

# CINCINNATI FINANCIAL CORPORATION

Mailing Address:

P.O. BOX 145496 CINCINNATI, OHIO 45250-5496 (513) 870-2000

August 7, 2003

TO OUR SHAREHOLDERS, ASSOCIATES AND FRIENDS:

# FINANCIAL HIGHLIGHTS

During the first half of 2003, your company benefited from the continued growth of property casualty premium revenues; improved non-catastrophe underwriting, primarily in commercial lines of insurance; and higher investment income.

For the six months ended June 30, 2003, net income rose 28.1 percent to \$141 million, or 87 cents per share. Operating income\*, which excludes realized investment gains and losses, rose 47.5 percent to \$180 million, or \$1.11 per share.

Total revenues advanced \$115 million to \$1.505 billion, up 8.3 percent over last year's first half, with strong growth of premiums and investment income offsetting higher realized investment losses. Revenues from pre-tax investment income reached \$230 million, up 5.6 percent from \$218 million in the year-earlier period.

(Dollars in millions, except share data)	Second Quarter Ended June 30,					Six Months Ende June 30,			
		2003		2002		2003		2002	
Income Statement Data									
Net income	\$	84	\$	35	\$	141	\$	110	
Net realized investment gains and losses		1		(6)		(39)		(12)	
Operating income*	\$	83	\$	41	\$	180	\$	122	
Per Share Data (diluted)									
Net income	\$	0.52	\$	0.21	\$	0.87	\$	0.67	
Net realized investment gains and losses		0.01		(0.04)		(0.24)		(0.07)	
Operating income*	\$	0.51	\$	0.25	\$	1.11	\$	0.74	
Cash dividend declared		0.2500		0.2225		0.5000		0.4450	
Book value		-		-		36.57		38.03	
Average shares outstanding	161	161,631,033 1		033 164,325,619		1,778,648	163	3,645,919	

<sup>\*</sup> Measures used in this letter that are not based on Generally Accepted Accounting Principles (non-GAAP) are defined and reconciled to the most directly comparable GAAP measures and operating measures in "Definitions of Non-GAAP Information and Reconciliation to Comparable GAAP Measures," a document posted on the Operations tab of the Investor page of <a href="https://www.cinfin.com">www.cinfin.com</a>. Statutory data is prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners' Accounting Practices and Procedures Manual and therefore is not reconciled to GAAP.

The difference between net income and operating income is the inclusion of net realized investment gains and losses. Management utilizes operating income to evaluate underlying performance for a number of reasons. First, quarterly fluctuations in net realized investment gains and losses are unrelated to trends in the company's insurance business. Second, net realized investment gains and losses can include gains related to the sale of investments made at management's discretion. Third, operating income is a measure commonly used by investors to evaluate insurance companies. This measure also is described as net income before realized investment gains and losses.

Since 1996, Cincinnati Financial has disclosed the estimated impact of stock options on net income and earnings per share in a Note to the Financial Statements. During the first half of 2003, net income would have been reduced by less than 4 cents per share if option expense had been calculated using the Black-Scholes and modified prospective transition methodologies.

## PROPERTY CASUALTY INSURANCE OPERATIONS

Your company is achieving its goal of profitable growth. For the fourth consecutive quarter, the combined ratio came in under 100 percent, and we now have maintained double-digit premium growth for seven consecutive quarters. Property casualty underwriting profits for the first six months reached \$42 million versus a loss of \$41 million last year.

While better weather in this year's first quarter helped our six-month results, the real progress occurred in non-catastrophe underwriting. Excluding catastrophes, the combined ratio improved to 93.0 percent in 2003 from 98.2 percent in 2002.

Six-month catastrophe losses, net of reinsurance, totaled \$49 million, contributing 3.8 percentage points to the GAAP combined ratio of 96.8 percent and reducing after-tax earnings by 20 cents per share. For the first half of 2002, catastrophe losses were \$62 million, contributing 5.4 percentage points to the combined ratio of 103.6 percent and reducing after-tax earnings by 24 cents per share.

(Dollars in millions - GAAP)	S	Second Quarter Ended			Six Months Ended June 30,			
	T	June 30, 2003 2002				2003	e 30,	2002
Income Statement Data								
Earned premiums	\$	654	\$	580	\$	1,286	\$	1,141
Loss and loss expenses excluding catastrophe losses		432		428		850		813
Catastrophe losses		47		47		49		62
Expenses		164		152		345		307
Underwriting profit (loss)	\$	11	\$	(47)	\$	42	\$	(41)
Ratio Data								
Loss and loss expenses excluding catastrophe losses		66.2%		73.7%		66.2%		71.2%
Catastrophe losses		7.1		8.1		3.8		5.4
Expenses		25.1		26.3		26.8		27.0
Combined ratio		98.4%		108.1%		96.8%		103.6%

Statutory net written premiums of the property casualty insurance affiliates—The Cincinnati Insurance Company, The Cincinnati Indemnity Company and The Cincinnati Casualty Company—rose 13.4 percent to \$1.413 billion, compared with \$1.247 billion in last year's first half. This growth includes \$37 million, or 3.0 percentage points, related to continued effects of refinement to the company's estimation process for matching written premiums to policy effective dates.

Strong renewal pricing drove the premium growth, with average commercial premium increases in the range of 8 percent to 15 percent. New business written directly by our agents during the first six months totaled \$155 million in 2003 versus \$153 million in 2002. Growth of 6.2 percent in the second quarter offset a first-quarter decline caused by our heightened selectivity and decision to avoid large workers' compensation risks. We continue to take a case-by-case approach to competing for new business, maintaining an appropriate balance between growth and profitability.

