

# Cincinnati Financial Corporation 2008 Third-quarter Letter to Shareholders

November 7, 2008

#### To Our Shareholders, Friends and Associates:

We are more convinced than ever that our long-term approach to business will help us come out of this difficult period a better and more focused company.

In this document, you'll read about our initiatives to extend your company's advantages and preparations to seize new opportunities. You'll also read about our commitment to create two kinds of capital strength that give us flexibility under pressure. Our intention is to protect and preserve both kinds, adding to this capital over time. First, we have strong financial capital and flexibility. Secondly, we have invested in relationships and accumulated tremendous people capital – loyal agents who help us underwrite profitably; loyal policyholders who value broad insurance coverages and superior service; and loyal associates willing to step up their efforts. Both types of capital give us welcome advantages in these uncertain times:

**Exceptional liquidity.** We have strong cash flow from operations, thanks to our agents' consistent willingness to let us earn their profitable business. Our insurance subsidiaries have capital that exceeds required levels, and we hold significant additional assets at the parent company level. These assets are there if we need them, giving us flexibility through difficult periods to maintain our record of increasing dividends for 48 consecutive years and to continue growing our insurance business. Our operations do not depend on bank loans to meet payroll, pay claims or cover other normal business expenses.

A rebalanced investment portfolio. Over the past year, you have heard about significant sales, not just of Fifth Third Bancorp, but also sales of other stocks. As we continue to apply our new investment guidelines, we are diversifying away from concentrated positions in single stocks or industries. Our recent sales are part of this strategic portfolio restructuring and give us the flexibility to reinvest proceeds where we see potential for both current income and long-term return.

**Disciplined and focused company associates.** Our resolve is to stay calm and to deepen our commitment to outperform on service to our agents and their clients. Aligning ourselves ever more closely with local agents can only build our resilience, mitigating whatever additional setbacks may occur in the wider markets, in our industry and for our company. Our energy level and activity have never been higher.

At a time when our policyholders needed us, our associates' outstanding response to storm claims created satisfied customers – customers who will continue to buy our policies for years to come and share the value of a Cincinnati policy with their friends and neighbors. And at a time when many businesses are contracting, we believe we can and must stay energized, expand our marketing territories, add new agency relationships and introduce new products and technology.

An unrelenting focus on what we can control – disciplined investing and underwriting as well as excellent service to our agents – will go a long way to offset what we can't control, as individuals or as individual companies. We will dedicate ourselves to maintaining that focus and moving steadily toward growth and long-term prosperity. Thank you for your investment and your faith in our daily efforts to return value to you by marketing the value of Cincinnati service and solid insurance protection.

Respectfully,

#### /S/ James E. Benoski

James E. Benoski Vice Chairman of the Board /S/ John J. Schiff, Jr.

John J. Schiff, Jr., CPCU Chairman of the Board /S/ Kenneth W. Stecher

Kenneth W. Stecher President and Chief Executive Officer Your company offers a series of shareholder communications throughout the year to keep you informed. All past publications are available on our Web site www.cinfin.com/investors. Each piece was accurate at the time it was posted online; please refer to the most recent item below for the most timely information.

#### **About the Company**

Cincinnati Financial meets the needs of agencies and policyholders through our insurance group and three complementary subsidiaries:

The Cincinnati Insurance Company leads our A++ A.M. Best-rated standard market property casualty insurance group, which includes The Cincinnati Casualty Company and The Cincinnati Indemnity Company. This group markets a broad range of business. homeowner and auto policies through our select group of local independent insurance agencies in 34 states. These companies support each agency's ability to provide exceptional value and service to the people and businesses in its community. Our local field representatives work out of their homes, customizing products to meet policyholder needs, responding personally and promptly to claims and strengthening relationships.

Two other subsidiaries of The Cincinnati Insurance Company also market insurance products. **The Cincinnati Life Insurance Company,** rated A+ by A.M. Best, markets life insurance policies, disability income policies and annuities. **The Cincinnati Specialty Underwriters Insurance Company,** rated A by A.M. Best, began offering excess and surplus lines insurance products in 2008.

Three subsidiaries of Cincinnati Financial support our insurance operations. **CSU Producer Resources Inc.** offers insurance brokerage services to our independent agencies to support their access to Cincinnati Specialty Underwriters. **CFC Investment Company** offers commercial leasing and financing services to our agents and their clients. **CinFin Capital Management Company** provides asset management services to institutions, corporations and nonprofit organizations.

# 2007 Fourth-quarter and Full-year *Letter to Shareholders* – mid-February 2008

This message from our chairman and our president includes recent news releases about financial results announced February 6 and actions taken by the board of directors at its February 1 meeting. *The Cincinnati Experience*, a profile of our operating philosophy, accompanies this letter.

## The Cincinnati Experience – mid-February 2008

The Cincinnati Insurance Company, Cincinnati Financial Corporation's lead subsidiary, ranks among the top 25 U.S. property casualty insurer groups based on net written premiums. In *The Cincinnati Experience*, you'll read about how our relationship-based approach creates value and loyalty, supporting premium growth.

## 2007 Annual Report on Form 10-K – late-February 2008

The Annual Report on Form 10-K is a detailed document published by every publicly traded company as required by the U.S. Securities and Exchange Commission. In our report, we describe your company's operations, its results and trends, along with supporting data, discussions, audited financial statements and accompanying notes.

### 2008 Shareholder Meeting Notice and Proxy Statement – mid-March 2008

This statement informs you of items requiring shareholder action at the 2008 Annual Meeting of Shareholders on May 3, 2008. It identifies board members, detailing director and executive officer compensation and board activities. Notice cards, mailed in March, tell how to easily obtain the *Proxy Statement* and vote.

## Chairman and President's Letter – late-March 2008

Accompanying the Proxy Statement are the 2007 condensed balance sheets and income statements, six years of summary financial data and an annual message from our chairman and our president. Their letter presents management's perspectives on your company's 2007 performance and trends that may affect performance in 2008 and beyond.

### First-quarter 2008 Letter to Shareholders - mid-May 2008

This message from our chairman and our president includes recent news releases about financial results announced April 30, results of shareholder votes at the 2008 Annual Meeting of Shareholders and actions of the board at its May meeting. For additional details, see our *Quarterly Report on Form 10-Q*, filed with the SEC by May 12, 2008.

### Second-quarter 2008 Letter to Shareholders – mid-August 2008

This executive perspective includes our August 6 news release with financial results. For additional details, see our *Quarterly Report on Form 10-Q*, filed with the SEC by August 11, 2008.

