

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

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

Date of report (Date of earliest event reported): August 4, 2021

**THE ALLSTATE CORPORATION**  
(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other  
jurisdiction of incorporation)

**1-11840**  
(Commission  
File Number)

**36-3871531**  
(IRS Employer  
Identification No.)

**2775 Sanders Road, Northbrook, Illinois 60062**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code **(847) 402-5000**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 144-12 under the Exchange Act (17 CFR 240.144-12)
- Pre-commencement communications pursuant to Rule 144-2(b) under the Exchange Act (17 CFR 240.144-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbols	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	ALL	New York Stock Exchange Chicago Stock Exchange
5.100% Fixed-to-Floating Rate Subordinated Debentures due 2053	ALL.PR.B	New York Stock Exchange
Depository Shares represent 1/1,000th of a share of 5.625% Noncumulative Preferred Stock, Series G	ALL.PR.G	New York Stock Exchange
Depository Shares represent 1/1,000th of a share of 5.100% Noncumulative Preferred Stock, Series H	ALL.PR.H	New York Stock Exchange
Depository Shares represent 1/1,000th of a share of 4.750% Noncumulative Preferred Stock, Series I	ALL.PR.I	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## Section 2 – Financial Information

### Item 2.02. Results of Operations and Financial Condition.

The Registrant’s press release dated August 4, 2021, announcing its financial results for the second quarter of 2021, and the Registrant’s second quarter 2021 investor supplement are furnished as Exhibits 99.1 and 99.2, respectively, to this report. The information contained in the press release and the investor supplement are furnished and not filed pursuant to instruction B.2 of Form 8-K.

## Section 9 – Financial Statements and Exhibits

### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

- 99.1 [Registrant’s press release dated August 4, 2021](#)
- 99.2 [Second quarter 2021 Investor Supplement of The Allstate Corporation](#)
- 104 Cover Page Interactive Data File (formatted as inline XBRL).

**SIGNATURES**

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

**THE ALLSTATE CORPORATION**  
(Registrant)

By:           /s/ John C. Pintozzi          

Name: John C. Pintozzi

Title: Senior Vice President, Controller and Chief Accounting Officer

Date: August 4, 2021



## FOR IMMEDIATE RELEASE

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### Allstate Delivers Strong Performance as Economic Activity Increases

New share repurchase program of \$5 billion

NORTHBROOK, Ill., August 4, 2021 – The Allstate Corporation (NYSE: ALL) today reported financial results for the second quarter of 2021.

The Allstate Corporation Consolidated Highlights						
(\$ in millions, except per share data and ratios)	Three months ended June 30,			Six months ended June 30,		
	2021	2020	% / pts Change	2021	2020	% / pts Change
Consolidated revenues	\$ 12,646	\$ 10,403	21.6	\$ 25,097	\$ 20,269	23.8
Net income applicable to common shareholders	1,595	1,224	30.3	187	1,737	(89.2)
per diluted common share	5.26	3.86	36.3	0.61	5.43	(88.8)
Adjusted net income*	1,149	816	40.8	3,020	2,018	49.7
per diluted common share*	3.79	2.58	46.9	9.90	6.31	56.9
Return on Allstate common shareholders' equity (trailing twelve months)						
Net income applicable to common shareholders				15.3 %	18.2 %	(2.9)
Adjusted net income*				23.8 %	18.0 %	5.8
Book value per common share				86.33	79.21	9.0
Property-Liability combined ratio						
Recorded	95.7	89.8	5.9	89.5	87.3	2.2
Underlying combined ratio*	85.7	76.8	8.9	81.4	79.5	1.9
Property-Liability insurance premiums earned	10,009	8,863	12.9	19,905	17,744	12.2
Catastrophe losses	952	1,186	(19.7)	1,542	1,397	10.4
Shelter-in-Place Payback expense	29	738	(96.1)	29	948	(96.9)
Total policies in force (in thousands)				189,361	165,463	14.4

\* Measures used in this release that are not based on accounting principles generally accepted in the United States of America ("non-GAAP") are denoted with an asterisk and defined and reconciled to the most directly comparable GAAP measure in the "Definitions of Non-GAAP Measures" section of this document.

"Allstate has performed exceptionally as the economy rebounds from the pandemic by focusing on execution, innovation and long-term value creation," said Tom Wilson, Chair, President and CEO of The Allstate Corporation. "Revenues grew 21.6% over the prior year, reflecting execution of a multi-faceted plan to increase growth. The Property-Liability combined ratio of 95.7 was attractive despite an increase in the frequency of auto accidents and \$952 million of catastrophe losses. Investment income from the performance-based portfolio increased by \$759 million, reflecting our long-term approach to managing risk-adjusted returns. This strong execution resulted in second quarter net income of \$1.6 billion. Adjusted net income\* was \$3.79 per share, representing a return on equity of 23.8% for the last twelve months.

"The Transformative Growth plan and innovation are also creating long-term shareholder value. Property-Liability policies in force and premiums written were 12.1% and 12.5%, respectively, above the prior year due to expansion of auto insurance sold through independent agents with the National General acquisition. Policies in force through Allstate's direct and agent operations were flat as a 6.7% increase in new business, due to improved auto insurance

pricing and increased advertising, was offset by lower customer retention reflecting pandemic-related customer support in the prior year. Telematics innovation has resulted in rapid growth of pay-per-mile auto insurance and Arity's expansion into marketing services. The new \$5 billion share repurchase program that was approved today will help maintain a top 15% ranking of cash returns to shareholders among S&P 500 companies," concluded Wilson.

## Second Quarter 2021 Results

- Total revenues of \$12.6 billion in the second quarter of 2021 increased 21.6% compared to the prior year quarter, primarily reflecting higher earned premiums from the acquisition of National General and increased net investment income. Higher revenues from Protection Services, driven by the continued expansion of Allstate Protection Plans, also contributed to revenue growth in the quarter.
- Net income applicable to common shareholders increased to \$1.6 billion in the second quarter of 2021, compared to net income of \$1.2 billion in the second quarter of 2020, primarily driven by higher performance-based investment income results.
- Adjusted net income\* of \$1.1 billion, or \$3.79 per diluted share, increased \$333 million compared to the prior year quarter. The increase reflects higher net investment income and higher earned premiums from the acquisition of National General and lower Shelter-in-Place Payback expense, partially offset by higher non-catastrophe losses. The second quarter of 2020 was significantly impacted by the low level of auto accident frequency experienced due to the pandemic.