## **Commercial Lines**

(Dollars in millions - GAAP)	S	second Qua	Ended	Six Months Ended June 30,				
		2003		2002		2003		2002
Income Statement Data								
Earned premiums	\$	470	\$	415	\$	922	\$	815
Loss and loss expenses excluding catastrophe losses		298		294		585		566
Catastrophe losses		14		23		18		28
Expenses		118		112		248		218
Underwriting profit (loss)	\$	40	\$	(14)	\$	71	\$	3
Ratio Data								
Loss and loss expenses excluding catastrophe losses		63.4%		70.8%		63.5%		69.4%
Catastrophe losses		2.9		5.6		2.0		3.4
Expenses		25.1		26.9		26.8		26.8
Combined ratio		91.4%		103.3%		92.3%		99.6%

Net written premiums for commercial lines of insurance rose to \$1.033 billion, with 3.8 percentage points related to continued effects of refinement to the company's estimation process for matching written premiums to policy effective dates. New commercial business increased 2.7 percent to \$124 million, accelerating during the second quarter after several quarters of controlled or reduced new business. The GAAP combined ratio improved 7.3 percentage points to 92.3 percent. Excluding catastrophe losses, the ratio was 90.3 percent, showing 5.9 percentage points of improvement over last year's first half. Commercial lines accounted for 73.1 percent of the company's total six-month premiums.

In the markets served by our local independent agents, the ability to put together full packages gives Cincinnati an advantage. Commercial auto coverage is key to any business package, and improved profitability in this line should help us continue to be the agents' No. 1 choice, as noted in the *Crittenden's Property/Casualty Ratings* survey results published in June. For the first half, total net written premiums in the commercial auto line rose 8.2 percent to \$221 million. New commercial auto business was flat for the six months and up 11 percent for the second quarter, reflecting our favorable outlook for continued benefits from underwriting and pricing initiatives.

The ability to include workers' compensation coverages also enhances the value of a business package relationship. While we chose to control growth and not to renew some large workers' compensation policies early in the year, improving trends now have boosted our willingness to include this coverage in packages for Main Street accounts. Workers' compensation net written premiums rose 7.5 percent for the first half of the year, with new business off 11.8 percent for the six months and up 9.8 percent for the second quarter.

#### **Personal Lines**

(Dollars in millions - GAAP)	Second Quarter Ended June 30,					Six Mont Jun	ths E e 30,	
		2003		2002	2003			2002
Income Statement Data								
Earned premiums	\$	184	\$	165	\$	364	\$	326
Loss and loss expenses excluding catastrophe losses		134		134		265		247
Catastrophe losses		33		24		31		34
Expenses		46		40		97		89
Underwriting profit (loss)	\$	(29)	\$	(33)	\$	(29)	\$	(44)
Ratio Data								
Loss and loss expenses excluding catastrophe losses		73.1%		81.2%		72.9%		75.7%
Catastrophe losses		17.8		14.5		8.4		10.3
Expenses		25.2		24.5		26.8		27.3
Combined ratio		116.1%		120.2%		108.1%		113.3%

Net written premiums for the personal lines segment increased to \$380 million, up 13.4 percent. New personal lines business was off 5.1 percent for both the six months and the second quarter. On a GAAP basis, the six-month combined ratio was 108.1 percent versus 113.3 percent in 2002. Excluding catastrophes, the ratio was 99.7 percent compared with 103.0 percent in last year's first half.

In the homeowner line, six-month written premiums rose 11.8 percent due to rate increases, while new business premiums declined 4.1 percent. Loss severity continues, as indicated by the unacceptable loss and loss expense ratio of 99.0 percent, or 76.5 percent excluding catastrophes. We continue to seek regulatory approvals for rate increases, with additional double-digit increases in our largest states already approved for the second half of 2003 and early 2004. Changes in terms and conditions of our homeowner policy, introduced late last year to help control water damage losses, continue to take effect as policies renew.

It will take time for all of these efforts to work through our three-year homeowner policies. In the meantime, we are emphasizing the package approach by writing homeowner accounts that include coverages for personal autos, a line with more positive trends. Personal auto net written premiums rose 12.1 percent over the first half of 2002.

## LIFE INSURANCE OPERATIONS

(In millions)	Second Quarter Ended June 30,					ıded		
		2003		2002		2003		2002
Earned premiums	\$	23	\$	22	\$	44	\$	42
Investment income		22		21		44		42
Other income		1		0		1		0
Total revenues excluding realized investment gains and losses	\$	46	\$	43	\$	89	\$	84
Policyholder benefits	\$	23	\$	20	\$	44	\$	39
Expenses		12		14		22		25
Total benefits and expenses	\$	35	\$	34	\$	66	\$	64
Income before income tax and realized investment gains and losses	\$	11	\$	9	\$	23	\$	20
Federal tax on operating income	<del>  </del>	4		3	<u> </u>	8		6
Operating income	\$	7	\$	6	\$	15	\$	14

The Cincinnati Life Insurance Company's six-month operating income increased 12.1 percent to \$15 million, compared with \$14 million last year. Including realized net capital losses, net income was \$6 million in 2003 versus \$8 million in 2002.

Net written life insurance premiums rose 6.4 percent in the first half, with new submitted applications up 10 percent. Strong term policy sales drove the premium growth. To strengthen our portfolio of products, we introduced new LifeHorizons individual disability income riders in July and are planning enhancements to our term and universal life products during the second half of 2003.

# FINANCIAL SERVICES

CFC Investment Company, our commercial leasing and finance subsidiary, reported net after-tax income of \$1.2 million for the first half of 2003, up from \$840,000 for the same period last year.

At June 30, 2003, total lease receivables and loans outstanding were \$72 million versus \$68 million at this time last year. Slow economic growth reduced the demand for new leases and loans as many businesses continued to delay major capital expenditures.

CinFin Capital Management Company, our asset management subsidiary, has 48 institutional, corporate and individual clients and \$739 million under management, up from 35 clients and \$677 million under management at this time last year. Net income for the six months reached \$504,000, up 6.9 percent.

#### INVESTMENT OPERATIONS

(In millions, pre-tax)	Second Quarter Ended June 30,			Six Mon Jun	ths Ene 30,	nded	
		2003		2002	2003		2002
Investment income, net of expenses	\$	114	\$	109	\$ 230	\$	218
Realized investment gains and losses:							
Valuation of embedded derivatives (SFAS No. 133)	\$	11	\$	-	\$ 1	\$	2
Other-than-temporary impairment charges		(17)		(25)	(69)		(29)
Realized investment gains and losses on security sales		8		15	9		9
Total realized investment gains and losses	\$	2	\$	(10)	\$ (59)	\$	(18)

Consolidated pre-tax investment income rose 5.6 percent for the first half of 2003, benefiting from dividend increases announced over the last year by companies in the equity portfolio. As of June 30, 2003, 14 of the 47 equity holdings in the portfolio have announced 2003 dividend increases that will add \$11 million on an annualized basis to our investment income.

