

CINCINNATI FINANCIAL CORP

Form 10-Q

October 26, 2017

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

(Mark one)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the quarterly period ended September 30, 2017.

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 (I.R.S. Employer Identification  
incorporation or organization) 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.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, if any, 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 and post such files).

Yes  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.

Large accelerated filer  Accelerated filer  Nonaccelerated filer  Smaller reporting company

Emerging growth company

(Do not check if a smaller reporting company)

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“ 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  No

As of October 20, 2017, there were 164,071,775 shares of common stock outstanding.

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CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES  
FORM 10-Q FOR THE QUARTER ENDED SEPTEMBER 30, 2017

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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<br>30,<br>2017 | December 31,<br>2016 |
|--|--------------------------|----------------------|
| <b>Assets</b>  |                          |                      |
| <b>Investments</b>   |                          |                      |
| Fixed maturities, at fair value (amortized cost: 2017—\$10,135; 2016—\$9,799)  | \$ 10,540                | \$ 10,085            |
| Equity securities, at fair value (cost: 2017—\$3,264; 2016—\$2,995)  | 6,025                    | 5,334                |
| Other invested assets  | 99                       | 81                   |
| Total investments  | 16,664                   | 15,500               |
| Cash and cash equivalents  | 674                      | 777                  |
| Investment income receivable   | 128                      | 134                  |
| Finance receivable   | 56                       | 51                   |
| Premiums receivable  | 1,640                    | 1,533                |
| Reinsurance recoverable  | 522                      | 545                  |
| Prepaid reinsurance premiums   | 44                       | 62                   |
| Deferred policy acquisition costs  | 676                      | 637                  |
| Land, building and equipment, net, for company use (accumulated depreciation:<br>2017—\$251; 2016—\$237)                               | 186                      | 183                  |
| Other assets   | 204                      | 198                  |
| Separate accounts  | 798                      | 766                  |
| Total assets   | \$ 21,592                | \$ 20,386            |
| <b>Liabilities</b>   |                          |                      |
| <b>Insurance reserves</b>  |                          |                      |
| Loss and loss expense reserves   | \$ 5,350                 | \$ 5,085             |
| Life policy and investment contract reserves   | 2,716                    | 2,671                |
| Unearned premiums  | 2,475                    | 2,307                |
| Other liabilities  | 800                      | 786                  |
| Deferred income tax  | 1,087                    | 865                  |
| Note payable   | 17                       | 20                   |
| Long-term debt and capital lease obligations   | 826                      | 826                  |
| Separate accounts  | 798                      | 766                  |
| Total liabilities  | 14,069                   | 13,326               |
| Commitments and contingent liabilities (Note 12)   |                          |                      |
| <b>Shareholders' Equity</b>  |                          |                      |
| Common stock, par value—\$2 per share; (authorized: 2017 and 2016—198.3 million shares;<br>issued: 2017 and 2016—198.3 million shares) | 397                      | 397                  |
| Paid-in capital  | 1,256                    | 1,252                |
| Retained earnings  | 5,193                    | 5,037                |
| Accumulated other comprehensive income   | 2,047                    | 1,693                |
| Treasury stock at cost (2017—34.3 million shares and 2016—33.9 million shares)   | (1,370)                  | (1,319)              |
| Total shareholders' equity   | 7,523                    | 7,060                |

|  |           |           |
|--|-----------|-----------|
| Total liabilities and shareholders' equity | \$ 21,592 | \$ 20,386 |
|--|-----------|-----------|

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

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Cincinnati Financial Corporation and Subsidiaries  
Condensed Consolidated Statements of Income

| (Dollars in millions except per share data)      | Three months ended |                    | Nine months ended  |                    |
|--|--------------------|--------------------|--------------------|--------------------|
|  | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| <b>Revenues</b>                                  |                    |                    |                    |                    |
| Earned premiums                                  | \$1,247            | \$1,191            | \$3,696            | \$3,518            |
| Investment income, net of expenses               | 153                | 148                | 453                | 442                |
| Realized investment gains and losses, net        | 7                  | 56                 | 156                | 161                |
| Fee revenues                                     | 3                  | 5                  | 12                 | 11                 |
| Other revenues                                   | 2                  | 2                  | 4                  | 5                  |
| <b>Total revenues</b>                            | <b>1,412</b>       | <b>1,402</b>       | <b>4,321</b>       | <b>4,137</b>       |
| <b>Benefits and Expenses</b>                     |                    |                    |                    |                    |
| Insurance losses and contract holders' benefits  | 874                | 753                | 2,581              | 2,298              |
| Underwriting, acquisition and insurance expenses | 393                | 380                | 1,157              | 1,106              |
| Interest expense                                 | 13                 | 13                 | 39                 | 39                 |
| Other operating expenses                         | 3                  | 3                  | 11                 | 10                 |
| <b>Total benefits and expenses</b>               | <b>1,283</b>       | <b>1,149</b>       | <b>3,788</b>       | <b>3,453</b>       |
| <b>Income Before Income Taxes</b>                | <b>129</b>         | <b>253</b>         | <b>533</b>         | <b>684</b>         |
| <b>Provision for Income Taxes</b>                |                    |                    |                    |                    |
| Current  | 27                 | 60                 | 98                 | 173                |
| Deferred   | —                  | 13                 | 32                 | 20                 |
| <b>Total provision for income taxes</b>          | <b>27</b>          | <b>73</b>          | <b>130</b>         | <b>193</b>         |
| <b>Net Income</b>                                | <b>\$102</b>       | <b>\$180</b>       | <b>\$403</b>       | <b>\$491</b>       |
| <b>Per Common Share</b>                          |                    |                    |                    |                    |
| Net income—basic                                 | \$0.62             | \$1.09             | \$2.45             | \$2.98             |
| Net income—diluted                               | 0.61               | 1.08               | 2.42               | 2.95               |