### Third-quarter 2008 Letter to Shareholders – mid-November 2008

This executive perspective includes our October 29 news release with financial results. For additional details, see our *Quarterly Report on Form 10-Q*, filed with the SEC by November 10, 2008.

# **Recent News Releases**

# **Cincinnati Financial Reports Profitable 2008 Third Quarter**

- Positive net and operating income for three- and nine-month periods
- Book value holds steady for the quarter at \$28.87 on September 30

### Cincinnati, October 29, 2008 – Cincinnati Financial Corporation (Nasdaq: CINF) today reported:

- Net income of \$247 million, or \$1.50 per share, in the 2008 third quarter, compared with \$124 million, or 72 cents, in the 2007 third quarter. Third-quarter 2008 realized investment gains were significantly higher. Common stocks sales to lock in gains and diversify the portfolio more than offset previously announced non-cash impairment charges.
- Operating income\* of \$74 million, or 45 cents per share, in the 2008 third quarter, compared with \$114 million, or 66 cents,

in the 2007 third quarter. Previously announced catastrophe losses reduced 2008 third-quarter operating income by 25 cents per share compared with 5 cents last year. Nine-month operating income of \$1.54 per share included an 87-cent catastrophe loss impact compared with a 10-cent impact on last year's nine-month operating income of \$2.49 per share.

### **Financial Highlights**

(Dollars in millions except share data)	Т	hree mor	ths e	ths ended September 30, Nine months ended Septe						
	2	2008		2007	Change %	2008		2007		Change %
Revenue Highlights										
Earned premiums	\$	781	\$	811	(3.7)	\$	2,355	\$	2,447	(3.8)
Investment income		130		152	(14.5)		412		451	(8.5)
Total revenues		1,186		982	20.8		2,806		3,283	(14.5)
Income Statement Data										
Net income	\$	247	\$	124	99.5	\$	268	\$	669	(59.9)
Net realized investment gains and losses		173		10	nm		16		238	(93.2)
Operating income*	\$	74	\$	114	(35.4)	\$	252	\$	431	(41.6)
Per Share Data (diluted)										
Net income	\$	1.50	\$	0.72	108.3	\$	1.64	\$	3.86	(57.5)
Net realized investment gains and losses		1.05		0.06	nm		0.10		1.37	(92.7)
Operating income*	\$	0.45	\$	0.66	(31.8)	\$	1.54	\$	2.49	(38.2)
Book value						\$	28.87	\$	38.47	(25.0)
Cash dividend declared	\$	0.39	\$	0.355	9.9	\$	1.17	\$	1.065	9.9
Weighted average shares outstanding	164,2	242,185	172	,399,539	(4.7)	163	,834,163	173	,423,199	(5.5)

\*\* Forward-looking statements and related assumptions are subject to the risks outlined in the company's safe harbor statement (see Page 13).

nm Not meaningful

<sup>\*</sup> The Definitions of Non-GAAP Information and Reconciliation to Comparable GAAP Measures on *www.cinfin.com* defines and reconciles measures presented in this release that are not based on Generally Accepted Accounting Principles or Statutory Accounting Principles.

#### **Insurance Operations Highlights**

- \$727 million in third-quarter 2008 consolidated property casualty net written premiums compared with \$736 million in the 2007 third quarter. Strong contribution of new business written by agencies partially offset the effects of competition in the commercial markets and current economic trends. Excess and surplus lines operations launched in January 2008 added \$4 million to new business in the third quarter and \$8 million year-to-date.
- Property casualty underwriting loss of \$9 million in 2008 third quarter compared with underwriting profit of \$21 million in the 2007 third quarter. 2008 property casualty results were reduced by catastrophe losses.
- Three- and nine-month property casualty combined ratio near breakeven despite catastrophe losses from Hurricane Ike.
- 3 cents per share contribution from life insurance operations to third-quarter operating income, down from 5 cents.

#### **Investment and Balance Sheet Highlights**

• Book value of \$28.87 at September 30, 2008, almost flat from \$28.99 at June 30, 2008, but down from year-end

2007 on valuation changes in first half of year. Property casualty statutory surplus rose slightly from its midyear level.

- Pretax investment income of \$130 million in 2008 third quarter compared with \$152 million in 2007 third quarter. Dividend income from the equity portfolio declined due to dividend cuts, some from positions that the company has since sold or reduced.
- Equity sales of portions of selected positions locked in gains or reduced concentrations. Proceeds to be reinvested in sectors with better total return prospects. Sales helped reduce financial sector concentration by 25 percent since midyear.

#### Outlook\*\*

• Outlook for specific full-year 2008 metrics unchanged from September update. Management anticipates full year profitability and continued capital strength, which supports our cash dividend and continued investment in insurance operations, even in a difficult economic and industry environment.

#### **Financial and Operational Strength for Current Challenges and Ongoing Success**

Kenneth W. Stecher, president and chief executive officer, commented, "The current instability of financial markets highlights the value of operating in a transparent and conservative way, building a cushion of financial strength over a period of years. A long-term perspective governs all of our major decisions – to the consistent benefit of our policyholders, agents, shareholders and associates. We continue to focus on our risk management program, with the goal of more specifically defining our risk limits, aligning our operating plan accordingly and improving management's ability to identify and respond to changing conditions.

"Exceptional liquidity arises from our strong cash flows and prudent cash balances. All of our insurance subsidiaries continue to be highly rated, operating with a level of capital far exceeding regulatory requirements. Statutory surplus of our property casualty insurance companies increased slightly during the third quarter of 2008. Plus, unlike many insurers, we hold significant additional assets at the parent company level, increasing our flexibility through all periods to maintain our cash dividend and to continue to invest in and expand our insurance operations.

"New internal parameters for our investment portfolio, including more conservative limits on sector and issuer concentrations, are helping us prepare to withstand future challenges. Recent sales of selected common stock holdings are part of a strategic rebalancing, providing cash for reinvestment into sectors that we believe have better prospects for both current income and long-term appreciation. In early October we sold approximately 9 million additional shares of Fifth Third Bancorp (NASDAQ: FITB), reducing our position to 20 million shares. In total, we have reduced our financial sector holdings 25 percent since midyear, moving this sector more in line with our longer-term targets. In large part, common stock sales occurred when we exercised appropriate sell discipline to lock in gains.

