CINCINNATI FINANCIAL CORP
Form 10-Q
October 25, 2018

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q

(Mark one)
þ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.
For the quarterly period ended September 30, 2018.

¨ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.
For the transition period from ______________________ to ______________________.
Commission file number 0-4604

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

| | |
|---|---|
| Ohio | 31-0746871 |
| (State or other jurisdiction of incorporation or organization) | (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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
þYes ¨ No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).
þYes ¨ No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a nonaccelerated filer, a smaller reporting company or an emerging growth company. See definition of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

þ Large accelerated filer ¨ Accelerated filer ¨ Nonaccelerated filer ¨ Smaller reporting company
¨ Emerging growth company

¨ If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to

Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act):
¨Yes þ No

As of October 19, 2018, there were 162,737,705 shares of common stock outstanding.

CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES
FORM 10-Q FOR THE QUARTER ENDED SEPTEMBER 30, 2018

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Part I – Financial Information
Item 1. Financial Statements (unaudited)

Cincinnati Financial Corporation and Subsidiaries
Condensed Consolidated Balance Sheets

| (Dollars in millions, except per share data) | September 30, 2018 | December 31, 2017 |
|---|---|---|
| Assets | | |
| Investments | | |
| Fixed maturities, at fair value (amortized cost: 2018—$10,653; 2017—$10,314) | $ 10,660 | $ 10,699 |
| Equity securities, at fair value (cost: 2018—$3,294; 2017—$3,094) | 6,663 | 6,249 |
| Other invested assets | 110 | 103 |
| Total investments | 17,433 | 17,051 |
| Cash and cash equivalents | 616 | 657 |
| Investment income receivable | 129 | 134 |
| Finance receivable | 69 | 61 |
| Premiums receivable | 1,709 | 1,589 |
| Reinsurance recoverable | 424 | 432 |
| Prepaid reinsurance premiums | 44 | 42 |
| Deferred policy acquisition costs | 743 | 670 |
| Land, building and equipment, net, for company use (accumulated depreciation: 2018—$259; 2017—$253) | 191 | 185 |
| Other assets | 327 | 216 |
| Separate accounts | 795 | 806 |
| Total assets | $ 22,480 | $ 21,843 |
| | | |
| Liabilities | | |
| Insurance reserves | | |
| Loss and loss expense reserves | $ 5,578 | $ 5,273 |
| Life policy and investment contract reserves | 2,770 | 2,729 |
| Unearned premiums | 2,591 | 2,404 |
| Other liabilities | 755 | 792 |
| Deferred income tax | 797 | 745 |
| Note payable | 30 | 24 |
| Long-term debt and capital lease obligations | 830 | 827 |
| Separate accounts | 795 | 806 |
| Total liabilities | 14,146 | 13,600 |
| | | |
| Commitments and contingent liabilities (Note 12) | | |
| | | |
| Shareholders' Equity | | |
| Common stock, par value—$2 per share; (authorized: 2018 and 2017—500 million shares; issued: 2018 and 2017—198.3 million shares) | 397 | 397 |
| Paid-in capital | 1,273 | 1,265 |
| Retained earnings | 8,164 | 5,180 |
| Accumulated other comprehensive income (loss) | (4) | 2,788 |
| Treasury stock at cost (2018—35.6 million shares and 2017—34.4 million shares) | (1,496) | (1,387) |
| Total shareholders' equity | 8,334 | 8,243 |

| | | |
|---|---|---|
| Total liabilities and shareholders' equity | $ 22,480 | $ 21,843 |

Accompanying Notes are an integral part of these Condensed Consolidated Financial Statements.

Cincinnati Financial Corporation and Subsidiaries
Condensed Consolidated Statements of Income

| (Dollars in millions, except per share data) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Revenues | | | | |
| Earned premiums | $1,298 | $1,247 | $3,852 | $3,696 |
| Investment income, net of expenses | 154 | 153 | 458 | 453 |
| Investment gains and losses, net | 458 | 7 | 372 | 156 |
| Fee revenues | 3 | 3 | 11 | 12 |
| Other revenues | 2 | 2 | 4 | 4 |
| Total revenues | 1,915 | 1,412 | 4,697 | 4,321 |
| Benefits and Expenses | | | | |
| Insurance losses and contract holders' benefits | 879 | 874 | 2,616 | 2,581 |
| Underwriting, acquisition and insurance expenses | 401 | 393 | 1,199 | 1,157 |
| Interest expense | 14 | 13 | 40 | 39 |
| Other operating expenses | 3 | 3 | 10 | 11 |
| Total benefits and expenses | 1,297 | 1,283 | 3,865 | 3,788 |
| Income Before Income Taxes | 618 | 129 | 832 | 533 |
| Provision (Benefit) for Income Taxes | | | | |
| Current | (98) | 27 | (37) | 98 |
| Deferred | 163 | — | 130 | 32 |
| Total provision for income taxes | 65 | 27 | 93 | 130 |
| Net Income | $553 | $102 | $739 | $403 |
| Per Common Share | | | | |
| Net income—basic | $3.40 | $0.62 | $4.53 | $2.45 |
| Net income—diluted | 3.38 | 0.61 | 4.49 | 2.42 |

Accompanying Notes are an integral part of these Condensed Consolidated Financial Statements.

Cincinnati Financial Corporation and Subsidiaries
Condensed Consolidated Statements of Comprehensive Income

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Net Income | $553 | $102 | $739 | $403 |
| Other Comprehensive Income (Loss) | | | | |
| Change in unrealized gains on investments, net of tax (benefit) of ($17), $66, ($81) and $189, respectively | (60 ) | 123 | (297 ) | 352 |
| Amortization of pension actuarial loss and prior service cost, net of tax of $0, $1, $0 and $1, respectively | — | — | 1 | 1 |
| Change in life deferred acquisition costs, life policy reserves and other, net of tax of $0, ($1), $2 and $0, respectively | 1 | (1 ) | 7 | 1 |
| Other comprehensive income (loss) | (59 ) | 122 | (289 ) | 354 |
| Comprehensive Income | $494 | $224 | $450 | $757 |

Accompanying Notes are an integral part of these Condensed Consolidated Financial Statements.

Cincinnati Financial Corporation and Subsidiaries
Condensed Consolidated Statements of Shareholders' Equity

| (Dollars in millions) | Nine months ended September 30, | |
|---|---|---|
| | 2018 | 2017 |
| Common Stock | | |
| Beginning of year | $397 | $397 |
| Share-based awards | — | — |
| End of period | 397 | 397 |
| | | |
| Paid-In Capital | | |
| Beginning of year | 1,265 | 1,252 |
| Share-based awards | (17) | (18) |
| Share-based compensation | 22 | 19 |
| Other | 3 | 3 |
| End of period | 1,273 | 1,256 |
| | | |
| Retained Earnings | | |
| Beginning of year | 5,180 | 5,037 |
| Cumulative effect of change in accounting for equity securities as of January 1, 2018 | 2,503 | — |
| Adjusted beginning of year | 7,683 | 5,037 |
| Net income | 739 | 403 |
| Dividends declared | (258) | (247) |
| End of period | 8,164 | 5,193 |
| | | |
| Accumulated Other Comprehensive Income (Loss) | | |
| Beginning of year | 2,788 | 1,693 |
| Cumulative effect of change in accounting for equity securities as of January 1, 2018 | (2,503) | — |
| Adjusted beginning of year | 285 | 1,693 |
| Other comprehensive income (loss) | (289) | 354 |
| End of period | (4) | 2,047 |
| | | |
| Treasury Stock | | |
| Beginning of year | (1,387) | (1,319) |
| Share-based awards | 18 | 22 |
| Shares acquired - share repurchase authorization | (125) | (70) |
| Shares acquired - share-based compensation plans | (4) | (6) |
| Other | 2 | 3 |
| End of period | (1,496) | (1,370) |
| | | |
| Total Shareholders' Equity | $8,334 | $7,523 |
| | | |
| (In millions) | | |
| Common Stock - Shares Outstanding | | |
| Beginning of year | 163.9 | 164.4 |
| Share-based awards | 0.6 | 0.7 |
| Shares acquired - share repurchase authorization | (1.8) | (1.0) |
| Shares acquired - share-based compensation plans | — | (0.1) |

| | | |
|---|---|---|
| End of period | 162.7 | 164.0 |

Accompanying Notes are an integral part of these Condensed Consolidated Financial Statements.

Cincinnati Financial Corporation and Subsidiaries
Condensed Consolidated Statements of Cash Flows

| (Dollars in millions) | Nine months ended September 30, 2018 | 2017 |
|---|---|---|
| Cash Flows From Operating Activities | | |
| Net income | $739 | $403 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Depreciation and amortization | 48 | 40 |
| Investment gains and losses, net | (367 ) | (156 ) |
| Share-based compensation | 22 | 19 |
| Interest credited to contract holders' | 37 | 36 |
| Deferred income tax expense | 130 | 32 |
| Changes in: | | |
| Investment income receivable | 5 | 6 |
| Premiums and reinsurance receivable | (114 ) | (66 ) |
| Deferred policy acquisition costs | (53 ) | (44 ) |
| Other assets | (22 ) | (34 ) |
| Loss and loss expense reserves | 305 | 265 |
| Life policy and investment contract reserves | 68 | 71 |
| Unearned premiums | 187 | 168 |
| Other liabilities | (37 ) | (46 ) |
| Current income tax receivable/payable | (122 ) | 52 |
| Net cash provided by operating activities | 826 | 746 |
| Cash Flows From Investing Activities | | |
| Sale of fixed maturities | 6 | 20 |
| Call or maturity of fixed maturities | 920 | 815 |
| Sale of equity securities | 293 | 290 |
| Purchase of fixed maturities | (1,250) | (1,155) |
| Purchase of equity securities | (311 ) | (399 ) |
| Investment in finance receivables | (25 ) | (21 ) |
| Collection of finance receivables | 18 | 17 |
| Investment in buildings and equipment | (14 ) | (14 ) |
| Change in other invested assets, net | (17 ) | (12 ) |
| Net cash used in investing activities | (380 ) | (459 ) |
| Cash Flows From Financing Activities | | |
| Payment of cash dividends to shareholders | (251 ) | (239 ) |
| Shares acquired - share repurchase authorization | (125 ) | (70 ) |
| Changes in note payable | 6 | (3 ) |
| Proceeds from stock options exercised | 7 | 10 |
| Contract holders' funds deposited | 62 | 60 |
| Contract holders' funds withdrawn | (133 ) | (119 ) |
| Other | (53 ) | (29 ) |
| Net cash used in financing activities | (487 ) | (390 ) |
| Net change in cash and cash equivalents | (41 ) | (103 ) |
| Cash and cash equivalents at beginning of year | 657 | 777 |
| Cash and cash equivalents at end of period | $616 | $674 |

| | | |
|---|---|---|
| Supplemental Disclosures of Cash Flow Information: | | |
| Interest paid | $27 | $26 |
| Income taxes paid | 82 | 44 |
| Noncash Activities | | |
| Conversion of securities | $— | $5 |
| Equipment acquired under capital lease obligations | 14 | 10 |
| Cashless exercise of stock options | 4 | 6 |
| Other assets and other liabilities | 38 | 74 |

Accompanying Notes are an integral part of these Condensed Consolidated Financial Statements.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

NOTE 1 — Accounting Policies
The condensed consolidated financial statements include the accounts of Cincinnati Financial Corporation and its consolidated subsidiaries, each of which is wholly owned. These statements are presented in conformity with accounting principles generally accepted in the United States of America (GAAP). All intercompany balances and transactions have been eliminated in consolidation.

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions that affect amounts reported in the financial statements and accompanying notes. Our actual results could differ from those estimates. Certain financial information that is normally included in annual financial statements prepared in accordance with GAAP, but that is not required for interim reporting purposes, has been condensed or omitted.

Our September 30, 2018, condensed consolidated financial statements are unaudited. We believe that we have made all adjustments, consisting only of normal recurring accruals, that are necessary for fair presentation. These condensed consolidated financial statements should be read in conjunction with our consolidated financial statements included in our 2017 Annual Report on Form 10-K. The results of operations for interim periods do not necessarily indicate results to be expected for the full year.

Adopted Accounting Updates
ASU 2014-09 Revenue from Contracts with Customers
In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers. ASU 2014-09 requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. Insurance contracts do not fall within the scope of this ASU. The effective date of ASU 2014-09 was for interim and annual reporting periods beginning after December 15, 2017. The company adopted this ASU effective January 1, 2018, and it did not have a material impact on the company's consolidated financial position, cash flows or results of operations.

ASU 2016-01, Financial Instruments - Overall (Subtopic 825-10) - Recognition and Measurement of Financial Assets and Financial Liabilities
In January 2016, the FASB issued ASU 2016-01, Financial Instruments - Overall (Subtopic 825-10) - Recognition and Measurement of Financial Assets and Financial Liabilities. ASU 2016-01 revised the accounting related to the classification and measurement of investments in equity securities and the presentation of certain fair value changes for financial liabilities measured at fair value. The effective date of ASU 2016-01 was for interim and annual reporting periods beginning after December 15, 2017. The company adopted this ASU on January 1, 2018, and applied it prospectively without prior period amounts restated. As a result of the adoption, $2.503 billion of after-tax unrealized gains on equity securities was reclassified on January 1, 2018, from accumulated other comprehensive income to retained earnings. Results of operations were impacted as changes in fair value of equity securities are now reported in net income instead of reported in other comprehensive income. As a result of the adoption of this ASU, for the three and nine months ended September 30, 2018, net investment gains of
$458 million and $372 million in the condensed consolidated statements of income included an increase of $450 million and $351 million from the fair value change of equity securities, respectively.

ASU 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments
In August 2016, the FASB issued ASU 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments. ASU 2016-15 addresses eight specific cash flow issues with the objective of reducing the existing diversity in practice. The effective date of ASU 2016-15 is for interim and annual reporting periods beginning after December 15, 2017. The company adopted this ASU effective January 1, 2018, and it did not have a

material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2017-07, Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost

In March 2017, the FASB issued ASU 2017-07, Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Postretirement Benefit Costs. ASU 2017-07 provides guidance on how to present the components of net periodic benefit costs in the income statement for pension plans and other post-retirement benefit plans and allows only the service cost component of net benefit cost to be eligible for capitalization when applicable. The effective date of ASU 2017-07 is for interim and annual reporting periods beginning after December 15, 2017. The company adopted this ASU effective January 1, 2018, and disclosed the line items used in the statements of income to present the service and non-service components of net periodic benefit costs in Note 11, Employee Retirement Benefits, to these consolidated financial statements. The adoption did not have a material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2017-09, Compensation - Stock Compensation (Topic 718): Scope of Modification Accounting
In May 2017, the FASB issued ASU 2017-09, Compensation - Stock Compensation (Topic 718): Scope of Modification Accounting. ASU 2017-09 clarifies when to account for a change to the terms or conditions of a share based payment award as a modification. Under the new guidance, modification accounting is required only if the fair value, the vesting conditions, or the classification of the award (as equity or liability) changes as a result of the change in terms or conditions. The effective date of ASU 2017-09 was for interim and annual reporting periods, beginning after December 15, 2017, and was applied prospectively. The company adopted this ASU effective January 1, 2018, and it did not have a material impact on our company's consolidated financial position, cash flows or results of operations.

Pending Accounting Updates
ASU 2016-02, Leases (Topic 842)
In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). The main provision of ASU 2016-02 requires the recognition of lease assets and lease liabilities by lessees for those leases classified as operating leases under previous GAAP. The effective date of ASU 2016-02 is for interim and annual reporting periods beginning after December 15, 2018. In July 2018, the FASB issued ASU 2018-10, Codification Improvements to Topic 842 and ASU 2018-11,Targeted Improvements to Topic 842. ASU 2018-10 makes narrow-scope amendments to certain aspects of the new leasing standard while ASU 2018-11 provides relief from costs of implementing certain aspects of the new leasing standard. These ASU's have not yet been adopted; however, they are not expected to have a material impact on our company’s consolidated financial position, cash flows or results of operations.

ASU 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments
In June 2016, the FASB issued ASU 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 amends previous guidance on the impairment of financial instruments by adding an impairment model that allows an entity to recognize expected credit losses as an allowance rather than impairing as they are incurred. The new guidance is intended to reduce complexity of credit impairment models and result in a more timely recognition of expected credit losses. The effective date of ASU 2016-13 is for interim and annual reporting periods beginning after December 15, 2019. The ASU has not yet been adopted. Management is currently evaluating the impact on our company's consolidated financial position, cash flows and results of operations.

ASU 2017-08, Receivables - Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities
In March 2017, the FASB issued ASU 2017-08, Receivables - Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities. ASU 2017-08 amends guidance on the amortization period of premiums on certain purchased callable debt securities. The amendments shorten the amortization period of premiums on certain purchased callable debt securities to the earliest call date.
The amendments should be applied on a modified retrospective basis through a cumulative-effect adjustment to beginning retained earnings. The effective date of ASU 2017-08 is for interim and annual reporting periods beginning after December 15, 2018. The ASU has not yet been adopted; however, it is not expected to have a material impact on

our company's consolidated financial position, cash flows or results of operations.

ASU 2018-07, Compensation - Stock Compensation (Topic 718) - Improvements to Nonemployee Share-Based Payment Accounting
In June 2018, the FASB issued ASU 2018-07, Compensation - Stock Compensation (Topic 718): Improvements to Nonemployee Share-Based Payment Accounting. ASU 2018-07 expands the scope of Topic 718, Compensation -

Stock Compensation, which currently only includes share-based payments issued to employees, to include share-based payments issued to nonemployees for the acquisition of goods and services. The effective date of ASU 2018-07 is for interim and annual reporting periods beginning after December 15, 2018. The ASU has not yet been adopted; however, it is not expected to have a material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2018-12, Financial Services - Insurance (Topic 944): Targeted Improvements to the Accounting for Long-Duration Contracts
In August 2018, the FASB issued ASU 2018-12, Financial Services - Insurance (Topic 944): Targeted Improvements to the Accounting for Long-Duration Contracts. ASU 2018-12 is intended to improve the timeliness of recognizing changes in the liability for future policy benefits and modify the rate used to discount future cash flows. The ASU will simplify and improve the accounting for certain market-based options or guarantees associated with deposit or account balance contracts, simplify amortization of deferred acquisition costs while improving and expanding required disclosures. The effective date of ASU 2018-12 is for interim and annual reporting periods beginning after December 15, 2020. The ASU has not yet been adopted. Management is currently evaluating the impact on our company's consolidated financial position, cash flows and results of operations.

ASU 2018-13, Fair Value Measurement (Topic 820): Disclosure Framework - Changes to the Disclosure Requirements for Fair Value Measurement
In August 2018, the FASB issued ASU 2018-13, Fair Value Measurement (Topic 820): Disclosure Framework - Changes to the Disclosure Requirements for Fair Value Measurement. ASU 2018-13 clarifies the fair value measurement disclosure requirements of ASC 820 by adding, eliminating and modifying disclosures. The effective date of ASU 2018-13 is for interim and annual reporting periods beginning after December 15, 2019. The ASU has not yet been adopted; however, it is not expected to have a material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2018-14, Compensation - Retirement Benefits - Defined Benefit Plans - General (Topic 715-20): Disclosure Framework - Changes to the Disclosure Requirements for Defined Benefit Plans
In August 2018, the FASB issued ASU 2018-14, Compensation - Retirement Benefits - Defined Benefit Plans - General (Topic 715-20): Disclosure Framework - Changes to the Disclosure Requirements for Defined Benefit Plans. ASU 2018-14 clarifies the guidance in ASC 715 to add, remove, and clarify disclosure requirements related to defined benefit pension and other postretirement plans. The effective date of ASU 2018-14 is for annual reporting periods ending after December 15, 2020. The ASU has not yet been adopted; however, it is not expected to have a material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2018-15, Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract
In August 2018, the FASB issued ASU 2018-15, Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract. ASU 2018-15 amends ASC 350 to include implementation costs of a cloud computing arrangement that is a service contract and clarifies that a customer should apply ASC 350-40 to determine which implementation costs should be capitalized in a cloud computing arrangement that is considered a service contract. The effective date of ASU 2018-15 is for interim and annual reporting periods beginning after December 15, 2019. The ASU has not yet been adopted. Management is currently evaluating the impact on our company's consolidated financial position, cash flows and results of operations.