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<br>ended<br>September<br>30, |       | Nine<br>months<br>ended<br>September<br>30, |       |
|--|---|-------|---|-------|
|  | 2017                                      | 2016  | 2017  | 2016  |
| Net Income   | \$102                                     | \$180 | \$403                                       | \$491 |
| Other Comprehensive Income   |   |       |   |       |
| Change in unrealized gains on investments, net of tax<br>of \$66, \$21, \$189 and \$224, respectively  | 123                                       | 41    | 352   | 417   |
| Amortization of pension actuarial loss and prior<br>service cost, net of tax of \$1, \$0, \$1 and \$1,<br>respectively                           | —   | —     | 1   | 1     |
| Change in life deferred acquisition costs, life policy<br>reserves and other, net of tax (benefit) of \$(1), \$0,<br>\$0 and \$(4), respectively | (1 )                                      | (3 )  | 1   | (10 ) |
| Other comprehensive income   | 122                                       | 38    | 354   | 408   |
| Comprehensive Income   | \$224                                     | \$218 | \$757                                       | \$899 |

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

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## Cincinnati Financial Corporation and Subsidiaries

## Condensed Consolidated Statements of Shareholders' Equity

| (Dollars in millions)                            | Nine months<br>ended September<br>30, |                |
|--|---------------------------------------|----------------|
|  | 2017                                  | 2016           |
| <b>Common Stock</b>                              |                                       |                |
| Beginning of year                                | \$397                                 | \$397          |
| Share-based awards                               | —                                     | —              |
| End of period                                    | 397                                   | 397            |
| <b>Paid-In Capital</b>                           |                                       |                |
| Beginning of year                                | 1,252                                 | 1,232          |
| Share-based awards                               | (18 )                                 | (9 )           |
| Share-based compensation                         | 19                                    | 18             |
| Other  | 3                                     | 3              |
| End of period                                    | 1,256                                 | 1,244          |
| <b>Retained Earnings</b>                         |                                       |                |
| Beginning of year                                | 5,037                                 | 4,762          |
| Net income                                       | 403                                   | 491            |
| Dividends declared                               | (247 )                                | (237 )         |
| End of period                                    | 5,193                                 | 5,016          |
| <b>Accumulated Other Comprehensive Income</b>    |                                       |                |
| Beginning of year                                | 1,693                                 | 1,344          |
| Other comprehensive income                       | 354                                   | 408            |
| End of period                                    | 2,047                                 | 1,752          |
| <b>Treasury Stock</b>                            |                                       |                |
| Beginning of year                                | (1,319 )                              | (1,308 )       |
| Share-based awards                               | 22                                    | 29             |
| Shares acquired - share repurchase authorization | (70 )                                 | (2 )           |
| Shares acquired - share-based compensation plans | (6 )                                  | (10 )          |
| Other  | 3                                     | 3              |
| End of period                                    | (1,370 )                              | (1,288 )       |
| <b>Total Shareholders' Equity</b>                | <b>\$7,523</b>                        | <b>\$7,121</b> |

(In millions)

## Common Stock - Shares Outstanding

|  |        |        |
|--|--------|--------|
| Beginning of year                                | 164.4  | 163.9  |
| Share-based awards                               | 0.7    | 0.8    |
| Shares acquired - share repurchase authorization | (1.0 ) | —      |
| Shares acquired - share-based compensation plans | (0.1 ) | (0.1 ) |
| Other  | —      | 0.1    |
| End of period                                    | 164.0  | 164.7  |