Property-Liability Results						
(\$ in millions, except ratios)	Three months ended June 30,			Six months ended June 30,		
	2021	2020	% / pts Change	2021	2020	% / pts Change
<b>Premiums written</b>	<b>\$ 10,323</b>	<b>\$ 9,172</b>	<b>12.5 %</b>	<b>20,091</b>	<b>17,764</b>	<b>13.1 %</b>
Allstate Brand	9,008	8,909	1.1	17,429	17,279	0.9
National General	1,315	263	NM	2,662	485	NM
<b>Underwriting income</b>	<b>429</b>	<b>902</b>	<b>(52.4)</b>	<b>2,086</b>	<b>2,250</b>	<b>(7.3)</b>
Allstate Brand	414	899	(53.9)	1,929	2,235	(13.7)
National General	15	6	NM	153	20	NM
<b>Recorded combined ratio</b>	<b>95.7</b>	<b>89.8</b>	<b>5.9</b>	<b>89.5</b>	<b>87.3</b>	<b>2.2</b>
Allstate Protection auto	94.3	83.8	10.5	87.4	86.6	0.8
Allstate Protection homeowners	100.3	106.8	(6.5)	94.6	89.2	5.4
<b>Underlying combined ratio*</b>	<b>85.7</b>	<b>76.8</b>	<b>8.9</b>	<b>81.4</b>	<b>79.5</b>	<b>1.9</b>
Allstate Protection auto	91.8	82.4	9.4	86.0	85.6	0.4
Allstate Protection homeowners	69.5	60.6	8.9	68.6	61.5	7.1

NM = not meaningful

- Property-Liability** written premium of \$10.3 billion increased 12.5% in the second quarter of 2021 compared to the prior year quarter, primarily driven by the acquisition of National General. The recorded combined ratio of 95.7 generated underwriting income of \$429 million, a decrease of \$473 million compared to the prior year quarter. Income decreased primarily due to higher non-catastrophe losses in auto and homeowners insurance, which were partially offset by increased premiums related to the acquisition of National General and lower Shelter-in-Place Payback expense.
  - The underlying combined ratio\* of 85.7 for the second quarter of 2021 was 8.9 points above the prior year quarter, reflecting higher non-catastrophe losses due to increased auto accident frequency and higher incurred auto and homeowners claims severity, partially offset by lower expenses.

◦ Cost reductions implemented in 2020 and continuing in 2021 provide operational flexibility to improve customer value and invest in growth. The expense ratio of 24.7 decreased 7.1 points compared to the prior year quarter, due to lower Coronavirus-related expenses from Shelter-in-Place Payback and bad debt. This was partially offset by the amortization of purchased intangibles, increased advertising of 0.7 points and restructuring charges of \$66 million. Excluding these items, the expense ratio decreased 0.4 points compared to the prior year quarter due to lower operating expenses. Increased claims process efficiency and expanded digital capabilities have also resulted in lower expenses while improving the customer experience.

◦ **Allstate Protection auto** insurance net written premium increased 10.1%, and policies in force increased 14.1% compared to the prior year quarter, driven by the acquisition of National General and increased new issued applications. Allstate brand auto net written premiums declined slightly from the prior year quarter as increased new issued applications were offset by lower average premiums. Policies in force increased sequentially for the second consecutive quarter, increasing 161 thousand compared to the end of the first quarter 2021, including 96 thousand from the Allstate brand.

The recorded auto insurance combined ratio of 94.3 in the second quarter of 2021 was 10.5 points above the prior year quarter, and the underlying combined ratio\* of 91.8 was 9.4 points above the prior year quarter, primarily due to an increase in the loss ratio, partially offset by a lower expense ratio. The auto loss ratio increase was driven by higher accident frequency as miles driven rebound toward pre-pandemic levels and higher incurred claim severity from inflation and supply chain disruptions.

◦ **Allstate Protection homeowners** insurance net written premium grew 19.2%, and policies in force increased 7.5% compared to the second quarter of 2020, due to the acquisition of National General and growth of Allstate brand policies. Allstate brand net written premium increased 6.2% compared to the prior year quarter, driven by higher average premiums and new issued application growth.

The recorded homeowners insurance combined ratio of 100.3 in the second quarter of 2021 was 6.5 points below the second quarter of 2020, primarily driven by lower catastrophe losses and increased premiums earned, partially offset by higher non-catastrophe losses. The underlying combined ratio\* of 69.5 was 8.9 points higher than the prior year quarter, reflecting the inclusion of National General's results, higher non-catastrophe claim frequency and increased severity due to inflation in labor and material costs.

Protection Services Results								
(\$ in millions)	Three months ended June 30,			Six months ended June 30,				
	2021	2020	% / \$ Change	2021	2020	% / \$ Change		
<b>Total revenues <sup>(1)</sup></b>	<b>\$ 581</b>	<b>\$ 457</b>	<b>27.1 %</b>	<b>\$ 1,133</b>	<b>\$ 911</b>	<b>24.4 %</b>		
Allstate Protection Plans	295	232	27.2	570	451	26.4		
Allstate Dealer Services	130	118	10.2	253	235	7.7		
Allstate Roadside	60	53	13.2	119	113	5.3		
Arity	64	26	146.2	128	56	128.6		
Allstate Identity Protection	32	28	14.3	63	56	12.5		
<b>Adjusted net income (loss)</b>	<b>\$ 56</b>	<b>\$ 38</b>	<b>\$ 18</b>	<b>\$ 105</b>	<b>\$ 75</b>	<b>\$ 30</b>		
Allstate Protection Plans	42	35	7	87	69	18		
Allstate Dealer Services	10	8	2	18	15	3		
Allstate Roadside	2	2	—	6	4	2		
Arity	1	(3)	4	3	(6)	9		
Allstate Identity Protection	1	(4)	5	(9)	(7)	(2)		

<sup>(1)</sup> Excludes realized capital gains and losses

• **Protection Services** revenues increased to \$581 million in the second quarter of 2021, 27.1% higher than the prior year quarter. Adjusted net income of \$56 million increased by \$18 million compared to the prior year quarter, due to growth at Allstate Protection Plans and profits at Arity and Allstate Identity Protection.

