ (17) \\ \hline \end{gathered}$ | $\begin{array}{r} \$ 161 \\ 35 \\ \hline \end{array}$ | $\begin{array}{r} \$ 350 \\ 11 \end{array}$ | $\begin{array}{r} \$ \quad 372 \\ 18 \end{array}$ | $\begin{array}{r} \$ 541 \\ (3) \end{array}$ | \$ 570 | $\begin{array}{r} \$ 704 \\ 10 \\ \hline \end{array}$ | $\begin{array}{r} \$ 736 \\ \\ \hline \end{array}$ |
| Earned premiums | \$ 176 | \$ 177 | \$ 180 | \$ 181 | \$ 183 |  | 189 |  | 194 | \$ 196 | \$ 361 | \$ 390 | \$ 538 | \$ 579 | \$ 714 | \$ 762 |
| Statutory combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Statutory combined ratio | 81.4\% | 103.6\% | 98.6\% | 93.5\% | 107.7\% |  | 104.0\% |  | 106.4\% | 98.1\% | 95.8\% | 101.6\% | 98.3\% | 102.3\% | 94.1\% | 103.6\% |
| Less catastrophe losses | (1.0) | 7.0 | 3.5 | (4.1) | 17.9 |  | 7.1 |  | 15.6 | 5.0 | (0.3) | 10.3 | 2.1 | 9.2 | 1.3 | 11.3 |
| Statutory combined ratio excluding catastrophe losses | 82.4\% | 96.6\% | 95.1\% | 97.6\% | 89.8\% |  | 96.9\% |  | 90.8\% | 93.1\% | 96.1\% | 91.3\% | 96.2\% | 93.1\% | 92.8\% | 92.3\% |
| GAAP combined ratio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP combined ratio | 79.7\% | 103.8\% | 99.9\% | 92.0\% | 106.0\% |  | 104.4\% |  | 107.6\% | 96.4\% | 96.0\% | 102.0\% | 98.6\% | 102.8\% | 93.9\% | 103.6\% |

* 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.


## The Cincinnati Life Insurance Company

GAAP Statements of Income

|  | For the Three Months Ended December 31, |  |  |  | For the Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | Change | \% Change | 2007 | 2006 | Change | \% Change |
|  |  |  |  |  |  |  |  |  |
| Premiums earned: |  |  |  |  |  |  |  |  |
| Property casualty | \$ - | \$ - | \$ - | - | \$ - | \$ - | \$ - | - |
| Life | 46,505,810 | 43,271,070 | 3,234,740 | 7.48 | 171,169,598 | 152,590,039 | 18,579,559 | 12.18 |
| Accident health | 1,836,071 | 1,703,987 | 132,084 | 7.75 | 6,977,193 | 6,652,508 | 324,685 | 4.88 |
| Premiums ceded | $(16,517,832)$ | $(16,299,863)$ | $(217,969)$ | 1.34 | $(53,116,719)$ | $(52,765,624)$ | $(351,095)$ | 0.67 |
| Total premiums earned | 31,824,049 | 28,675,194 | 3,148,855 | 10.98 | 125,030,072 | 106,476,923 | 18,553,149 | 17.42 |
| Investment income | 29,822,571 | 27,053,035 | 2,769,536 | 10.24 | 114,416,869 | 107,656,860 | 6,760,009 | 6.28 |
| Realized investment gains and losses | $(11,519,842)$ | 2,533,775 | $(14,053,617)$ | (554.65) | 40,231,015 | 44,861,000 | $(4,629,985)$ | (10.32) |
| Other income | 982,465 | 992,375 | $(9,910)$ | (1.00) | 4,444,171 | 3,552,294 | 891,877 | 25.11 |
| Total revenues | \$ 51,109,243 | \$ 59,254,379 | \$ (8,145,136) | (13.75) | \$284,122,127 | \$262,547,077 | \$21,575,050 | 8.22 |
| Benefits \& expenses: |  |  |  |  |  |  |  |  |
| Losses \& policy benefits | \$ 45,653,794 | \$ 43,696,578 | \$ 1,957,216 | 4.48 | \$173,523,103 | \$161,984,990 | \$11,538,113 | 7.12 |
| Reinsurance recoveries | $(10,639,102)$ | $(13,247,792)$ | 2,608,690 | (19.69) | $(40,293,602)$ | $(39,953,090)$ | $(340,512)$ | 0.85 |
| Commissions | 5,260,123 | 5,925,823 | $(665,700)$ | (11.23) | 25,196,794 | 25,819,712 | $(622,918)$ | (2.41) |
| Other operating expenses | 11,284,880 | 12,192,870 | $(907,990)$ | (7.45) | 34,666,846 | 31,977,077 | 2,689,769 | 8.41 |
| Interest expense | - - | 98,000 | $(98,000)$ | - | - | 98,000 | $(98,000)$ | - |
| Taxes, licenses \& fees | 848,388 | 935,887 | $(87,499)$ | (9.35) | 3,605,001 | 3,080,836 | 524,165 | 17.01 |
| Incr deferred acq expense | $(2,790,742)$ | $(3,479,444)$ | 688,702 | (19.79) | $(11,521,719)$ | $(17,717,144)$ | 6,195,425 | (34.97) |
| Other expenses | -19,617, - | 1 | (1) | 7 - | 108 | 109 | (1) | (0.92) |
| Total expenses | \$ 49,617,341 | \$ 46,121,923 | \$ 3,495,418 | 7.58 | \$185,176,531 | \$165,290,490 | \$19,886,041 | 12.03 |
| Income before income taxes | \$ 1,491,902 | \$ 13,132,456 | \$(11,640,554) | (88.64) | \$ 98,945,596 | \$ 97,256,587 | \$ 1,689,009 | 1.74 |
| Provision for income taxes: |  |  |  |  |  |  |  |  |
| Current | \$ 3,120,097 | \$ 953,701 | \$ 2,166,396 | 227.16 | \$ 7,629,012 | \$ 6,273,558 | \$ 1,355,454 | 21.61 |
| Current capital gains/losses | $(4,026,945)$ | 947,821 | $(4,974,766)$ | (524.86) | 14,230,855 | 15,879,350 | $(1,648,495)$ | (10.38) |
| Deferred | 1,103,621 | 2,628,721 | $(1,525,100)$ | (58.02) | 12,018,148 | 12,406,344 | $(388,196)$ | (3.13) |
| Total income taxes | \$ 196,773 | \$ 4,530,243 | \$ (4,333,470) | (95.66) | \$ 33,878,015 | \$ 34,559,252 | \$ $(681,237)$ | (1.97) |
| Net income | \$ 1,295,129 | \$ 8,602,213 | \$ (7,307,084) | (84.94) | \$ 65,067,581 | \$ 62,697,335 | \$ 2,370,246 | 3.78 |