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

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Cincinnati Financial Corporation and Subsidiaries  
Condensed Consolidated Statements of Cash Flows

| (Dollars in millions)   | Nine months<br>ended<br>September<br>30,<br>2017 2016 |          |
|---|---|----------|
| <b>Cash Flows From Operating Activities</b>                                       |   |          |
| Net income  | \$403   | \$491    |
| Adjustments to reconcile net income to net cash provided by operating activities: |   |          |
| Depreciation and amortization   | 40  | 34       |
| Realized investment gains, net  | (156 )  | (161 )   |
| Share-based compensation  | 19  | 18       |
| Interest credited to contract holders'  | 36  | 36       |
| Deferred income tax expense   | 32  | 20       |
| Changes in:   |   |          |
| Investment income receivable  | 6   | 8        |
| Premiums and reinsurance receivable   | (66 )   | (111 )   |
| Deferred policy acquisition costs   | (44 )   | (31 )    |
| Other assets  | (34 )   | (32 )    |
| Loss and loss expense reserves  | 265   | 273      |
| Life policy reserves  | 71  | 75       |
| Unearned premiums   | 168   | 187      |
| Other liabilities   | (46 )   | 11       |
| Current income tax receivable/payable   | 52  | 17       |
| Net cash provided by operating activities   | 746   | 835      |
| <b>Cash Flows From Investing Activities</b>                                       |   |          |
| Sale of fixed maturities  | 20  | 15       |
| Call or maturity of fixed maturities  | 815   | 1,160    |
| Sale of equity securities   | 290   | 311      |
| Purchase of fixed maturities  | (1,155 )  | (1,465 ) |
| Purchase of equity securities   | (399 )  | (396 )   |
| Investment in finance receivables   | (21 )   | (13 )    |
| Collection of finance receivables   | 17  | 24       |
| Investment in buildings and equipment, net  | (14 )   | (9 )     |
| Change in other invested assets, net  | (12 )   | (13 )    |
| Net cash used in investing activities   | (459 )  | (386 )   |
| <b>Cash Flows From Financing Activities</b>                                       |   |          |
| Payment of cash dividends to shareholders   | (239 )  | (229 )   |
| Shares acquired - share repurchase authorization                                  | (70 )   | (2 )     |
| Payments of note payable  | (3 )  | (15 )    |
| Proceeds from stock options exercised   | 10  | 17       |
| Contract holders' funds deposited   | 60  | 71       |
| Contract holders' funds withdrawn   | (119 )  | (118 )   |
| Excess tax benefits on share-based compensation                                   | —   | 4        |
| Other   | (29 )   | (21 )    |
| Net cash used in financing activities   | (390 )  | (293 )   |
| Net change in cash and cash equivalents   | (103 )  | 156      |
| Cash and cash equivalents at beginning of year                                    | 777   | 544      |

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|  |       |       |
|--|-------|-------|
| Cash and cash equivalents at end of period         | \$674 | \$700 |
| Supplemental Disclosures of Cash Flow Information: |       |       |
| Interest paid                                      | \$26  | \$26  |
| Income taxes paid                                  | 44    | 152   |
| Noncash Activities                                 |       |       |
| Conversion of securities                           | \$5   | \$4   |
| Equipment acquired under capital lease obligations | 10    | 18    |
| Cashless exercise of stock options                 | 6     | 10    |
| Other assets and other liabilities                 | 74    | 29    |

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

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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, 2017, 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 2016 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 2016-07, Investments - Equity Method and Joint Ventures (Topic 323): Simplifying the Transition to the Equity Method of Accounting

In March 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-07, Equity Method and Joint Ventures (Topic 323): Simplifying the Transition to the Equity Method of Accounting. ASU 2016-07 eliminates the requirement to retroactively adjust an investment, results of operations, and retained earnings once an investment qualifies for use of the equity method. It requires the equity method investor to add the cost of acquiring the additional interest in the investee to the current basis of the investor's previously held interest and adopt the equity method of accounting as of the date the investment becomes qualified for equity method accounting without retroactive adjustment. The effective date of ASU 2016-07 was for interim and annual reporting periods beginning after December 15, 2016, and was applied prospectively. The company adopted this ASU effective January 1, 2017, and it did not have a material impact on our company's consolidated financial position, cash flows or results of operations.

ASU 2016-09, Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting

In March 2016, the FASB issued ASU 2016-09, Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting. ASU 2016-09 simplifies several aspects of the accounting for share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities, and classification on the statement of cash flows. The effective date of ASU 2016-09 was for interim and annual reporting periods beginning after December 15, 2016. The recognition and classification of the excess tax benefit provisions were applied prospectively in the results of operations and statement of cash flows. This adoption resulted in excess tax benefits of an immaterial amount for the three months ended September 30, 2017, and \$7 million for the nine months ended September 30, 2017, which reduced our current provision for income taxes in our results of operations. The statutory tax withholding classification, which are cash payments made to taxing authorities for shares withheld, were applied retrospectively and reclassified the statutory tax withholding requirements in the statement of cash flows from Other liabilities in operating activities to Other in financing activities. This statutory tax withholding reclassification resulted in \$13 million and \$11 million being included in financing activities for the nine months ended September 30, 2017 and 2016, respectively. There were no cumulative

effect adjustments upon adoption of this ASU.

Pending Accounting Updates

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ASU 2014-09 Revenue from Contracts with Customers

In May 2014, the FASB issued 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 is for interim and annual reporting periods beginning after December 15, 2017. The ASU has not yet been adopted and will not have a material impact on our company's 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 revises 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. Our results of operations will be impacted as changes in fair value of equity securities will be reported in net income instead of reported in other comprehensive income. The effective date of ASU 2016-01 is for interim and annual reporting periods beginning after December 15, 2017, and will be applied prospectively. The ASU has not yet been adopted. Had we adopted this ASU on September 30, 2017, \$1.795 billion of after-tax unrealized gains on equity securities would have been reclassified from accumulated other comprehensive income to retained earnings. The actual amount reclassified upon adoption will vary depending on the future changes in fair value of our equity portfolio.