- **Allstate Protection Plans** revenue of \$295 million increased \$63 million, or 27.2%, compared to the prior year quarter, reflecting increased policies in force. Adjusted net income of \$42 million in the second quarter of 2021 was \$7 million higher than the prior year quarter, driven by profitable growth.
- **Allstate Dealer Services** revenue of \$130 million was 10.2% higher than the second quarter of 2020, driven by increased auto industry sales and the impact of lower volumes in the second quarter of 2020 from shelter-in-place orders. Adjusted net income of \$10 million in the second quarter was \$2 million higher than the prior year quarter.
- **Allstate Roadside** revenue of \$60 million in the second quarter of 2021 increased 13.2% compared to the prior year quarter, driven by the impact of lower rescue volumes in the second quarter of 2020 from shelter-in-place orders. Adjusted net income of \$2 million in the second quarter of 2021 was flat compared to the prior year quarter.
- **Arity** revenue of \$64 million increased \$38 million compared to the prior year quarter, primarily driven by the inclusion of Transparent.ly and LeadCloud as a result of the National General acquisition, and increased device sales driven by growth in the Allstate brand Milewise® product. Adjusted net income of \$1 million in the second quarter of 2021 improved \$4 million compared to the prior year quarter.
- **Allstate Identity Protection** revenue of \$32 million in the second quarter of 2021 increased 14.3% compared to the prior year quarter. Adjusted net income of \$1 million in the second quarter of 2021 increased \$5 million compared to the prior year quarter.

Allstate Health and Benefits Results						
(\$ in millions)	Three months ended June 30,			Six months ended June 30,		
	2021	2020	% Change	2021	2020	% Change
<b>Premiums and contract charges</b>	447	263	70.0	902	545	65.5
Employer voluntary benefits	255	263	(3.0)	518	545	(5.0)
Group health	87	—	NM	170	—	NM
Individual accident and health	105	—	NM	214	—	NM
<b>Adjusted net income</b>	62	5	NM	127	29	NM

- **Allstate Health and Benefits** premiums and contract charges increased 70.0% compared to the prior year quarter, primarily due to the addition of group health and individual accident and health businesses acquired with National General. Adjusted net income of \$62 million in the second quarter of 2021 increased by \$57 million compared to the second quarter of 2020, primarily due to the addition of National General and the absence of a capitalized software write-off recognized in the prior year quarter.

Allstate Investment Results						
(\$ in millions, except ratios)	Three months ended June 30,			Six months ended June 30,		
	2021	2020	\$ / pts Change	2021	2020	\$ / pts Change
<b>Net investment income</b>	\$ 974	\$ 220	754	\$ 1,682	\$ 466	1,216
Market-based investment income <sup>(1)</sup>	355	352	3	709	712	(3)
Performance-based investment income <sup>(1)</sup>	649	(110)	759	1,027	(196)	1,223
<b>Realized capital gains (losses)</b>	287	440	(153)	713	278	435
<b>Change in unrealized net capital gains and losses, pre-tax</b>	324	1,829	NM	(1,050)	704	NM
<b>Total return on investment portfolio</b>	2.6 %	4.8 %	(2.2)	2.4 %	2.6 %	(0.2)
<b>Total return on investment portfolio (trailing twelve months)</b>				6.8 %	5.9 %	0.9

<sup>(1)</sup> Investment expenses are not allocated between market-based and performance-based portfolios with the exception of investee level expenses.

- **Allstate Investments** \$62.6 billion portfolio generated net investment income of \$974 million in the second quarter of 2021, an increase of \$754 million from the prior year quarter, driven by higher performance-based income.

- **Market-based investment income** contributed \$355 million of investment income in the second quarter of 2021, an increase of \$3 million, or 0.9%, compared to the prior year quarter as the impact of low reinvestment rates was mitigated by higher average assets under management and prepayment fee income.
  - **Performance-based investment income** totaled \$649 million in the second quarter of 2021, an increase of \$759 million compared to the prior year quarter. The increase reflects higher private equity investment valuations and net gains from sales of real estate investments.
  - **Net realized capital gains** were \$287 million in the second quarter of 2021, compared to \$440 million in the prior year quarter, primarily due to higher equity valuations and gains on sales of fixed income securities and real estate.
  - **Unrealized net capital gains** increased \$324 million from the first quarter of 2021 as lower interest rates resulted in higher fixed income valuations.
  - **Total return** on the investment portfolio was 2.6% for the second quarter of 2021 and 6.8% over the trailing twelve-month period.
- **Discontinued Operations** generated \$196 million of income in the second quarter of 2021, primarily driven by higher performance-based income. In the first quarter of 2021, the assets and liabilities of Allstate Life Insurance Company and Allstate Life Insurance Company of New York were reclassified as held for sale with results presented as discontinued operations. This includes \$37.0 billion of assets and \$32.8 billion of liabilities as of June 30, 2021.

### Proactive Capital Management

"Allstate's focus on current results and long-term value creation is designed to increase shareholder value," said Mario Rizzo, Chief Financial Officer. "The previously announced divestitures of the life and annuity businesses are on pace to close in 2021, and the acquisition of National General enhances our position in the independent agent channel and increases market share. We returned \$807 million to shareholders through dividends and share repurchases in the quarter. The new \$5 billion share repurchase program, which is expected to be completed by March 31, 2023, represents 13% of current market capitalization and will be initiated in the third quarter upon completion of the prior \$3 billion program. Accelerating growth and increasing Property-Liability market share is also expected to increase shareholder value," concluded Rizzo.