## The Cincinnati Life Insurance Company <br> Statutory Statements of Income

|  | For the Three Months Ended December 31, |  |  | For the Twelve Months Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | \% Change | 2007 | 2006 | \% Change |
| Net premiums written | \$38,097,174 | \$38,109,979 | (0.03) | \$157,997,206 | \$153,442,227 | 2.97 |
| Net investment income | 29,823,157 | 27,053,035 | 10.24 | 114,430,186 | 107,656,860 | 6.29 |
| Amortization of interest maintenance reserve | $(306,167)$ | 59,928 | (610.89) | $(1,034,092)$ | 160,205 | (745.48) |
| Commissions and expense allowances on reinsurance ceded | 2,514,434 | 2,482,659 | 1.28 | 8,979,277 | 8,261,423 | 8.69 |
| Income from fees associated with Separate Accounts | 982,464 | 2,482,659 | (1.00) | 4,444,171 | 3,552,294 | 25.11 |
| Total revenues | \$71,111,062 | \$68,697,977 | 3.51 | \$284,816,748 | \$273,073,009 | 4.30 |
| Death benefits and matured endowments | \$ 8,229,655 | \$ 8,866,654 | (7.18) | \$ 35,482,168 | \$ 38,964,236 | (8.94) |
| Annuity benefits | 7,791,125 | 8,580,838 | (9.20) | 36,619,626 | 35,200,488 | 4.03 |
| Disability benefits and benefits under accident and health contracts | 463,903 | 415,184 | 11.73 | 2,095,255 | 1,630,523 | 28.50 |
| Surrender benefits and group conversions | 5,907,638 | 5,991,218 | (1.40) | 23,386,683 | 22,251,863 | 5.10 |
| Interest and adjustments on deposit-type contract funds | 2,867,654 | 2,380,022 | 20.49 | 9,589,747 | 9,394,586 | 2.08 |
| Increase in aggregate reserves for life and accident and health contracts | 24,127,339 | 23,436,742 | 2.95 | 95,838,523 | 95,336,456 | 0.53 |
| Payments on supplementary contracts with life contingencies | 85,404 | 77,083 | 10.79 | 344,229 | 308,744 | 11.49 |
| Total benefit expenses | \$49,472,718 | \$49,747,741 | (0.55) | \$203,356,231 | \$203,086,897 | 0.13 |
| Commissions | \$ 7,956,702 | \$ 8,344,872 | (4.65) | \$ 33,973,217 | \$ 33,700,524 | 0.81 |
| General insurance expenses and taxes | 9,984,268 | 11,073,587 | (9.84) | 39,262,688 | 35,288,388 | 11.26 |
| Increase in loading on deferred and uncollected premiums | $(528,755)$ | 200,324 | (363.95) | $(5,865,915)$ | $(4,278,539)$ | (37.10) |
| Net transfers to or (from) Separate Accounts | - | - | (1) | $(215,913)$ | $(211,220)$ | (2.22) |
| Other deductions | 17, - | -19,618,783 | - | 108 | 109 | (0.59) |
| Total operating expenses | \$17,412,215 | \$19,618,783 | (11.25) | \$ 67,154,185 | \$ 64,499,261 | 4.12 |
| Federal and Foreign Income Taxes Incurred | 2,975,587 | 950,983 | 212.90 | 7,422,682 | 5,973,699 | 24.26 |
| Net gain from operations before realized capital gains or (losses) | \$ 1,250,542 | \$ (1,619,530) | 177.22 | \$ 6,883,650 | \$ $(486,849)$ | 1,513.92 |
| Net realized gains or (losses) net of capital gains tax | $(4,931,609)$ | 1,306,320 | (477.52) | 32,400,952 | 28,946,326 | 11.93 |
| Net Income (Statutory) | \$ $(3,681,067)$ | \$ (313,210) | $(1,075.27)$ | \$ 39,284,602 | \$ 28,459,477 | 38.04 |