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. 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 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 or results of operations.

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 ASU has not yet been adopted; however, it will 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. The effective date of ASU 2017-07 is for interim and annual reporting periods beginning after December 15, 2017. The ASU has not yet been adopted; however, it will not have a material impact on our company's consolidated financial position, cash flows or results of operations.

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**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 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 amendment should be applied on a prospective basis. The effective date of ASU 2017-09 is for interim and annual reporting periods, beginning after December 15, 2017. The ASU has not yet been adopted; however, it will not have a material impact on our company's consolidated financial position, cash flows or results of operations upon adoption.

## NOTE 2 – Investments

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<br>amortized<br>cost | Gross unrealized<br>gains | Gross unrealized<br>losses | Fair<br>value |
|---|------------------------------|---------------------------|----------------------------|---------------|
| At September 30, 2017                             |                              |                           |                            |               |
| Fixed maturity securities:                        |                              |                           |                            |               |
| Corporate   | \$ 5,514                     | \$ 280                    | \$ 11                      | \$5,783       |
| States, municipalities and political subdivisions | 4,103                        | 144                       | 13                         | 4,234         |
| Commercial mortgage-backed                        | 280                          | 8                         | —                          | 288           |
| Government-sponsored enterprises                  | 207                          | —                         | 3                          | 204           |
| United States government                          | 16                           | —                         | —                          | 16            |
| Foreign government                                | 10                           | —                         | —                          | 10            |
| Convertibles and bonds with warrants attached     | 5                            | —                         | —                          | 5             |
| Subtotal  | 10,135                       | 432                       | 27                         | 10,540        |
| Equity securities:                                |                              |                           |                            |               |
| Common equities                                   | 3,084                        | 2,762                     | 38                         | 5,808         |
| Nonredeemable preferred equities                  | 180                          | 37                        | —                          | 217           |
| Subtotal  | 3,264                        | 2,799                     | 38                         | 6,025         |
| Total   | \$ 13,399                    | \$ 3,231                  | \$ 65                      | \$16,565      |
| At December 31, 2016                              |                              |                           |                            |               |
| Fixed maturity securities:                        |                              |                           |                            |               |
| Corporate   | \$ 5,555                     | \$ 252                    | \$ 26                      | \$5,781       |
| States, municipalities and political subdivisions | 3,770                        | 100                       | 42                         | 3,828         |
| Commercial mortgage-backed                        | 282                          | 7                         | 2                          | 287           |
| Government-sponsored enterprises                  | 167                          | —                         | 3                          | 164           |
| United States government                          | 10                           | —                         | —                          | 10            |
| Foreign government                                | 10                           | —                         | —                          | 10            |
| Convertibles and bonds with warrants attached     | 5                            | —                         | —                          | 5             |
| Subtotal  | 9,799                        | 359                       | 73                         | 10,085        |
| Equity securities:                                |                              |                           |                            |               |
| Common equities                                   | 2,812                        | 2,320                     | 9                          | 5,123         |
| Nonredeemable preferred equities                  | 183                          | 28                        | —                          | 211           |
| Subtotal  | 2,995                        | 2,348                     | 9                          | 5,334         |
| Total   | \$ 12,794                    | \$ 2,707                  | \$ 82                      | \$15,419      |