Visit [www.allstateinvestors.com](http://www.allstateinvestors.com) for additional information about Allstate's results, including a webcast of its quarterly conference call and the call presentation. The conference call will be at 9 a.m. ET on Thursday, August 5. Financial information, including material announcements about The Allstate Corporation, is routinely posted on [www.allstateinvestors.com](http://www.allstateinvestors.com).

### Forward-Looking Statements

This news release contains "forward-looking statements" that anticipate results based on our estimates, assumptions and plans that are subject to uncertainty. These statements are made subject to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements do not relate strictly to historical or current facts and may be identified by their use of words like "plans," "seeks," "expects," "will," "should," "anticipates," "estimates," "intends," "believes," "likely," "targets" and other words with similar meanings. We believe these statements are based on reasonable estimates, assumptions and plans. However, if the estimates, assumptions or plans underlying the forward-looking statements prove inaccurate or if other risks or uncertainties arise, actual results could differ materially from those communicated in these forward-looking statements. Factors that could cause actual results to differ materially from those expressed in, or implied by, the forward-looking statements may be found in our filings with the U.S. Securities and Exchange Commission, including the "Risk Factors" section in our most recent annual report on Form 10-K. Forward-looking statements are as of the date on which they are made, and we assume no obligation to update or revise any forward-looking statement.



**THE ALLSTATE CORPORATION AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (UNAUDITED)**

(\$ in millions, except par value data)

	June 30, 2021	December 31, 2020
<b>Assets</b>		
Investments		
Fixed income securities, at fair value (amortized cost, net \$41,344 and \$40,034)	\$ 42,825	\$ 42,565
Equity securities, at fair value (cost \$2,537 and \$2,740)	3,059	3,168
Mortgage loans, net	786	746
Limited partnership interests	7,073	4,563
Short-term, at fair value (amortized cost \$5,516 and \$6,807)	5,516	6,807
Other, net	3,311	1,691
Total investments	62,570	59,540
Cash	656	311
Premium installment receivables, net	8,146	6,463
Deferred policy acquisition costs	4,374	3,774
Reinsurance and indemnification recoverables, net	9,497	7,215
Accrued investment income	350	371
Property and equipment, net	1,026	1,057
Goodwill	3,349	2,369
Other assets, net	5,706	2,756
Assets held for sale	36,969	42,131
<b>Total assets</b>	<b>\$ 132,643</b>	<b>\$ 125,987</b>
<b>Liabilities</b>		
Reserve for property and casualty insurance claims and claims expense	\$ 31,637	\$ 27,610
Reserve for future policy benefits	1,239	1,028
Contractholder funds	858	857
Unearned premiums	18,756	15,946
Claim payments outstanding	1,040	957
Deferred income taxes	758	382
Other liabilities and accrued expenses	9,392	7,840
Long-term debt	7,996	7,825
Liabilities held for sale	32,775	33,325
<b>Total liabilities</b>	104,451	95,770
<b>Equity</b>		
Preferred stock and additional capital paid-in, \$1 par value, 25 million shares authorized, 81.0 thousand shares issued and outstanding, \$2,025 aggregate liquidation preference; \$0.1 par value, 8 million shares authorized, 200.0 thousand shares issued and outstanding, \$200 aggregate liquidation preference for \$200 in 2021	2,170	1,970
Common stock, \$0.1 par value, 2.0 billion shares authorized and 900 million issued, 297 million and 304 million shares outstanding	9	9
Additional capital paid-in	3,668	3,498
Retained income	52,464	52,767
Treasury stock, at cost (603 million and 596 million shares)	(32,394)	(31,331)
Accumulated other comprehensive income:		
Other unrealized net capital gains and losses	2,726	3,860
Unrealized adjustment to DAC, DSI and insurance reserves	(562)	(680)
Total unrealized net capital gains and losses	2,164	3,180
Unrealized foreign currency translation adjustments	24	(7)
Unamortized pension and other postretirement prior service credit	102	131
Total accumulated other comprehensive income	2,290	3,304
<b>Total Allstate shareholders' equity</b>	28,207	30,217
Noncontrolling interest	(15)	—
<b>Total equity</b>	28,192	30,217
<b>Total liabilities and equity</b>	<b>\$ 132,643</b>	<b>\$ 125,987</b>

**THE ALLSTATE CORPORATION AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

(\$ in millions, except per share data)

	Three months ended June 30,		Six months ended June 30,	
	2021	2020	2021	2020
<b>Revenues</b>				
Property and casualty insurance premiums	\$ 10,444	\$ 9,223	\$ 20,751	\$ 18,458
Accident and health insurance premiums and contract charges	447	263	902	545
Other revenue	494	257	1,049	522
Net investment income	974	220	1,682	466
Realized capital gains (losses)	287	440	713	278
<b>Total revenues</b>	<u>12,646</u>	<u>10,403</u>	<u>25,097</u>	<u>20,269</u>
<b>Costs and expenses</b>				
Property and casualty insurance claims and claims expense	7,207	5,222	13,250	10,563
Shelter-in-Place Payback expense	29	738	29	948
Accident and health insurance policy benefits	244	123	477	264
Interest credited to contractholder funds	8	9	17	18
Amortization of deferred policy acquisition costs	1,545	1,344	3,068	2,709
Operating costs and expenses	1,683	1,394	3,414	2,732
Pension and other postretirement remeasurement (gains) losses	(134)	73	(444)	391
Restructuring and related charges	71	13	122	17
Amortization of purchased intangibles	105	29	158	57
Interest expense	91	79	177	160
<b>Total costs and expenses</b>	<u>10,849</u>	<u>9,024</u>	<u>20,268</u>	<u>17,859</u>
<b>Income from operations before income tax expense</b>	1,797	1,379	4,829	2,410
Income tax expense	362	273	988	467
<b>Net income from continuing operations</b>	1,435	1,106	3,841	1,943
<b>Income (loss) from discontinued operations, net of tax</b>	196	144	(3,597)	(144)
<b>Net income</b>	1,631	1,250	244	1,799
Less: Net income attributable to noncontrolling interest	6	—	—	—
<b>Net income attributable to Allstate</b>	1,625	1,250	244	1,799
Less: Preferred stock dividends	30	26	57	62
<b>Net income applicable to common shareholders</b>	<u>\$ 1,595</u>	<u>\$ 1,224</u>	<u>\$ 187</u>	<u>\$ 1,737</u>
<b>Earnings per common share applicable to common shareholders</b>				
Basic				
Continuing operations	\$ 4.68	\$ 3.44	\$ 12.59	\$ 5.96
Discontinued operations	0.66	0.46	(11.97)	(0.46)
<b>Total</b>	<u>\$ 5.34</u>	<u>\$ 3.90</u>	<u>\$ 0.62</u>	<u>\$ 5.50</u>
Diluted				
Continuing operations	\$ 4.61	\$ 3.41	\$ 12.41	\$ 5.88
Discontinued operations	0.65	0.45	(11.80)	(0.45)
<b>Total</b>	<u>\$ 5.26</u>	<u>\$ 3.86</u>	<u>\$ 0.61</u>	<u>\$ 5.43</u>
<b>Weighted average common shares – Basic</b>	<u>298.8</u>	<u>313.7</u>	<u>300.6</u>	<u>315.6</u>
<b>Weighted average common shares – Diluted</b>	<u>303.3</u>	<u>317.0</u>	<u>304.9</u>	<u>319.8</u>