While realized investment losses totaled \$59 million for the first half, a \$2 million gain was realized in the second quarter as the market moved into a recovery phase and fewer securities were impaired. Of the \$69 million impaired during the six-month period, \$38 million was fixed-income securities. Over the past several years, we have increased the average credit quality of the bond portfolio, as rated by Standard & Poor's and Moody's, and have invested in more intermediate maturities.

Year-to-date repurchases of the company's common stock totaled \$45 million. During the first six months, \$315 million was available for new investments. Of that total, 20.9 percent was invested in common stocks, reflecting a lower allocation in the first quarter and a return to our historical range of approximately 25 percent to 40 percent in the second quarter. The remainder was invested in fixed-income securities.

# PUBLIC RESPONSIBILITY

Your company continues to work with the National Association of Insurance Commissioners to modernize and improve state insurance regulation. While the U.S. Congress recently held hearings on proposed federal regulation, we believe state regulation is in the best interest of our policyholders. For now, Congress seems unwilling to enact federal chartering of insurers, recognizing that risks and coverage needs vary across our country due to diverse geographic, climatic and economic conditions. State regulators inherently have superior flexibility to respond to state-specific conditions with appropriate regulations and insurance products.

The Terrorism Risk Insurance Act of 2002 provides for the federal government to share a portion of insured commercial losses caused by future acts of terrorism, with insurers repaying the government via policy surcharges. Your company fulfilled all requirements for notifying commercial policyholders about terrorism coverage and pricing in March. Barring further acts as serious as those of September 11, 2001, the Act is unlikely to be renewed when it expires in 2005.

In early July, the Senate Judiciary Committee approved the Fairness in Asbestos Injury Resolution Act of 2003. In its original form, this bill would end asbestos lawsuits by taking them out of the existing tort system and processing them through a federal trust fund. Ideally, such a fund would compensate asbestos claimants on a no-fault basis according to standardized medical criteria. While key stakeholders, including the insurance industry, have yet to reach consensus on the bill, we are hopeful that Congress will pass legislation to resolve all asbestos exposure claims fairly and efficiently for all concerned parties, directing limited resources toward those who are truly sick.

On the subject of tort reform, we support the Ohio Senate's passage of Senate Bill 80 on June 11. It caps punitive damage awards and non-economic damages except in lawsuits brought against certain kinds of criminal defendants. Before becoming law, this bill must also be approved by the Ohio House of Representatives, a process that we will monitor and support over the remainder of the year.

## PERSONNEL AND PROFESSIONAL DEVELOPMENT

As your company's chairman and CEO, I am privileged to work with a talented and dedicated team of executives. Members of that team, especially Jim Benoski, performed commendably over the past couple of months as I recovered from bypass surgery in June. I chose to have the procedure after a routine examination revealed potential problems. I continued to participate in your company's decision making and key meetings via teleconferencing for several weeks, and now I am spending more time in the office. My confidence in your company's leaders in all of the key areas is stronger than ever as a result of this experience.

On February 1, 2003, CinFin Capital Management Company's board named as president Kenneth S. Miller, CLU, ChFC. Ken, who has been a director and executive vice president of CinFin Capital since 1998, also serves the insurance subsidiaries as senior vice president and CFC Investment Company as president and chief operating officer. The boards of all four insurance subsidiaries appointed him as a director and member of their investment committees. Additionally, he will serve on The Cincinnati Life Insurance Company's executive committee.

The board of CinFin Capital Management Company appointed Chief Insurance Officer and Senior Vice President James E. Benoski as a director. Jim now serves on the boards of all six subsidiaries.

In July, Heather J. Wietzel was appointed to be your company's first investor relations officer, with the title of assistant vice president of The Cincinnati Insurance Company. This new position and Heather's broad experience places your company in an excellent position to become even more responsive to the information and service needs of our shareholders and the financial community.

Boards of subsidiary companies made the following promotions and new appointments of officers and counsel in February:

# **Property Casualty Insurance Subsidiaries**

Gary J. Kline, CPCU, Vice President—Commercial Lines Charles E. Robinson, CPCU, Vice President—Field Claims Gary B. Stuart, CIC, Vice President—Sales & Marketing Ricky G. Baker, Assistant Vice President—Information Technology

Michael E. Francois, Assistant Vice President—Sales & Marketing

Scott A. Gilliam, Assistant Vice President—Government Relations

David T. Groff, CPCU, FCAS, Assistant Vice President— Staff Underwriting

Jeffrey J. Grove, CPCU, Assistant Vice President— Machinery & Equipment Specialties

Kevin D. Oleckniche, ARM, CSP, Assistant Vice President— Loss Control

Marc C. Phillips, AIM, CPCU, Assistant Vice President— Commercial Lines

Stephen A. Ventre, CPCU, Assistant Vice President—Commercial Lines

Rodney M. French, CPCU, AIM, ARe, Secretary—Commercial Lines

Kevin L. Heflin, AIT, Secretary—Information Technology Anthony E. Henn, CPCU, AIM, AIT, ARe, AAM,

Secretary—Commercial Lines Sharon K. Larrick, CPIW, Secretary—Staff Underwriting Jack Morgan, CFE, Secretary—Headquarters Claims

Matthew A. Zimmerman, Secretary—

Research & Development

C. Duane Cantrell, Assistant Secretary— Machinery & Equipment Specialties

William M. Clevidence, Assistant Secretary—Sales & Marketing

David F. Hartkemeier, Assistant Secretary—Bond & Executive Risk

Michael W. Klenk, Assistant Secretary—Data Entry Doris J. Kuhling, CPCU, AIM, Assistant Secretary— Headquarters Claims

Timothy D. Morris, CPCU, APA, Assistant Secretary—Premium Audit

Janet L. Partin, Assistant Secretary—Premium Audit

Darren E. Rutledge, AIC, Assistant Secretary—Headquarters Claims

Franklyn T. Shaut, Assistant Secretary—Staff Underwriting Richard J. Taphorn, CPCU, AIM, Assistant Secretary—Staff Underwriting

Daniel R. Walsh, Assistant Secretary—Headquarters Claims Wendy A. Pace, CPA, Assistant Treasurer—Corporate Accounting

Lisa A. Love, Senior Counsel

David J. Balzano, Associate Counsel James T. Perry, Associate Counsel

# The Cincinnati Life Insurance Company

Douglas A. Bogenreif, CLU, Vice President—Life Marketing Administration

Ricky G. Baker\*

Scott A. Gilliam\*

James B. Stark, CLU, ChFC, Assistant Secretary—Life Marketing Administration

Lisa A. Love\* David J. Balzano\* James T. Perry\*

# **CinFin Capital Management Company**

Kenneth S. Miller, CLU, ChFC, President

\*Title as listed above.