NOTE 2 – Investments

On January 1, 2018, we adopted ASU 2016-01, which resulted in changes in the fair value of equity securities still held, being reported in net income instead of being reported in other comprehensive income. See Note 1, Accounting Policies, for additional discussion.

The following table provides cost or amortized cost, gross unrealized gains, gross unrealized losses and fair value for our fixed-maturity and equity securities:

| (Dollars in millions) | Cost or | Gross unrealized | | Fair |
|---|---|---|---|---|
| At September 30, 2018 | amortized cost | gains | losses | value |
| Fixed maturity securities: | | | | |
| Corporate | $ 5,709 | $ 94 | $ 60 | $ 5,743 |
| States, municipalities and political subdivisions | 4,306 | 54 | 65 | 4,295 |
| Commercial mortgage-backed | 287 | 2 | 4 | 285 |
| Government-sponsored enterprises | 293 | — | 13 | 280 |
| United States government | 48 | — | 1 | 47 |
| Foreign government | 10 | — | — | 10 |
| Total | $ 10,653 | $ 150 | $ 143 | $ 10,660 |
| At December 31, 2017 | | | | |
| Fixed maturity securities: | | | | |
| Corporate | $ 5,420 | $ 246 | $ 13 | $ 5,653 |
| States, municipalities and political subdivisions | 4,316 | 155 | 6 | 4,465 |
| Commercial mortgage-backed | 280 | 7 | 1 | 286 |
| Government-sponsored enterprises | 257 | 1 | 4 | 254 |
| United States government | 31 | — | — | 31 |
| Foreign government | 10 | — | — | 10 |
| Subtotal | 10,314 | 409 | 24 | 10,699 |
| Equity securities: | | | | |
| Common equities | 2,918 | 3,135 | 14 | 6,039 |
| Nonredeemable preferred equities | 176 | 34 | — | 210 |
| Subtotal | 3,094 | 3,169 | 14 | 6,249 |
| Total | $ 13,408 | $ 3,578 | $ 38 | $ 16,948 |

The net unrealized investment gains in our fixed-maturity portfolio at September 30, 2018, are reduced compared to year end December 31, 2017, as a result of the increase in interest rate environment. Our commercial mortgage-backed securities had an average rating of Aa1/AA at September 30, 2018, and December 31, 2017.
At September 30, 2018, Apple Inc. (Nasdaq:AAPL) was our largest single equity holding with a fair value of $316 million, which was 4.9 percent of our publicly traded common equities portfolio and 1.8 percent of the total investment portfolio.

The table below provides fair values and gross unrealized losses by investment category and by the duration of the securities' continuous unrealized loss positions:

| (Dollars in millions) | Less than 12 months | | 12 months or more | | Total | |
|---|---|---|---|---|---|---|
| At September 30, 2018 | Fair value | Unrealized losses | Fair value | Unrealized losses | Fair value | Unrealized losses |
| Fixed maturity securities: | | | | | | |
| Corporate | $ 2,111 | $ 39 | $ 336 | $ 21 | $2,447 | $ 60 |
| States, municipalities and political subdivisions | 1,545 | 47 | 264 | 18 | 1,809 | 65 |
| Commercial mortgage-backed securities | 138 | 2 | 43 | 2 | 181 | 4 |
| Government-sponsored enterprises | 115 | 5 | 165 | 8 | 280 | 13 |
| Foreign government | 10 | — | — | — | 10 | — |
| United States government | 35 | 1 | 12 | — | 47 | 1 |
| Total | $ 3,954 | $ 94 | $ 820 | $ 49 | $4,774 | $ 143 |
| At December 31, 2017 | | | | | | |
| Fixed maturity securities: | | | | | | |
| Corporate | $ 330 | $ 4 | $ 252 | $ 9 | $582 | $ 13 |
| States, municipalities and political subdivisions | 88 | 1 | 264 | 5 | 352 | 6 |
| Commercial mortgage-backed | 33 | — | 36 | 1 | 69 | 1 |
| Government-sponsored enterprises | 96 | 1 | 124 | 3 | 220 | 4 |
| Foreign government | 10 | — | — | — | 10 | — |
| United States government | 23 | — | 6 | — | 29 | — |
| Subtotal | 580 | 6 | 682 | 18 | 1,262 | 24 |
| Equity securities: | | | | | | |
| Common equities | 229 | 14 | — | — | 229 | 14 |
| Subtotal | 229 | 14 | — | — | 229 | 14 |
| Total | $ 809 | $ 20 | $ 682 | $ 18 | $1,491 | $ 38 |

Contractual maturity dates for fixed-maturity investments were:

| (Dollars in millions) | | | |
|---|---|---|---|
| At September 30, 2018 | Amortized cost | Fair value | % of fair value |
| Maturity dates: | | | |
| Due in one year or less | $ 668 | $678 | 6.4 % |
| Due after one year through five years | 2,797 | 2,823 | 26.5 |
| Due after five years through ten years | 3,660 | 3,655 | 34.2 |
| Due after ten years | 3,528 | 3,504 | 32.9 |
| Total | $ 10,653 | $10,660 | 100.0% |

Actual maturities may differ from contractual maturities when there is a right to call or prepay obligations with or without call or prepayment penalties.

The following table provides investment income and investment gains and losses, net:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Investment income: | | | | |
| Interest | $111 | $112 | $333 | $334 |
| Dividends | 45 | 43 | 131 | 124 |
| Other | 1 | 1 | 3 | 3 |
| Total | 157 | 156 | 467 | 461 |
| Less investment expenses | 3 | 3 | 9 | 8 |
| Total | $154 | $153 | $458 | $453 |
| | | | | |
| Investment gains and losses, net: | | | | |
| Equity securities: | | | | |
| Investment gains and losses on securities sold, net | $8 | $— | $17 | $— |
| Unrealized gains and losses on securities still held, net | 450 | — | 351 | — |
| Gross realized gains | — | 1 | — | 160 |
| Gross realized losses | — | — | — | (14) |
| Other-than-temporary impairments | — | — | — | (3) |
| Subtotal | 458 | 1 | 368 | 143 |
| Fixed maturities: | | | | |
| Gross realized gains | 2 | 3 | 9 | 16 |
| Gross realized losses | (1) | — | (2) | — |
| Other-than-temporary impairments | — | — | — | (6) |
| Subtotal | 1 | 3 | 7 | 10 |
| | | | | |
| Other | (1) | 3 | (3) | 3 |
| Total | $458 | $7 | $372 | $156 |

During the three and nine months ended September 30, 2018, there were no fixed-maturity securities other-than-temporarily impaired. During the three months ended September 30, 2017, there were no equity securities and no fixed-maturity security other-than-temporarily impaired. During the nine months ended September 30, 2017, there were five equity securities and one fixed-maturity security other-than-temporarily impaired. There were no credit losses on fixed-maturity securities for which a portion of other-than-temporary impairment (OTTI) has been recognized in other comprehensive income for the three and nine months ended September 30, 2018 and 2017.

At September 30, 2018, 288 fixed-maturity securities with a total unrealized loss of $49 million had been in an unrealized loss position for 12 months or more. Of that total, no fixed-maturity security had a fair value below 70 percent of amortized cost. At December 31, 2017, 249 fixed-maturity securities with a total unrealized loss of $18 million had been in an unrealized loss position for 12 months or more. Of that total, no fixed-maturity securities had fair values below 70 percent of amortized cost. There were no equity securities in an unrealized loss position for 12 months or more as of December 31, 2017.

NOTE 3 – Fair Value Measurements

In accordance with accounting guidance for fair value measurements and disclosures, we categorized our financial instruments, based on the priority of the observable and market-based data for the valuation technique used, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices with readily available independent data in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable market inputs (Level 3). When various inputs for measurement fall within different levels of the fair value hierarchy, the lowest observable input that has a significant impact on fair value measurement is used.
Our valuation techniques have not changed from those used at December 31, 2017, and ultimately management determines fair value. See our 2017 Annual Report on Form 10-K, Item 8, Note 3, Fair Value Measurements, Page 132, for information on characteristics and valuation techniques used in determining fair value.

Fair Value Disclosures for Assets
The following tables illustrate the fair value hierarchy for those assets measured at fair value on a recurring basis at September 30, 2018, and December 31, 2017. We do not have any liabilities carried at fair value. There were no transfers between Level 1 and Level 2.

| (Dollars in millions)<br>At September 30, 2018 | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |
|---|---|---|---|---|
| Fixed maturities, available for sale: | | | | |
| Corporate | $ — | $ 5,742 | $ 1 | $5,743 |
| States, municipalities and political subdivisions | — | 4,291 | 4 | 4,295 |
| Commercial mortgage-backed | — | 285 | — | 285 |
| Government-sponsored enterprises | — | 280 | — | 280 |
| United States government | 47 | — | — | 47 |
| Foreign government | — | 10 | — | 10 |
| Subtotal | 47 | 10,608 | 5 | 10,660 |
| Common equities | 6,472 | — | — | 6,472 |
| Nonredeemable preferred equities | — | 191 | — | 191 |
| Separate accounts taxable fixed maturities | — | 783 | — | 783 |
| Top Hat savings plan mutual funds and common equity (included in Other assets) | 37 | — | — | 37 |
| Total | $ 6,556 | $ 11,582 | $ 5 | $18,143 |
| | | | | |
| At December 31, 2017 | | | | |
| Fixed maturities, available for sale: | | | | |
| Corporate | $ — | $ 5,652 | $ 1 | $5,653 |
| States, municipalities and political subdivisions | — | 4,460 | 5 | 4,465 |
| Commercial mortgage-backed | — | 286 | — | 286 |
| Government-sponsored enterprises | — | 254 | — | 254 |
| United States government | 31 | — | — | 31 |
| Foreign government | — | 10 | — | 10 |
| Subtotal | 31 | 10,662 | 6 | 10,699 |
| Common equities, available for sale | 6,039 | — | — | 6,039 |
| Nonredeemable preferred equities, available for sale | — | 210 | — | 210 |
| Separate accounts taxable fixed maturities | — | 795 | — | 795 |
| Top Hat savings plan mutual funds and common equity (included in Other assets) | 31 | — | — | 31 |

| | | | | |
|---|---|---|---|---|
| Total | $ 6,101 | $ 11,667 | $ 6 | $17,774 |

Each financial instrument that was deemed to have significant unobservable inputs when determining valuation is identified in the following tables by security type with a summary of changes in fair value as of September 30, 2018. Total Level 3 assets continue to be less than 1 percent of financial assets measured at fair value in the condensed consolidated balance sheets. Assets presented in the table below were valued based primarily on broker/dealer quotes for which there is a lack of transparency as to inputs used to develop the valuations. Transfers out of Level 3 included situations where a broker quote was used without observable inputs or data that could be corroborated by our pricing vendors in the prior period and significant other observable inputs were identified in the current period. The quantitative detail of these unobservable inputs is neither provided nor reasonably available to us.

The following table provides the change in Level 3 assets for the three months ended September 30:

| (Dollars in millions) | Asset fair value measurements using significant unobservable inputs | | |
|---|---|---|---|
| | Corporate fixed maturities | States, municipalities and political subdivisions fixed maturities | Total |
| Beginning balance, July 1, 2018 | $ 1 | $ 4 | $ 5 |
| Total gains or losses (realized/unrealized): | | | |
| Included in net income | — | — | — |
| Included in other comprehensive income | — | — | — |
| Purchases | — | — | — |
| Sales | — | — | — |
| Transfers into Level 3 | — | — | — |
| Transfers out of Level 3 | — | — | — |
| Ending balance, September 30, 2018 | $ 1 | $ 4 | $ 5 |
| | | | |
| Beginning balance, July 1, 2017 | $ 1 | $ 5 | $ 6 |
| Total gains or losses (realized/unrealized): | | | |
| Included in net income | — | — | — |
| Included in other comprehensive income | — | — | — |
| Purchases | — | — | — |
| Sales | — | — | — |
| Transfers into Level 3 | — | — | — |
| Transfers out of Level 3 | — | — | — |
| Ending balance, September 30, 2017 | $ 1 | $ 5 | $ 6 |

The following table provides the change in Level 3 assets for the nine months ended September 30:

| (Dollars in millions) | Asset fair value measurements using significant unobservable inputs | | |
|---|---|---|---|
| | Corporate fixed maturities | States, municipalities and political subdivisions fixed maturities | Total |
| Beginning balance, January 1, 2018 | $ 1 | $ 5 | $ 6 |
| Total gains or losses (realized/unrealized): | | | |
| Included in net income | — | — | — |
| Included in other comprehensive income | — | (1 ) | (1 ) |
| Purchases | — | — | — |
| Sales | — | — | — |
| Transfers into Level 3 | — | — | — |
| Transfers out of Level 3 | — | — | — |
| Ending balance, September 30, 2018 | $ 1 | $ 4 | $ 5 |
| | | | |
| Beginning balance, January 1, 2017 | $ 78 | $ — | $ 78 |
| Total gains or losses (realized/unrealized): | | | |
| Included in net income | — | — | — |
| Included in other comprehensive income | — | — | — |
| Purchases | — | 5 | 5 |
| Sales | — | — | — |
| Transfers into Level 3 | — | — | — |
| Transfers out of Level 3 | (77 ) | — | (77 ) |
| Ending balance, September 30, 2017 | $ 1 | $ 5 | $ 6 |

With the exception of the above tables, additional disclosures for the Level 3 category are not material and therefore not provided.

Fair Value Disclosures for Assets and Liabilities Not Carried at Fair Value

The disclosures below are presented to provide information about the effects of current market conditions on financial instruments that are not reported at fair value in our condensed consolidated financial statements.

This table summarizes the book value and principal amounts of our long-term debt:

| (Dollars in millions) | | | Book value | | Principal amount | |
|---|---|---|---|---|---|---|
| Interest rate | Year of issue | | September 30, 2018 | December 31, 2017 | September 30, 2018 | December 31, 2017 |
| 6.900% | 1998 | Senior debentures, due 2028 | $ 26 | $ 26 | $ 28 | $ 28 |
| 6.920% | 2005 | Senior debentures, due 2028 | 391 | 391 | 391 | 391 |
| 6.125% | 2004 | Senior notes, due 2034 | 370 | 370 | 374 | 374 |
| | | Total | $ 787 | $ 787 | $ 793 | $ 793 |

The following table shows fair values of our note payable and long-term debt:

| (Dollars in millions)<br><br>At September 30, 2018 | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |
|---|---|---|---|---|
| Note payable | $ — | $ 30 | $ — | $30 |
| 6.900% senior debentures, due 2028 | — | 32 | — | 32 |
| 6.920% senior debentures, due 2028 | — | 472 | — | 472 |
| 6.125% senior notes, due 2034 | — | 437 | — | 437 |
| Total | $ — | $ 971 | $ — | $971 |
| | | | | |
| At December 31, 2017 | | | | |
| Note payable | $ — | $ 24 | $ — | $24 |
| 6.900% senior debentures, due 2028 | — | 34 | — | 34 |
| 6.920% senior debentures, due 2028 | — | 505 | — | 505 |
| 6.125% senior notes, due 2034 | — | 477 | — | 477 |
| Total | $ — | $ 1,040 | $ — | $1,040 |

The following table shows the fair value of our life policy loans included in other invested assets and the fair values of our deferred annuities and structured settlements included in life policy and investment contract reserves:

| (Dollars in millions)<br><br>At September 30, 2018 | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |
|---|---|---|---|---|
| Life policy loans | $ — | $ — | $ 40 | $40 |
| | | | | |
| Deferred annuities | — | — | 760 | 760 |
| Structured settlements | — | 194 | — | 194 |
| Total | $ — | $ 194 | $ 760 | $954 |
| | | | | |
| At December 31, 2017 | | | | |
| Life policy loans | $ — | $ — | $ 41 | $41 |
| | | | | |
| Deferred annuities | — | — | 834 | 834 |
| Structured settlements | — | 210 | — | 210 |
| Total | $ — | $ 210 | $ 834 | $1,044 |

Outstanding principal and interest for these life policy loans totaled $32 million and $31 million at September 30, 2018, and December 31, 2017, respectively.

Recorded reserves for the deferred annuities were $802 million and $835 million at September 30, 2018, and December 31, 2017, respectively. Recorded reserves for the structured settlements were $157 million and $161 million at September 30, 2018, and December 31, 2017, respectively.

NOTE 4 – Property Casualty Loss and Loss Expenses

This table summarizes activity for our consolidated property casualty loss and loss expense reserves:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Gross loss and loss expense reserves, beginning of period | $5,423 | $5,213 | $5,219 | $5,035 |
| Less reinsurance recoverable | 188 | 283 | 187 | 298 |
| Net loss and loss expense reserves, beginning of period | 5,235 | 4,930 | 5,032 | 4,737 |
| Net incurred loss and loss expenses related to: | | | | |
| Current accident year | 857 | 835 | 2,548 | 2,493 |
| Prior accident years | (44) | (20) | (123) | (96) |
| Total incurred | 813 | 815 | 2,425 | 2,397 |
| Net paid loss and loss expenses related to: | | | | |
| Current accident year | 392 | 411 | 928 | 969 |
| Prior accident years | 313 | 314 | 1,186 | 1,145 |
| Total paid | 705 | 725 | 2,114 | 2,114 |
| Net loss and loss expense reserves, end of period | 5,343 | 5,020 | 5,343 | 5,020 |
| Plus reinsurance recoverable | 186 | 280 | 186 | 280 |
| Gross loss and loss expense reserves, end of period | $5,529 | $5,300 | $5,529 | $5,300 |

We use actuarial methods, models and judgment to estimate, as of a financial statement date, the property casualty loss and loss expense reserves required to pay for and settle all outstanding insured claims, including incurred but not reported (IBNR) claims, as of that date. The actuarial estimate is subject to review and adjustment by an inter-departmental committee that includes actuarial, claims, underwriting, loss prevention and accounting management. This committee is familiar with relevant company and industry business, claims and underwriting trends, as well as general economic and legal trends that could affect future loss and loss expense payments.

The amount we will actually have to pay for claims can be highly uncertain. This uncertainty, together with the size of our reserves, makes the loss and loss expense reserves our most significant estimate. The reserve for loss and loss expenses in the condensed consolidated balance sheets also included $49 million at September 30, 2018, and $50 million at September 30, 2017, for certain life and health loss and loss expense reserves.

For the three months ended September 30, 2018, we experienced $44 million of favorable development on prior accident years, including $37 million of favorable development in commercial lines, $8 million of favorable development in excess and surplus lines and $1 million of adverse development in our reinsurance assumed operations. This included $5 million from favorable development of catastrophe losses. Within commercial lines, we recognized favorable reserve development of $20 million for the commercial casualty line, $9 million for the workers' compensation line, $9 million for the commercial property line and $2 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expense for these lines. This was partially offset by unfavorable reserve development of $3 million for the commercial auto line. Within personal lines, we recognized unfavorable reserve development of $7 million for the homeowner line of business due primarily to higher-than-anticipated loss development on known claims.