The net unrealized investment gains in our fixed-maturity portfolio at September 30, 2017, are primarily the result of the continued low interest rate environment that increased the fair value of our fixed-maturity portfolio. Our commercial mortgage-backed securities had an average rating of Aa1/AA at September 30, 2017, and December 31, 2016. At September 30, 2017, the seven largest unrealized investment gains in our common stock portfolio are from Honeywell International Incorporated (NYSE:HON), JP Morgan Chase & Co. (NYSE:JPM), Apple Inc. (Nasdaq:AAPL), Blackrock Inc. (Nasdaq:BLK), Microsoft Corporation (Nasdaq:MSFT), Johnson & Johnson (NYSE:JNJ) and 3M Company (NYSE:MMM), which had a combined gross unrealized gain of \$864 million. At September 30, 2017, Apple Inc. was our largest single equity holding with a fair value of \$216 million, which was 3.7 percent of our publicly traded common equities portfolio and 1.3 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      |                   |
|---|---------------------|-------------------|-------------------|-------------------|------------|-------------------|
|   | Fair value          | Unrealized losses | Fair value        | Unrealized losses | Fair value | Unrealized losses |
| At September 30, 2017                             |                     |                   |                   |                   |            |                   |
| Fixed maturity securities:                        |                     |                   |                   |                   |            |                   |
| Corporate   | \$ 231              | \$ 4              | \$ 193            | \$ 7              | \$424      | \$ 11             |
| States, municipalities and political subdivisions | 508                 | 8                 | 122               | 5                 | 630        | 13                |
| Commercial mortgage-backed securities             | 43                  | —                 | 3                 | —                 | 46         | —                 |
| Government-sponsored enterprises                  | 152                 | 3                 | 43                | —                 | 195        | 3                 |
| United States government                          | 7                   | —                 | —                 | —                 | 7          | —                 |
| Subtotal  | 941                 | 15                | 361               | 12                | 1,302      | 27                |
| Equity securities:                                |                     |                   |                   |                   |            |                   |
| Common equities                                   | 276                 | 38                | —                 | —                 | 276        | 38                |
| Subtotal  | 276                 | 38                | —                 | —                 | 276        | 38                |
| Total   | \$ 1,217            | \$ 53             | \$ 361            | \$ 12             | \$1,578    | \$ 65             |
| At December 31, 2016                              |                     |                   |                   |                   |            |                   |
| Fixed maturity securities:                        |                     |                   |                   |                   |            |                   |
| Corporate   | \$ 733              | \$ 15             | \$ 189            | \$ 11             | \$922      | \$ 26             |
| States, municipalities and political subdivisions | 989                 | 42                | —                 | —                 | 989        | 42                |
| Commercial mortgage-backed                        | 89                  | 2                 | 2                 | —                 | 91         | 2                 |
| Government-sponsored enterprises                  | 155                 | 3                 | —                 | —                 | 155        | 3                 |
| United States government                          | 6                   | —                 | —                 | —                 | 6          | —                 |
| Subtotal  | 1,972               | 62                | 191               | 11                | 2,163      | 73                |
| Equity securities:                                |                     |                   |                   |                   |            |                   |
| Common equities                                   | 103                 | 9                 | —                 | —                 | 103        | 9                 |
| Nonredeemable preferred equities                  | 4                   | —                 | —                 | —                 | 4          | —                 |
| Subtotal  | 107                 | 9                 | —                 | —                 | 107        | 9                 |
| Total   | \$ 2,079            | \$ 71             | \$ 191            | \$ 11             | \$2,270    | \$ 82             |

Contractual maturity dates for fixed-maturity investments were:

| (Dollars in millions)                  | Amortized cost | Fair value | % of fair value |
|--|----------------|------------|-----------------|
| At September 30, 2017                  |                |            |                 |
| Maturity dates:                        |                |            |                 |
| Due in one year or less                | \$ 674         | \$686      | 6.5 %           |
| Due after one year through five years  | 2,668          | 2,803      | 26.6            |
| Due after five years through ten years | 3,853          | 4,009      | 38.0            |
| Due after ten years                    | 2,940          | 3,042      | 28.9            |
| Total                                  | \$ 10,135      | \$10,540   | 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, realized investment gains and losses, the change in unrealized investment gains and losses:

| (Dollars in millions)                             | Three months ended |                    | Nine months ended  |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Investment income:                                |                    |                    |                    |                    |
| Interest  | \$112              | \$111              | \$334              | \$330              |
| Dividends   | 43                 | 39                 | 124                | 117                |
| Other   | 1                  | 1                  | 3                  | 2                  |
| Total   | 156                | 151                | 461                | 449                |
| Less investment expenses                          | 3                  | 3                  | 8                  | 7                  |
| Total   | \$153              | \$148              | \$453              | \$442              |
| Realized investment gains and losses:             |                    |                    |                    |                    |
| Fixed maturities:                                 |                    |                    |                    |                    |
| Gross realized gains                              | \$3                | \$10               | \$16               | \$17               |
| Gross realized losses                             | —                  | —                  | —                  | (1 )               |
| Other-than-temporary impairments                  | —                  | —                  | (6 )               | (2 )               |
| Equity securities:                                |                    |                    |                    |                    |
| Gross realized gains                              | 1                  | 47                 | 160                | 147                |
| Gross realized losses                             | —                  | —                  | (14 )              | (1 )               |
| Other-than-temporary impairments                  | —                  | —                  | (3 )               | —                  |
| Other   | 3                  | (1 )               | 3                  | 1                  |
| Total   | \$7                | \$56               | \$156              | \$161              |
| Change in unrealized investment gains and losses: |                    |                    |                    |                    |
| Fixed maturities                                  | \$9                | \$(20 )            | \$119              | \$274              |
| Equity securities                                 | 180                | 82                 | 422                | 367                |
| Income tax provision                              | (66 )              | (21 )              | (189 )             | (224 )             |
| Total   | \$123              | \$41               | \$352              | \$417              |

During the three months ended September 30, 2017, there were no equity securities and no fixed-maturity securities 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, 2017 and 2016.