**Definitions of Non-GAAP Measures**

We believe that investors' understanding of Allstate's performance is enhanced by our disclosure of the following non-GAAP measures. Our methods for calculating these measures may differ from those used by other companies and therefore comparability may be limited.

**Adjusted net income** is net income (loss) applicable to common shareholders, excluding:

- realized capital gains and losses except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses but included in adjusted net income,
- pension and other postretirement remeasurement gains and losses,
- business combination expenses and the amortization or impairment of purchased intangibles,
- income or loss from discontinued operations,
- adjustments for other significant non-recurring, infrequent or unusual items, when (a) the nature of the charge or gain is such that it is reasonably unlikely to recur within two years, or (b) there has been no similar charge or gain within the prior two years, and
- related income tax expense or benefit of these items.

Net income (loss) applicable to common shareholders is the GAAP measure that is most directly comparable to adjusted net income.

We use adjusted net income as an important measure to evaluate our results of operations. We believe that the measure provides investors with a valuable measure of the Company's ongoing performance because it reveals trends in our insurance and financial services business that may be obscured by the net effect of realized capital gains and losses, pension and other postretirement remeasurement gains and losses, business combination expenses and the amortization or impairment of purchased intangibles, income or loss from discontinued operations and adjustments for other significant non-recurring, infrequent or unusual items and related tax expense or benefit of these items. Realized capital gains and losses, and pension and other postretirement remeasurement gains and losses may vary significantly between periods and are generally driven by business decisions and external economic developments such as capital market conditions, the timing of which is unrelated to the insurance underwriting process. Business combination expenses and income or loss from discontinued operations are excluded because they are non-recurring in nature and the amortization or impairment of purchased intangibles is excluded because it relates to the acquisition purchase price and is not indicative of our underlying business results or trends. Non-recurring items are excluded because, by their nature, they are not indicative of our business or economic trends. Accordingly, adjusted net income excludes the effect of items that tend to be highly variable from period to period and highlights the results from ongoing operations and the underlying profitability of our business. A byproduct of excluding these items to determine adjusted net income is the transparency and understanding of their significance to net income variability and profitability while recognizing these or similar items may recur in subsequent periods. Adjusted net income is used by management along with the other components of net income (loss) applicable to common shareholders to assess our performance. We use adjusted measures of adjusted net income in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income (loss) applicable to common shareholders, adjusted net income and their components separately and in the aggregate when reviewing and evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize adjusted net income results in their evaluation of our and our industry's financial performance and in their investment decisions, recommendations and communications as it represents a reliable, representative and consistent measurement of the industry and the Company and management's performance. We note that the price to earnings multiple commonly used by insurance investors as a forward-looking valuation technique uses adjusted net income as the denominator. Adjusted net income should not be considered a substitute for net income (loss) applicable to common shareholders and does not reflect the overall profitability of our business.

The following tables reconcile net income (loss) applicable to common shareholders and adjusted net income. Taxes on adjustments to reconcile net income (loss) applicable to common shareholders and adjusted net income generally use a 21% effective tax rate.

(\$ in millions, except per share data)

	Three months ended June 30,			
	Consolidated		Per diluted common share	
	2021	2020	2021	2020
<b>Net income (loss) applicable to common shareholders</b>	\$ 1,595	\$ 1,224	\$ 5.26	\$ 3.86
Realized capital (gains) losses	(287)	(440)	(0.95)	(1.39)
Pension and other postretirement remeasurement (gains) losses	(134)	73	(0.44)	0.23
Reclassification of periodic settlements and accruals on non-hedge derivative instruments	—	—	—	—
Business combination expenses and the amortization of purchased intangibles	105	29	0.35	0.09
Business combination fair value adjustment	(6)	—	(0.02)	—
(Income) loss from discontinued operations	(493)	(167)	(1.63)	(0.52)
Income tax expense (benefit)	369	97	1.22	0.31
<b>Adjusted net income *</b>	<b>\$ 1,149</b>	<b>\$ 816</b>	<b>\$ 3.79</b>	<b>\$ 2.58</b>

	Six months ended June 30,			
	Consolidated		Per diluted common share	
	2021	2020	2021	2020
<b>Net income (loss) applicable to common shareholders</b>	\$ 187	\$ 1,737	\$ 0.61	\$ 5.43
Realized capital (gains) losses	(713)	(278)	(2.34)	(0.87)
Pension and other postretirement remeasurement (gains) losses	(444)	391	(1.46)	1.22
Reclassification of periodic settlements and accruals on non-hedge derivative instruments	1	—	—	—
Business combination expenses and the amortization of purchased intangibles	180	57	0.59	0.18
Business combination fair value adjustment	(6)	—	(0.02)	—
(Income) loss from discontinued operations	3,670	203	12.04	0.63
Income tax expense (benefit)	145	(92)	0.48	(0.28)
<b>Adjusted net income *</b>	<b>\$ 3,020</b>	<b>\$ 2,018</b>	<b>\$ 9.90</b>	<b>\$ 6.31</b>