For the nine months ended September 30, 2018, we experienced $123 million of favorable development on prior accident years, including $114 million of favorable development in commercial lines, $16 million of unfavorable development in personal lines, $22 million of favorable development in excess and surplus lines and $3 million of favorable development in our reinsurance assumed operations. This included $12 million from favorable development of catastrophe losses. Within commercial lines, we recognized favorable reserve development of $39 million for the workers' compensation line, $37 million for the commercial property line, $31 million for the commercial casualty line and $14 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expense for these lines. This was partially offset by unfavorable reserve development of $7 million for the commercial auto line. Within personal lines, we recognized unfavorable reserve development of

$24 million for the homeowner line of business due primarily to higher-than-anticipated loss development on known claims.

For the three months ended September 30, 2017, we experienced $20 million of favorable development on prior accident years, including $18 million of favorable development in commercial lines, $3 million of favorable development in excess and surplus lines and $1 million of adverse development in our reinsurance assumed operations. This included $6 million from favorable development of catastrophe losses. Within commercial lines, we recognized favorable reserve development of $14 million for the workers' compensation line, $7 million for the commercial property line and $5 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expense for these lines. This was partially offset by unfavorable reserve development of $8 million for the commercial auto line.

For the nine months ended September 30, 2017, we experienced $96 million of favorable development on prior accident years, including $55 million of favorable development in commercial lines, $13 million of favorable development in personal lines, $25 million of favorable development in excess and surplus lines and $3 million of favorable development in our reinsurance assumed operations. This included $20 million from favorable development of catastrophe losses. Within commercial lines, we recognized favorable reserve development of $44 million for the workers' compensation line, $21 million for the commercial property line and $25 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expenses for these lines. This was partially offset by unfavorable reserve development of $27 million for the commercial auto line and $8 million for the commercial casualty line. The unfavorable reserve development for commercial casualty reflected higher large loss activity than prior year.

NOTE 5 – Life Policy and Investment Contract Reserves

We establish the reserves for traditional life insurance policies based on expected expenses, mortality, morbidity, withdrawal rates, timing of claim presentation and investment yields, including a provision for uncertainty. Once these assumptions are established, they generally are maintained throughout the lives of the contracts.

We use both our own experience and industry experience, adjusted for historical trends, in arriving at our assumptions for expected mortality, morbidity and withdrawal rates as well as for expected expenses. We base our assumptions for expected investment income on our own experience adjusted for current economic conditions.

We establish reserves for the company's deferred annuity, universal life and structured settlement policies equal to the cumulative account balances, which include premium deposits plus credited interest less charges and withdrawals. Some of our universal life policies contain no-lapse guarantee provisions. For these policies, we establish a reserve in addition to the account balance, based on expected no-lapse guarantee benefits and expected policy assessments.

This table summarizes our life policy and investment contract reserves:

| (Dollars in millions) | September 30, 2018 | December 31, 2017 |
| --- | --- | --- |
| Life policy reserves: | | |
| Ordinary/traditional life | $ 1,132 | $ 1,080 |
| Other | 48 | 47 |
| Subtotal | 1,180 | 1,127 |
| Investment contract reserves: | | |
| Deferred annuities | 802 | 835 |
| Universal life | 625 | 601 |
| Structured settlements | 157 | 160 |
| Other | 6 | 6 |
| Subtotal | 1,590 | 1,602 |
| Total life policy and investment contract reserves | $ 2,770 | $ 2,729 |

NOTE 6 – Deferred Policy Acquisition Costs

Expenses directly related to successfully acquired insurance policies – primarily commissions, premium taxes and underwriting costs – are deferred and amortized over the terms of the policies. We update our acquisition cost assumptions periodically to reflect actual experience, and we evaluate the costs for recoverability. The table below shows the deferred policy acquisition costs and asset reconciliation.

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Property casualty: | | | | |
| Deferred policy acquisition costs asset, beginning of period | $472 | $448 | $438 | $408 |
| Capitalized deferred policy acquisition costs | 229 | 223 | 712 | 686 |
| Amortized deferred policy acquisition costs | (225) | (220) | (674) | (643) |
| Deferred policy acquisition costs asset, end of period | $476 | $451 | $476 | $451 |
| | | | | |
| Life: | | | | |
| Deferred policy acquisition costs asset, beginning of period | $256 | $230 | $232 | $229 |
| Capitalized deferred policy acquisition costs | 15 | 13 | 43 | 38 |
| Amortized deferred policy acquisition costs | (6) | (17) | (27) | (37) |
| Amortized shadow deferred policy acquisition costs | 2 | (1) | 19 | (5) |
| Deferred policy acquisition costs asset, end of period | $267 | $225 | $267 | $225 |
| | | | | |
| Consolidated: | | | | |
| Deferred policy acquisition costs asset, beginning of period | $728 | $678 | $670 | $637 |
| Capitalized deferred policy acquisition costs | 244 | 236 | 755 | 724 |
| Amortized deferred policy acquisition costs | (231) | (237) | (701) | (680) |
| Amortized shadow deferred policy acquisition costs | 2 | (1) | 19 | (5) |
| Deferred policy acquisition costs asset, end of period | $743 | $676 | $743 | $676 |

No premium deficiencies were recorded in the condensed consolidated statements of income, as the sum of the anticipated loss and loss expenses, policyholder dividends and unamortized deferred acquisition expenses did not exceed the related unearned premiums and anticipated investment income.

NOTE 7 – Accumulated Other Comprehensive Income

Accumulated other comprehensive income (AOCI) includes changes in unrealized gains and losses on investments, changes in pension obligations and changes in life deferred acquisition costs, life policy reserves and other as follows:

| (Dollars in millions) | Three months ended September 30, | | | | | |
|---|---|---|---|---|---|---|
| | 2018 | | | 2017 | | |
| | Before tax | Income tax | Net | Before tax | Income tax | Net |
| Investments: | | | | | | |
| AOCI, beginning of period | $84 | $ 17 | $67 | $2,977 | $1,031 | $1,946 |
| OCI before investment gains and losses, net, recognized in net income | (76 ) | (17 ) | (59 ) | 193 | 67 | 126 |
| Investment gains and losses, net, recognized in net income | (1 ) | — | (1 ) | (4 ) | (1 ) | (3 ) |
| OCI | (77 ) | (17 ) | (60 ) | 189 | 66 | 123 |
| AOCI, end of period | $7 | $ — | $7 | $3,166 | $1,097 | $2,069 |
| | | | | | | |
| Pension obligations: | | | | | | |
| AOCI, beginning of period | $(11) | $ (1 ) | $(10) | $(25 ) | $(8 ) | $(17 ) |
| OCI excluding amortization recognized in net income | — | — | — | — | — | — |
| Amortization recognized in net income | — | — | — | 1 | 1 | — |
| OCI | — | — | — | 1 | 1 | — |
| AOCI, end of period | $(11) | $ (1 ) | $(10) | $(24 ) | $(7 ) | $(17 ) |
| | | | | | | |
| Life deferred acquisition costs, life policy reserves and other: | | | | | | |
| AOCI, beginning of period | $(2 ) | $ — | $(2 ) | $(6 ) | $(2 ) | $(4 ) |
| OCI before investment gains and losses, net, recognized in net income | — | — | — | 1 | — | 1 |
| Investment gains and losses, net, recognized in net income | 1 | — | 1 | (3 ) | (1 ) | (2 ) |
| OCI | 1 | — | 1 | (2 ) | (1 ) | (1 ) |
| AOCI, end of period | $(1 ) | $ — | $(1 ) | $(8 ) | $(3 ) | $(5 ) |
| | | | | | | |
| Summary of AOCI: | | | | | | |
| AOCI, beginning of period | $71 | $ 16 | $55 | $2,946 | $1,021 | $1,925 |
| Investments OCI | (77 ) | (17 ) | (60 ) | 189 | 66 | 123 |
| Pension obligations OCI | — | — | — | 1 | 1 | — |
| Life deferred acquisition costs, life policy reserves and other OCI | 1 | — | 1 | (2 ) | (1 ) | (1 ) |
| Total OCI | (76 ) | (17 ) | (59 ) | 188 | 66 | 122 |
| AOCI, end of period | $(5 ) | $ (1 ) | $(4 ) | $3,134 | $1,087 | $2,047 |

| (Dollars in millions) | Nine months ended September 30, | | | | | |
|---|---|---|---|---|---|---|
| | 2018 | | | 2017 | | |
| | Before tax | Income tax | Net | Before tax | Income tax | Net |
| Investments: | | | | | | |
| AOCI, beginning of period | $3,540 | $733 | $2,807 | $2,625 | $908 | $1,717 |
| Cumulative effect of change in accounting for equity securities as of January 1, 2018 | (3,155) | (652) | (2,503) | — | — | — |
| Adjusted AOCI, beginning of period | 385 | 81 | 304 | 2,625 | 908 | 1,717 |
| OCI before investment gains and losses, net, recognized in net income | (371) | (80) | (291) | 694 | 243 | 451 |
| Investment gains and losses, net, recognized in net income | (7) | (1) | (6) | (153) | (54) | (99) |
| OCI | (378) | (81) | (297) | 541 | 189 | 352 |
| AOCI, end of period | $7 | $— | $7 | $3,166 | $1,097 | $2,069 |
| | | | | | | |
| Pension obligations: | | | | | | |
| AOCI, beginning of period | $(12) | $(1) | $(11) | $(26) | $(8) | $(18) |
| OCI excluding amortization recognized in net income | — | — | — | — | — | — |
| Amortization recognized in net income | 1 | — | 1 | 2 | 1 | 1 |
| OCI | 1 | — | 1 | 2 | 1 | 1 |
| AOCI, end of period | $(11) | $(1) | $(10) | $(24) | $(7) | $(17) |
| | | | | | | |
| Life deferred acquisition costs, life policy reserves and other: | | | | | | |
| AOCI, beginning of period | $(10) | $(2) | $(8) | $(9) | $(3) | $(6) |
| OCI before investment gains and losses, net, recognized in net income | 6 | 1 | 5 | 4 | 1 | 3 |
| Investment gains and losses, net, recognized in net income | 3 | 1 | 2 | (3) | (1) | (2) |
| OCI | 9 | 2 | 7 | 1 | — | 1 |
| AOCI, end of period | $(1) | $— | $(1) | $(8) | $(3) | $(5) |
| | | | | | | |
| Summary of AOCI: | | | | | | |
| AOCI, beginning of period | $3,518 | $730 | $2,788 | $2,590 | $897 | $1,693 |
| Cumulative effect of change in accounting for equity securities as of January 1, 2018 | (3,155) | (652) | (2,503) | — | — | — |
| Adjusted AOCI, beginning of period | 363 | 78 | 285 | 2,590 | 897 | 1,693 |
| Investments OCI | (378) | (81) | (297) | 541 | 189 | 352 |
| Pension obligations OCI | 1 | — | 1 | 2 | 1 | 1 |
| Life deferred acquisition costs, life policy reserves and other OCI | 9 | 2 | 7 | 1 | — | 1 |
| Total OCI | (368) | (79) | (289) | 544 | 190 | 354 |
| AOCI, end of period | $(5) | $(1) | $(4) | $3,134 | $1,087 | $2,047 |

Investment gains and losses, net, and life deferred acquisition costs, life policy reserves and other investment gains and losses, net, are recorded in the investment gains and losses, net, line item in the condensed consolidated statements of income. Amortization on pension obligations is recorded in the insurance losses and contract holders' benefits and underwriting, acquisition and insurance expenses in the condensed consolidated statements of income.

NOTE 8 – Reinsurance

Primary components of our property casualty reinsurance assumed operations include involuntary and voluntary assumed risks as well as contracts from our reinsurance assumed operations, known as Cincinnati Re. Primary components of our ceded reinsurance include a property per risk treaty, property excess treaty, casualty per occurrence treaty, casualty excess treaty, property catastrophe treaty and catastrophe bonds and retrocessions on our reinsurance assumed operations. Management's decisions about the appropriate level of risk retention are affected by various factors, including changes in our underwriting practices, capacity to retain risks and reinsurance market conditions.

The table below summarizes our consolidated property casualty insurance net written premiums, earned premiums and incurred loss and loss expenses:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Direct written premiums | $1,248 | $1,221 | $3,831 | $3,712 |
| Assumed written premiums | 42 | 26 | 143 | 101 |
| Ceded written premiums | (44) | (39) | (121) | (103) |
| Net written premiums | $1,246 | $1,208 | $3,853 | $3,710 |
| | | | | |
| Direct earned premiums | $1,238 | $1,195 | $3,680 | $3,547 |
| Assumed earned premiums | 38 | 39 | 107 | 99 |
| Ceded earned premiums | (39) | (43) | (120) | (123) |
| Earned premiums | $1,237 | $1,191 | $3,667 | $3,523 |
| | | | | |
| Direct incurred loss and loss expenses | $792 | $760 | $2,394 | $2,318 |
| Assumed incurred loss and loss expenses | 26 | 62 | 55 | 97 |
| Ceded incurred loss and loss expenses | (5) | (7) | (24) | (18) |
| Incurred loss and loss expenses | $813 | $815 | $2,425 | $2,397 |

Our life insurance company purchases reinsurance for protection of a portion of the risks that are written. Primary components of our life reinsurance program include individual mortality coverage, aggregate catastrophe and accidental death coverage in excess of certain deductibles.

The table below summarizes our consolidated life insurance earned premiums and contract holders' benefits incurred:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Direct earned premiums | $79 | $72 | $237 | $223 |
| Ceded earned premiums | (18) | (16) | (52) | (50) |
| Earned premiums | $61 | $56 | $185 | $173 |
| | | | | |
| Direct contract holders' benefits incurred | 82 | 73 | 228 | 236 |
| Ceded contract holders' benefits incurred | (16) | (14) | (37) | (52) |
| Contract holders' benefits incurred | $66 | $59 | $191 | $184 |

The ceded benefits incurred can vary depending on the type of life insurance policy held and the year the policy was issued.

NOTE 9 – Income Taxes
As of September 30, 2018, and December 31, 2017, we had no liability for unrecognized tax benefits.

The differences between the 21 percent and 35 percent statutory federal income tax rates and our effective income tax rate were as follows:

| (Dollars in millions) | Three months ended September 30, | | | | Nine months ended September 30, | | | |
|---|---|---|---|---|---|---|---|---|
| | 2018 | | 2017 | | 2018 | | 2017 | |
| Tax at statutory rate: | $130 | 21.0 % | $46 | 35.0 % | $175 | 21.0 % | $187 | 35.0 % |
| Increase (decrease) resulting from: | | | | | | | | |
| Tax-exempt income from municipal bonds | (5) | (0.8) | (9) | (7.0) | (15) | (1.8) | (27) | (5.1) |
| Dividend received exclusion | (3) | (0.5) | (8) | (6.2) | (11) | (1.3) | (25) | (4.7) |
| Tax accounting method changes | (50) | (8.1) | 0 | 0.0 | (50) | (6.0) | 0 | 0.0 |
| Other | (7) | (1.1) | (2) | (0.9) | (6) | (0.7) | (5) | (0.8) |
| Provision for income taxes | $65 | 10.5 % | $27 | 20.9 % | $93 | 11.2 % | $130 | 24.4 % |

The provision for federal income taxes is based upon filing a consolidated income tax return for the company and its subsidiaries.

See our 2017 Annual Report on Form 10-K, Item 8, Note 11, Income Taxes, Page 153, which discusses enactment of the Tax Cuts and Jobs Act (Tax Act) on December 22, 2017, and its impact on our financial results for that period. Interpretive guidance of the Tax Act will be received throughout 2018, and we will update our estimates and our disclosure on a quarterly basis as interpretative guidance is received within each quarter that it is received. During the three months ended September 30, 2018, the Internal Revenue Service (IRS) issued guidance on executive compensation which had an immaterial impact on our financial statements. Additional clarification or guidance may be issued by the U.S. Treasury and the IRS in the fourth quarter which will allow us to update our estimates for items for which our accounting for the Tax Act is incomplete. We will complete our accounting for the effects of the Tax Act under the SAB 118 guidance in the fourth quarter of 2018.

During the third quarter of 2018, we received approval from the IRS to change our method of tax accounting for certain items applicable for the 2017 tax year and tax return, primarily related to the valuation of our tax base unpaid losses. Accounting guidance does not allow recognition of the impact of certain tax accounting method changes until approved by the IRS. As a result, we recognized a benefit in the third quarter provision for income taxes for the difference between the current tax rate and the 2017 tax rate for the related items. This reduced our effective tax rate by 8.1 percent and 6.0 percent for the three months and nine months ended September 30, 2018, respectively.
As of September 30, 2018, we had no operating or capital loss carryforwards.

NOTE 10 – Net Income Per Common Share

Basic earnings per share are computed based on the weighted average number of common shares outstanding. Diluted earnings per share are computed based on the weighted average number of common and dilutive potential common shares outstanding using the treasury stock method. The table shows calculations for basic and diluted earnings per share:

| (In millions, except per share data) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Numerator: | | | | |
| Net income—basic and diluted | $553 | $102 | $739 | $403 |
| Denominator: | | | | |
| Basic weighted-average common shares outstanding | 162.7 | 164.0 | 163.3 | 164.3 |
| Effect of share-based awards: | | | | |
| Stock options | 0.8 | 1.1 | 0.9 | 1.1 |
| Nonvested shares | 0.5 | 0.8 | 0.5 | 0.7 |
| Diluted weighted-average shares | 164.0 | 165.9 | 164.7 | 166.1 |
| Earnings per share: | | | | |
| Basic | $3.40 | $0.62 | $4.53 | $2.45 |
| Diluted | $3.38 | $0.61 | $4.49 | $2.42 |
| Number of anti-dilutive share-based awards | 1.1 | 0.6 | 1.3 | 0.7 |

The sources of dilution of our common shares are certain equity-based awards. See our 2017 Annual Report on Form 10-K, Item 8, Note 17, Share-Based Associate Compensation Plans, Page 161, for information about share-based awards. The above table shows the number of anti-dilutive share-based awards for the three and nine months ended September 30, 2018 and 2017. These share-based awards were not included in the computation of net income per common share (diluted) because their exercise would have anti-dilutive effects.

NOTE 11 – Employee Retirement Benefits

The following summarizes the components of net periodic benefit cost for our qualified and supplemental pension plans:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Service cost | $ 3 | $ 3 | $ 8 | $ 8 |
| Non-service costs (benefit): | | | | |
| Interest cost | 4 | 4 | 10 | 11 |
| Expected return on plan assets | (6 ) | (6 ) | (17 ) | (16 ) |
| Amortization of actuarial loss and prior service cost | — | 1 | 1 | 2 |
| Total non-service benefit | (2 ) | (1 ) | (6 ) | (3 ) |
| Net periodic benefit cost | $ 1 | $ 2 | $ 2 | $ 5 |

See our 2017 Annual Report on Form 10-K, Item 8, Note 13, Employee Retirement Benefits, Page 156, for information on our retirement benefits. Service costs and non-service costs (benefit) are allocated in the same proportion primarily to the underwriting, acquisition and insurance expenses line item with the remainder allocated to the insurance losses and contract holders' benefits line item on the condensed consolidated statements of income for both 2018 and 2017.