At September 30, 2017, 94 fixed-maturity investments with a total unrealized loss of \$12 million had been in an unrealized loss position for 12 months or more. Of that total, no fixed-maturity investment had a fair value below 70 percent of amortized cost. At September 30, 2017, no equity investment had been in an unrealized loss position for 12 months or more. There were no equity investments with a fair value below 70 percent of amortized cost. At December 31, 2016, 32 fixed-maturity investments with a total unrealized loss of \$11 million had been in an unrealized loss position for 12 months or more. Of that total, no fixed-maturity investments had fair values below 70 percent of amortized cost. There were no equity security investments in an unrealized loss position for 12 months or more as of December 31, 2016. There were no equity investments with a fair value below 70 percent of amortized cost at December 31, 2016.

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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, 2016, and ultimately management determines fair value. See our 2016 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, 2017, and December 31, 2016. We do not have any material liabilities carried at fair value.

There were no transfers between Level 1 and Level 2.

(Dollars in millions)

|  | Quoted prices in<br>active markets for<br>identical assets<br>(Level 1) | Significant other<br>observable inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Total    |
|--|---|---|--|----------|
| At September 30, 2017  |   |   |  |          |
| Fixed maturities, available for sale:  |   |   |  |          |
| Corporate  | \$ —  | \$ 5,782  | \$ 1   | \$5,783  |
| States, municipalities and political subdivisions                              | —   | 4,229   | 5  | 4,234    |
| Commercial mortgage-backed   | —   | 288   | —  | 288      |
| Government-sponsored enterprises   | —   | 204   | —  | 204      |
| United States government   | 16  | —   | —  | 16       |
| Foreign government   | —   | 10  | —  | 10       |
| Convertibles and bonds with warrants attached                                  | —   | 5   | —  | 5        |
| Subtotal   | 16  | 10,518  | 6  | 10,540   |
| Common equities, available for sale  | 5,808   | —   | —  | 5,808    |
| Nonredeemable preferred equities, available for sale                           | —   | 217   | —  | 217      |
| Separate accounts taxable fixed maturities                                     | —   | 783   | —  | 783      |
| Top Hat savings plan mutual funds and common equity (included in Other assets) | 30  | —   | —  | 30       |
| Total  | \$ 5,854  | \$ 11,518   | \$ 6   | \$17,378 |
| At December 31, 2016   |   |   |  |          |
| Fixed maturities, available for sale:  |   |   |  |          |
| Corporate  | \$ —  | \$ 5,703  | \$ 78  | \$5,781  |
| States, municipalities and political subdivisions                              | —   | 3,828   | —  | 3,828    |
| Commercial mortgage-backed   | —   | 287   | —  | 287      |
| Government-sponsored enterprises   | —   | 164   | —  | 164      |
| United States government   | 10  | —   | —  | 10       |
| Foreign government   | —   | 10  | —  | 10       |
| Convertibles and bonds with warrants attached                                  | —   | 5   | —  | 5        |
| Subtotal   | 10  | 9,997   | 78   | 10,085   |
| Common equities, available for sale  | 5,123   | —   | —  | 5,123    |
| Nonredeemable preferred equities, available for sale                           | —   | 211   | —  | 211      |
| Separate accounts taxable fixed maturities                                     | —   | 750   | —  | 750      |
| Top Hat savings plan mutual funds and common equity (included in Other assets) | 24  | —   | —  | 24       |
| Total  | \$ 5,157  | \$ 10,958   | \$ 78  | \$16,193 |

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, 2017. 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.

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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 (Level 3) |                           |  |                                  |       |
|--|---|---------------------------|--|----------------------------------|-------|
|  | Corporate fixed maturities  | Taxable separate accounts | States, municipalities and political subdivisions fixed maturities | Nonredeemable preferred equities | Total |
| 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   |
| Beginning balance, July 1, 2016              | \$52  | \$ 1                      | \$ —   | \$ —                             | \$53  |
| Total gains or losses (realized/unrealized): |   |                           |  |                                  |       |
| Included in net income                       | —   | —                         | —  | —                                | —     |
| Included in other comprehensive income       | 1   | —                         | —  | —                                | 1     |
| Purchases                                    | —   | —                         | —  | —                                | —     |
| Sales  | (1 )  | —                         | —  | —                                | (1 )  |
| Transfers into Level 3                       | —   | —                         | —  | —                                | —     |
| Transfers out of Level 3                     | (10 )   | (1 )                      | —  | —                                | (11 ) |
| Ending balance, September 30, 2016           | \$42  | \$ —                      | \$ —   | \$ —                             | \$42  |

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  | Taxable fixed maturities - separate accounts | States, municipalities and political subdivisions fixed maturities | Nonredeemable preferred equities | Total |
| 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  |
| Beginning balance, January 1, 2016           | \$ 51   | \$ 1   | \$ —   | \$ 3                             | \$ 55 |
| Total gains or losses (realized/unrealized): |   |  |  |                                  |       |
| Included in net income                       | —   | —  | —  | —                                | —     |
| Included in other comprehensive income       | 1   | —  | —  | (1 )                             | —     |
| Purchases                                    | 22  | —  | —  | —                                | 22    |
| Sales  | (1 )  | —  | —  | (2 )                             | (3 )  |
| Transfers into Level 3                       | —   | —  | —  | —                                | —     |
| Transfers out of Level 3                     | (31 )   | (1 )   | —  | —                                | (32 ) |
| Ending balance, September 30, 2016           | \$ 42   | \$ —   | \$ —   | \$ —                             | \$ 42 |

Additional disclosures for the Level 3 category are not material.