Since the December 2002 *Letter to Shareholders*, the following staff members of The Cincinnati Insurance Companies merited promotions:

Daniel Adams, Underwriting Manager
Linda Adams, AIS, AU, Senior Underwriter
Beth Adkins, Director—Corporate Accounting
Dane Albright, CLU, Life Marketing Director
Nikki Allen, Senior Programmer/Analyst
Norman Alms, CLU, Life Marketing Director
Renee Altimari, AIS, Supervisor—Worksite Marketing
Joe Ambrosiano, AIM, Underwriting Superintendent
Jim Ange, Programmer
Mary Ashley, Systems Analyst
Jen Atkinson, Underwriting Specialist

Tom Badinghaus, Senior Underwriter
Ron Bair, ChFC, Life Marketing Director
Richard Baird, Machinery & Equipment Specialist
Brian Baker, CPCU, AIC, AIM, Associate Manager
Mike Baker, Systems Analyst
Christopher Barger, CPCU, Underwriting Superintendent
David Beckenhaupt, FLMI, Programmer/Analyst
Christopher Becker, AIC, Claims Specialist
Kirsten Becker, Senior Communications Analyst
Kim Beckman, Division Manager

Brian Begley, CPCU, Underwriting Superintendent

Gerald Behnen, Life Field Director Vicky Bennett, Systems Analyst Amber Berends, Senior Underwriter

Robert Bernard, AIM, Senior Underwriting Manager

Arnika Bess, Senior Underwriter Maggie Biederman, Senior Programmer

Christopher Biehle, Senior Underwriter Michael Bier, Senior Underwriter

Ann Binzer, ChFC, CLU, FALU, FLMI, Manager

Nicholas Bogan, Senior Underwriter

Kristen Bomkamp, Underwriting Superintendent Jim Boulware, CLU, Life Marketing Director

John Boylan, CPCU, APA, Premium Audit Field Manager

Tiffany Brandabur, Senior Underwriter Robert Breving, Underwriting Superintendent

Carol Bricker, Filing Specialist

John Brimmer, AIC, Senior Claims Specialist

Holly Brobst, CPCU, Senior Underwriter Laurie Brown, Senior Business Analyst Matthew Brown, Claims Specialist Stephen Brugger, Senior Underwriter

Bill Bucha, Senior Machinery & Equipment Representative

Mark Buckle, Senior Programmer

Mandy Bullock, Associate Manager—Corporate Accounting

Angela Burns, Senior Underwriter Matt Burns, Senior Underwriter Brent Burton, AIC, State Agent

Timothy Bushman, Underwriting Specialist Jason Butler, AIC, Senior Claims Specialist Melissa Butler, Senior Filings Analyst David Cable, AIM, Underwriting Manager

Mary Cahill. Programmer

Anthony Campailla, AIT, Web Site Developer

Tim Campbell, Claims Specialist Jason Campbell, Senior Underwriter Anthony Carlisle, Underwriting Specialist Dawn Chapel, CPCU, Senior Underwriter Christopher Chapin, Senior Claims Specialist

Douglas Charnley, ChFC, CIC, CLU, CPCU, FLMI, LUTCF,

Senior Life Regional Director

Joseph Chay, Machinery & Equipment Specialist

Brian Clapp, State Agent

Jennifer Clark, Claims Specialist

Brendan Classen, Senior Programmer Analyst

Scott Cole, CPCU, AIC, AIM, Field Claims Superintendent

Betsy Cook, Senior Programmer/Analyst

Jason Couch, RPLU, AFSB, Senior Underwriting Manager Bob Crouch, ARM, CPCU, Machinery & Equipment Specialist

John Crow, Associate Manager—Field Claims HQ

Regina Culley, Senior Underwriter

Michael Cultrera, AIC, Senior Claims Specialist

Jon Curtis, Senior Machinery & Equipment Specialist

Craig Cymbalski, AIC, Claims Specialist

Nancy Davis, AIC, Senior Claims Specialist

Sharon Davis, Customer Support Analyst

Ron Day, AIC, Superintendent

James Day, Jr., Underwriting Superintendent

Patty Deaton, Systems Analyst Julian Deese, Senior Underwriter

Dave DeMara, AIC, Senior Claims Representative Scott DeYoung, Machinery & Equipment Specialist

Emilio DiLonardo, Underwriting Specialist Stephanie DiLonardo, Underwriting Specialist Locke Doty, AIC, Senior Claims Specialist Gary Dreyer, Senior Product Manager

Barb Drook, State Agent

Brian Druley, Life Regional Director Doug Dukes, CIC, State Agent

Tony Dunn, CPA, Internal Audit Supervisor Michael Edgerly, AIC, Senior Claims Specialist Candace Edmonston, Senior Programmer Analyst

Jeremiah Ellis, Programmer

Dawn Eschenbach, Senior Underwriter

Kenneth Estes. State Agent

Peggy Eubanks, Statement Manager Roy Faglie, Jr., AIC, Claims Specialist Brandy Fait, Senior Underwriter

Michael Feko, CFP, ChFC, CLU, LUTCF, Life Marketing

Ray Feys, Senior Claims Specialist

James Fishel, SCLA, Field Claims Superintendent Timothy Fitz, AIC, Supervisor-CasualtyClaims