We made matching contributions totaling $5 million and $4 million to our 401(k) and Top Hat savings plans during the third quarter of 2018 and 2017 and contributions of $15 million and $13 million for the first nine months of 2018 and 2017, respectively.

We contributed $15 million to our qualified pension plan during the first nine months of 2018. We do not anticipate further contributions during the remainder of 2018.

NOTE 12 – Commitments and Contingent Liabilities
In the ordinary course of conducting business, the company and its subsidiaries are named as defendants in various legal proceedings. Most of these proceedings are claims litigation involving the company's insurance subsidiaries in which the company is either defending or providing indemnity for third-party claims brought against insureds or litigating first-party coverage claims. The company accounts for such activity through the establishment of unpaid loss and loss expense reserves. We believe that the ultimate liability, if any, with respect to such ordinary-course claims litigation, after consideration of provisions made for potential losses and costs of defense, is immaterial to our consolidated financial condition, results of operations and cash flows.

The company and its subsidiaries also are occasionally involved in other legal and regulatory proceedings, some of which assert claims for substantial amounts. These actions include, among others, putative class actions seeking certification of a state or national class. Such proceedings have alleged, for example, breach of an alleged duty to search national databases to ascertain unreported deaths of insureds under life insurance policies. The company's insurance subsidiaries also are occasionally parties to individual actions in which extra-contractual damages, punitive damages or penalties are sought, such as claims alleging bad faith handling of insurance claims or writing unauthorized coverage or claims alleging discrimination by former or current associates.

On a quarterly basis, we review these outstanding matters. Under current accounting guidance, we establish accruals when it is probable that a loss has been incurred and we can reasonably estimate its potential exposure. The company accounts for such probable and estimable losses, if any, through the establishment of legal expense reserves. Based on our quarterly review, we believe that our accruals for probable and estimable losses are reasonable and that the amounts accrued do not have a material effect on our consolidated financial condition or results of operations. However, if any one or more of these matters results in a judgment against us or settlement for an amount that is significantly greater than the amount accrued, the resulting liability could have a material effect on the company's consolidated results of operations or cash flows. Based on our most recent review, our estimate for any other matters for which the risk of loss is not probable, but more than remote, is immaterial.

NOTE 13 – Segment Information

We operate primarily in two industries, property casualty insurance and life insurance. Our chief operating decision maker regularly reviews our reporting segments to make decisions about allocating resources and assessing performance. Our reporting segments are:

- Commercial lines insurance
- Personal lines insurance
- Excess and surplus lines insurance
- Life insurance
- Investments

We report as Other the noninvestment operations of the parent company and its noninsurer subsidiary, CFC Investment Company and Cincinnati Re, our reinsurance assumed operations. See our 2017 Annual Report on Form 10-K, Item 8, Note 18, Segment Information, Page 164, for a description of revenue, income or loss before income taxes and identifiable assets for each of the five segments.

Segment information is summarized in the following table:

| (Dollars in millions) | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Revenues: | | | | |
| Commercial lines insurance | | | | |
| Commercial casualty | $268 | $268 | $805 | $804 |
| Commercial property | 229 | 225 | 688 | 674 |
| Commercial auto | 168 | 159 | 495 | 472 |
| Workers' compensation | 80 | 84 | 245 | 254 |
| Other commercial | 60 | 56 | 174 | 165 |
| Commercial lines insurance premiums | 805 | 792 | 2,407 | 2,369 |
| Fee revenues | 1 | 1 | 3 | 3 |
| Total commercial lines insurance | 806 | 793 | 2,410 | 2,372 |
| | | | | |
| Personal lines insurance | | | | |
| Personal auto | 155 | 148 | 459 | 433 |
| Homeowner | 142 | 131 | 417 | 384 |
| Other personal | 41 | 35 | 118 | 104 |
| Personal lines insurance premiums | 338 | 314 | 994 | 921 |
| Fee revenues | 1 | 1 | 4 | 4 |
| Total personal lines insurance | 339 | 315 | 998 | 925 |
| | | | | |
| Excess and surplus lines insurance | 60 | 53 | 173 | 153 |
| Fee revenues | — | — | 1 | 1 |
| Total excess and surplus lines insurance | 60 | 53 | 174 | 154 |
| | | | | |
| Life insurance premiums | 61 | 56 | 185 | 173 |
| Fee revenues | 1 | 1 | 3 | 4 |
| Total life insurance | 62 | 57 | 188 | 177 |
| | | | | |
| Investments | | | | |
| Investment income, net of expenses | 154 | 153 | 458 | 453 |
| Investment gains and losses, net | 458 | 7 | 372 | 156 |
| Total investment revenue | 612 | 160 | 830 | 609 |
| | | | | |
| Other | | | | |
| Cincinnati Re insurance premiums | 34 | 32 | 93 | 80 |
| Other | 2 | 2 | 4 | 4 |
| Total other revenues | 36 | 34 | 97 | 84 |
| Total revenues | $1,915 | $1,412 | $4,697 | $4,321 |
| | | | | |
| Income (loss) before income taxes: | | | | |
| Insurance underwriting results | | | | |
| Commercial lines insurance | $34 | $39 | $96 | $61 |
| Personal lines insurance | (9) | (9) | (50) | (48) |
| Excess and surplus lines insurance | 17 | 13 | 48 | 50 |
| Life insurance | 3 | (4) | 13 | — |

| | | | | |
|---|---|---|---|---|
| Investments | 588 | 136 | 758 | 539 |
| Other | (15 ) | (46 ) | (33 ) | (69 ) |
| | $618 | $129 | $832 | $533 |

| Identifiable assets: | September 30, 2018 | December 31, 2017 |
|---|---|---|
| Property casualty insurance | $ 3,129 | $ 2,863 |
| Life insurance | 1,418 | 1,409 |
| Investments | 17,457 | 17,112 |
| Other | 476 | 459 |
| Total | $ 22,480 | $ 21,843 |

NOTE 14 – Subsequent Events

On October 12, 2018, the company announced the terms of an agreement to acquire all of the shares of MSP Underwriting Limited (MSP) in an all-cash transaction for £102 million based on MSP's projected net asset value at closing, or approximately $134 million based upon the October 9, 2018, exchange rate of 1.31 U.S. dollars per Pound Sterling (GBP). MSP, which operates through Beaufort Underwriting Agency Limited, is a London based global specialty underwriter and Munich Re subsidiary. The acquisition will provide the company with opportunities to support its independent agencies in new geographies and lines of business.

On October 10, 2018, the company entered into a foreign exchange forward contract which provides for an economic hedge between the agreed upon purchase price in GBP and currency fluctuations between the U.S. dollar and GBP during the period from that date through December 31, 2018.

The company expects that the transaction will close during the first quarter of 2019, subject to regulatory approvals and other customary terms and conditions.

There were no subsequent events requiring adjustment to our condensed consolidated financial statements and, with the exception of the above disclosure, no additional disclosures required in the notes to our condensed consolidated financial statements.

Item 2. Management's Discussion and Analysis of Financial Condition and
Results of Operations

The following discussion highlights significant factors influencing the condensed consolidated results of operations and financial position of Cincinnati Financial Corporation. It should be read in conjunction with the consolidated financial statements and related notes included in our 2017 Annual Report on Form 10-K. Unless otherwise noted, the industry data is prepared by A.M. Best Co., a leading insurance industry statistical, analytical and financial strength rating organization. Information from A.M. Best is presented on a statutory basis. When we provide our results on a comparable statutory basis, we label it as such; all other company data is presented in accordance with accounting principles generally accepted in the United States of America (GAAP).

We present per share data on a diluted basis unless otherwise noted, adjusting those amounts for all stock splits and dividends. Dollar amounts are rounded to millions; calculations of percent changes are based on dollar amounts rounded to the nearest million. Certain percentage changes are identified as not meaningful (nm).

SAFE HARBOR STATEMENT

This is our "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995. Our business is subject to certain risks and uncertainties that may cause actual results to differ materially from those suggested by the forward-looking statements in this report. Some of those risks and uncertainties are discussed in our 2017 Annual Report on Form 10-K, Item 1A, Risk Factors, Page 30.

Factors that could cause or contribute to such differences include, but are not limited to:

- The fact that the consummation of the transaction to acquire MSP Underwriting Ltd. and its subsidiaries is subject to closing conditions, one or more of which may not be satisfied, or that the transaction is not consummated for any other reason
- Our inability to integrate MSP and its subsidiaries into our on-going operations, or disruptions to our on-going operations due to such integration
- 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 or development of claims that are unforeseen at the time of policy issuance
- Inadequate estimates, assumptions or reliance on third-party data used for critical accounting estimates
- Declines in overall stock market values negatively affecting the company's equity portfolio and book value
- 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, including declines in accounts in which we hold bank-owned life insurance contract assets
- Domestic and global events resulting in capital market or credit market uncertainty, followed by prolonged periods of economic instability or recession, that lead to:
  - Significant or prolonged decline in the fair value of a particular security or group of securities and impairment of the asset(s)
  - Significant decline in investment income due to reduced or eliminated dividend payouts from a particular security or group of securities
  - Significant rise in losses from surety and director and officer policies written for financial institutions or other insured entities
- Recession or other economic conditions resulting in lower demand for insurance products or increased payment delinquencies
- Difficulties with technology or data security breaches, including cyberattacks, that could negatively affect our ability to conduct business; disrupt our relationships with agents, policyholders and others; cause reputational damage, mitigation expenses and data loss and expose us to liability under federal and state laws
- Disruption of the insurance market caused by technology innovations such as driverless cars that could decrease consumer demand for insurance products

- Delays, inadequate data developed internally or from third parties, or performance inadequacies from ongoing development and implementation of underwriting and pricing methods, including telematics and other usage-based insurance methods, or technology projects and enhancements expected to increase our pricing accuracy, underwriting profit and competitiveness
- Increased competition that could result in a significant reduction in the company's premium volume
- Changing consumer insurance-buying habits and consolidation of independent insurance agencies that could alter our competitive advantages

- Inability to obtain adequate ceded reinsurance on acceptable terms, amount of reinsurance coverage purchased, financial strength of reinsurers and the potential for nonpayment or delay in payment by reinsurers
- Inability to defer policy acquisition costs for any business segment if pricing and loss trends would lead management to conclude that segment could not achieve sustainable profitability
- Inability of our subsidiaries to pay dividends consistent with current or past levels
- 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:
  - Downgrades of the company's financial strength ratings
  - Concerns that doing business with the company is too difficult
  - Perceptions that the company's level of service, particularly claims service, is no longer a distinguishing characteristic in the marketplace
  - Inability or unwillingness to nimbly develop and introduce coverage product updates and innovations that our competitors offer and consumers expect to find in the marketplace
- Actions of insurance departments, state attorneys general or other regulatory agencies, including a change to a federal system of regulation from a state-based system, that:
  - Impose new obligations on us that increase our expenses or change the assumptions underlying our critical accounting estimates
  - Place the insurance industry under greater regulatory scrutiny or result in new statutes, rules and regulations
  - Restrict our ability to exit or reduce writings of unprofitable coverages or lines of business
  - 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
  - Increase our provision for federal income taxes due to changes in tax law
  - Increase our other expenses
  - Limit our ability to set fair, adequate and reasonable rates
  - Place us at a disadvantage in the marketplace
  - Restrict our ability to execute our business model, including the way we compensate agents
- Adverse outcomes from litigation or administrative proceedings
- 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
- Unforeseen departure of certain executive officers or other key employees due to retirement, health or other causes that could interrupt progress toward important strategic goals or diminish the effectiveness of certain longstanding relationships with insurance agents and others
- Events, such as an epidemic, natural catastrophe or terrorism, 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, global, 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 measures affecting corporate financial reporting and governance. The ultimate changes and eventual effects, if any, of these initiatives are uncertain.

CORPORATE FINANCIAL HIGHLIGHTS

Net Income and Comprehensive Income Data

| (Dollars in millions, except per share data) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $1,298 | $1,247 | 4 | $3,852 | $3,696 | 4 |
| Investment income, net of expenses (pretax) | 154 | 153 | 1 | 458 | 453 | 1 |
| Investment gains and losses, net (pretax) | 458 | 7 | nm | 372 | 156 | 138 |
| Total revenues | 1,915 | 1,412 | 36 | 4,697 | 4,321 | 9 |
| Net income | 553 | 102 | 442 | 739 | 403 | 83 |
| Comprehensive income | 494 | 224 | 121 | 450 | 757 | (41) |
| Net income per share—diluted | 3.38 | 0.61 | 454 | 4.49 | 2.42 | 86 |
| Cash dividends declared per share | 0.53 | 0.50 | 6 | 1.59 | 1.50 | 6 |
| Diluted weighted average shares outstanding | 164.0 | 165.9 | (1) | 164.7 | 166.1 | (1) |

Total revenues rose 36 percent for the third quarter of 2018, compared with the same period of 2017, reflecting higher earned premiums and significant net investment gains. For the first nine months of 2018, compared with the first nine months of 2017, total revenues also increased, primarily due to higher earned premiums in addition to higher net investment gains. Premium and investment revenue trends are discussed further in the respective sections of Financial Results.

Investment gains and losses are recognized on the sales of investments, on certain changes in fair values of securities even though we continue to hold the securities or as otherwise required by GAAP. We have substantial discretion in the timing of investment sales, and that timing generally is independent of the insurance underwriting process. The change in fair value of securities is also generally independent of the insurance underwriting process.

Net income for the third quarter of 2018, compared with third-quarter 2017, increased $451 million, including increases of $355 million in after-tax net investment gains and losses, $26 million in after-tax property casualty underwriting income and $12 million in after-tax investment income. Third-quarter 2018 net income also increased due to $56 million of certain other non-recurring items that primarily included the impact of various tax accounting method changes. New accounting requirements adopted during the first quarter of 2018 resulted in reporting, through net income, the change in fair value for equity securities still held, as disclosed in this quarterly report Item 1, Note 1, Accounting Policies, and Note 2, Investments. Included in the $355 million increase in net investment gains was $356 million from the recognition of fair value changes of equity securities still held that prior to 2018 would have been reported in other comprehensive income instead of net income. Third-quarter 2018 catastrophe losses, mostly weather related, were $25 million more after taxes and unfavorably affected both net income and property casualty underwriting income. Life insurance segment results on a pretax basis for the third quarter of 2018 rose $7 million compared with the third quarter of 2017.

For the nine months ended September 30, 2018, net income rose $336 million compared with the first nine months of 2017, reflecting a $192 million increase in after-tax net investment gains and losses, $59 million in after-tax property casualty underwriting income and $41 million in after-tax investment income in addition to the $56 million in other non-recurring items noted above. Included in the $192 million increase in net investment gains was $277 million from the recognition of fair value changes of equity securities still held that prior to 2018 would have been reported in other comprehensive income instead of net income. The property casualty underwriting income increase included a favorable $9 million after-tax effect from lower catastrophe losses. Life insurance segment results increased by $13 million on a pretax basis.

Performance by segment is discussed below in Financial Results. As discussed in our 2017 Annual Report on Form 10-K, Item 7, Factors Influencing Our Future Performance, Page 48, there are several reasons that our performance during 2018 may be below our long-term targets. In that annual report, as part of Financial Results, we also discussed the full-year 2018 outlook for each reporting segment.

The board of directors is committed to rewarding shareholders directly through cash dividends and through share repurchase authorizations. Through 2017, the company had increased the annual cash dividend rate for 57 consecutive years, a record we believe is matched by only seven other publicly traded companies. In January 2018, the board of directors increased the regular quarterly dividend to 53 cents per share, setting the stage for our 58th consecutive year of increasing cash dividends. During the first nine months of 2018, cash dividends declared by the company increased 6 percent compared with the same period of 2017. Our board regularly evaluates relevant factors in decisions related to dividends and share repurchases. The 2018 dividend increase reflected our strong earnings performance and signaled management's and the board's positive outlook and confidence in our outstanding capital, liquidity and financial flexibility.

As disclosed in Item 1, Note 14 of this report, we announced the terms of an agreement to acquire all of the shares of MSP, which operates through Beaufort Underwriting Agency Limited to underwrite business for Lloyd's Syndicate 318. We expect the transaction to contribute to future earnings and book value growth as it should provide opportunities to support business produced by our independent agencies in new geographies and lines of business. We expect the transaction to close during the first quarter of 2019, subject to regulatory approvals and other customary terms and conditions.

Balance Sheet Data and Performance Measures

| (Dollars in millions, except share data) | At September 30, 2018 | At December 31, 2017 |
|---|---|---|
| Total investments | $ 17,433 | $ 17,051 |
| Total assets | 22,480 | 21,843 |
| Short-term debt | 30 | 24 |
| Long-term debt | 787 | 787 |
| Shareholders' equity | 8,334 | 8,243 |
| Book value per share | 51.22 | 50.29 |
| Debt-to-total-capital ratio | 8.9 % | 9.0 % |

Total assets at September 30, 2018, increased 3 percent compared with year-end 2017, and included a 2 percent increase in total investments that reflected a combination of net purchases and higher fair values for many securities in our portfolio. Shareholders' equity increased 1 percent, and book value per share increased 2 percent during the first nine months of 2018. Our debt-to-total-capital ratio (capital is the sum of debt plus shareholders' equity) was slightly lower than at year-end 2017.

Our value creation ratio is our primary performance metric. That ratio was 5.0 percent for the first nine months of 2018, less than the same period in 2017 due to a lower amount of overall net gains from our investment portfolio. The $0.93 increase in book value per share during the first nine months of 2018 contributed 1.8 percentage points to the value creation ratio, while dividends declared at $1.59 per share contributed 3.2 points. Value creation ratios for comparable periods by major components and in total, along with calculations from per-share amounts, are shown in the tables below. For both 2018 periods, net income before investment gains included a 0.7 percent contribution from certain non-recurring items, including the impact of various tax accounting method changes.

| | Three months ended September 30, | Nine months ended September 30, |
|---|---|---|

| | 2018 | 2017 | 2018 | 2017 |
|---|---|---|---|---|
| Value creation ratio major components: | | | | |
| Net income before investment gains | 2.4 % | 1.3 % | 5.4 % | 4.3 % |
| Change in fixed-maturity securities, realized and unrealized gains | (0.7) | 0.1 | (3.6) | 1.2 |
| Change in equity securities, investment gains | 4.6 | 1.6 | 3.6 | 5.2 |
| Other | 0.0 | 0.1 | (0.4) | (0.4) |
| Value creation ratio | 6.3 % | 3.1 % | 5.0 % | 10.3 % |

| (Dollars are per share) | Three months ended September 30, | | | | Nine months ended September 30, | | | |
|---|---|---|---|---|---|---|---|---|
| | 2018 | | 2017 | | 2018 | | 2017 | |
| Value creation ratio: | | | | | | | | |
| End of period book value* | $51.22 | | $45.86 | | $51.22 | | $45.86 | |
| Less beginning of period book value | 48.68 | | 44.97 | | 50.29 | | 42.95 | |
| Change in book value | 2.54 | | 0.89 | | 0.93 | | 2.91 | |
| Dividend declared to shareholders | 0.53 | | 0.50 | | 1.59 | | 1.50 | |
| Total value creation | $3.07 | | $1.39 | | $2.52 | | $4.41 | |
| | | | | | | | | |
| Value creation ratio from change in book value** | 5.2 | % | 2.0 | % | 1.8 | % | 6.8 | % |
| Value creation ratio from dividends declared to shareholders*** | 1.1 | | 1.1 | | 3.2 | | 3.5 | |
| Value creation ratio | 6.3 | % | 3.1 | % | 5.0 | % | 10.3 | % |

* Book value per share is calculated by dividing end of period total shareholders' equity by end of period shares outstanding
** Change in book value divided by the beginning of period book value
*** Dividend declared to shareholders divided by beginning of period book value

DRIVERS OF LONG-TERM VALUE CREATION

Operating through The Cincinnati Insurance Company, Cincinnati Financial Corporation is one of the 25 largest property casualty insurers in the nation, based on 2017 net written premiums for approximately 2,000 U.S. stock and mutual insurer groups. We market our insurance products through a select group of independent insurance agencies as discussed in our 2017 Annual Report on Form 10-K, Item 1, Our Business and Our Strategy, Page 5. At September 30, 2018, we actively marketed through agencies located in 42 states. We maintain a long-term perspective that guides us in addressing immediate challenges or opportunities while focusing on the major decisions that best position our company for success through all market cycles.