#### 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) | Interest rate | Year of issue |                             | Book value         |                   | Principal amount   |                   |
|-----------------------|---------------|---------------|-----------------------------|--------------------|-------------------|--------------------|-------------------|
|                       |               |               |                             | September 30, 2017 | December 31, 2016 | September 30, 2017 | December 31, 2016 |
|                       | 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)              | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total    |
|------------------------------------|--|---|---|----------|
| At September 30, 2017              |  |   |   |          |
| Note payable                       | \$   | — \$ 17                                       | \$  | —\$17    |
| 6.900% senior debentures, due 2028 | —  | 34  | —   | 34       |
| 6.920% senior debentures, due 2028 | —  | 503   | —   | 503      |
| 6.125% senior notes, due 2034      | —  | 459   | —   | 459      |
| Total                              | \$   | — \$ 1,013                                    | \$  | —\$1,013 |

At December 31, 2016

|                                    |    |          |    |        |
|------------------------------------|----|----------|----|--------|
| Note payable                       | \$ | — \$ 20  | \$ | —\$20  |
| 6.900% senior debentures, due 2028 | —  | 33       | —  | 33     |
| 6.920% senior debentures, due 2028 | —  | 488      | —  | 488    |
| 6.125% senior notes, due 2034      | —  | 435      | —  | 435    |
| Total                              | \$ | — \$ 976 | \$ | —\$976 |

The following table shows the fair value of our life policy loans included in other invested assets:

| (Dollars in millions) | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |
|-----------------------|--|---|---|-------|
| At September 30, 2017 |  |   |   |       |
| Life policy loans     | \$   | — \$  | — \$ 41                                   | \$ 41 |
| At December 31, 2016  |  |   |   |       |
| Life policy loans     | \$   | — \$  | — \$ 40                                   | \$ 40 |

Outstanding principal and interest for these life policy loans totaled \$31 million at September 30, 2017, and December 31, 2016.

The following table shows fair values of our deferred annuities and structured settlements included in life policy and investment contract reserves:

| (Dollars in millions)  | Quoted prices in active markets for identical assets (Level 1) | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total   |
|------------------------|--|---|---|---------|
| At September 30, 2017  |  |   |   |         |
| Deferred annuities     | \$   | — \$  | —   | \$ 846  |
| Structured settlements | —  | 209   | —   | 209     |
| Total                  | \$   | — \$ 209                                      | \$ 846                                    | \$1,055 |
| At December 31, 2016   |  |   |   |         |
| Deferred annuities     | \$   | — \$  | —   | \$ 839  |
| Structured settlements | —  | 206   | —   | 206     |
| Total                  | \$   | — \$ 206                                      | \$ 839                                    | \$1,045 |

Recorded reserves for the deferred annuities were \$844 million and \$861 million at September 30, 2017, and December 31, 2016, respectively. Recorded reserves for the structured settlements were \$163 million and \$170 million at September 30, 2017, and December 31, 2016, respectively.

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## 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    |         | Nine months     |         |
|---|-----------------|---------|-----------------|---------|
|   | ended September |         | ended September |         |
|   | 30,             | 30,     | 30,             | 30,     |
|   | 2017            | 2016    | 2017            | 2016    |
| Gross loss and loss expense reserves, beginning of period | \$5,213         | \$4,918 | \$5,035         | \$4,660 |
| Less reinsurance recoverable                              | 283             | 310     | 298             | 281     |
| Net loss and loss expense reserves, beginning of period   | 4,930           | 4,608   | 4,737           | 4,379   |
| Net incurred loss and loss expenses related to:           |                 |         |                 |         |
| Current accident year                                     | 835             | 730     | 2,493           | 2,261   |
| Prior accident years                                      | (20 )           | (40 )   | (96 )           | (151 )  |
| Total incurred  | 815             | 690     | 2,397           | 2,110   |
| Net paid loss and loss expenses related to:               |                 |         |                 |         |
| Current accident year                                     | 411             | 374     | 969             | 848     |
| Prior accident years                                      | 314             | 288     | 1,145           | 1,005   |
| Total paid  | 725             | 662     | 2,114           | 1,853   |
| Net loss and loss expense reserves, end of period         | 5,020           | 4,636   | 5,020           | 4,636   |
| Plus reinsurance recoverable                              | 280             | 301     | 280             | 301     |
| Gross loss and loss expense reserves, end of period       | \$5,300         | \$4,937 | \$5,300         | \$4,937 |

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 \$50 million at September 30, 2017, and \$54 million at September 30, 2016, for certain life and health loss and loss expense reserves.

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 for the three months ended September 30, 2017. For the three months ended September 30, 2017, 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. For the three months ended September 30, 2017, we recognized 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 for the nine months ended September 30, 2017. For the nine months ended September 30, 2017, 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 expense for these lines. For the nine months ended September 30, 2017, we recognized 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.