"At quarter-end, fixed-maturity investments represented almost 60 percent of the portfolio, a level management believes is appropriate. We view our diversification to be consistent with our view of prudent risk management. Going forward, we will evaluate all of our fixed-maturity and equity investments using our investment parameters and risk limits and adding to both the fixed maturity and equity portfolios, as appropriate. We believe our current capital position can withstand short term pressures, such as the market volatility that we have experienced in October," Stecher noted.

#### Third Quarter 2008 Underwriting Results and Full-year 2008 Property Casualty Outlook

Steven J. Johnston, FCAS, MAAA, CFA, chief financial officer, said, "As we work to write profitable insurance business, we continue to face unfavorable pricing and economic trends. At this time, we continue to believe that 2008 full-year written premiums could decline by 5 percent, or slightly more, if pessimistic views of these trends prove accurate and commercial insurance pricing continues to be very competitive.

"A more optimistic view could result in a rate of decline for full-year 2008 premiums closer to the 4.2 percent we experienced so far in 2008. This pace is appropriate and consistent with our agents' practice of selecting and retaining accounts with manageable risk characteristics that support the lower prevailing prices. It reflects the advantages of our three year policies. We believe this pace also reflects the advantages we achieve by maintaining an experienced field force. Our representatives live in our agents' communities and serve their clients, providing us with quality intelligence on local market conditions. Since the end of the third quarter, our first Texas representative has begun to explore relationships with agencies in the Austin market, and our second team member is scheduled to relocate to the Dallas market in November.

"We continue to pioneer this and other new paths to future growth. During the third quarter, we introduced our excess and surplus lines capabilities to additional agencies in more states, staying on track with our plans to have these products available in 33 states by year end. We continued appointing new agencies and working to position our personal lines for profitable future growth, including introducing personal lines capabilities in new geographies. We look to 2009 for momentum in all of these initiatives, as well as advances in our technology that will make it easier for agents and their policyholders to do business with our company."

Johnston continued, "High catastrophe losses continued to temper property casualty profitability despite satisfactory underlying trends. Our commercial lines combined ratio was 96.6 percent for the nine-month period, despite a 5.5 percentage-point rise in commercial catastrophe losses. We continue to see the potential for the full-year 2008 combined ratio for our overall property casualty operations to remain slightly above 100 percent. "We're taking that conservative view of the combined ratio because of the record catastrophe losses this year. Hurricane Ike moved into the Midwest on September 14, causing unusually high winds in Ohio, Indiana and Kentucky. Our third-quarter estimate of gross losses from that storm was \$105 million, making it the single largest gross catastrophe event in the company's history. Net of reinsurance, the loss is estimated at \$57 million. Our reinsurance program, an important part of our risk management efforts, protected our surplus from outsized losses as intended. Virtually all of the losses reported by our policyholders occurred in the Midwest.

"Through October 24, we had received approximately 18,000 claims from Hurricane Ike, of which more than 80 percent have been closed. To restore the affected layers of our catastrophe reinsurance treaty, we incurred a reinstatement premium of \$11 million, which reduced written and earned premiums for the three- and nine-month periods."

Johnston noted, "In mid-2008, we modified our defined benefit pension plan and began transitioning to a sponsored 401(k) with company matching of associate contributions. This action reduces the company's future risk while offering associates an up-to-date, more flexible benefits program. The pension plan now includes only associates 40 years of age or older on August 31, 2008, who elected to remain in the plan. We now expect fourth-quarter 2008 results to reflect a settlement cost of approximately \$26 million, largely related to benefit distributions to those who left the qualified pension plan. Going forward, we expect potential savings from lower funding requirements for the pension plan to be offset by company matching contributions to 401(k) accounts for associates who do not accrue pension plan benefits."

### Risk Management Strengthens Investment Opportunities

Stecher added, "Our rebalancing actions, together with market and economic forces, have significantly changed our investment portfolio over the past 12 months. The decision to rebalance our portfolio grew out of our implementation of an enhanced risk management process, which involves modeling outcomes, setting tolerances and acting to optimize use of our capital. We considered opportunities to reduce volatility risk while retaining upside potential. After common stock sales made since midyear, our financial sector holdings now account for approximately 30 percent of the market value of our equity portfolio, down 25 percent.

"While our equity portfolio now is better positioned for total return, it is producing lower dividend income. We expect full-year 2008 pretax investment income to be less than 90 percent of the 2007 level, with no resumption of earned dividend growth in 2009. We also expect our highly rated and diversified \$5.941 billion bond and short-term investment portfolio to continue providing steady interest income. We generally hold bonds to maturity, redeeming them at full value of the principal."

Stecher concluded, "We believe that our strong surplus position and superior insurer financial strength ratings are competitive advantages that help our agents market our policies. In this market, consistency and predictability are our most valuable differentiators. Our financial strength supports the consistent, predictable performance that our policyholders, agents, associates and shareholders have always expected and received. We will continue to manage our capital to withstand significant challenges. We believe our capital position and cash flow continues to support our cash dividend, which the board sees as a priority over repurchase in this market."

#### **Consolidated Property Casualty Insurance Operations**

(Dollars in millions)	Th	ree mont	hs ei	nded Septe	ember 30,	N	Nine months ended September 30						
	2	008		2007	Change %		2008		2007	Change %			
Written premiums	\$	727	\$	736	(1.3)	\$	2,292	\$	2,392	(4.2)			
Earned premiums	\$	751	\$	777	(3.3)	\$	2,262	\$	2,348	(3.6)			
Loss and loss expenses excluding catastrophes		460		511	(9.9)		1,362		1,409	(3.3)			
Catastrophe loss and loss expenses		63		13	375.8		219		28	688.6			
Commission expenses		124		127	(3.0)		409		440	(6.9)			
Underwriting expenses		110		102	9.0		287		270	6.3			
Policyholder dividends		3		3	0.8		11		9	18.9			
Underwriting profit (loss)	<u>\$</u>	<u>(9</u> )	<u>\$</u>	21	(144.8)	<u>\$</u>	(26)	\$	192	(113.3)			
Ratios as a percent of earned premiums:													
Loss and loss expenses excluding catastrophes		61.3%		65.7%	)		60.2%	,	60.0%	ว			
Catastrophe loss and loss expenses		8.4		1.7			9.7		1.2				
Loss and loss expenses		69.7		67.4			69.9		61.2				
Commission expenses		16.5		16.5			18.1		18.7				
Underwriting expenses		14.7		13.0			12.6		11.5				
Policyholder dividends		0.4		0.4			0.5		0.4				
Combined ratio		<u>101.3</u> %		<u> </u>	)		<u>101.1</u> %	) 	<u>91.8</u> %	2			
Reserve development impact on loss and													
loss expense ratio		13.7%		6.5%	)		8.9%	,	5.4%	ว			