To measure our long-term progress in creating shareholder value, our value creation ratio is our primary financial performance target. As discussed in our 2017 Annual Report on Form 10-K, Item 7, Executive Summary, Page 44, management believes this measure is a meaningful indicator of our long-term progress in creating shareholder value and has three primary performance drivers:

- Premium growth – We believe our agency relationships and initiatives can lead to a property casualty written premium growth rate over any five-year period that exceeds the industry average. For the first nine months of 2018, our consolidated property casualty net written premium year-over-year growth was 4 percent. As of February 2018, A.M. Best projected the industry's full-year 2018 written premium growth at approximately 4 percent. For the five-year period 2013 through 2017, our growth rate was nearly double that of the industry. The industry's growth rate excludes its mortgage and financial guaranty lines of business.
- Combined ratio – We believe our underwriting philosophy and initiatives can generate a GAAP combined ratio over any five-year period that is consistently within the range of 95 percent to 100 percent. For the first nine months of 2018, our GAAP combined ratio was 97.3 percent and our statutory combined ratio was 96.3 percent, both including

7.4 percentage points of current accident year catastrophe losses partially offset by 3.3 percentage points of favorable loss reserve development on prior accident years. As of February 2018, A.M. Best projected the industry's full-year 2018 statutory combined ratio at approximately 100 percent, including approximately 5 percentage points of catastrophe losses and a favorable effect of approximately 1 percentage point of loss reserve development on prior accident years. The industry's ratio again excludes its mortgage and financial guaranty lines of business.

- Investment contribution – We believe our investment philosophy and initiatives can drive investment income growth and lead to a total return on our equity investment portfolio over a five-year period that exceeds the five-year return of the Standard & Poor's 500 Index. For the first nine months of 2018, pretax investment income was $458 million, up 1 percent compared with the same period in 2017. We believe our investment portfolio mix provides an appropriate balance of income stability and growth with capital appreciation potential.

Highlights of Our Strategy and Supporting Initiatives

Management has worked to identify a strategy that can lead to long-term success, with concurrence by the board of directors. Our strategy is intended to position us to compete successfully in the markets we have targeted while appropriately managing risk. Further description of our long-term, proven strategy can be found in our 2017 Annual Report on Form 10-K, Item 1, Our Business and Our Strategy, Page 5. We believe successful implementation of initiatives that support our strategy will help us better serve our agent customers and reduce volatility in our financial results while we also grow earnings and book value over the long term, successfully navigating challenging economic, market or industry pricing cycles.

- Manage insurance profitability – Implementation of these initiatives is intended to enhance underwriting expertise and knowledge, thereby increasing our ability to manage our business while also gaining efficiency. Better profit margins can arise from additional information and more focused action on underperforming product lines, plus pricing capabilities we are expanding through the use of technology and analytics. In addition to enhancing company efficiency, improving internal processes also supports the ability of the independent agencies that represent us to grow profitably by allowing them to serve clients faster and to more efficiently manage agency expenses.

We continue to enhance our property casualty underwriting expertise and to effectively and efficiently underwrite individual policies and process transactions. Ongoing initiatives supporting this work include expanding our pricing and segmentation capabilities through experience and use of predictive analytics and additional data. Our segmentation efforts emphasize identification and retention of insurance policies we believe have relatively stronger pricing, while seeking more aggressive renewal terms and conditions on policies we believe have relatively weaker pricing. In 2018, we continue to improve underwriting and rate adequacy for our commercial auto and personal auto lines of business. Our commercial auto policies that renewed during the first nine months of 2018 experienced an estimated average price increase at percentages in the high-single-digit range, and our personal auto policies that renewed during that period also averaged an estimated price increase at percentages in the high-single-digit range.

- Drive premium growth – Implementation of these initiatives is intended to further penetrate each market we serve through our independent agencies. Strategies aimed at specific market opportunities, along with service enhancements, can help our agents grow and increase our share of their business. Premium growth initiatives also include expansion of Cincinnati Re℠ – our reinsurance assumed operation. Diversified growth also may reduce variability of losses from weather-related catastrophes.

We continue to appoint new agencies to develop additional points of distribution. In 2018, we are planning approximately 100 appointments of independent agencies that offer most or all of our property casualty insurance products. During the first nine months of 2018, we appointed 66 new agencies that meet that criteria.

We also plan to appoint additional agencies that focus on high net worth personal lines clients. In 2018, we are targeting the appointment of approximately 100 agencies that market only personal lines products for us. During the first nine months of 2018, we appointed 54 new agencies that meet that criteria.

As of September 30, 2018, a total of 1,741 agency relationships market our property casualty insurance products from 2,319 reporting locations.

We also continue to grow premiums through the disciplined expansion of Cincinnati Re. During the first nine months of 2018, Cincinnati Re contributed $26 million of growth in consolidated property casualty insurance net written premiums.

Financial Strength

An important part of our long-term strategy is financial strength, which is described in our 2017 Annual Report on Form 10-K, Item 1, Our Business and Our Strategy, Financial Strength, Page 8. One aspect of our financial strength is prudent use of reinsurance ceded to help manage financial performance variability due to catastrophe loss experience. A description of how we use reinsurance ceded is included in our 2017 Annual Report on Form 10-K, Item 7, Liquidity and Capital Resources, 2018 Reinsurance Ceded Programs, Page 99. Another aspect of our financial strength is our investment portfolio, which remains well-diversified as discussed in this quarterly report in Item 3, Quantitative and Qualitative Disclosures About Market Risk. Our strong parent-company liquidity and financial strength increase our flexibility to maintain a cash dividend through all periods and to continue to invest in and expand our insurance operations.

At September 30, 2018, we held $2.851 billion of our cash and invested assets at the parent-company level, of which $2.571 billion, or 90.2 percent, was invested in common stocks, and $206 million, or 7.2 percent, was cash or cash equivalents. Our debt-to-total-capital ratio was 8.9 percent at September 30, 2018. Another important indicator of financial strength is our ratio of property casualty net written premiums to statutory surplus, which was 0.9-to-1 for the 12 months ended September 30, 2018, compared with 1.0-to-1 at year-end 2017.

Financial strength ratings assigned to us by independent rating firms also are important. In addition to rating our parent company's senior debt, four firms award insurer financial strength ratings to one or more of our insurance subsidiary companies based on their quantitative and qualitative analyses. These ratings primarily assess an insurer's ability to meet financial obligations to policyholders and do not necessarily address all of the matters that may be important to investors. Ratings are under continuous review and subject to change or withdrawal at any time by the rating agency. Each rating should be evaluated independently of any other rating; please see each rating agency's website for its most recent report on our ratings.

At October 24, 2018, our insurance subsidiaries continued to be highly rated.

Insurer Financial Strength Ratings

| Rating agency | Standard market property casualty insurance subsidiaries | | Life insurance subsidiary | | Excess and surplus lines insurance subsidiary | | Outlook |
|---|---|---|---|---|---|---|---|
| | | Rating tier | | Rating tier | | Rating tier | |
| A.M. Best Co. ambest.com | A+ Superior | 2 of 16 | A Excellent | 3 of 16 | A+ Superior | 2 of 16 | Stable/ Positive/ Stable |
| Fitch Ratings fitchratings.com | A+ Strong | 5 of 21 | A+ Strong | 5 of 21 | - - | - | Stable |
| Moody's Investors Service moodys.com | A1 Good | 5 of 21 | - - | - | - - | - | Stable |
| S&P Global Ratings spratings.com | A+ Strong | 5 of 21 | A+ Strong | 5 of 21 | - - | - | Stable |

CONSOLIDATED PROPERTY CASUALTY INSURANCE HIGHLIGHTS

Consolidated property casualty insurance results include premiums and expenses for our standard market insurance segments (commercial lines and personal lines), our excess and surplus lines segment and our reinsurance assumed operations.

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $1,237 | $1,191 | 4 | $3,667 | $3,523 | 4 |
| Fee revenues | 2 | 2 | 0 | 8 | 8 | 0 |
| Total revenues | 1,239 | 1,193 | 4 | 3,675 | 3,531 | 4 |
| Loss and loss expenses from: | | | | | | |
| Current accident year before catastrophe losses | 732 | 721 | 2 | 2,276 | 2,144 | 6 |
| Current accident year catastrophe losses | 125 | 114 | 10 | 272 | 349 | (22) |
| Prior accident years before catastrophe losses | (39) | (14) | (179) | (111) | (76) | (46) |
| Prior accident years catastrophe losses | (5) | (6) | 17 | (12) | (20) | 40 |
| Loss and loss expenses | 813 | 815 | 0 | 2,425 | 2,397 | 1 |
| Underwriting expenses | 384 | 367 | 5 | 1,143 | 1,094 | 4 |
| Underwriting profit | $42 | $11 | 282 | $107 | $40 | 168 |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year before catastrophe losses | 59.1 % | 60.4 % | (1.3) | 62.0 % | 60.8 % | 1.2 |
| Current accident year catastrophe losses | 10.1 | 9.6 | 0.5 | 7.4 | 9.9 | (2.5) |
| Prior accident years before catastrophe losses | (3.1) | (1.1) | (2.0) | (3.0) | (2.1) | (0.9) |
| Prior accident years catastrophe losses | (0.4) | (0.5) | 0.1 | (0.3) | (0.6) | 0.3 |
| Loss and loss expenses | 65.7 | 68.4 | (2.7) | 66.1 | 68.0 | (1.9) |
| Underwriting expenses | 31.1 | 30.9 | 0.2 | 31.2 | 31.1 | 0.1 |
| Combined ratio | 96.8 % | 99.3 % | (2.5) | 97.3 % | 99.1 % | (1.8) |
| | | | | | | |
| Combined ratio | 96.8 % | 99.3 % | (2.5) | 97.3 % | 99.1 % | (1.8) |
| Contribution from catastrophe losses and prior years reserve development | 6.6 | 8.0 | (1.4) | 4.1 | 7.2 | (3.1) |
| Combined ratio before catastrophe losses and prior years reserve development | 90.2 % | 91.3 % | (1.1) | 93.2 % | 91.9 % | 1.3 |

Our consolidated property casualty insurance operations generated an underwriting profit of $42 million and $107 million for the third quarter and first nine months of 2018. The third-quarter improvement of $31 million, compared with the same period of 2017, was partially offset by an increase of $12 million in losses from weather-related natural catastrophes. The nine-month improvement of $67 million, compared with the first nine months of 2017, included a decrease of $69 million in losses from weather-related natural catastrophes. Weather-related losses not identified as part of designated catastrophe events for the property casualty industry, typically referred to as noncatastrophe weather losses, increased by $37 million in the first nine months of 2018, and partially offset the decrease in catastrophe losses. We believe future property casualty underwriting results will continue to benefit from price increases and our ongoing initiatives to improve pricing precision and loss experience related to claims and loss control practices.

For all property casualty lines of business in aggregate, net loss and loss expense reserves at September 30, 2018, were $311 million higher than at year-end 2017, including $182 million for the incurred but not reported (IBNR) portion. The $311 million reserve increase raised year-end 2017 net loss and loss expense reserves by 6 percent.

We measure and analyze property casualty underwriting results primarily by the combined ratio and its component ratios. The GAAP-basis combined ratio is the percentage of incurred losses plus all expenses per each earned premium dollar – the lower the ratio, the better the performance. An underwriting profit results when the combined ratio is below 100 percent. A combined ratio above 100 percent indicates that an insurance company's losses and expenses exceeded premiums.

Our consolidated property casualty combined ratio for the third quarter of 2018 decreased by 2.5 percentage points, compared with the same period of 2017, despite an increase of 0.6 points from higher catastrophe losses and loss expenses. For the first nine months of 2018, compared with the same period of 2017, our consolidated property casualty combined ratio decreased by 1.8 percentage points, including a decrease of 2.2 points from lower catastrophe losses and loss expenses. The nine-month 2018 decrease from catastrophe loss effects was partially offset by an increase of 0.9 points from higher noncatastrophe weather-related losses.

The combined ratio can be affected significantly by natural catastrophe losses and other large losses as discussed in detail below. The combined ratio can also be affected by updated estimates of loss and loss expense reserves established for claims that occurred in prior periods, referred to as prior accident years. Net favorable development on prior accident year reserves, including reserves for catastrophe losses, benefited the combined ratio by 3.3 percentage points in the first nine months of 2018, compared with 2.7 percentage points in the same period of 2017. Net favorable development is discussed in further detail in Financial Results by property casualty insurance segment.

The ratio for current accident year loss and loss expenses before catastrophe losses rose in the first nine months of 2018. That 62.0 percent ratio increased 1.2 percentage points compared with the 60.8 percent accident year 2017 ratio measured as of September 30, 2017, including a 2018 ratio for large losses of $1 million or more per claim that matched the 2017 ratio, discussed below. The effects of higher nine-month 2018 noncatastrophe weather-related losses contributed approximately three-fourths of the overall increase in the current accident year ratio.

The underwriting expense ratio for the third quarter and first nine months of 2018 increased slightly, compared with the same periods of 2017.

Consolidated Property Casualty Insurance Premiums

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Agency renewal written premiums | $1,088 | $1,064 | 2 | $3,321 | $3,211 | 3 |
| Agency new business written premiums | 154 | 157 | (2) | 494 | 475 | 4 |
| Cincinnati Re net written premiums | 36 | 24 | 50 | 130 | 104 | 25 |
| Other written premiums | (32) | (37) | 14 | (92) | (80) | (15) |
| Net written premiums | 1,246 | 1,208 | 3 | 3,853 | 3,710 | 4 |
| Unearned premium change | (9) | (17) | 47 | (186) | (187) | 1 |
| Earned premiums | $1,237 | $1,191 | 4 | $3,667 | $3,523 | 4 |

The trends in net written premiums and earned premiums summarized in the table above include the effects of price increases. Price change trends that heavily influence renewal written premium increases or decreases, along with other premium growth drivers for 2018, are discussed in more detail by segment below in Financial Results.

Consolidated property casualty net written premiums for the three and nine months ended September 30, 2018, grew $38 million and $143 million compared with the same periods of 2017. Our premium growth initiatives from prior years have provided an ongoing favorable effect on growth during the current year, particularly as newer agency relationships mature over time.

Consolidated property casualty agency new business written premiums decreased by $3 million for the third quarter and increased $19 million for the first nine months of 2018, compared with the same periods of 2017. The change for both 2018 periods was primarily due to our commercial lines and personal lines insurance segments. New agency appointments during 2017 and 2018 produced a $33 million increase in standard lines new business for the first nine months of 2018 compared with the same period of 2017. As we appoint new agencies that choose to move accounts to us, we report these accounts as new business. While this business is new to us, in many cases it is not new to the agent. We believe these seasoned accounts tend to be priced more accurately than business that may be less familiar to our agent upon obtaining it from a competing agent.

Net written premiums for Cincinnati Re increased $12 million and $26 million for the third quarter and first nine months of 2018, compared with the same periods of 2017. Cincinnati Re assumes risks through reinsurance treaties and in some cases cedes part of the risk and related premiums to one or more unaffiliated reinsurance companies through transactions known as retrocessions. For the first nine months of 2018, earned premiums for Cincinnati Re totaled $93 million, compared with $80 million earned in the same period a year ago.

Other written premiums include premiums ceded to reinsurers as part of our reinsurance ceded program. An increase in ceded premiums reduced net written premiums by $2 million and $6 million for the third quarter and first nine months of 2018, compared with the same periods of 2017.

Catastrophe losses and loss expenses typically have a material effect on property casualty results and can vary significantly from period to period. Losses from natural catastrophes contributed 9.7 and 7.1 percentage points to the combined ratio in the third quarter and first nine months of 2018, compared with 9.1 and 9.3 percentage points in the same periods of 2017. Some of those losses were applicable to annual loss deductible provisions of our collateralized reinsurance funded through catastrophe bonds. For our collateralized reinsurance arrangement that became effective in January 2017, we can recover catastrophe bond funds if aggregate losses, after the $8 million per occurrence deductible, exceed $190 million during an annual coverage period. Aggregate losses from eight events between January 1 and September 30, 2018, which occurred within the specific geographic locations included in the severe convective storm portion of our coverage, totaled $61 million, after our per occurrence deductible.

Effective July 1, 2018, we added a new component to our property casualty reinsurance program, a property catastrophe occurrence and aggregate excess of loss treaty providing coverage not to exceed $50 million in aggregate. Key coverages include $50 million in excess of net $125 million per occurrence combining business written on a direct basis and by Cincinnati Re, $25 million in excess of $32 million for the aggregation of Cincinnati Re catastrophe occurrences subject to certain deductibles, $50 million in excess of $10 million for business written on a direct basis for the loss perils of earthquake, brushfire and wildfire in certain western states, or various combinations of occurrences with coverage up to the $50 million aggregate limit. The aggregate limit is $25 million if covered losses pertain only to Cincinnati Re. Ceded premiums for the first year of coverage from this treaty are estimated to be approximately $7 million.

The following table shows consolidated property casualty insurance catastrophe losses and loss expenses incurred, net of reinsurance, as well as the effect of loss development on prior period catastrophe events. We individually list declared catastrophe events for which our incurred losses reached or exceeded $10 million.