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For the three months ended September 30, 2016, we experienced \$40 million of favorable development on prior accident years, including \$31 million of favorable development in commercial lines, \$4 million of adverse development in personal lines, \$12 million of favorable development in excess and surplus lines and \$1 million of favorable development in our reinsurance assumed operations. We recognized favorable reserve development during the three months ended September 30, 2016, of \$16 million for the workers' compensation line, \$7 million for commercial casualty line and \$11 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expenses for these lines. We recognized unfavorable reserve development during the three months ended September 30, 2016, of \$9 million for the personal auto line and \$4 million for the commercial auto line. Both lines developed unfavorably due to higher loss cost effects in recent accident years, resulting in an increase of our reserve estimate for claims that have not yet been settled.

For the nine months ended September 30, 2016, we experienced \$151 million of favorable development on prior accident years, including \$118 million of favorable development in commercial lines, \$4 million of favorable development in personal lines, \$27 million of favorable development in excess and surplus lines and \$2 million of favorable development in our reinsurance assumed operations. This included \$5 million from favorable development of catastrophe losses for the nine months ended September 30, 2016. We recognized favorable reserve development during the nine months ended September 30, 2016, of \$52 million for the workers' compensation line, \$30 million for the commercial casualty line, \$25 million for the commercial property line and \$37 million for the other commercial lines due to reduced uncertainty of prior accident year loss and loss adjustment expenses for these lines. We recognized unfavorable reserve development during the nine months ended September 30, 2016, of \$26 million for the commercial auto line and \$15 million for the personal auto line. Both lines developed unfavorably due to higher loss cost effects in recent accident years, resulting in an increase of our reserve estimate for claims that have not yet settled.

## 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,<br>2017 | December 31,<br>2016 |
|--|-----------------------|----------------------|
| Life policy reserves:                              |                       |                      |
| Ordinary/traditional life                          | \$ 1,063              | \$ 1,011             |
| Other  | 46                    | 45                   |
| Subtotal   | 1,109                 | 1,056                |
| Investment contract reserves:                      |                       |                      |
| Deferred annuities                                 | 844                   | 861                  |
| Universal life                                     | 594                   | 578                  |
| Structured settlements                             | 163                   | 170                  |
| Other  | 6                     | 6                    |
| Subtotal   | 1,607                 | 1,615                |
| Total life policy and investment contract reserves | \$ 2,716              | \$ 2,671             |

## 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<br>ended<br>September<br>30,<br>2017 |        | Nine months<br>ended<br>September<br>30,<br>2016 |        |
|--|---|--------|--|--------|
| Property casualty:   |   |        |  |        |
| Deferred policy acquisition costs asset, beginning of period | \$448   | \$412  | \$408  | \$388  |
| Capitalized deferred policy acquisition costs                | 223   | 216    | 686  | 644    |
| Amortized deferred policy acquisition costs                  | (220 )  | (207 ) | (643 )   | (611 ) |
| Deferred policy acquisition costs asset, end of period       | \$451   | \$421  | \$451  | \$421  |
| Life:  |   |        |  |        |
| Deferred policy acquisition costs asset, beginning of period | \$230   | \$212  | \$229  | \$228  |
| Capitalized deferred policy acquisition costs                | 13  | 11     | 38   | 35     |
| Amortized deferred policy acquisition costs                  | (17 )   | (15 )  | (37 )  | (37 )  |
| Amortized shadow deferred policy acquisition costs           | (1 )  | (2 )   | (5 )   | (20 )  |
| Deferred policy acquisition costs asset, end of period       | \$225   | \$206  | \$225  | \$206  |
| Consolidated:  |   |        |  |        |
| Deferred policy acquisition costs asset, beginning of period | \$678   | \$624  | \$637  | \$616  |
| Capitalized deferred policy acquisition costs                | 236   | 227    | 724  | 679    |
| Amortized deferred policy acquisition costs                  | (237 )  | (222 ) | (680 )   | (648 ) |
| Amortized shadow deferred policy acquisition costs           | (1 )  | (2 )   | (5 )   | (20 )  |
| Deferred policy acquisition costs asset, end of period       | \$676   | \$627  | \$676  | \$627  |

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, |               |         |               |               |         |
|--|----------------------------------|---------------|---------|---------------|---------------|---------|
|  | 2017                             |               |         | 2016          |               |         |
|  | Before<br>tax                    | Income<br>tax | Net     | Before<br>tax | Income<br>tax | Net     |
| Investments:                                       |                                  |               |         |               |               |         |
| AOCI, beginning of period                          | \$2,977                          | \$1,031       | \$1,946 | \$2,673       | \$925         | \$1,748 |
| OCI before realized gains recognized in net income | 193                              | 67            | 126     | 119           | 41            | 78      |
| Realized gains recognized in net income            | (4                               | ) (1          | ) (3    | ) (57         | ) (20         | ) (37   |
| OCI  | 189                              | 66            | 123     |               |               |         |