**Adjusted net income return on Allstate common shareholders' equity** is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month adjusted net income by the average of Allstate common shareholders' equity at the beginning and at the end of the 12-months, after excluding the effect of unrealized net capital gains and losses. Return on Allstate common shareholders' equity is the most directly comparable GAAP measure. We use adjusted net income as the numerator for the same reasons we use adjusted net income, as discussed above. We use average Allstate common shareholders' equity excluding the effect of unrealized net capital gains and losses for the denominator as a representation of common shareholders' equity primarily applicable to the Allstate's earned and realized business operations because it eliminates the effect of items that are unrealized and vary significantly between periods due to external economic developments such as capital market conditions like changes in equity prices and interest rates, the amount and timing of which are unrelated to the insurance underwriting process. We use it to supplement our evaluation of net income (loss) applicable to common shareholders and return on Allstate common shareholders' equity because it excludes the effect of items that tend to be highly variable from period to period. We believe that this measure is useful to investors and that it provides a valuable tool for investors when considered along with return on Allstate common shareholders' equity because it eliminates the after-tax effects of realized and unrealized net capital gains and losses that can fluctuate significantly from period to period and that are driven by economic developments, the magnitude and timing of which are generally not influenced by management. In addition, it eliminates non-recurring items that are not indicative of our ongoing business or economic trends. A byproduct of excluding the items noted above to determine adjusted net income return on Allstate common shareholders' equity from return on Allstate common shareholders' equity is the transparency and understanding of their significance to return on common shareholders' equity variability and profitability while recognizing these or similar items may recur in subsequent periods. We use adjusted measures of adjusted net income return on Allstate common shareholders' equity in incentive compensation. Therefore, we believe it is useful for investors to have adjusted net income return on Allstate common shareholders' equity and return on Allstate common shareholders' equity when evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize adjusted net income return on common shareholders' equity results in their evaluation of our and our industry's financial performance and in their investment decisions, recommendations and communications as it represents a reliable, representative and consistent measurement of the industry and the company and management's utilization of capital. We also provide it to facilitate a comparison to our long-term adjusted net income return on Allstate common shareholders' equity goal. Adjusted net income return on Allstate common shareholders' equity should not be considered a substitute for return on Allstate common shareholders' equity and does not reflect the overall profitability of our business.

The following tables reconcile return on Allstate common shareholders' equity and adjusted net income return on Allstate common shareholders' equity.

(\$ in millions)

	For the twelve months ended June 30,	
	2021	2020
<b>Return on Allstate common shareholders' equity</b>		
Numerator:		
Net income applicable to common shareholders	\$ 3,911	\$ 4,333
Denominator:		
Beginning Allstate common shareholders' equity <sup>(1)</sup>	\$ 25,016	\$ 22,546
Ending Allstate common shareholders' equity <sup>(1)</sup>	26,037	25,016
Average Allstate common shareholders' equity	\$ 25,527	\$ 23,781
Return on Allstate common shareholders' equity	15.3 %	18.2 %

(\$ in millions)

	For the twelve months ended June 30,	
	2021	2020
<b>Adjusted net income return on Allstate common shareholders' equity</b>		
Numerator:		
Adjusted net income *	\$ 5,512	\$ 3,887
Denominator:		
Beginning Allstate common shareholders' equity <sup>(1)</sup>	\$ 25,016	\$ 22,546
Less: Unrealized net capital gains and losses	2,602	1,654
Adjusted beginning Allstate common shareholders' equity	22,414	20,892
Ending Allstate common shareholders' equity <sup>(1)</sup>	26,037	25,016
Less: Unrealized net capital gains and losses	2,164	2,602
Adjusted ending Allstate common shareholders' equity	23,873	22,414
Average adjusted Allstate common shareholders' equity	\$ 23,144	\$ 21,653
Adjusted net income return on Allstate common shareholders' equity *	23.8 %	18.0 %

<sup>(1)</sup> Excludes equity related to preferred stock of \$2,170 million as of June 30, 2021, \$1,970 million as of June 30, 2020 and \$1,930 million as of June 30, 2019.

**Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and amortization or impairment of purchased intangibles ("underlying combined ratio")** is a non-GAAP ratio, which is computed as the difference between four GAAP operating ratios: the combined ratio, the effect of catastrophes on the combined ratio, the effect of prior year non-catastrophe reserve reestimates on the combined ratio, and the effect of amortization or impairment of purchased intangibles on the combined ratio. We believe that this ratio is useful to investors and it is used by management to reveal the trends in our Property-Liability business that may be obscured by catastrophe losses, prior year reserve reestimates and amortization or impairment of purchased intangibles. Catastrophe losses cause our loss trends to vary significantly between periods as a result of their incidence of occurrence and magnitude, and can have a significant impact on the combined ratio. Prior year reserve reestimates are caused by unexpected loss development on historical reserves, which could increase or decrease current year net income. Amortization or impairment of purchased intangibles relates to the acquisition purchase price and is not indicative of our underlying insurance business results or trends. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. We also provide it to facilitate a comparison to our outlook on the underlying combined ratio. The most directly comparable GAAP measure is the combined ratio. The underlying combined ratio should not be considered a substitute for the combined ratio and does not reflect the overall underwriting profitability of our business.

The following tables reconcile the respective combined ratio to the underlying combined ratio. Underwriting margin is calculated as 100% minus the combined ratio.