- 1.3 percent and 4.2 percent declines in third-quarter and nine-month 2008 property-casualty net written premiums, reflecting weakening economy, soft pricing and disciplined underwriting.
- \$92 million in third-quarter 2008 new business written directly by agencies, up 12.1 percent from \$82 million in last year's third quarter.
- Positive benefits from growth initiatives seen in third quarter including \$8 million in nine-month net written premiums from excess and surplus lines operations launched in January 2008.
- New state, new agency and other initiatives also contributed. Agency relationships rise to 1,118 with 1,369 reporting

locations marketed property casualty insurance products at quarter end, up from 1,092 agency relationships with 1,327 reporting locations at year-end 2007.

- 101.3 percent third-quarter and 101.1 percent nine-month 2008 GAAP combined ratios. Near breakeven performance achieved in both periods despite significantly higher catastrophe losses. The effects of soft pricing and loss cost inflation were offset by higher savings from favorable development on prior year reserves.
- \$63 million in third-quarter 2008 catastrophe losses, due primarily to Hurricane Ike.

(In millions, net of reir	isurance)		Thre	e mont	hs e	nded Se	ptem	1ber 30,	Nine	e months	s end	ed Sept	embe	er 30,
			Con	nmercia	1 P	ersonal	-		Con	nmercial	Per	sonal		
Dates	Cause of loss	Region		lines		lines		Total		lines	li	ines	-	Fotal
2008														
First quarter c	atastrophes		\$	(1)	\$	0	\$	(1)	\$	21	\$	21	\$	42
Second quarte	er catastrophes			(2)		(10)		(12)		66		34		100
Jul. 19	Wind, hail, flood, water, hydrostatic	Midwest		3		3		6		3		3		6
Jul. 26	Wind, hail, flood, water, hydrostatic	Midwest		1		8		9		1		8		9
Sep. 12-14	Hurricane Ike	South, Midwest		20		37		57		20		37		57
All other				1		0		1		3		3		6
Development	on 2007 and prior cat	astrophes		1		2		3		(2)		1		(1)
Calendar ye	ear incurred total	-	\$	23	\$	40	\$	63	\$	112	\$	107	\$	219
2007														
First quarter c	atastrophes			(1)		1		0		5		2		7
Second quarte	er catastrophes			2		1		3		4		4		8
Sep. 20-21	Wind, hail, flood	Midwest		1		6		7		1		6		7
All other				4		2		6		18		8		26
Development	on 2006 and prior cat	astrophes		(5)		2		(3)		(11)		(9)		(20)
-	ear incurred total		\$	1	\$	12	\$	13	\$	17	\$	11	\$	28

# **Insurance Segment Highlights**

## **Commercial Lines Insurance Operations**

(Dollars in millions)	Th	ree month	ns er	nded Septe	ember 30,	N	line montl	ns en	ded Septe	ember 30,
	2	2008		2007	Change %		2008		2007	Change %
Written premiums	<u>\$</u>	538	\$	544	(1.2)	<u>\$</u>	1,759	\$	1,851	(4.9)
Earned premiums	\$	582	\$	600	(3.0)	\$	1,743	\$	1,810	(3.7)
Loss and loss expenses excluding catastrophes		348		395	(11.8)		1,034		1,068	(3.3)
Catastrophe loss and loss expenses		23		1	nm		112		17	574.2
Commission expenses		91		94	(4.3)		304		330	(7.8)
Underwriting expenses		87		79	10.6		223		202	10.6
Policyholder dividends		3		3	0.8		11		9	18.9
Underwriting profit	\$	30	\$	28	7.2	\$	59	\$	184	(67.8)
Ratios as a percent of earned premiums:										
Loss and loss expenses excluding catastrophes		59.8%		65.8%			59.3%	,	59.0%	0
Catastrophe loss and loss expenses		4.0		0.2			6.4		0.9	
Loss and loss expenses		63.8		66.0			65.7		59.9	
Commission expenses		15.6		15.8			17.5		18.3	
Underwriting expenses		14.9		13.1			12.8		11.1	
Policyholder dividends		0.6		0.5			0.6		0.5	
Combined ratio		<u>94.9</u> %		95.4%			<u>96.6</u> %	, 	<u>89.8</u> %	, 0
Reserve development impact on loss and										
loss expense ratio		15.0%		7.1%			10.1%	)	5.6%	0

- 1.2 percent and 4.9 percent declines in third-quarter and nine-month 2008 commercial lines net written premiums, primarily a result of weakening economy, soft pricing and disciplined underwriting.
- \$77 million in third-quarter 2008 new commercial lines business written directly by agencies, up 6.0 percent from \$72 million in last year's third quarter. Nine-month new business rose 6.3 percent to \$229 million from \$216 million.
- Improved third-quarter 2008 combined ratio despite 3.8 percentage-point rise in the contribution of catastrophe losses. Savings from favorable development on prior year reserves rose substantially.
- Higher nine-month 2008 combined ratio primarily due to 5.5 percentage-point rise in the contribution of catastrophe losses. Other factors contributing to the change in the ratio were higher savings from favorable development on prior year reserves, lower pricing, normal loss cost inflation and higher underwriting expenses. Lower commission expenses partially offset these increases.
- Higher savings from favorable development on prior year reserves continued to reflect fluctuations in savings for the commercial casualty line of business.