Consolidated Property Casualty Insurance Catastrophe Losses and Loss Expenses Incurred

| (Dollars in millions, net of reinsurance) | | Three months ended September 30, | | | | | Nine months ended September 30, | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Dates | Region | Comm. lines | Pers. lines | E&S lines | Cin. Re | Total | Comm. lines | Pers. lines | E&S lines | Cin. Re | Total |
| 2018 | | | | | | | | | | | |
| Jan. 8-10 | West | $— | $— | $ — | $— | $— | $— | $10 | $ — | $— | $10 |
| Mar. 1-3 | Northeast, South | — | (1 ) | — | — | (1 ) | 6 | 5 | — | — | 11 |
| Mar. 18-21 | South | (1 ) | — | — | — | (1 ) | 20 | 7 | 1 | — | 28 |
| Apr. 13-17 | Midwest, Northeast, South | (2 ) | 1 | — | — | (1 ) | 20 | 8 | — | — | 28 |
| Jul. 19-22 | Midwest, South | 10 | 8 | — | — | 18 | 10 | 8 | — | — | 18 |
| Sep. 13-19 | South | 68 | 16 | — | 7 | 91 | 68 | 16 | — | 7 | 91 |
| All other 2018 catastrophes | | 8 | 9 | 1 | 1 | 19 | 44 | 40 | 1 | 1 | 86 |
| Development on 2017 and prior catastrophes | | (7 ) | 2 | — | — | (5 ) | (16 ) | 4 | — | — | (12 ) |
| Calendar year incurred total | | $76 | $35 | $ 1 | $8 | $120 | $152 | $98 | $ 2 | $8 | $260 |
| 2017 | | | | | | | | | | | |
| Feb. 28-Mar. 1 | Midwest, South | $(2 ) | $1 | $ — | $— | $(1 ) | $19 | $23 | $ 1 | $— | $43 |
| Mar. 6-9 | Midwest, Northeast, South | — | — | — | — | — | 25 | 11 | — | — | 36 |
| Mar. 21-22 | South | (3 ) | 1 | — | — | (2 ) | 19 | 10 | — | — | 29 |
| Apr. 4-6 | Midwest, South | 1 | 2 | — | — | 3 | 8 | 14 | — | — | 22 |
| Apr. 28-May 1 | Midwest, Northeast, South | 1 | — | — | — | 1 | 5 | 5 | — | — | 10 |
| May 8-11 | Midwest, South, West | — | — | — | — | — | 14 | — | — | — | 14 |
| May 15-18 | Midwest, Northeast, South | — | 2 | — | — | 2 | 3 | 9 | — | — | 12 |
| Jun. 11 | Midwest | — | 2 | — | — | 2 | 4 | 14 | — | — | 18 |
| Jun. 16-19 | Midwest, Northeast, South | — | 1 | — | — | 1 | 7 | 4 | — | — | 11 |
| Jun. 27-29 | Midwest | 16 | — | — | — | 16 | 18 | 1 | — | — | 19 |
| Aug. 25-Sep. 1 | South | 4 | 3 | — | 12 | 19 | 4 | 3 | — | 12 | 19 |
| Sep. 6-12 | International, South | 14 | 21 | 1 | 25 | 61 | 14 | 21 | 1 | 25 | 61 |
| All other 2017 catastrophes | | 2 | 4 | — | 6 | 12 | 31 | 18 | — | 6 | 55 |
| Development on 2016 and prior catastrophes | | (4 ) | (2 ) | — | — | (6 ) | (15 ) | (4 ) | — | (1 ) | (20 ) |
| Calendar year incurred total | | $29 | $35 | $ 1 | $43 | $108 | $156 | $129 | $ 2 | $42 | $329 |

The following table includes data for losses incurred of $1 million or more per claim, net of reinsurance.

Consolidated Property Casualty Insurance Losses Incurred by Size

| (Dollars in millions, net of reinsurance) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Current accident year losses greater than $5 million | $8 | $6 | 33 | $29 | $34 | (15) |
| Current accident year losses $1 million - $5 million | 70 | 75 | (7) | 164 | 152 | 8 |
| Large loss prior accident year reserve development | 10 | 4 | 150 | 48 | 42 | 14 |
| Total large losses incurred | 88 | 85 | 4 | 241 | 228 | 6 |
| Losses incurred but not reported | (10) | (9) | (11) | 87 | (6) | nm |
| Other losses excluding catastrophe losses | 482 | 499 | (3) | 1,435 | 1,453 | (1) |
| Catastrophe losses | 117 | 104 | 13 | 251 | 319 | (21) |
| Total losses incurred | $677 | $679 | 0 | $2,014 | $1,994 | 1 |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year losses greater than $5 million | 0.7 % | 0.5 % | 0.2 | 0.8 % | 1.0 % | (0.2) |
| Current accident year losses $1 million - $5 million | 5.7 | 6.4 | (0.7) | 4.5 | 4.3 | 0.2 |
| Large loss prior accident year reserve development | 0.7 | 0.3 | 0.4 | 1.3 | 1.2 | 0.1 |
| Total large loss ratio | 7.1 | 7.2 | (0.1) | 6.6 | 6.5 | 0.1 |
| Losses incurred but not reported | (0.8) | (0.7) | (0.1) | 2.4 | (0.2) | 2.6 |
| Other losses excluding catastrophe losses | 39.0 | 41.7 | (2.7) | 39.0 | 41.2 | (2.2) |
| Catastrophe losses | 9.5 | 8.8 | 0.7 | 6.9 | 9.1 | (2.2) |
| Total loss ratio | 54.8 % | 57.0 % | (2.2) | 54.9 % | 56.6 % | (1.7) |

We believe the inherent variability of aggregate loss experience for our portfolio of larger policies is greater than that of our portfolio of smaller policies, and we continue to monitor the variability in addition to general inflationary trends in loss costs. Our analysis continues to indicate no unexpected concentration of large losses and case reserve increases by risk category, geographic region, policy inception, agency or field marketing territory. The third-quarter 2018 property casualty total large losses incurred of $88 million, net of reinsurance, were higher than the $77 million quarterly average during full-year 2017 and higher than the $85 million experienced for the third quarter of 2017. The ratio for these large losses was 0.1 percentage points lower compared with last year's third quarter. The third-quarter 2018 amount of total large losses incurred contributed to the increase of 0.1 points in the nine-month 2018 total large loss ratio, compared with 2017, reducing the effect of a first-half 2018 ratio that was 0.2 points higher than the first half of 2017. We believe results for the three- and nine-month periods largely reflected normal fluctuations in loss patterns and normal variability in large case reserves for claims above $1 million. Losses by size are discussed in further detail in results of operations by property casualty insurance segment.

## FINANCIAL RESULTS

Consolidated results reflect the operating results of each of our five segments along with the parent company, Cincinnati Re and other activities reported as “Other.” The five segments are:

- Commercial lines insurance
- Personal lines insurance
- Excess and surplus lines insurance
- Life insurance
- Investments

COMMERCIAL LINES INSURANCE RESULTS

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $805 | $792 | 2 | $2,407 | $2,369 | 2 |
| Fee revenues | 1 | 1 | 0 | 3 | 3 | 0 |
| Total revenues | 806 | 793 | 2 | 2,410 | 2,372 | 2 |
| Loss and loss expenses from: | | | | | | |
| Current accident year before catastrophe losses | 469 | 486 | (3) | 1,490 | 1,439 | 4 |
| Current accident year catastrophe losses | 83 | 33 | 152 | 168 | 171 | (2) |
| Prior accident years before catastrophe losses | (30) | (14) | (114) | (98) | (40) | (145) |
| Prior accident years catastrophe losses | (7) | (4) | (75) | (16) | (15) | (7) |
| Loss and loss expenses | 515 | 501 | 3 | 1,544 | 1,555 | (1) |
| Underwriting expenses | 257 | 253 | 2 | 770 | 756 | 2 |
| Underwriting profit | $34 | $39 | (13) | $96 | $61 | 57 |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year before catastrophe losses | 58.2 % | 61.3 % | (3.1) | 61.9 % | 60.7 % | 1.2 |
| Current accident year catastrophe losses | 10.3 | 4.3 | 6.0 | 7.0 | 7.2 | (0.2) |
| Prior accident years before catastrophe losses | (3.8) | (1.8) | (2.0) | (4.1) | (1.6) | (2.5) |
| Prior accident years catastrophe losses | (0.8) | (0.5) | (0.3) | (0.7) | (0.6) | (0.1) |
| Loss and loss expenses | 63.9 | 63.3 | 0.6 | 64.1 | 65.7 | (1.6) |
| Underwriting expenses | 32.0 | 31.9 | 0.1 | 32.0 | 31.9 | 0.1 |
| Combined ratio | 95.9 % | 95.2 % | 0.7 | 96.1 % | 97.6 % | (1.5) |
| | | | | | | |
| Combined ratio | 95.9 % | 95.2 % | 0.7 | 96.1 % | 97.6 % | (1.5) |
| Contribution from catastrophe losses and prior years reserve development | 5.7 | 2.0 | 3.7 | 2.2 | 5.0 | (2.8) |
| Combined ratio before catastrophe losses and prior years reserve development | 90.2 % | 93.2 % | (3.0) | 93.9 % | 92.6 % | 1.3 |

Overview

Performance highlights for the commercial lines segment include:

- Premiums – Earned premiums and net written premiums for the commercial lines segment grew during the first nine months of 2018, in part due to renewal written premium growth that continued to include higher average pricing. Net written premiums decreased slightly during the third quarter of 2018, compared with the same period a year ago, reflecting targeted underwriting actions in selected states. The table below analyzes the primary components of premiums. We continue to use predictive analytics tools to improve pricing precision and segmentation while leveraging our local relationships with agents through the efforts of our teams that work closely with them. We seek to maintain appropriate pricing discipline for both new and renewal business as our agents and underwriters assess account quality to make careful decisions on a case-by-case basis whether to write or renew a policy.

Agency renewal written premiums decreased by 1 percent during the third quarter and increased 1 percent during the first nine months of 2018, compared with the same periods of 2017. During the third quarter of 2018, our overall standard commercial lines policies averaged estimated renewal price increases at percentages in the low-single-digit range, slightly higher than the first half of 2018. We continue to segment commercial lines policies, emphasizing identification and retention of policies we believe have relatively stronger pricing. Conversely, we have been seeking stricter renewal terms and conditions on policies we believe have relatively weaker pricing, thus retaining fewer of those policies. We measure average changes in commercial lines renewal pricing as the percentage rate of change in renewal premium for the new policy period compared with the premium for the expiring policy period, assuming no change in the level of insured exposures or policy coverage between those periods for the respective policies.

Our average overall commercial lines renewal pricing change includes the impact of flat pricing for certain coverages within package policies written for a three-year term that were in force but did not expire during the period being measured. Therefore, our reported change in average commercial lines renewal pricing reflects a blend of three-year policies that did not expire and other policies that did expire during the measurement period. For commercial lines policies that did expire and were then renewed during the third quarter of 2018, we estimate that our average percentage price increase for commercial auto continued in the high-single-digit range. The estimated average percentage price change for our commercial property line of business was an increase in the mid-single-digit range and for commercial casualty it was an increase near the middle of the low-single-digit range. The estimated average percentage price change for workers' compensation was a decrease in the mid-single-digit range.

Renewal premiums for certain policies, primarily our commercial casualty and workers' compensation lines of business, include the results of policy audits that adjust initial premium amounts based on differences between estimated and actual sales or payroll related to a specific policy. Audits completed during the first nine months of 2018 contributed $51 million to net written premiums.

New business written premiums for commercial lines decreased $5 million during the third quarter and increased $15 million for the first nine months of 2018, compared with the same periods of 2017. The third quarter decrease reflected targeted underwriting actions in selected states. Trend analysis for year-over-year comparisons of individual quarters is more difficult to assess for commercial lines new business written premiums, due to inherent variability. That variability is often driven by larger policies with annual premiums greater than $100,000.

Other written premiums include premiums ceded to reinsurers as part of our reinsurance ceded program. For our commercial lines insurance segment, an increase in ceded premiums reduced net written premiums by less than $1 million and $3 million for the third quarter and first nine months of 2018, compared with the same periods of 2017.

Commercial Lines Insurance Premiums

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Agency renewal written premiums | $702 | $707 | (1) | $2,231 | $2,208 | 1 |
| Agency new business written premiums | 94 | 99 | (5) | 316 | 301 | 5 |
| Other written premiums | (22) | (28) | 21 | (63) | (53) | (19) |
| Net written premiums | 774 | 778 | (1) | 2,484 | 2,456 | 1 |
| Unearned premium change | 31 | 14 | 121 | (77) | (87) | 11 |
| Earned premiums | $805 | $792 | 2 | $2,407 | $2,369 | 2 |

- Combined ratio – The commercial lines combined ratio increased 0.7 percentage points for the third quarter of 2018, compared with the same period a year ago, driven by a ratio increase of 5.7 points in losses from natural catastrophes. For the first nine months of 2018, the combined ratio improved by 1.5 percentage points, compared with the same period a year ago, in part due to a lower level of losses from natural catastrophes that was offset by higher noncatastrophe weather-related losses. A higher level of favorable reserve development on prior accident years also contributed to the improved nine-month combined ratio.

The commercial lines ratio for current accident year loss and loss expenses before catastrophe losses rose in the first nine months of 2018. That 61.9 percent ratio increased 1.2 percentage points compared with the 60.7 percent accident year 2017 ratio measured as of September 30, 2017, including an increase of 0.5 percentage points in the ratio for large losses of $1 million or more per claim, discussed below.

Catastrophe losses and loss expenses accounted for 9.5 and 6.3 percentage points of the combined ratio for the third quarter and first nine months of 2018, compared with 3.8 and 6.6 percentage points for the same periods a year ago. Through 2017, the 10-year annual average for that catastrophe measure for the commercial lines segment was 5.2 percentage points, and the five-year annual average was 4.7 percentage points. The nine-month 2018 ratio for noncatastrophe weather-related losses, at 4.0 percent, was 1.0 percentage point higher than the same period a year ago. Commercial auto, which represented 20 percent of our 2017 commercial lines earned premiums, was the only major line of business in this segment with a nine-month 2018 total loss and loss expense ratio before catastrophe losses significantly higher than we desired. During the first nine months of 2018, our commercial auto policies experienced average renewal price increases at percentages in the high-single-digit range. We believe pricing and risk selection actions we are taking will help improve future profitability. Further segmentation of policies as they renew should also help improve profitability, as we seek more adequate pricing on individual policies that need it based on analytics and underwriter judgment.

The net effect of reserve development on prior accident years during the third quarter and first nine months of 2018 was favorable for commercial lines overall by $37 million and $114 million compared with $18 million and $55 million for the same periods in 2017. For the first nine months of 2018, our workers' compensation line of business was the largest contributor to the total commercial lines net favorable reserve development on prior accident years, followed by commercial property and commercial casualty. The net favorable reserve development recognized during the first nine months of 2018 for our commercial lines insurance segment was largely for accident years 2015 through 2017 and was primarily due to lower-than-anticipated loss emergence on known claims. Reserve estimates are inherently uncertain as described in our 2017 Annual Report on Form 10-K, Item 7, Critical Accounting Estimates, Property Casualty Insurance Loss and Loss Expense Reserves, Page 49.

The commercial lines underwriting expense ratio for the third quarter and first nine months of 2018 rose slightly, compared with the first nine months a year ago.

Commercial Lines Insurance Losses Incurred by Size

| (Dollars in millions, net of reinsurance) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Current accident year losses greater than $5 million | $8 | $6 | 33 | $29 | $34 | (15) |
| Current accident year losses $1 million - $5 million | 62 | 56 | 11 | 135 | 115 | 17 |
| Large loss prior accident year reserve development | 11 | 1 | nm | 41 | 37 | 11 |
| Total large losses incurred | 81 | 63 | 29 | 205 | 186 | 10 |
| Losses incurred but not reported | (23) | 1 | nm | 46 | 17 | 171 |
| Other losses excluding catastrophe losses | 284 | 313 | (9) | 856 | 911 | (6) |
| Catastrophe losses | 75 | 27 | 178 | 148 | 149 | (1) |
| Total losses incurred | $417 | $404 | 3 | $1,255 | $1,263 | (1) |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year losses greater than $5 million | 1.1 % | 0.8 % | 0.3 | 1.2 % | 1.5 % | (0.3) |
| Current accident year losses $1 million - $5 million | 7.7 | 7.2 | 0.5 | 5.6 | 4.8 | 0.8 |
| Large loss prior accident year reserve development | 1.3 | 0.1 | 1.2 | 1.7 | 1.6 | 0.1 |
| Total large loss ratio | 10.1 | 8.1 | 2.0 | 8.5 | 7.9 | 0.6 |
| Losses incurred but not reported | (2.9) | — | (2.9) | 1.9 | 0.7 | 1.2 |
| Other losses excluding catastrophe losses | 35.3 | 39.6 | (4.3) | 35.6 | 38.4 | (2.8) |
| Catastrophe losses | 9.3 | 3.4 | 5.9 | 6.2 | 6.3 | (0.1) |
| Total loss ratio | 51.8 % | 51.1 % | 0.7 | 52.2 % | 53.3 % | (1.1) |

We continue to monitor new losses and case reserve increases greater than $1 million for trends in factors such as initial reserve levels, loss cost inflation and claim settlement expenses. Our analysis continues to indicate no unexpected concentration of these large losses and case reserve increases by risk category, geographic region, policy inception, agency or field marketing territory. The third-quarter 2018 commercial lines total large losses incurred of $81 million, net of reinsurance, were higher than the quarterly average of $63 million during full-year 2017 and the $63 million total large losses incurred for the third quarter of 2017. The third-quarter 2018 ratio for commercial lines total large losses was 2.0 percentage points higher compared with last year’s third-quarter ratio. The third-quarter 2018 amount of total large losses incurred helped contribute to the increase in the nine-month 2018 total large loss ratio, compared with 2017, as it offset a first-half 2018 ratio that was 0.1 points lower than the first half of 2017. We believe results for the three- and nine-month periods largely reflected normal fluctuations in loss patterns and normal variability in large case reserves for claims above $1 million.

PERSONAL LINES INSURANCE RESULTS

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $338 | $314 | 8 | $994 | $921 | 8 |
| Fee revenues | 1 | 1 | 0 | 4 | 4 | 0 |
| Total revenues | 339 | 315 | 8 | 998 | 925 | 8 |
| Loss and loss expenses from: | | | | | | |
| Current accident year before catastrophe losses | 216 | 196 | 10 | 646 | 586 | 10 |
| Current accident year catastrophe losses | 33 | 37 | (11 ) | 94 | 133 | (29 ) |
| Prior accident years before catastrophe losses | (2 ) | 2 | nm | 12 | (9 ) | nm |
| Prior accident years catastrophe losses | 2 | (2 ) | nm | 4 | (4 ) | nm |
| Loss and loss expenses | 249 | 233 | 7 | 756 | 706 | 7 |
| Underwriting expenses | 99 | 91 | 9 | 292 | 267 | 9 |
| Underwriting loss | $(9 ) | $(9 ) | 0 | $(50 ) | $(48 ) | (4 ) |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year before catastrophe losses | 64.0 % | 62.2 % | 1.8 | 65.0 % | 63.6 % | 1.4 |
| Current accident year catastrophe losses | 9.7 | 11.7 | (2.0 ) | 9.5 | 14.5 | (5.0 ) |
| Prior accident years before catastrophe losses | (0.5 ) | 0.7 | (1.2 ) | 1.2 | (1.0 ) | 2.2 |
| Prior accident years catastrophe losses | 0.5 | (0.6 ) | 1.1 | 0.3 | (0.5 ) | 0.8 |
| Loss and loss expenses | 73.7 | 74.0 | (0.3 ) | 76.0 | 76.6 | (0.6 ) |
| Underwriting expenses | 29.3 | 29.1 | 0.2 | 29.4 | 29.0 | 0.4 |
| Combined ratio | 103.0 % | 103.1 % | (0.1 ) | 105.4% | 105.6 % | (0.2 ) |
| | | | | | | |
| Combined ratio | 103.0 % | 103.1 % | (0.1 ) | 105.4% | 105.6 % | (0.2 ) |
| Contribution from catastrophe losses and prior years reserve development | 9.7 | 11.8 | (2.1 ) | 11.0 | 13.0 | (2.0 ) |
| Combined ratio before catastrophe losses and prior years reserve development | 93.3 % | 91.3 % | 2.0 | 94.4 % | 92.6 % | 1.8 |

Overview

Performance highlights for the personal lines segment include:

- Premiums – Personal lines earned premiums and net written premiums for the third quarter and first nine months of 2018 continued to grow, primarily due to increases in renewal written premiums reflecting higher average pricing. The table below analyzes the primary components of premiums.

Agency renewal written premiums increased 8 percent for both the third quarter and first nine months of 2018, largely due to rate increases in selected states. We estimate that premium rates for our personal auto line of business increased at average percentages in the high-single-digit range during the first nine months of 2018. For our homeowner line of business, we estimate that premium rates for the first nine months of 2018 increased at average percentages in the mid-single-digit range. For both our personal auto and homeowner lines of business, some individual policies experienced lower or higher rate changes based on each risk's specific characteristics and enhanced pricing precision enabled by predictive models.