Susie Flinchum, Director—Mail Center

Diane Fluegeman, APA, PMP, Group Manager

Scott Fredericks, LUTCF, CLU, Senior Life Regional Director

Heather Fresh, Senior Underwriter Mark Fulk, Senior Investigator Matt Gardner, AIC, Claims Specialist Kim Garner, Senior Regulatory Analyst Connie Garrett, AIC, Claims Specialist Anita Gaulin, AIC, Claims Specialist Brett Gault, Chief Underwriting Specialist

Jarrod Gay, AIC, Claims Specialist Jeffrey Geyer, Senior Underwriter Joann Gillming, Programmer

Jon Golding, AIC, Senior Claims Representative

Al Goudzwaard, Senior Regional Director Bruce Graham, Field Claims Superintendent

Donald Gray, Senior Underwriter

Jim Green, CPCU, Chief Underwriting Specialist

Robert Green, Senior Group Manager

William Gregory, SCLA, Associate Regional Manager-Property Claims

Steve Gregov, State Agent

Brent Grimes, CIC, Life Marketing Director

(Continued on page 10.)

# **Cincinnati Financial Corporation Consolidated Balance Sheets**

(In millions except share data)	June 30, 2003	December 31, 2002
	(unaudited)	
ASSETS		
Investments		
Fixed maturities, at fair value (amortized cost: $2003 - \$3,447$ ; $2002 - \$3,220$ ).	\$ 3,734	\$ 3,305
Equity securities, at fair value (cost: 2003 – \$2,394; 2002 – \$2,375)	8,088	7,884
Other invested assets	67	68
Cash	103	112
Investment income receivable	100	98
Finance receivable	36	33
Premiums receivable	1,062	956
Reinsurance receivable		590
Prepaid reinsurance premiums	25	47
Deferred policy acquisition costs	375	343
Property and equipment, net, for company use (accumulated depreciation:		
2003 – \$166; 2002 – \$155)	124	128
Other assets		131
Separate accounts	459	427
Total assets	\$ 14,930	\$ 14,122
LIABILITIES Insurance reserves Losses and loss expense Life policy reserves Unearned premiums	986 1,422	\$ 3,176 917 1,319
Other liabilities	390	345
Deferred income tax	1,859	1,737
Notes payable	183	183
6.9% senior debenture due 2028	420	420
Separate accounts	459	427
Total liabilities	9,060	8,524
SHAREHOLDERS' EQUITY		
Common stock, par value – \$2 per share; authorized 200 million shares;		
issued: 2003 – 176 million shares, 2002 – 176 million shares	352	352
Paid-in capital	303	300
Retained earnings	1,833	1,772
Accumulated other comprehensive income – unrealized gains on investments		
and derivatives	3,897	3,643
Treasury stock at cost (2003 – 16 million shares, 2002 – 14 million shares)	(515)	(469)
Total shareholders' equity	5,870	5,598
Total liabilities and shareholders' equity	\$ 14,930	\$ 14,122

# **Cincinnati Financial Corporation Consolidated Statements of Income**

(unaudited)

(In millions except per share data)	Six Months 1	Ending	June 30	
(in initions except per share data)	2003	2002		
REVENUES				
Earned premiums				
Property casualty	\$ 1,285	\$	1,139	
Life	44		42	
Investment income, net of expenses	230		218	
Realized investment gains and losses	(59)		(18)	
Other income	5		9	
Total revenues	1,505		1,390	
BENEFITS AND EXPENSES				
Insurance losses and policyholder benefits	942		912	
Commissions	259		225	
Other operating expenses	110		97	
Taxes, licenses and fees	29		32	
Increase in deferred policy acquisition costs	(31)		(22)	
Interest expense	17		17	
Other expenses	7		4	
Total benefits and expenses	1,333		1,265	
INCOME BEFORE INCOME TAXES	172		125	
PROVISION (BENEFIT) FOR INCOME TAXES				
Current	44		29	
Deferred	(13)		(14)	
TOTAL PROVISION (BENEFIT) FOR INCOME TAXES	31		15	
NET INCOME	\$ 141	\$	110	
PER COMMON SHARE				
	\$ 0.88	\$	0.68	
Net income – diluted	\$ 0.87	\$	0.67	