(Dollars in millions)	Three	e mont	hs er	nded Septe	ember 30,	N	line mont	hs end	led Septe	ember 30,
	200	8		2007	Change %		2008	2	007	Change %
Written premiums	\$	184	\$	192	(4.0)	\$	525	\$	542	(3.1)
Earned premiums	\$	167	\$	177	(5.4)	\$	518	\$	538	(3.6)
Loss and loss expenses excluding catastrophes		111		116	(4.1)		328		341	(3.8)
Catastrophe loss and loss expenses		40		12	222.3		107		11	858.0
Commission expenses		32		33	(2.1)		103		110	(5.8)
Underwriting expenses		22		23	(2.5)		62		68	(9.1)
Underwriting profit (loss)	\$	(38)	\$	(7)	(457.8)	<u>\$</u>	(82)	\$	8	nm
Ratios as a percent of earned premiums:										
Loss and loss expenses excluding catastrophes	(	66.3%		65.4%	1		63.2%	,	63.3%	ว
Catastrophe loss and loss expenses		<u>23.8</u>		7.0			20.7		2.1	
Loss and loss expenses	9	90.1		72.4			84.0		65.4	
Commission expenses		19.4		18.7			19.9		20.4	
Underwriting expenses		12.9		12.7			12.0		12.6	
Combined ratio	1	<u>22.5</u> %		103.8%	,		115.9%	,	98.6%	2
Reserve development impact on loss										
and loss expense ratio		9.1%		4.0%	1		5.1%	)	4.6%	ว

#### **Personal Lines Insurance Operations**

- 4.0 percent and 3.1 percent declines in third-quarter and nine-month 2008 personal lines net written premiums due to lower policy counts and pricing changes that reduced premiums per policy. Higher new personal lines business partially offset those factors.
- \$11 million in third-quarter 2008 personal lines new business written directly by agencies, up 11.8 percent from \$10 million in last year's third quarter. Nine-month new business rose 6.7 percent to \$30 million from \$28 million.
- 18.7 percentage-point rise in third-quarter 2008 combined ratio largely due to higher catastrophe losses. In addition to catastrophes,

lower pricing and normal loss cost inflation continued to weigh on homeowner results. However, the loss and loss expense ratio for the largest line of business in this segment, personal auto, remained very healthy.

 Higher savings from favorable development on prior year reserves continue to reflect normal fluctuations in savings for the other personal line of business, which includes personal umbrella liability coverages.

#### **Life Insurance Operations**

(In millions)	Th	ree mon	ths end	led Sept	tember 30,	Nine months ended September 30						
	2	2008	2	2007	Change %		2008	2	2007	Change %		
Written premiums	\$	44	\$	39	13.9	\$	135	\$	126	6.7		
Earned premiums	\$	30	\$	34	(12.2)	\$	93	\$	99	(6.8)		
Investment income, net of expenses		30		28	5.0		89		85	4.3		
Other income		0		1	(103.7)		1		4	(61.7)		
Total revenues, excluding realized												
investment gains and losses		60		63	(6.1)		183		188	(2.8)		
Contract holders benefits		41		36	11.5		115		98	16.7		
Expenses		11		15	(21.7)		33		44	(25.2)		
Total benefits and expenses		52		51	1.9		148		142	3.7		
Net income before income tax and												
realized investment gains and losses		8		12	(38.8)		35		46	(23.0)		
Income tax		3		4	(36.2)		12		16	(22.0)		
Net income before realized investment												
gains and losses	<u>\$</u>	5	\$	8	(40.1)	<u>\$</u>	23	<u>\$</u>	30	(23.6)		

• \$135 million in total nine-month 2008 life insurance segment net written premiums. Written premiums include life insurance, annuity and accident and health premiums.

- 3.8 percent increase to \$108 million in nine-month 2008 written premiums for life insurance products in total.
- 23.3 percent increase to \$23 million in nine-month 2008 written premiums for fixed annuity products.
- 9.8 percent rise to \$58 million in nine-month 2008 term life insurance written premiums, reflecting marketing advantages of competitive, up-to-date products, personal service and policies backed by financial strength.

• 4.9 percent rise in face amount of life policies in force to \$64.901 billion at September 30, 2008, from \$61.875 billion at year-end 2007.

• \$7 million decrease in nine-month 2008 operating profit, primarily due to less favorable mortality experience.

• During 2008, the LifeHorizons term insurance product was redesigned and a new 20-year term worksite product was introduced. These improvements support opportunities to cross-sell life insurance products to clients of the independent agencies that sell Cincinnati's property casualty insurance policies.

## **Investment and Balance Sheet Highlights**

#### **Investment Operations**

(In millions)	Tł	ree mont	hs e	nded Sept	ember 30,	Nine months ended September 3						
	Â	2008		2007	Change %	2008		2007		Change %		
Investment income:												
Interest	\$	83	\$	77	6.8	\$	238	\$	229	3.8		
Dividends		46		75	(38.9)		169		219	(22.8)		
Other		3		4	(7.3)		10		11	(4.0)		
Investment expenses		(2)		(4)	52.2		(5)		(8)	37.8		
Total investment income, net of expenses		130		152	(14.5)		412		451	(8.5)		
Investment interest credited to contract holders		(16)		(14)	(10.7)		(47)		(43)	(10.4)		
Realized investment gains and losses summary:												
Realized investment gains and losses		401		20	nm		441		371	19.1		
Change in fair value of securities with												
embedded derivatives		(8)		(3)	(174.8)		(13)		1	nm		
Other-than-temporary impairment charges		(121)		(1)	nm		(400)		(2)	nm		
Total realized investment gains												
and losses		272		16	nm		28		370	(92.4)		
Investment operations income	\$	386	\$	154	151.6	\$	393	\$	778	(49.4)		

- 14.5 percent and 8.5 percent declines in third-quarter and nine-month 2008 pretax net investment income, primarily due to dividend reductions of financial sector common and preferred holdings, including reductions earlier in the year on positions subsequently sold or reduced.
- Third-quarter pretax realized investment gains of \$272 million included \$401 million in net gains from investment sales and bond calls. These gains included \$360 million from sales of 38 million shares of Fifth Third, \$112 million from the sale of other financial stocks and \$27 million from the sale of various non-financial common stock holdings. These gains were partially offset by realized losses of \$80 million, primarily from the sales of certain distressed bonds and preferred shares in the financial sector.
- Third-quarter pretax realized investment gains of \$272 million achieved despite \$121 million in non-cash charges for other-than-temporary impairments, which included \$47 million to write down preferred shares of Federal National Mortgage Association and the Federal Home Loan Mortgage Corporation. Total third-quarter charges represented 1.2 percent of invested assets.
- Impairments of equity securities accounted for more than 80 percent of total nine-month other-than-temporary impairment charges, reflecting the portfolio mix, the historic weighting in financial sector securities and the unprecedented decline in overall stock market values during 2008.

rrs in millions except share data)		eptember 30, 2008	At December 31 2007		
Balance sheet data					
Invested assets	\$	10,160	\$	12,261	
Total assets		14,303		16,637	
Short-term debt		69		69	
Long-term debt		791		791	
Shareholders' equity		4,687		5,929	
Book value per share		28.87		35.70	
Debt-to-capital ratio		15.5%		12.7%	