Personal lines new business written premiums for the third quarter decreased by less than $1 million, reflecting underwriting discipline, and increased $5 million, or 4 percent, during the first nine months of 2018, compared with the same periods of 2017. Included in those changes in amounts of our personal lines new business written premiums

were increases of approximately $3 million and $11 million, respectively, from high net worth business written through our agencies. Personal lines new business written premiums from high net worth policies totaled approximately $53 million for the first nine months of 2018.
Other written premiums include premiums ceded to reinsurers as part of our reinsurance ceded program. For our personal lines insurance segment, an increase in ceded premiums reduced net written premiums by $1 million for both the third quarter and first nine months of 2018, compared with the same periods of 2017.

We continue to implement strategies discussed in our 2017 Annual Report on Form 10-K, Item 1, Strategic Initiatives, Page 14, to enhance our responsiveness to marketplace changes and to help achieve our long-term objectives for personal lines growth and profitability. These strategies include initiatives to more profitably underwrite personal auto policies.

Personal Lines Insurance Premiums

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Agency renewal written premiums | $342 | $318 | 8 | $948 | $881 | 8 |
| Agency new business written premiums | 42 | 43 | (2 ) | 127 | 122 | 4 |
| Other written premiums | (7 ) | (6 ) | (17 ) | (20 ) | (18 ) | (11 ) |
| Net written premiums | 377 | 355 | 6 | 1,055 | 985 | 7 |
| Unearned premium change | (39 ) | (41 ) | 5 | (61 ) | (64 ) | 5 |
| Earned premiums | $338 | $314 | 8 | $994 | $921 | 8 |

- Combined ratio – Our personal lines combined ratio improved slightly for the third quarter and first nine months of 2018, compared with the same period a year ago. The decreases for both periods were largely due to a decrease in the ratios for weather-related natural catastrophe losses and loss expenses. The lower ratio for catastrophe effects for the first nine months of 2018 was partially offset by higher noncatastrophe weather-related losses.

The personal lines ratio for current accident year loss and loss expenses before catastrophe losses rose in the first nine months of 2018. That 65.0 percent ratio increased 1.4 percentage points compared with the 63.6 percent accident year 2017 ratio measured as of September 30, 2017, despite a decrease of 1.2 percentage points in the ratio for large losses of $1 million or more per claim, discussed below.

Catastrophe losses and loss expenses accounted for 10.2 and 9.8 percentage points of the combined ratio for the third quarter and first nine months of 2018, compared with 11.1 and 14.0 percentage points for the same periods of last year. Through 2017, the 10-year annual average catastrophe loss ratio for the personal lines segment was 11.4 percentage points, and the five-year annual average was 8.6 percentage points. The ratio for noncatastrophe weather-related losses for the first nine months of 2018, at 7.5 percent, was 0.7 percentage points higher than the same period a year ago.

In addition to the average rate increases discussed above, we continue to refine our pricing to better match premiums to the risk of loss on individual policies. Improved pricing precision and broad-based rate increases are expected to help position the combined ratio at a profitable level over the long term. In addition, greater geographic diversification is expected to reduce the volatility of homeowner loss ratios attributable to weather-related catastrophe losses over time.

Personal auto, representing 47 percent of our 2017 personal lines earned premiums, was the only major line of business in this segment with recent year and nine-month 2018 total loss and loss expense ratios before catastrophe losses significantly higher than we desired. As discussed above, during the first nine months of 2018, our personal auto policies experienced average renewal price increases at percentages in the high-single-digit range. We believe rate increases and other actions to improve pricing precision and reduce loss costs will improve future profitability.

The net effect of reserve development on prior accident years during the first nine months of 2018 was unfavorable for personal lines overall by $16 million, compared with favorable net reserve development of $13 million for the same period of 2017. Our homeowner line of business was the largest contributor to the 2018 total personal lines net unfavorable reserve development on prior accident years, partially offset by net favorable reserve development for our personal auto line of business. The net unfavorable reserve development was due primarily to higher-than-anticipated loss emergence on known claims. Reserve estimates are inherently uncertain as described in our 2017 Annual Report on Form 10-K, Item 7, Critical Accounting Estimates, Property Casualty Insurance Loss and Loss Expense Reserves, Page 49.

The underwriting expense ratio increased for the third quarter and first nine months of 2018, compared with the same periods a year ago, reflecting a lower amount of deferred acquisition costs that was partially offset by higher earned premiums and ongoing expense management efforts.

Personal Lines Insurance Losses Incurred by Size

| (Dollars in millions, net of reinsurance) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Current accident year losses greater than $5 million | $— | $— | nm | $— | $— | nm |
| Current accident year losses $1 million - $5 million | 7 | 19 | (63 ) | 28 | 37 | (24 ) |
| Large loss prior accident year reserve development | (1 ) | 3 | nm | 7 | 4 | 75 |
| Total large losses incurred | 6 | 22 | (73 ) | 35 | 41 | (15 ) |
| Losses incurred but not reported | 11 | (17 ) | nm | 41 | (19 ) | nm |
| Other losses excluding catastrophe losses | 172 | 164 | 5 | 496 | 472 | 5 |
| Catastrophe losses | 33 | 34 | (3 ) | 95 | 127 | (25 ) |
| Total losses incurred | $222 | $203 | 9 | $667 | $621 | 7 |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year losses greater than $5 million | — % | — % | 0.0 | — % | — % | 0.0 |
| Current accident year losses $1 million - $5 million | 2.0 | 6.0 | (4.0 ) | 2.8 | 4.0 | (1.2 ) |
| Large loss prior accident year reserve development | (0.3 ) | 1.0 | (1.3 ) | 0.7 | 0.4 | 0.3 |
| Total large loss ratio | 1.7 | 7.0 | (5.3 ) | 3.5 | 4.4 | (0.9 ) |
| Losses incurred but not reported | 3.4 | (5.3 ) | 8.7 | 4.2 | (2.1 ) | 6.3 |
| Other losses excluding catastrophe losses | 50.5 | 52.1 | (1.6 ) | 49.7 | 51.3 | (1.6 ) |
| Catastrophe losses | 10.0 | 10.8 | (0.8 ) | 9.6 | 13.8 | (4.2 ) |
| Total loss ratio | 65.6 % | 64.6 % | 1.0 | 67.0 % | 67.4 % | (0.4 ) |

We continue to monitor new losses and case reserve increases greater than $1 million for trends in factors such as initial reserve levels, loss cost inflation and claim settlement expenses. Our analysis continues to indicate no unexpected concentration of these large losses and case reserve increases by risk category, geographic region, policy inception, agency or field marketing territory. In the third quarter of 2018, the personal lines total large loss ratio, net of reinsurance, was 5.3 percentage points lower than last year's third quarter. The decrease in personal lines large losses for the first nine months of 2018 occurred for both our homeowner line of business and umbrella coverages in our other personal line of business. The third-quarter 2018 amount of total large losses incurred contributed to the decrease of 0.9 points in the nine-month 2018 total large loss ratio, compared with 2017, offsetting the effect of a first-half 2018 ratio that was 1.3 points higher than the first half of 2017. We believe results for the three- and nine-month periods largely reflected normal fluctuations in loss patterns and normal variability in large case reserves for claims above $1 million.

EXCESS AND SURPLUS LINES INSURANCE RESULTS

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $60 | $53 | 13 | $173 | $153 | 13 |
| Fee revenues | — | — | 0 | 1 | 1 | 0 |
| Total revenues | 60 | 53 | 13 | 174 | 154 | 13 |
| | | | | | | |
| Loss and loss expenses from: | | | | | | |
| Current accident year before catastrophe losses | 32 | 26 | 23 | 95 | 81 | 17 |
| Current accident year catastrophe losses | 1 | 1 | 0 | 2 | 2 | 0 |
| Prior accident years before catastrophe losses | (8) | (3) | (167) | (22) | (25) | 12 |
| Prior accident years catastrophe losses | — | — | 0 | — | — | 0 |
| Loss and loss expenses | 25 | 24 | 4 | 75 | 58 | 29 |
| Underwriting expenses | 18 | 16 | 13 | 51 | 46 | 11 |
| Underwriting profit | $17 | $13 | 31 | $48 | $50 | (4) |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year before catastrophe losses | 53.3 % | 49.1 % | 4.2 | 54.9 % | 52.8 % | 2.1 |
| Current accident year catastrophe losses | 0.9 | 1.7 | (0.8) | 1.2 | 1.3 | (0.1) |
| Prior accident years before catastrophe losses | (11.3) | (4.7) | (6.6) | (12.6) | (15.9) | 3.3 |
| Prior accident years catastrophe losses | (0.3) | (0.3) | 0.0 | 0.0 | (0.1) | 0.1 |
| Loss and loss expenses | 42.6 | 45.8 | (3.2) | 43.5 | 38.1 | 5.4 |
| Underwriting expenses | 29.4 | 29.0 | 0.4 | 29.3 | 29.9 | (0.6) |
| Combined ratio | 72.0 % | 74.8 % | (2.8) | 72.8 % | 68.0 % | 4.8 |
| | | | | | | |
| Combined ratio | 72.0 % | 74.8 % | (2.8) | 72.8 % | 68.0 % | 4.8 |
| Contribution from catastrophe losses and prior years reserve development | (10.7) | (3.3) | (7.4) | (11.4) | (14.7) | 3.3 |
| Combined ratio before catastrophe losses and prior years reserve development | 82.7 % | 78.1 % | 4.6 | 84.2 % | 82.7 % | 1.5 |

Overview

Performance highlights for the excess and surplus lines segment include:

- Premiums – Excess and surplus lines net written premiums continued to grow during the third quarter and first nine months of 2018, driven by increases in renewal written premiums, which rose 13 percent and 16 percent compared with the same periods of 2017. Growth in renewal written premiums reflected the opportunity to renew many accounts for the first time, as well as higher renewal pricing. For the first nine months of 2018, excess and surplus lines policy renewals experienced estimated average price increases at percentages in the low-single-digit range. We measure average changes in excess and surplus lines renewal pricing as the percentage rate of change in renewal premium for the new policy period compared with the premium for the expiring policy period, assuming no change in the level of insured exposures or policy coverage between those periods for respective policies.

New business written premiums produced by agencies increased by $3 million for the third quarter of 2018 and decreased by $1 million for the first nine months of 2018, compared with the same periods of 2017. We believe the third-quarter 2018 increase is primarily a result of additional marketing efforts. The nine-month decrease reflects a highly competitive market, particularly for larger policies. Some of what we report as new business came from accounts that were not new to our agents. We believe our agents' seasoned accounts tend to be priced more accurately than business that may be less familiar to them.

Excess and Surplus Lines Insurance Premiums

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Agency renewal written premiums | $44 | $39 | 13 | $142 | $122 | 16 |
| Agency new business written premiums | 18 | 15 | 20 | 51 | 52 | (2) |
| Other written premiums | (3) | (3) | 0 | (9) | (9) | 0 |
| Net written premiums | 59 | 51 | 16 | 184 | 165 | 12 |
| Unearned premium change | 1 | 2 | (50) | (11) | (12) | 8 |
| Earned premiums | $60 | $53 | 13 | $173 | $153 | 13 |

- Combined ratio – The excess and surplus lines combined ratio decreased by 2.8 percentage points for the third quarter and increased by 4.8 points for the first nine months of 2018, compared with the same periods of 2017. The third-quarter decrease was primarily due to more favorable reserve development on prior accident years while the nine-month increase was largely due to less favorable reserve development.

The excess and surplus lines ratio for current accident year loss and loss expenses before catastrophe losses rose in the first nine months of 2018. That 54.9 percent ratio increased 2.1 percentage points compared with the 52.8 percent accident year 2017 ratio measured as of September 30, 2017, including an increase of 0.7 percentage points in the ratio for large losses of $1 million or more per claim, discussed below.

Excess and surplus lines net favorable reserve development on prior accident years, as a ratio to earned premiums, was 11.6 percent and 12.6 percent for the third quarter and first nine months of 2018, compared with 5.0 percent and 16.0 percent for the same periods of 2017. Approximately half of the net favorable reserve development recognized during the first nine months of 2018 was attributable to accident years 2017 and 2016. The favorable reserve development was due primarily to lower-than-anticipated loss emergence on known claims. Reserve estimates are inherently uncertain as described in our 2017 Annual Report on Form 10-K, Item 7, Critical Accounting Estimates, Property Casualty Insurance Loss and Loss Expense Reserves, Page 49.

The excess and surplus lines underwriting expense ratio for the third quarter of 2018 increased, compared with the same period of 2017. The underwriting expense ratio for the first nine months of 2018 improved, compared with the same period of 2017, reflecting higher earned premiums and ongoing expense management efforts.

Excess and Surplus Lines Insurance Losses Incurred by Size

| (Dollars in millions, net of reinsurance) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Current accident year losses greater than $5 million | $— | $— | nm | $— | $— | nm |
| Current accident year losses $1 million - $5 million | 1 | — | nm | 1 | — | nm |
| Large loss prior accident year reserve development | — | — | nm | — | 1 | (100 ) |
| Total large losses incurred | 1 | — | nm | 1 | 1 | — |
| Losses incurred but not reported | 2 | 7 | (71 ) | — | (4 ) | 100 |
| Other losses excluding catastrophe losses | 11 | 8 | 38 | 42 | 35 | 20 |
| Catastrophe losses | 1 | 1 | — | 2 | 2 | — |
| Total losses incurred | $15 | $16 | (6 ) | $45 | $34 | 32 |
| | | | | | | |
| Ratios as a percent of earned premiums: | | | Pt. Change | | | Pt. Change |
| Current accident year losses greater than $5 million | — % | — % | 0.0 | — % | — % | 0.0 |
| Current accident year losses $1 million - $5 million | 1.9 | — | 1.9 | 0.7 | — | 0.7 |
| Large loss prior accident year reserve development | 0.4 | (0.3) | 0.7 | (0.1) | 0.6 | (0.7 ) |
| Total large loss ratio | 2.3 | (0.3) | 2.6 | 0.6 | 0.6 | 0.0 |
| Losses incurred but not reported | 4.3 | 13.8 | (9.5 ) | 0.1 | (2.4) | 2.5 |
| Other losses excluding catastrophe losses | 18.7 | 15.3 | 3.4 | 24.4 | 23.1 | 1.3 |
| Catastrophe losses | 0.5 | 1.3 | (0.8 ) | 1.1 | 1.1 | 0.0 |
| Total loss ratio | 25.8% | 30.1 % | (4.3 ) | 26.2 % | 22.4 % | 3.8 |

We continue to monitor new losses and case reserve increases greater than $1 million for trends in factors such as initial reserve levels, loss cost inflation and claim settlement expenses. Our analysis continues to indicate no unexpected concentration of these large losses and case reserve increases by risk category, geographic region, policy inception, agency or field marketing territory. In the third quarter of 2018, the excess and surplus lines total ratio for large losses, net of reinsurance, was 2.6 percentage points higher than last year's third quarter. The third-quarter 2018 amount of total large losses incurred contributed to the flat nine-month 2018 total large loss ratio, compared with 2017, offsetting a first-half 2018 ratio that was 1.4 points lower than the first half of 2017. We believe results for the three-month period largely reflected normal fluctuations in loss patterns and normal variability in large case reserves for claims above $1 million.

LIFE INSURANCE RESULTS

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Earned premiums | $61 | $56 | 9 | $185 | $173 | 7 |
| Fee revenues | 1 | 1 | 0 | 3 | 4 | (25 ) |
| Total revenues | 62 | 57 | 9 | 188 | 177 | 6 |
| Contract holders' benefits incurred | 66 | 59 | 12 | 191 | 184 | 4 |
| Investment interest credited to contract holders' | (24 ) | (24 ) | 0 | (72 ) | (70 ) | (3 ) |
| Underwriting expenses incurred | 17 | 26 | (35 ) | 56 | 63 | (11 ) |
| Total benefits and expenses | 59 | 61 | (3 ) | 175 | 177 | (1 ) |
| Life insurance segment profit (loss) | $3 | $(4 ) | nm | $13 | $— | nm |

Overview

Performance highlights for the life insurance segment include:

- Revenues – Revenues increased for the nine months ended September 30, 2018, primarily due to higher earned premiums from term life insurance, our largest life insurance product line.

Net in-force life insurance policy face amounts increased to $64.958 billion at September 30, 2018, from $61.177 billion at year-end 2017.

Fixed annuity deposits received for the three and nine months ended September 30, 2018, were $6 million and $23 million, matching the same periods of 2017. Fixed annuity deposits have a minimal impact to earned premiums because deposits received are initially recorded as liabilities. Profit is earned over time by way of interest-rate spreads. We do not write variable or equity-indexed annuities.

Life Insurance Premiums

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Term life insurance | $42 | $ 39 | 8 | $127 | $118 | 8 |
| Universal life insurance | 9 | 7 | 29 | 27 | 28 | (4 ) |
| Other life insurance, annuity and disability income products | 10 | 10 | 0 | 31 | 27 | 15 |
| Net earned premiums | $61 | $ 56 | 9 | $185 | $173 | 7 |

- Profitability – Our life insurance segment typically reports a small profit or loss on a GAAP basis because profits from investment income spreads are included in our investment segment results. We include only investment income credited to contract holders (including interest assumed in life insurance policy reserve calculations) in our life insurance segment results. A gain of $13 million for our life insurance segment in the first nine months of 2018, compared with a loss of less than $1 million for the same period of 2017, was due to growth in earned premiums and more favorable effects from the unlocking of actuarial assumptions.

Life insurance segment benefits and expenses consist principally of contract holders' (policyholders') benefits incurred related to traditional life and interest-sensitive products and operating expenses incurred, net of deferred acquisition costs. Total benefits increased in the first nine months of 2018. Life policy and investment contract reserves increased with continued growth in net in-force life insurance policy face amounts. Mortality results increased slightly, compared with the same period of 2017, and were less than our 2018 projections.

Underwriting expenses for the first nine months of 2018 decreased compared with the same period a year ago. For the first nine months of 2018, unlocking of interest rate and other actuarial assumptions increased the amount of expenses deferred to future periods, decreasing underwriting expenses. For the first nine months of 2017, unlocking decreased the amount of expenses deferred to future periods, increasing underwriting expenses.

We recognize that assets under management, capital appreciation and investment income are integral to evaluating the success of the life insurance segment because of the long duration of life products. On a basis that includes investment income and investment gains or losses from life-insurance-related invested assets, the life insurance company reported net income of $15 million and $45 million for the three and nine months ended September 30, 2018, compared with net income of $8 million and $33 million for the same periods of 2017. The life insurance company portfolio had net after-tax investment losses of less than $1 million for the three and nine months ended September 30, 2018, compared with less than $1 million and $2 million of net after-tax investment gains for the three and nine months ended September 30, 2017.

INVESTMENTS RESULTS

Overview

The investments segment contributes investment income and investment gains and losses to results of operations. Investments traditionally are our primary source of pretax and after-tax profits.

Investment Income

Pretax investment income increased 1 percent for both the three and nine months ended September 30, 2018, compared with the same periods of 2017. Interest income decreased by $1 million for both 2018 periods due to the continuing effects of the low interest rate environment that offset net purchases of fixed-maturity securities. Higher dividend income reflected rising dividend rates and net purchases of equity securities.