George Grossenbaugh, SCLA, Regional Manager

TingTing Gu, Senior Programmer Analyst

David Guinn, AIC, Claims Specialist

Kevin Hagedorn, Senior Underwriter

Russell Hall, Senior Underwriting Superintendent

Cindy Hammons, Methods Analyst

Andrew Hargrave, AIC, Senior Claims Representative

Michael Harter, AIC, Senior Claims Specialist

John Harvey, Senior Machinery & Equipment Specialist

Lee Hatch, Claims Specialist

Stephanie Haun, Programmer

Kay Hawes, Associate Superintendent-Claims Administration

Greg Helton, Programmer

David Henry, AIC, Claims Specialist

Joanna Hensley, Underwriting Specialist

Erick Hill, AIC, Claims Specialist

Joseph Hingle, Sr., Machinery & Equipment Specialist

Michael Hingsbergen, PMP, Senior Group Manager

Terry Hite, APA, ARM, Field Audit Superintendent

Debbie Hitt, Senior Underwriter

Laura Hobbs, Senior Communications Analyst

Darryl Hogue, CPCU, AIM, ARM, AAM, MCP, Senior

**Systems Coordinator** 

Ryan Holliday, Senior Underwriter

Lynn Hovekamp, Supervisor

Christine Howard, Senior Programmer Analyst

Edward Hunter, Claims Specialist

Linda Hutchinson, APA, CIC, Field Audit Specialist

Courtney Huwel, Underwriting Superintendent

Karen Jackson, AIC, Senior Claims Specialist

John James, AIC, Senior Claims Representative

Craig Jenkins, AIC, Senior Claims Representative

Megan Jewell, Senior Underwriter

Barry Johns, AIC, Senior Claims Specialist

Kevin Johnson, AIC, Claims Specialist

Matt Johnson, IT Research & Development Senior Analyst

Monica Johnson, AIM, Premium Audit Processing Supervisor

Paul Johnson, CLU, FLMI, ChFC, Senior Life

Regional Director

Sean Jones, Underwriting Specialist

Michael Kannapel, Senior Machinery & Equipment Specialist

David Karas, AIM, Senior Personnel Specialist

Sandra Kearse, IDMA, Senior Manager-Statistical Audit & Reporting

Thomas Keeton, Chief Underwriting Specialist

Tobey Kelley, Senior Investigator

Tonya Kelley, Claims Specialist

Penny Kenny, Supervising Claims Processor

Ken Kerby, AIC, AIM, Associate Superintendent

Bob Kerr, ChFC, CLU, Life Marketing Director

Mark Kinzer, State Agent

Beverly Kirkpatrick, Senior Manager

Steve Kistner, AIC, Claims Specialist

Jeffrey Klopf, Senior Machinery & Equipment Specialist

Stephen Knipper, Business Analyst

Jenny Kopec, Network Administrator

John Kozina, AIC, Senior Claims Specialist

Mary Kretchmer, AIC, Senior Claims Representative

Nathan Kroenke, AIC, Senior Claims Specialist

Angela Kruck, AIS, CPCU, API, Senior Underwriter

Naomi Kunkel, AIT, Senior Project Analyst

Peter Kuzma, AIC, Senior Claims Specialist

Joel LaFrange, Business Analyst

Cathy Laine, Senior Claims Processor

Daniel Lambrecht, AIC, Senior Claims Specialist

Jeff Lancaster, SCLA, Claims Specialist

Jay Land, Senior Claims Specialist

Tammy Landers, AIM, AIS, Chief Underwriting Specialist

Dan Landry, Senior Machinery & Equipment Specialist

Troy Lary, AIC, Senior Claims Specialist

Donald Lathrop, SCLA, Filed Claims Superintendent

Michael Leinhauser, Senior Underwriter

Jeffrey Leininger, AIM, CPCU, Underwriting Specialist

Marcia Leininger, Underwriting Specialist

Carol Levasseur, ACS, AIAA, FLMI, Senior Group Manager

Jack Linamen, Senior Machinery & Equipment Specialist

Christopher Long, AIC, Claims Specialist

Tammy Loss, Senior Claims Specialist

Jan Lowe, CLU, LUTCF, Senior Life Regional Director

John Lucas III, AIC, Claims Specialist

Carolyn MacDonald, Project Analyst

Melissa Madden, Senior Programmer/Analyst

Nancy Manhardt, Senior Underwriter

Amy Matthews, Claims Specialist

Brian McGinnis, FLMI, Senior Programmer

Phil McKinney, AIC, Senior Claims Specialist

Kamilla McKnight, API, Senior Underwriter

Stephanie McLaughlin, Senior Underwriter

Douglas McWilliams, AIC, Senior Claims Specialist

Christopher Medinger, Senior Underwriter

Scott Meinke, AAI, AIM, CIC, CPCU, Regional Director

Phil Metzger, Underwriting Superintendent

Amy Meyer, CPIW, Underwriting Specialist

Chris Middleton, AAI, CIC, Regional Director

Dawn Miller, AIC, Claims Specialist

Matt Miller, AIM, API, Training Superintendent

Christopher Mills, Senior Claims Specialist

Randall Mitchell, AIC, Associate Superintendent-

**Casualty Claims** 

Trisha Moorhead, Senior Underwriter

Eric Morgan, Chief Underwriting Specialist

Kimberly Morin, Claims Specialist

Ryan Murphy, State Agent

Danny Nickleson, Machinery & Equipment Specialist

Carla Nienhuis, Senior Underwriter

Rick Nola, ARM, CPCU, Senior Regional Director

Dave Nutt, AIM, Filings Specialist

Curtis Nutter, AIC, AIM, CPCU, Associate Superintendent-

Casualty Claims

John O'Hara, Jr., AIC, Superintendent-Claims Administration

Jan Obert, Claims Specialist

Tom Oeters, Underwriting Superintendent

James Olney, Machinery & Equipment Specialist

Erica Ostendorf, Programmer

Jeffrey Owens, AIM, CPCU, Underwriting Manager Patricia Owens, CPCU, AMIM, AU, Filing Specialist

Judge Palmer, Programmer/Analyst Michelle Parsons, Claims Specialist Kay Patch, Claims Specialist

Jeff Pater, Senior Financial Consultant Meg Patrick, Senior Underwriter

Steve Pfile, Machinery & Equipment Specialist

Jeff Pielack, AIC, Claims Specialist Lynne Piepmeyer, Director—Supply

Randy Pierce, AIC, FCLS, Senior Claims Representative Stephen Pierce, FCLS, Supervisor—Special Investigations Field

Wayne Pinney, Senior Machinery & Equipment Specialist

Richard Plum, Senior Regional Director

Robert Polinchock, Senior Machinery & Equipment Specialist

Miriam Pope, CPIW, Underwriting Superintendent

Joan Posey, Underwriting Specialist

Patrick Prom, AIC, AIM, SCLA, Senior Claims Representative

Robert Proudfoot, Regional Director

Michael Puno, ACS, FLMI, Programmer/Analyst

Troy Quedens, Programmer/Analyst Barb Randolph, Underwriting Specialist Daniel Ratliff, Underwriting Specialist Lisa Rauch, Programmer/Analyst Gary Ray, Senior Regional Director

David Reed, Programmer

Brett Ritter, Underwriting Manager William Rizzo, Senior Underwriter Gregorio Rodriguez, Senior Underwriter

Tony Rose, Programmer

Eric Ross, Senior Machinery & Equipment Specialist

Brian Rowe, AIM, API, Senior Underwriter

Matt Sarvak, Senior Underwriter Gary Scavone, Senior Claims Specialist Aaron Schaefer, Senior Underwriter Brian Schaffer, Programmer/Analyst

Patrick Scheina, ALCM, Loss Control Consultant

Bob Schneider, Programmer

Ted Schulte, Chief Underwriting Specialist Sandy Scott, Network Administrator

Julie Selby-Barnes, Senior Claims Representative

Carey Setters, Senior Underwriter

Chris Sewell, Senior Loss Control Special Projects Coordinator

Stacy Shollenbarger, Senior Sales Representative

Robert Siebert, Senior Underwriter

Dan Slaten, CPCU, AIC, Senior Claims Representative

Terri Sloan, Senior Claims Processor Brian Smith, Claims Specialist Gerald Smith, PMP, Project Manager Joy Smith, Senior Programmer/Analyst