	Three r	nonths ende	ed Sept	ember 30,	Nine r	nonths ende	ed September 30,	
		2008	4	2007		2008		2007
Performance measures								
Comprehensive income (loss)	\$	41	\$	(149)	\$	(927)	\$	30
Return on equity, annualized		21.0%		7.4%		6.7%		13.4%
Return on equity, annualized, based on								
comprehensive income (loss)		3.5		(8.9)		(23.3)		0.6

- \$10.160 billion in investment assets at September 30, 2008, compared with \$10.379 billion at June 30, 2008. Cash and equivalents at \$347 million at quarter-end, compared with \$333 million at June 30.
- Shareholders' equity was \$4.687 billion, or \$28.87 per share, at September 30, 2008, essentially unchanged from June 30, 2008, but down from year-end 2007 due to declines in investment values during the first six months of 2008.
- \$5.941 billion A1/A+-average rated bond portfolio at September 30, 2008, containing a diverse mix of taxable and tax-exempt securities.

- \$4.137 billion equity portfolio includes \$1.737 billion in pretax unrealized gains.
- \$3.687 billion in statutory surplus for the property casualty insurance group at September 30, 2008, compared with \$3.650 billion at June 30, 2008. The ratio of common stock to statutory surplus for the property casualty insurance group portfolio was 67.5 percent at September 30, 2008, compared with 86.0 percent at year-end 2007.
- No repurchases of common stock during the third quarter. Approximately 8.5 million shares remain authorized for repurchase.

For additional information or to hear a replay of the October 29 conference call webcast, please visit www.cinfin.com/investors.

## Cincinnati Financial Corporation Condensed Balance Sheets and Statements of Income (unaudited)

(Dollars in millions)	Sept	ember 30, 2008	Dec	ember 31, 2007
		2008		2007
Assets	<i>•</i>	10 1 (0	<i>•</i>	10.0(1
Investments	\$	10,160	\$	12,261
Cash and cash equivalents		347		226
Premiums receivable		1,103		1,107
Reinsurance receivable		846		754
Other assets		1,847		2,289
Total assets	<u>\$</u>	14,303	\$	16,637
Liabilities				
Insurance reserves	\$	5,719	\$	5,445
Unearned premiums		1,583		1,564
Deferred income tax		236		977
6.125% senior notes due 2034		371		371
6.9% senior debentures due 2028		28		28
6.92% senior debentures due 2028		392		392
Other liabilities		1,287		1,931
Total liabilities		9,616		10,708
Shareholders' Equity				
Common stock and paid-in capital		1,456		1,442
Retained earnings		3,482		3,404
Accumulated other comprehensive income		956		2,151
Treasury stock		(1,207)		(1,068)
Total shareholders' equity		4,687		5,929
Total liabilities and shareholders' equity	\$	14,303	\$	16,637

(Dollars in millions except per share data)	Three r	hree months ended September 30,			Nine months ended September 3			
		2008		2007		2008		2007
Revenues								
Earned premiums	\$	781	\$	811	\$	2,355	\$	2,447
Investment income, net of expenses		130		152		412		451
Realized investment gains and losses		272		16		28		370
Other income		3		3		11		15
Total revenues		1,186		982		2,806		3,283
Benefits and Expenses								
Insurance losses and policyholder benefits		563		559		1,693		1,533
Commissions		130		136		428		466
Other operating expenses		137		127		365		345
Total benefits and expenses		830		822		2,486		2,344
Income Before Income Taxes		356		160		320		939
Provision for Income Taxes		109		36		52		270
Net Income	<u>\$</u>	247	\$	124	<u>\$</u>	268	\$	669
Per Common Share:								
Net income-basic	\$	1.51	\$	0.72	\$	1.64	\$	3.89
Net income-diluted	\$	1.50	\$	0.72	\$	1.64	\$	3.86

# Other News Releases

# **Cincinnati Financial Corporation Declares Regular Quarterly Cash Dividend**

**Cincinnati, August 18, 2008 – Cincinnati Financial Corporation (Nasdaq: CINF)** today announced that the board of directors has declared a 39 cents per share regular quarterly cash dividend payable October 15, 2008, to shareholders of record as of September 19, 2008. The current dividend level reflects the 9.9 percent increase in the quarterly dividend rate announced by the board in February. That action set the stage for the 48<sup>th</sup> consecutive increase in the annual cash dividend.

Kenneth W. Stecher, president and chief executive officer, commented, "The board declared another quarterly cash dividend at the level established in February. The board supports management's view that our solid insurance operations will continue to contribute to our earnings and that our investment operations can sustain our financial position. The board indicated that its intention remains to continue rewarding shareholders with cash dividends that rise consistently.

"Our capital position and cash flow continue to support our current cash dividend payout. We expect the company's performance will allow these measures to remain at a level that provides our board the flexibility to consider future increases for our shareholders," Stecher said.

# Inside Cincinnati

Since our last Letter to Shareholders, these associates merited promotions: Andy Agerton, AIC - Senior Claims Representative Lori Bagoly - Underwriting Superintendent Rich Balestra, CFA - Portfolio Manager Erin Barlow, API - Underwriting Specialist Cary Barrow, AFSB - Senior Underwriting Specialist Vanessa Barry - Senior Claims Specialist Scott Beckman - Underwriting Specialist Kevin Beykirch - Regional Director Marle Billman - Associate Superintendent, Casualty Claims Chris Boydston, AIC - Senior Claims Representative Bradley Boyett - Underwriting Superintendent Sheri Bugher, AIC - Associate Superintendent, Casualty Claims Sandy Burden, CISA - Group Manager, I.T. Portfolio Management/Architecture Kristie Bushman - Underwriting Superintendent Bill Chandler, AIM - Assistant Territory Manager Dawn Chapel, CPCU, APA, ARe, AU - Chief Underwriting Specialist Sarah Chiasson - Underwriting Superintendent Jennifer Conklin, AIM, AIS - Underwriting Specialist