Investments Results

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Total investment income, net of expenses | $154 | $153 | 1 | $458 | $453 | 1 |
| Investment interest credited to contract holders' | (24) | (24) | 0 | (72) | (70) | (3) |
| Investment gains and losses, net | 458 | 7 | nm | 372 | 156 | 138 |
| Investments profit, pretax | $588 | $136 | 332 | $758 | $539 | 41 |

We continue to position our portfolio considering both the challenges presented by the current low interest rate environment and the risks presented by potential future inflation. As bonds in our generally laddered portfolio mature or are called over the near term, we will be challenged to replace their current yield. The table below shows the average pretax yield-to-amortized cost associated with expected principal redemptions for our fixed-maturity portfolio. The expected principal redemptions are based on par amounts and include dated maturities, calls and prefunded municipal bonds that we expect will be called during each respective time period.

| (Dollars in millions)<br>At September 30, 2018 | % Yield | Principal redemptions |
|---|---|---|
| Fixed-maturity pretax yield profile: | | |
| Expected to mature during the remainder of 2018 | 5.34 | $ 180 |
| Expected to mature during 2019 | 6.01 | 614 |
| Expected to mature during 2020 | 4.74 | 655 |
| Average yield and total expected redemptions from the remainder of 2018 through 2020 | 5.35 | $ 1,449 |

The table below shows the average pretax yield-to-amortized cost for fixed-maturity securities acquired during the periods indicated. The average yield for total fixed-maturity securities acquired during the first nine months of 2018 was lower than the 4.40 percent average yield-to-amortized cost of the fixed-maturity securities portfolio at the end of 2017. Our fixed-maturity portfolio's average yield of 4.24 percent for the first nine months of 2018, from the investment income table below, was also lower than that yield for the year-end 2017 fixed-maturities portfolio.

| | Three months ended September 30, | | Nine months ended September 30, | |
|---|---|---|---|---|
| | 2018 | 2017 | 2018 | 2017 |
| Average pretax yield-to-amortized cost on new fixed-maturities: | | | | |
| Acquired taxable fixed-maturities | 4.53% | 3.81% | 4.43% | 4.00% |
| Acquired tax-exempt fixed-maturities | 3.87 | 3.15 | 3.63 | 3.34 |
| Average total fixed-maturities acquired | 4.43 | 3.55 | 4.34 | 3.68 |

While our bond portfolio more than covers our insurance reserve liabilities, we believe our diversified common stock portfolio of mainly blue chip, dividend-paying companies represents one of our best investment opportunities for the long term. We discussed our portfolio strategies in our 2017 Annual Report on Form 10-K, Item 1, Investments Segment, Page 24, and Item 7, Investments Outlook, Page 86. We discuss risks related to our investment income and our fixed-maturity and equity investment portfolios in this quarterly report Item 3, Quantitative and Qualitative Disclosures About Market Risk.

The table below provides details about investment income. Average yields in this table are based on the average invested asset and cash amounts indicated in the table, using fixed-maturity securities valued at amortized cost and all other securities at fair value.

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Investment income: | | | | | | |
| Interest | $111 | $112 | (1) | $333 | $334 | 0 |
| Dividends | 45 | 43 | 5 | 131 | 124 | 6 |
| Other | 1 | 1 | 0 | 3 | 3 | 0 |
| Less investment expenses | 3 | 3 | 0 | 9 | 8 | 13 |
| Investment income, pretax | 154 | 153 | 1 | 458 | 453 | 1 |
| Less income taxes | 24 | 35 | (31) | 70 | 106 | (34) |
| Total investment income, after-tax | $130 | $118 | 10 | $388 | $347 | 12 |
| | | | | | | |
| Investment returns: | | | | | | |
| Average invested assets plus cash and cash equivalents | $17,712 | $16,769 | | $17,683 | $16,462 | |
| Average yield pretax | 3.48% | 3.65% | | 3.45% | 3.67% | |
| Average yield after-tax | 2.94 | 2.81 | | 2.93 | 2.81 | |
| Effective tax rate | 15.4 | 23.4 | | 15.3 | 23.5 | |
| | | | | | | |
| Fixed-maturity returns: | | | | | | |
| Average amortized cost | $10,603 | $10,121 | | $10,484 | $9,967 | |
| Average yield pretax | 4.19% | 4.43% | | 4.24% | 4.47% | |

| | | | | |
|---|---|---|---|---|
| Average yield after-tax | 3.50 | 3.25 | 3.54 | 3.27 |
| Effective tax rate | 16.5 | 26.6 | 16.4 | 26.8 |

Total Investment Gains and Losses

We believe it is useful to analyze our overall investment performance by using total investment return over several years. Total investment return considers those changes in unrealized gains and losses that are not included in net income, in addition to net investment income and investment gains and losses that are included in net income. Measuring total investment gains and losses is useful for evaluating major components of changes in book value and the value creation ratio that are not included in net income before investment gains.

Investment gains and losses are recognized on the sales of investments, for certain changes in fair values of securities even though we continue to hold the securities or as otherwise required by GAAP. New accounting requirements adopted during first-quarter 2018 resulted in reporting, through net income, the change in fair value for equity securities still held, as disclosed in this quarterly report Item 1, Note 1, Accounting Policies, and Note 2, Investments. Net investment gains and losses included $450 million and $351 million of gains for the third quarter and first nine months of 2018, from the recognition of fair value changes of equity securities still held that prior to 2018 would have been reported in other comprehensive income instead of net income. Change in unrealized gain or losses for fixed-maturity securities are included as a component of other comprehensive income (OCI). Accounting requirements for other-than-temporary impairment (OTTI) charges for the fixed-maturity portfolio are disclosed in our 2017 Annual Report on Form 10-K, Item 8, Note 1, Summary of Significant Accounting Policies, Page 121.

The table below summarizes total investment gains and losses, before taxes.

| (Dollars in millions) | Three months ended September 30, 2018 | 2017 | Nine months ended September 30, 2018 | 2017 |
|---|---|---|---|---|
| Investment gains and losses: | | | | |
| Equity securities: | | | | |
| Investment gains and losses on securities sold, net | $8 | $— | $17 | $— |
| Unrealized gains and losses on securities still held, net | 450 | — | 351 | — |
| Gross realized gains | — | 1 | — | 160 |
| Gross realized losses | — | — | — | (14) |
| Other-than-temporary impairments | — | — | — | (3) |
| Subtotal | 458 | 1 | 368 | 143 |
| Fixed maturities: | | | | |
| Gross realized gains | 2 | 3 | 9 | 16 |
| Gross realized losses | (1) | — | (2) | — |
| Other-than-temporary impairments | — | — | — | (6) |
| Subtotal | $1 | 3 | $7 | 10 |
| Other | (1) | 3 | (3) | 3 |
| Total investment gains and losses reported in net income | 458 | 7 | 372 | 156 |
| Change in unrealized investment gains and losses: | | | | |
| Equity Securities | — | 9 | — | 119 |
| Fixed Maturities | (77) | 180 | (378) | 422 |
| Total unrealized investment gains and losses reported in OCI | (77) | 189 | (378) | 541 |
| Total | $381 | $196 | $(6) | $697 |

Of the 3,593 fixed-maturity securities in the portfolio, no securities were trading below 70 percent of amortized cost at September 30, 2018. Our asset impairment committee regularly monitors the portfolio, including a quarterly review of the entire portfolio for potential OTTI charges. We believe that if liquidity in the markets were to significantly deteriorate or economic conditions were to significantly weaken, we could experience declines in portfolio values and possibly additional OTTI charges.

The table below provides additional detail for OTTI charges:

| (Dollars in millions) | Three months ended September 30, 2018 | 2017 | Nine months ended September 30, 2018 | 2017 |
|---|---|---|---|---|
| Fixed maturities: | | | | |
| Banking | $ — | $ — | $ — | $ 6 |
| Total fixed maturities | — | — | — | 6 |
| Common equities: | | | | |
| Energy | — | — | — | 3 |
| Total common equities | — | — | — | 3 |
| Total | $ — | $ — | $ — | $ 9 |

OTHER

We report as Other the noninvestment operations of the parent company and a noninsurance subsidiary, CFC Investment Company. We also report as Other the underwriting results of Cincinnati Re, our reinsurance assumed operation, including earned premiums, loss and loss expenses and underwriting expenses.

Total revenues for the first nine months of 2018 for our Other operations increased, compared with the same period of 2017, primarily due to earned premiums from Cincinnati Re. Total expenses for Other decreased for the first nine months of 2018, primarily due to less losses and loss expenses from Cincinnati Re.

Other loss in the table below represents losses before income taxes. The net result of Cincinnati Re for the first nine months of 2018 was an underwriting profit of approximately $13 million, compared with an underwriting loss of $23 million for the same period a year ago. For both periods shown, Other loss resulted largely from interest expense from debt of the parent company.

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Interest and fees on loans and leases | $2 | $1 | 100 | $4 | $3 | 33 |
| Earned premiums | 34 | 32 | 6 | 93 | 80 | 16 |
| Other revenues | — | 1 | nm | — | 1 | nm |
| Total revenues | 36 | 34 | 6 | 97 | 84 | 15 |
| Interest expense | 14 | 13 | 8 | 40 | 39 | 3 |
| Loss and loss expenses | 24 | 57 | (58) | 50 | 78 | (36) |
| Underwriting expenses | 10 | 7 | 43 | 30 | 25 | 20 |
| Operating expenses | 3 | 3 | 0 | 10 | 11 | (9) |
| Total expenses | 51 | 80 | (36) | 130 | 153 | (15) |
| Other loss | $(15) | $(46) | 67 | $(33) | $(69) | 52 |

TAXES

We had $65 million and $93 million of income tax expense for the three and nine months ended September 30, 2018, compared with $27 million and $130 million for the same periods of 2017. The effective tax rates for the three and nine months ended September 30, 2018, were 10.5 percent and 11.2 percent compared with 20.9 percent and 24.4

percent for the same periods last year. The change in our effective tax rate between years is largely driven by the change in the federal tax rate from 35 percent to 21 percent. In addition, the change in the effective tax rate was impacted due to large net unrealized gains included in income for the current-year periods versus only net realized gains included in income for the prior-year periods which diluted the effective tax rate impacts of adjusting items when compared to the prior year. During the third quarter, our change in the effective tax rate included a reduction by 8.1 percent and 6.0 percent for the three months and nine months ended September 30, 2018, respectively, as a result of approved changes to our tax accounting methods, primarily related to the valuation of our tax base unpaid losses.

Historically, we have pursued a strategy of investing some portion of cash flow in tax-advantaged fixed-maturity and equity securities to minimize our overall tax liability and maximize after-tax earnings. See Tax-Exempt Fixed Maturities in this quarterly report Item 3, Quantitative and Qualitative Disclosures About Market Risk for further discussion on municipal bond purchases in our fixed-maturity investment portfolio. For our property casualty insurance subsidiaries, approximately 75 percent of interest from tax-advantaged fixed-maturity investments and approximately 40 percent of dividends from qualified equities are exempt from federal tax after applying proration from the 1986 Tax Reform Act. Our noninsurance companies own an immaterial amount of tax-advantaged fixed-maturity investments. For our noninsurance companies, the dividend received deduction exempts 50 percent of dividends from qualified equities. Our life insurance company does not own tax-advantaged fixed-maturity investments or equities subject to the dividend received deduction. Details about our effective tax rate are in this quarterly report Item 1, Note 9 – Income Taxes.

LIQUIDITY AND CAPITAL RESOURCES
At September 30, 2018, shareholders' equity was $8.334 billion, compared with $8.243 billion at December 31, 2017. Total debt was $817 million at September 30, 2018, up $6 million from December 31, 2017. At September 30, 2018, cash and cash equivalents totaled $616 million, compared with $657 million at December 31, 2017.

As disclosed in Item 1, Note 14 of this report, we announced the terms of an agreement to acquire all of MSP and entered into a foreign exchange forward contract which provides for an economic hedge for the agreed upon purchase price.

SOURCES OF LIQUIDITY

Subsidiary Dividends
Our lead insurance subsidiary declared dividends of $300 million to the parent company in the first nine months of 2018, compared with $290 million for the same period of 2017. For full-year 2017, subsidiary dividends declared totaled $465 million. State of Ohio regulatory requirements restrict the dividends our insurance subsidiary can pay. For full-year 2018, total dividends that our insurance subsidiary could pay to our parent company without regulatory approval are approximately $509 million.

Investing Activities
Investment income is a source of liquidity for both the parent company and its insurance subsidiary. We continue to focus on portfolio strategies to balance near-term income generation and long-term book value growth.

Parent company obligations can be funded with income on investments held at the parent-company level or through sales of securities in that portfolio, although our investment philosophy seeks to compound cash flows over the long term. These sources of capital can help minimize subsidiary dividends to the parent company, protecting insurance subsidiary capital.

For a discussion of our historic investment strategy, portfolio allocation and quality, see our 2017 Annual Report on Form 10-K, Item 1, Investments Segment, Page 24.

Insurance Underwriting
Our property casualty and life insurance underwriting operations provide liquidity because we generally receive premiums before paying losses under the policies purchased with those premiums. After satisfying our cash requirements, we use excess cash flows for investment, increasing future investment income.

Historically, cash receipts from property casualty and life insurance premiums, along with investment income, have been more than sufficient to pay claims, operating expenses and dividends to the parent company.

The table below shows a summary of operating cash flow for property casualty insurance (direct method):

| (Dollars in millions) | Three months ended September 30, | | | Nine months ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| Premiums collected | $1,263 | $1,217 | 4 | $3,842 | $3,723 | 3 |
| Loss and loss expenses paid | (705) | (725) | 3 | (2,114) | (2,114) | 0 |
| Commissions and other underwriting expenses paid | (356) | (333) | (7) | (1,227) | (1,163) | (6) |
| Cash flow from underwriting | 202 | 159 | 27 | 501 | 446 | 12 |
| Investment income received | 110 | 108 | 2 | 321 | 310 | 4 |

| | | | | | | |
|---|---|---|---|---|---|---|
| Cash flow from operations | $312 | $267 | 17 | $822 | $756 | 9 |

Collected premiums for property casualty insurance rose $119 million during the first nine months of 2018, compared with the same period in 2017, while loss and loss expenses paid for the 2018 period matched 2017. Commissions and other underwriting expenses paid rose $64 million, primarily due to higher commissions paid to agencies, reflecting the increase in collected premiums.

We discuss our future obligations for claims payments and for underwriting expenses in our 2017 Annual Report on Form 10-K, Item 7, Contractual Obligations, Page 92, and Other Commitments also on Page 92.

Capital Resources
At September 30, 2018, our debt-to-total-capital ratio was 8.9 percent, with $787 million in long-term debt and $30 million in borrowing on our revolving short-term line of credit. That line of credit had a $24 million balance at December 31, 2017. At September 30, 2018, $195 million was available for future cash management needs. Based on our capital requirements at September 30, 2018, during the remainder of the year we do not anticipate a material increase in debt levels exceeding the available line of credit amount. As a result, we expect changes in our debt-to-total-capital ratio to continue to be largely a function of the contribution of unrealized investment gains or losses to shareholders' equity.

We provide details of our three, long-term notes in this quarterly report Item 1, Note 3 – Fair Value Measurements. None of the notes are encumbered by rating triggers.

Four independent ratings firms award insurer financial strength ratings to our property casualty insurance companies and three firms rate our life insurance company. Those firms made no changes to our parent company debt ratings during the first nine months of 2018. Our debt ratings are discussed in our 2017 Annual Report on Form 10-K, Item 7, Liquidity and Capital Resources, Other Sources of Liquidity, Page 90.

Off-Balance Sheet Arrangements
We do not use any special-purpose financing vehicles or have any undisclosed off-balance sheet arrangements (as that term is defined in applicable SEC rules) that are reasonably likely to have a current or future material effect on the company's financial condition, results of operation, liquidity, capital expenditures or capital resources. Similarly, the company holds no fair-value contracts for which a lack of marketplace quotations would necessitate the use of fair-value techniques.

USES OF LIQUIDITY
Our parent company and insurance subsidiary have contractual obligations and other commitments. In addition, one of our primary uses of cash is to enhance shareholder return.

Contractual Obligations
We estimated our future contractual obligations as of December 31, 2017, in our 2017 Annual Report on Form 10-K, Item 7, Contractual Obligations, Page 92. There have been no material changes to our estimates of future contractual obligations since our 2017 Annual Report on Form 10-K.

Other Commitments
In addition to our contractual obligations, we have other property casualty operational commitments.

- Commissions – Commissions paid were $744 million in the first nine months of 2018. Commission payments generally track with written premiums, except for annual profit-sharing commissions typically paid during the first quarter of the year.
- Other underwriting expenses – Many of our underwriting expenses are not contractual obligations, but reflect the ongoing expenses of our business. Noncommission underwriting expenses paid were $483 million in the first nine months of 2018.
- Technology costs – In addition to contractual obligations for hardware and software, we anticipate capitalizing up to $6 million in spending for key technology initiatives in 2018. Capitalized development costs related to key technology initiatives were $5 million in the first nine months of 2018. These activities are conducted at our discretion, and we have no material contractual obligations for activities planned as part of these projects.

We contributed $15 million to our qualified pension plan during the first nine months of 2018. We do not anticipate further contributions during the remainder of 2018.

Investing Activities
After fulfilling operating requirements, we invest cash flows from underwriting, investment and other corporate activities in fixed-maturity and equity securities on an ongoing basis to help achieve our portfolio objectives.
We discuss our investment strategy and certain portfolio attributes in this quarterly report Item 3, Quantitative and Qualitative Disclosures About Market Risk.

Uses of Capital
Uses of cash to enhance shareholder return include dividends to shareholders. In January 2018, the board of directors declared regular quarterly cash dividends of 53 cents per share for an indicated annual rate of $2.12 per share. During the first nine months of 2018, we used $251 million to pay cash dividends to shareholders.

PROPERTY CASUALTY INSURANCE LOSS AND LOSS EXPENSE RESERVES
For the business lines in the commercial and personal lines insurance segments, and in total for the excess and surplus lines segment, the following table details gross reserves among case, IBNR (incurred but not reported) and loss expense reserves, net of salvage and subrogation reserves. Reserving practices are discussed in our 2017 Annual Report on Form 10-K, Item 7, Property Casualty Insurance Loss and Loss Expense Obligations and Reserves, Page 93.

Total gross reserves at September 30, 2018, increased $310 million compared with December 31, 2017. Case loss reserves for losses increased $134 million, IBNR loss reserves increased by $129 million and loss expense reserves increased by $47 million. Accounting for most of the total gross increase was the aggregate of our commercial casualty, homeowner and commercial auto lines of business.

Property Casualty Gross Reserves

| (Dollars in millions) | Loss reserves | | Loss | Total | |
|---|---|---|---|---|---|
| | Case | IBNR | expense | gross | Percent |
| At September 30, 2018 | reserves | reserves | reserves | reserves | of total |
| Commercial lines insurance: | | | | | |
| Commercial casualty | $ 943 | $ 647 | $ 594 | $ 2,184 | 39.5 % |
| Commercial property | 263 | 22 | 59 | 344 | 6.2 |
| Commercial auto | 412 | 147 | 136 | 695 | 12.6 |
| Workers' compensation | 388 | 544 | 91 | 1,023 | 18.5 |
| Other commercial | 101 | 10 | 68 | 179 | 3.2 |
| Subtotal | 2,107 | 1,370 | 948 | 4,425 | 80.0 |
| Personal lines insurance: | | | | | |
| Personal auto | 240 | 53 | 70 | 363 | 6.6 |
| Homeowner | 130 | 20 | 39 | 189 | |