Kevin Smith, Director—Life Insurance Accounting Lynn Smith, Senior Machinery & Equipment Specialist

Rob Smith, Customer Support Analyst Shelley Smith, Senior Underwriter Dean Snyder, Machinery & Equipment Specialist Russ Spicer, AIM, Regional Field Claims Manager

Nick Spradlin, AIT, Programmer

Gina Spradling, AIM, Senior Underwriter

Lynn Stahr, Project Manager

Dave Starr, Machinery & Equipment Specialist

David Steele, Senior Underwriter

John Steele, AU, Senior Machinery & Equipment Specialist

Melissa Stegmaier, AIC, SCLA, Claims Specialist Steven Steinforth, CIC, Senior Field Auditor

Cathy Story, Senior Underwriter Chad Summers, Underwriting Specialist

Tore Swanson, AIM, SCLA, Superintendent-Property Claims

Bill Taylor, Chief Underwriting Specialist Carey Taylor, Underwriting Specialist Ronald Tebbe, AIM, API, Senior Underwriter John Tergerson, Senior Systems Engineer Angie Thomas, Senior Business Analyst Karen Thompson, Senior Programmer/Analyst

Terry Thompson, CLU, ChFC, Senior Life Regional Director

Spencer Timmel, Senior Underwriter

Joseph Tkatch, Senior Database Administrator

Mike Tracey, Senior Machinery & Equipment Specialist

Voncille Trammell, Senior Analyst Robert Treinen, Senior Underwriter Julie Trudel, Underwriting Specialist

Karen Tucker, AIC, Senior Claims Examiner-Recovery

Cheri Tuerck, Senior Underwriter

Celeste VanHoutte, CSP, Loss Control Consultant Melissa Walker, AIC, Senior Claims Specialist Todd Walker, AIC, Senior Claims Representative

Matthew Walsh, Senior Underwriter Tim Warner, Senior Regional Director Connie Weber, Senior Claims Processor

Dee Welsh, CPIW, Senior Underwriting Manager

Charles Werner, Systems Analyst Pat Wessler, Senior Claims Processor

William Whalen, Sr., CSP, Senior Machinery & Equipment Specialist

David Whipple, Senior Machinery & Equipment Specialist

Jeff White, AIC, AIM, Senior Claims Specialist Christopher Whitehill, Senior Programmer Roger Whitescarver, Regional Director

Ruby Whitescarver, Supervising Claims Processor Jeannine Williams, Senior Life Systems Coordinator

Tina Williams, Project Controller Kevin Willis, AIM, Senior Underwriter

Jim Wisnewski, Machinery & Equipment Specialist

Tanya Woodard, AIC, Claims Specialist Tracy Woyat, Senior Programmer Lori Zorb, Programmer/Analyst A committee of peers recently granted quarterly *Above and Beyond the Call* (ABC) awards to associates Anita Phillips, IT e-Business; Michael Puno, IT Life/PeopleSoft/Reporting; Anita Ruoff, Data Entry; Joy Smith, IT e-Business; Loretta Hurley, IT Life/PeopleSoft/Reporting; and D.J. Owens, Information Security Office. The *ABC Award* recognizes exemplary productivity, service and quality.

We encourage and reward associates to continue their professional insurance education, earning credentials by meeting high academic, length-of-experience and ethical standards. Several associates recently qualified for prestigious designations. Congratulations to Chris Barger, Jeff Bertsch, Dawn Chapel, Sean Connelly, Don Doyle, David Groff, Jeff Grove, Brian Hodgeman, Steve Leibel, Eric Mathews, Jeff Owens, Jeff Roberts, Deb Robinson, Tammy Siler and Todd Smittle on completing requirements for the Chartered Property Casualty Underwriter (CPCU) designation; to Sean McKinley on earning the Chartered Life Underwriter (CLU) designation; to Tari Clayton and Paul Quarry on qualifying for the Certified Insurance Counselor (CIC) designation; and to Tony Dunn on earning the Certified Internal Auditor designation (CIA).

We are continually working to increase the educational opportunities we offer agents and their staff. Over the second half of 2003, we will hold two new workshops developed specifically for agents—advanced commercial property and contractors' risk—and we will offer a new customer service course for agency staff in several field locations.

Online learning reduces the time company associates spend in classrooms and reduces educational travel expenses. We offer 100 Web-based courses as well as Web-based preparation for classroom sessions, resulting in higher retention of information. Beginning this month, all associates will be able to access all online courses from their home computers.

In 2002, company associates enrolled in 20 percent more professional education courses than in 2001, with the number of exams taken through the Insurance Institute of America up almost 30 percent over the prior year.

## **BALANCE SHEET**

(Dollars in millions)	Second Qua			ths Ended e 30,
	2003	2002	2003	2002
Balance Sheet Data				
Total assets	-	-	\$ 14,930	\$ 14,591
Invested assets	-	-	11,889	11,939
Shareholders' equity	-	-	5,870	6,170
Ratio Data				
Return on equity, annualized	6.1%	2.2%	4.9%	3.6%
Return on equity, annualized, based on comprehensive				
income	55.2	(13.2)	13.7	8.0

At June 30, 2003, total assets rose to a record \$14.930 billion, up \$808 million from year-end. Shareholders' equity at the end of the second quarter in 2003 reached \$5.870 billion, up \$272 million from year-end 2002. Accumulated other comprehensive income totaled \$3.897 billion, up \$254 million from year-end 2002. Book value rose to \$36.57, up \$1.92 from year-end 2002.

# **OUTLOOK**

As we underwrite and price new and renewal business, our agents, underwriters and field representatives continue to work together, accurately measuring each risk and applying appropriate premiums, terms and conditions. Year-to-date, these efforts have generated steady net written premium growth and positive underwriting trends. We now have higher expectations for our full-year performance, anticipating a GAAP combined ratio near the six-month ratio of 96.8 percent (95.7 percent on a statutory basis) even if catastrophe losses for the year slightly exceed our normal 3-percentage point estimate. Catastrophe losses stand at \$49 million and 3.8 percentage points on the combined ratio at six months. On a preliminary basis, we are estimating \$21 million in catastrophe losses from two July storms.