**Property-Liability**

	Three months ended June 30,		Six months ended June 30,	
	2021	2020	2021	2020
<b>Combined ratio</b>	95.7	89.8	89.5	87.3
Effect of catastrophe losses	(9.5)	(13.4)	(7.7)	(7.9)
Effect of prior year non-catastrophe reserve reestimates	0.2	0.4	0.1	0.1
Effect of amortization of purchased intangibles	(0.7)	—	(0.5)	—
<b>Underlying combined ratio*</b>	<u>85.7</u>	<u>76.8</u>	<u>81.4</u>	<u>79.5</u>
Effect of prior year catastrophe reserve reestimates	0.4	0.3	(1.0)	—

**Allstate Protection - Auto Insurance**

	Three months ended June 30,		Six months ended June 30,	
	2021	2020	2021	2020
<b>Combined ratio</b>	94.3	83.8	87.4	86.6
Effect of catastrophe losses	(2.2)	(2.2)	(1.3)	(1.2)
Effect of prior year non-catastrophe reserve reestimates	0.4	0.8	0.3	0.2
Effect of amortization of purchased intangibles	(0.7)	—	(0.4)	—
<b>Underlying combined ratio*</b>	<u>91.8</u>	<u>82.4</u>	<u>86.0</u>	<u>85.6</u>
Effect of prior year catastrophe reserve reestimates	(0.1)	(0.1)	(0.2)	(0.1)

**Allstate Protection - Homeowners Insurance**

	Three months ended June 30,		Six months ended June 30,	
	2021	2020	2021	2020
<b>Combined ratio</b>	100.3	106.8	94.6	89.2
Effect of catastrophe losses	(30.3)	(46.4)	(25.5)	(27.8)
Effect of prior year non-catastrophe reserve reestimates	0.3	0.2	—	0.1
Effect of amortization of purchased intangibles	(0.8)	—	(0.5)	—
<b>Underlying combined ratio*</b>	<u>69.5</u>	<u>60.6</u>	<u>68.6</u>	<u>61.5</u>
Effect of prior year catastrophe reserve reestimates	1.5	1.3	(3.6)	0.5

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**The Allstate Corporation**

**Investor Supplement  
Second Quarter 2021**

The condensed consolidated financial statements and financial exhibits included herein are unaudited. These condensed consolidated financial statements and exhibits should be read in conjunction with the consolidated financial statements and notes thereto included in the most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. The results of operations for interim periods should not be considered indicative of results to be expected for the full year.

Measures used in these financial statements and exhibits that are not based on generally accepted accounting principles ("non-GAAP") are denoted with an asterisk (\*). These measures are defined on the pages "Definitions of Non-GAAP Measures" and are reconciled to the most directly comparable generally accepted accounting principles ("GAAP") measure herein.

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The Allstate Corporation  
Investor Supplement - Second Quarter 2021

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<b>Table of Contents</b>	
<b>Consolidated Operations</b>	
Condensed Consolidated Statements of Operations	1
Contribution to Income	2
Book Value per Common Share and Debt to Capital	3
Return on Allstate Common Shareholders' Equity	4
Policies in Force	5
<b>Property-Liability</b>	
Results	6
Allstate Protection	
Allstate Protection Profitability Measures	7
Auto Profitability Measures	8
Homeowners Profitability Measures	9
<b>Protection Services</b>	
Segment Results	10
<b>Allstate Health and Benefits</b>	
Segment Results and Other Statistics	11
<b>Corporate and Other</b>	
Segment Results	12
<b>Investments</b>	
Investment Position and Results	13
Investment Position and Results by Strategy	14
<b>Definitions of Non-GAAP Measures</b>	15,16
<b>Glossary</b>	17
Items included in the glossary are denoted with a caret (^) the first time used.	

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**The Allstate Corporation**  
**Condensed Consolidated Statements of Operations**