David Conlon, AIC - Senior Claims Representative Thomas Dameron - Chief Underwriting Specialist Gregory DePew, CFA - Portfolio Manager Chris Draper, CPCU, AU - Underwriting Superintendent James Ducar - Senior Claims Examiner Rocky Edwards - Senior Claims Specialist David Ellis, AIC - Claims Specialist Angie Engelke - Chief Underwriting Specialist Kyle Fader, AIC – Senior Claims Representative Carol Fuller - Senior Claims Examiner Todd Gagnon, API - Underwriting Specialist Matt Gardner, AIC, AIM - Senior Claims Representative Thomas Goodwin, AAI, AIM, AIS, ASLI, AU - Underwriting Specialist Ryan Gustafson, AIC - Claims Specialist Jenny Harvey - Systems Analyst Christopher Heldman - Senior Analyst Rusty Hymer - Chief Underwriting Specialist Nicole Ippolito, AIC - Claims Specialist John James, AIC, SCLA - Field Claims Superintendent Phil Jankowski, CPCU - Senior Claims Representative Scott Jeschke, AIC - Claims Specialist

Craig Johnson - Superintendent, Casualty Claims Nolan Joseph - Claims Specialist Adam Kadish - Programmer Kathy Kerr, AIC - Senior Claims Representative Keith Klatt, AIC - Claims Specialist Gregory Knifley, CPCU – Underwriting Specialist Joy Knifley - Underwriting Specialist Mary Kretchmer, AIC - Field Claims Superintendent Michael Kuhl, AIS - Senior Analyst Art Leatham - Senior Machinery & Equipment Specialist Laura Lewis, CPCU, AIM, AIS, API, ARe - Underwriting Specialist Lynn Lilly - Manager, Payroll Donnie Lowery - Associate Superintendent, Surveillance Robert Lozo, AIC - Senior Claims Specialist John Luebke, CPCU, AIC, AIM, SCLA - Field Claims Manager Ernie Macke, PMP - Senior Project Manager Dan Mays, CPCU, AIC, AIM, ARM, CIC, CRM - Senior Loss Control Consultant Bill McCullough - Chief Underwriting Specialist Michael McGuire, CPCU - Senior Underwriting Specialist Dana McKenzie, AIC - Senior Claims Representative Steve Mikesell - Senior Underwriter Paul Miller, CPCU, AIM, APA, API, AU - Underwriting Superintendent Tracy Miller, CPCU, CPIW, AIC - Senior Claims Specialist Julie Montgomery – Senior Claims Representative David Morel - P&C Senior Actuarial Analyst Suzi Morgan - Manager, Machinery & Equipment Support Laura Nickol - Underwriting Director, Field Shawn Niehaus, CPCU, AIM, ARe - Underwriting Specialist Doug Nordhausen – System Engineer Jeffrey O'Leary, AIC - Claims Specialist Nick Orgill - Claims Specialist Roxanna Otto, AIS - Underwriting Superintendent Heather Paul, CPCU – Underwriting Superintendent Nathan Perry II, API - Underwriting Specialist Joseph Pierro, AU – Underwriting Specialist Wayne Pinney - Machinery & Equipment Field Manager

Sandy Pohlman, CPCU, ARC - Regulatory Specialist

Toni Postell - Supervisor, Workers' Compensation Claims Bob Rook, AU - Chief Underwriting Specialist Duane Russell - Claims Specialist Christina Scherpenberg - Senior Accountant Andrew Schnell - Manager, Corporate Accounting Jeff Shive, CPCU, AIM, AIC - Field Claims Manager Laura Siebert, API - Underwriting Superintendent Jill Slater - Programmer Analyst Mike Slusser – Senior Claims Representative Sue Smith - Senior Systems Analyst Paul Snyder, AIS – Underwriting Specialist Jeff Spangler, CPCU, CSP - Loss Control Field Director Melissa Stegmaier, AIC, AIS, SCLA – Senior Claims Representative Katie Stickel - Claims Specialist Cathy Story, CPCU, APA – Senior Auditor Tim Tiernan - Senior Business Analyst Donna Vanover - Diamond Systems Specialist Ernie Wang – Programmer Shannon Ward - Diamond Systems Specialist Jennifer Whitmer, AIS - Senior Personnel Specialist Suzanne Wilkerson - Specialist, I.T. Administration Steve Wilsbacher, AIC - Senior Claims Specialist Michael Wood, CPCU, CPA, CIA, AIAF - Manager, Accounting & Agency Services Dawn Woodrick, CPCU - Underwriting Superintendent Kip Zepf – Senior Programmer

#### **Professional Development**

Agents of Cincinnati Insurance have a new tool to develop educational plans for their staff. Modeled after popular GPS navigation devices, the Agency Development Roadmap helps agencies plan a route to success for each member of their agency team. The roadmap includes checklists to customize training in areas such as personal effectiveness skills, desktop computing efficiency, general insurance or specific knowledge of commercial and personal lines products.

On December 1, 2008, our Education & Training department is changing its name to Learning & Development. Our new name better reflects our philosophy – continuing education works best when the learner values and initiates it. Whether our associates or agents want to conquer a new subject or add deeper layers of understanding to a professional topic they are familiar with, the Learning & Development department is committed to delivering the tools they need.

We encourage and reward associates who continue their professional insurance education, earning credentials by meeting high academic, ethical and length-of-experience standards. Congratulations to the following associates who completed a series of courses to earn a designation; Jeff Poe, Chartered

**Financial Services** 

The company's three financial services subsidiaries continue to support our insurance relationships and broaden our offerings. As of September 30, 2008, CFC Investment Company, which offers equipment and vehicle leases and loans, reported 2,253 accounts representing \$74 million in net receivables. CinFin Capital Management Company, which offers asset management services, reported \$858 million under management in 52 accounts. During the first nine months of 2008, The Cincinnati Specialty Underwriters Insurance Company and our wholly owned brokerage, CSU Producer Resources Inc., have

#### **Public Responsibility**

The effectiveness of state-based insurance regulation is again the subject of debate after the federal assistance recently extended to parts of the financial services sector, including some organizations with insurance operations. Advocates for federal regulation of insurance suggest that federal oversight of the insurance industry could have avoided the need for this assistance. Representatives of the National Association of Insurance Commissioners recently testified in Congress that state insurance regulators had no jurisdiction over any of the financial services companies that recently reached the brink of failure. Further, they stated that none of the pending optional federal Property Casualty Underwriter (CPCU); Sandy Burden, Certified Information Systems Auditor (CISA); Luana Dillingham, Fellow, Life Management Institute (FLMI); Steve Dunn, Michelle Gregov, Kevin Gullette and Michael Leininger, Certified Insurance Counselor (CIC); Deborah Naegele, Certified Life Underwriter (CLU); and Nieata Bailey, Mona Helton and Sherry Meyer, Certified Professional Insurance Women (CPIW).