* 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.

The Cincinnati Life Insurance Company
Expenses as a Percentage of Premium


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

CINCINNATI FINANCIAL CORPORATION
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## Cincinnati Financial Corporation Increases Cash Dividend

Sets stage for 48thconsecutive year of higher dividends with $9.9 \%$ increase in indicated annual dividend rate
Cincinnati, February 4, 2008 - Cincinnati Financial Corporation (Nasdaq: CINF) today announced that the board of directors voted at its regular meeting on February 1, 2008, to increase the regular quarterly cash dividend 9.9 percent to 39 cents per share, payable April 15, 2008, to shareholders of record on March 21, 2008. At the new level, the indicated annual dividend is $\$ 1.56$ per share. Cash dividends declared in 2007 were $\$ 1.42$ per share.

Chairman and Chief Executive Officer John J. Schiff, Jr., CPCU, commented, "For 48 consecutive years, the board has rewarded our shareholders by increasing the cash dividend. This consistency places Cincinnati Financial in the top tier of U.S. dividend-paying companies, with a long, uninterrupted history of increases that can be claimed by only 10 other companies. We are thankful for the loyalty of our shareholders and policyholders and the efforts of our agents and associates, which together have supported our mutual prosperity."

Cincinnati Financial plans to report fourth-quarter and year-end 2007 results on Wednesday, February 6. A conference call to discuss the results will be held at 11:00 a.m. EST on that day. Details regarding the Internet broadcast of the conference call are available on www.cinfin.com/investors.

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

| Mailing Address: | Street Address: |
| :--- | :--- |
| P. O. Box 145496 | 6200 South Gilmore Road |
| Cincinnati, Ohio 45250-5496 | Fairfield, Ohio 45014-5141 |

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## Cincinnati Financial Corporation and Subsidiaries Announce Appointments <br> - Subsidiary Director, Officers and Counsel

Cincinnati, February 4, 2008 - Cincinnati Financial Corporation (Nasdaq:CINF) announced today that its board and boards of its subsidiary companies appointed officers, counsel and a subsidiary director at their regular meetings on February 1, 2008.
For the company and its three standard market property casualty insurance subsidiaries, Donald J. Doyle, Jr., Martin F. Hollenbeck and Charles P. Stoneburner II, were named executive officers. For the standard market subsidiaries, Stoneburner additionally was promoted to senior vice president. For the excess and surplus lines subsidiary, Doyle additionally was named executive officer. Hollenbeck additionally was named executive officer for The Cincinnati Life Insurance Company, president and chief operating officer of CFC Investment Company; and president and member of the board of directors of CinFin Capital Management Company.

Boards of subsidiary companies made the following promotions and new or additional appointments of officers and counsel:
Property Casualty Insurance - Standard Market Subsidiaries:
The Cincinnati Insurance Company
The Cincinnati Casualty Company
The Cincinnati Indemnity Company
Charles P. Stoneburner II, CPCU, AIM, Senior Vice President - Field Claims
Teresa C. Cracas, Counsel and Vice President - Planning \& Risk Management
Martin F. Hollenbeck, CFA, CPCU, Vice President and Manager - Investments
David E. McKinney, CPCU, AIM, Vice President - Commercial Lines
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