We are seeing the results of our commitment to consistent strategies. Shareholders know what to expect from your company: conservative underwriting and reserving, an agent-centered perspective that requires us to manage for market stability and deliver superior claims service, and an investment focus on total return. With industry observers paying more attention to financial strength, we are making Cincinnati Financial and The Cincinnati Insurance Companies a better choice than ever for policyholders and investors.

On September 24-25, your company will host a meeting at CFC Headquarters for investment analysts and portfolio managers, providing the opportunity to meet management and agents. Shareholders may listen to a webcast of the presentations by visiting the Events tab of the Investors page of www.cinfin.com.

Respectfully,

/s/ John J. Schiff, Jr.

John J. Schiff, Jr., CPCU Chairman and Chief Executive Officer

Cincinnati Financial Corporation offers property and casualty insurance, its main business, through The Cincinnati Insurance Company, The Cincinnati Indemnity Company and The Cincinnati Casualty Company. The Cincinnati Life Insurance Company markets life, disability income and long-term care insurance and annuities. CFC Investment Company supports the insurance subsidiaries and their independent agent representatives through commercial leasing and financing activities. CinFin Capital Management Company provides asset management services to institutions, corporations and individuals.

This is a "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995. Certain forward-looking statements contained herein involve potential risks and uncertainties. The company's future results could differ materially from those discussed. Factors that could cause or contribute to such differences include, but are not limited to: unusually high levels of catastrophe losses due to changes in weather patterns or other causes; increased frequency and/or severity of claims; environmental events or changes; insurance regulatory actions, legislation or court decisions that increase expenses or place the company at a disadvantage in the marketplace; adverse outcomes from litigation or administrative proceedings; recession or other economic conditions resulting in lower demand for insurance products; sustained decline in overall stock market values negatively affecting the company's equity portfolio, in particular a sustained decline in market value of Fifth Third Bancorp shares; events that lead to a significant decline in the market value of a particular security and impairment of the asset; delays in the development, implementation and benefits of technology enhancements; and decreased ability to generate growth in investment income.

Further, the company's insurance businesses are subject to the effects of changing social, economic and regulatory environments. Public and regulatory initiatives have included efforts to adversely influence and restrict premium rates, restrict the ability to cancel policies, impose underwriting standards and expand overall regulation. The company also is subject to public and regulatory initiatives that can affect the market value for its common stock, such as recent measures impacting corporate financial reporting and governance. The ultimate changes and eventual effects, if any, of these initiatives are uncertain.

\*\*\*

# **Notice to Shareholders**

Cincinnati Financial Corporation's Shareholder Investment Plan, formerly administered by Fifth Third Bank, will be administered by Computershare Investor Services, LLC. The Shareholder Investment Plan includes dividend reinvestment as well as optional cash purchases and automatic account deductions to purchase CFC stock.

After August 22, 2003, Computershare will meet the service needs of shareholders enrolled in the plan. Your next regular quarterly dividend reinvestment statement will be prepared and mailed by Computershare. Please watch for your statement.

Your fees will remain the same.

Computershare, the world's largest transfer agent, will provide comprehensive and high-level service to enrolled shareholders. Its experience, expertise, technology and focus set it apart from its competitors.

For service requests affecting your dividend reinvestment account after August 22, 2003, please contact:

Computershare Investor Services, LLC 2 North LaSalle Attn: Dividend Reinvestment Chicago, IL 60602

Phone: (888) 294-8217 Fax: (312) 601-4335

For information about enrolling in the Shareholder Investment Plan, which includes dividend reinvestment as well as optional cash purchases and automatic account deductions, you may contact:

Shareholder Services Cincinnati Financial Corporation P.O. Box 145496 Cincinnati, Ohio 45250-5496

E-mail: investor inquiries@cinfin.com

Phone: (513) 870-2639 Fax: (513) 870-2066

# **Dividend Direct Deposit**

We encourage our shareholders to enroll for Dividend Direct Deposit of your quarterly cash dividends. Dividend Direct Deposit allows you to have your dividend payments from Cincinnati Financial Corporation delivered directly to your account at the financial institution of your choice. It saves you the time it takes to deposit the payments, provides immediate availability and minimizes the risk of payments being lost or stolen.

# How it benefits you!

On payment day, your dividend is deposited automatically into your personal checking or savings account. In lieu of a check, Cincinnati Financial Corporation sends you a notice of the amount deposited. In addition, the deposit appears on your account statement from your financial institution. Because this is part of an automatic payment system, your dividend checks cannot be lost or stolen, and you gain immediate access to your funds.

# Sign up today

To participate, please complete the authorization form below and return it (with your pre-encoded deposit ticket or blank, voided check) to Shareholder Services. If you require additional information, please call Shareholder Services (513) 870-2639.

# **Dividend reinvestment**

For interested stockholders, Cincinnati Financial Corporation also has a Shareholder Investment Plan, with an option for dividend reinvestment that allows you to invest your cash dividend immediately in Cincinnati Financial stock. If you would prefer dividend reinvestment over Dividend Direct Deposit, do not complete the form below. Instead, send your request to Shareholder Services at the address below, call Shareholder Services at (513) 870-2639 or e-mail <code>investor\_inquiries@cinfin.com</code>.

# **Dividend Direct Deposit Authorization Form**

This form may be photocopied. Please send a separate form for each shareholder account to Cincinnati Financial Corporation, Shareholder Services, P.O. Box 145496, Cincinnati, Ohio 45250-5496.

		Checking account nun	mber:					
Please indicate the account number and the financial institution to which you		Financial institution:	titution:					
would like your dividends deposited.  Please enclose a pre-encoded deposit ticket or blank, voided check to help us			ber:					
identify the account.		Financial institution:						
		Other:						
Please print name(s) as shown on shareholder recor	ds:							
2	26.111.7							
First	Middle II	nitial	Last					
First	Middle II	nitial	Last					
Address:								
City			Zip					
Telephone Numbers: Home								
Home			Work					
Signature(s)*:			Shareholder account number (this number appears on the dividend check stub):					

<sup>\*</sup>All persons shown on shareholder records are required to sign for Dividend Direct Deposit.



www.cinfin.com