The ABC Award recognizes exemplary productivity, service and quality in exceptional associates. The ABC Award committee recently granted the quarterly Above and Beyond the Call (ABC) award to Shawn Niehaus, CPCU, AIM, ARe, Underwriting Specialist, and Darin Riley, Policy Service Specialist. Congratulations to these quarterly winners! At the Queen City Club on October 29, Robert Meyer, Systems Engineer, was named ABC of The Year. This honor is awarded annually to just one of the quarterly winners. Bob's ingenuity was key to identifying and resolving a problem with a recent software upgrade. He worked extended hours to make the necessary repairs while maintaining system availability. Bob is a consistent performer whose dedication to his job, teammates and customers earn the respect of those around him.

begun marketing excess and surplus lines insurance in 23 states, remaining on track to have these products available in 33 active states before year-end. Cincinnati Specialty Underwriters has added the property line of business in five states and will continue to introduce new lines of business throughout the remainder of the year, including miscellaneous professional and excess casualty. Availability of CSU's new offerings has enhanced your company's ability to write new standard market property casualty business, as we work with agents to round out accounts that require both admitted and nonadmitted market solutions.

charter proposals would give that jurisdiction to proposed federal insurance regulators. NAIC representatives also testified that the state-regulated insurance industry continues to face more stringent investment restrictions and capital-tosurplus requirements than the federally-regulated financial services sector.

Policyholder risks and coverage needs vary because of diverse geographic, climatic and economic conditions. We continue to believe that state regulators are in the best position to respond with regulations and insurance products that consider that diversity.

# Cincinnati Financial Corporation Safe Harbor

This is our "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995. Our business is subject to certain risks and uncertainties that may cause actual results to differ materially from those suggested by the forward-looking statements in this report. Some of those risks and uncertainties are discussed in our 2007 Annual Report on Form 10-K, Item 1A, Risk Factors, Page 21. Although we often review and update our forward-looking statements when events warrant, we caution our readers that we undertake no obligation to do so.

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

- Unusually high levels of catastrophe losses due to risk concentrations, changes in weather patterns, environmental events, terrorism incidents or other causes
- Events or conditions that could weaken or harm the company's relationships with its independent agencies and hamper opportunities to add new agencies, resulting in limitations on the company's opportunities for growth, such as:
  - Multi-notch downgrades of the company's financial strength ratings
  - Concerns that doing business with the company is too difficult or
  - Perceptions that the company's level of service, particularly claims service, is no longer a distinguishing characteristic in the marketplace
- Further decline in overall stock market values negatively affecting the company's equity portfolio and book value; in particular further declines in the market value of financial sector stocks
- Securities laws that could limit the manner, timing and volume of our investment transactions
- Events, such as the credit crisis triggered by subprime mortgage lending practices, that lead to:
  - Significant decline in the value of a particular security or group of securities, such as our financial sector holdings, and impairment of the asset(s)
  - Significant decline in investment income due to reduced or eliminated dividend payouts from a particular security or group of securities
  - Significant rise in losses from surety and director and officer policies written for financial institutions
- Recession or other economic conditions or regulatory, accounting or tax changes resulting in lower demand for insurance products
- Prolonged low interest rate environment or other factors that limit the company's ability to generate growth in investment income or interest rate fluctuations that result in declining values of fixed-maturity investments
- Inaccurate estimates or assumptions used for critical accounting estimates
- Events or actions, including unauthorized intentional circumvention of controls, that reduce the company's future ability to maintain effective internal control over financial reporting under the Sarbanes-Oxley Act of 2002

- Changing consumer buying habits and consolidation of independent insurance agencies that could alter our competitive advantages
- · Increased frequency and/or severity of claims
- Delays or inadequacies in the development, implementation, performance and benefits of technology projects and enhancements
- Ability to obtain adequate reinsurance on acceptable terms, amount of reinsurance purchased, financial strength of reinsurers and the potential for non-payment or delay in payment by reinsurers
- Increased competition that could result in a significant reduction in the company's premium growth rate
- Underwriting and pricing methods adopted by competitors that could allow them to identify and flexibly price risks, which could decrease our competitive advantages
- Personal lines pricing and loss trends that lead management to conclude that this segment could not attain sustainable profitability, which could prevent the capitalization of policy acquisition costs
- Actions of insurance departments, state attorneys general or other regulatory agencies that:
  - Restrict our ability to exit or reduce writings of unprofitable coverages or lines of business
  - Place the insurance industry under greater regulatory scrutiny or result in new statutes, rules and regulations
  - Increase our expenses
  - Add assessments for guaranty funds, other insurance related assessments or mandatory reinsurance arrangements; or that impair our ability to recover such assessments through future surcharges or other rate changes
  - Limit our ability to set fair, adequate and reasonable rates
  - Place us at a disadvantage in the marketplace
  - Restrict our ability to execute our business model, including the way we compensate agents
- Adverse outcomes from litigation or administrative proceedings
- Unforeseen departure of certain executive officers or other key employees due to retirement, health or other causes that could interrupt progress toward important strategic goals or diminish the effectiveness of certain longstanding relationships with insurance agents and others
- Events, such as an epidemic, natural catastrophe, terrorism or construction delays, that could hamper our ability to assemble our workforce at our headquarters location

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

# **Contact Information**

Communications directed to the company's secretary, Steven J. Johnston, chief financial officer, are shared with the appropriate individual(s). Or, you may directly access services:

**Investors:** Investor Relations responds to investor inquiries about Cincinnati Financial Corporation and its performance. Heather J. Wietzel – Vice President, Investor Relations 513-870-2768 or *investor\_inquiries@cinfin.com* 

**Shareholders:** Shareholder Services provides stock transfer services, fulfills requests for shareholder materials and assists registered shareholders who wish to update account information or enroll in shareholder plans. Jerry L. Litton – Assistant Vice President, Shareholder Services 513-870-2639 or *shareholder\_inquiries@cinfin.com* 

**Media:** Corporate Communications assists media representatives seeking information or comment from Cincinnati Financial Corporation or its subsidiaries. Joan O. Shevchik, CPCU, CLU – Senior Vice President, Corporate Communications 513-603-5323 or *media\_inquiries@cinfin.com* 

#### **Cincinnati Financial Corporation**

The Cincinnati Insurance Company The Cincinnati Casualty Company The Cincinnati Indemnity Company The Cincinnati Specialty Underwriters Insurance Company

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