(\$ in millions, except per share data)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2021	March 31, 2021	June 30, 2020	June 30, 2020
<b>Revenues</b>								
Property and casualty insurance premiums <sup>(1)</sup>	\$ 10,444	\$ 10,397	\$ 9,279	\$ 9,336	\$ 9,223	\$ 9,235	\$ 20,751	\$ 18,458
Accident and health insurance premiums and contract charges <sup>(2)</sup>	447	465	292	287	293	292	902	845
Other revenue <sup>(3)</sup>	494	555	271	272	257	265	1,049	522
Net investment income	974	708	660	464	220	246	1,082	465
Realized capital gains (losses)	287	426	490	319	440	(162)	713	278
<b>Total revenues</b>	<u>12,646</u>	<u>12,451</u>	<u>10,962</u>	<u>10,678</u>	<u>10,403</u>	<u>9,866</u>	<u>25,097</u>	<u>20,269</u>
<b>Costs and expenses</b>								
Property and casualty insurance claims and claims expense	7,207	6,043	5,366	6,072	5,222	5,341	13,250	10,563
Shareholders' equity Payback expense	29	-	-	-	728	210	29	948
Accident and health insurance policy benefits	244	233	124	128	123	141	477	264
Interest credited to contractor funds	8	9	7	8	9	9	17	18
Amortization of deferred policy acquisition costs	1,545	1,523	1,382	1,386	1,344	1,365	3,068	2,709
Operating costs and expenses	1,683	1,731	1,440	1,322	1,394	1,338	3,414	2,732
Pension and other postretirement remeasurement (gains) losses	(134)	(210)	(97)	(71)	73	318	(444)	291
Restructuring and related charges	71	51	40	196	13	4	122	17
Amortization of purchased intangibles	105	53	30	31	29	28	158	57
Interest expense	91	86	80	78	79	81	377	160
<b>Total costs and expenses</b>	<u>10,849</u>	<u>9,419</u>	<u>8,098</u>	<u>9,150</u>	<u>9,024</u>	<u>8,835</u>	<u>20,268</u>	<u>17,859</u>
<b>Income from operations before income tax expense</b>	1,797	3,032	2,864	1,528	1,379	1,031	4,829	2,410
Income tax expense	362	626	594	312	273	194	898	467
<b>Net income from continuing operations</b>	1,435	2,406	2,270	1,216	1,106	837	3,931	1,943
Income (loss) from discontinued operations, net of tax	196	(3,793)	354	(63)	144	(288)	(3,597)	(144)
<b>Net income (loss)</b>	1,631	(1,387)	2,624	1,153	1,250	549	244	1,799
Less: Net income (loss) attributable to noncontrolling interest	6	(6)	-	-	-	-	-	-
<b>Net income (loss) attributable to Allstate</b>	1,625	(1,381)	2,624	1,153	1,250	549	244	1,799
Less: Preferred stock dividends	30	27	26	27	26	36	57	62
<b>Net income (loss) applicable to common shareholders</b>	<u>\$ 1,595</u>	<u>\$ (1,408)</u>	<u>\$ 2,598</u>	<u>\$ 1,126</u>	<u>\$ 1,224</u>	<u>\$ 513</u>	<u>\$ 187</u>	<u>\$ 1,737</u>
<b>Earnings per common share</b>								
<b>Basic</b>								
Continuing operations	\$ 4.68	\$ 7.88	\$ 7.38	\$ 3.82	\$ 3.44	\$ 2.52	\$ 12.59	\$ 5.66
Discontinued operations	0.66	(12.53)	1.16	(0.20)	0.46	(0.80)	(11.97)	(0.48)
<b>Total</b>	<u>\$ 5.34</u>	<u>\$ (4.65)</u>	<u>\$ 8.54</u>	<u>\$ 3.62</u>	<u>\$ 3.90</u>	<u>\$ 1.72</u>	<u>\$ 0.62</u>	<u>\$ 5.18</u>
<b>Diluted</b>								
Continuing operations	\$ 4.61	\$ 7.78	\$ 7.30	\$ 3.78	\$ 3.41	\$ 2.48	\$ 12.41	\$ 5.68
Discontinued operations	0.65	(12.38)	1.15	(0.20)	0.45	(0.80)	(11.89)	(0.48)
<b>Total</b>	<u>\$ 5.26</u>	<u>\$ (4.60)</u>	<u>\$ 8.45</u>	<u>\$ 3.58</u>	<u>\$ 3.86</u>	<u>\$ 1.68</u>	<u>\$ 0.61</u>	<u>\$ 5.43</u>
Weighted average common shares - Basic	298.8	302.5	304.3	311.2	313.7	317.4	390.6	315.6
Weighted average common shares - Diluted	303.3	306.4	307.6	314.1	317.0	322.4	394.9	319.8
<b>Cash dividends declared per common share</b>	\$ 0.81	\$ 0.81	\$ 0.54	\$ 0.54	\$ 0.54	\$ 0.54	\$ 1.62	\$ 1.08

The Allstate Corporation  
Contribution to Income

(\$ in millions, except per share data)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Contribution to income</b>								
Net income (loss) applicable to common shareholders	\$ 1,595	\$ (1,408)	\$ 2,598	\$ 1,126	\$ 1,224	\$ 513	\$ 187	\$ 1,737
Realized capital (gains) losses	(287)	(426)	(490)	(319)	(440)	162	(713)	(278)
Pension and other postretirement remeasurement (gains) losses	(134)	(310)	(371)	(71)	73	318	(444)	391
Curtailment (gains) losses	-	-	-	(8)	-	-	-	-
Reclassification of periodic settlements and accruals on non-hedge derivative instruments	-	1	(1)	1	-	-	1	-
Business combination expenses and the amortization of purchased intangibles	105	75	30	31	29	28	180	57
Business combination fair value adjustment	(6)	-	-	-	-	-	(6)	-
(Income) loss from discontinued operations	(493)	4,163	(446)	86	(167)	370	3,670	203
Income tax expense (benefit)	369	(224)	272	54	97	(189)	145	(92)
<b>Adjusted net income *</b>	<b>\$ 1,149</b>	<b>\$ 1,871</b>	<b>\$ 1,592</b>	<b>\$ 900</b>	<b>\$ 816</b>	<b>\$ 1,202</b>	<b>\$ 3,020</b>	<b>\$ 2,018</b>
<b>Income per common share - Diluted</b>								
Net income (loss) applicable to common shareholders	\$ 5.26	\$ (4.60)	\$ 8.45	\$ 3.58	\$ 3.86	\$ 1.59	\$ 0.61	\$ 5.43
Realized capital (gains) losses	(0.95)	(1.39)	(1.59)	(1.01)	(1.39)	0.50	(2.34)	(0.87)
Pension and other postretirement remeasurement (gains) losses	(0.44)	(1.01)	(1.21)	(0.22)	0.23	0.99	(1.46)	1.22
Curtailment (gains) losses	-	-	-	(0.02)	-	-	-	-
Reclassification of periodic settlements and accruals on non-hedge derivative instruments	-	-	-	-	-	-	-	-
Business combination expenses and the amortization of purchased intangibles	0.35	0.25	0.10	0.10	0.09	0.09	0.59	0.18
Business combination fair value adjustment	(0.02)	-	-	-	-	-	(0.02)	-
(Income) loss from discontinued operations	(1.53)	13.59	(1.45)	0.27	(0.52)	1.15	12.04	0.63
Income tax expense (benefit)	1.22	(0.73)	0.88	0.17	0.31	(0.59)	0.48	(0.28)
<b>Adjusted net income *</b>	<b>\$ 3.79</b>	<b>\$ 6.11</b>	<b>\$ 5.18</b>	<b>\$ 2.87</b>	<b>\$ 2.58</b>	<b>\$ 3.73</b>	<b>\$ 9.90</b>	<b>\$ 6.31</b>
Weighted average common shares - Diluted	303.3	306.4	307.6	314.1	317.0	322.4	304.9	319.8

**The Allstate Corporation**  
**Book Value per Common Share and Debt to Capital**

(\$ in millions, except per share data)	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020
<b>Book value per common share</b>						
Numerator:						
Allstate common shareholders' equity <sup>(1)</sup>	\$ 26,037	\$ 24,649	\$ 28,247	\$ 25,293	\$ 25,016	\$ 22,203
Denominator:						
Common shares outstanding and dilutive potential common shares outstanding <sup>(2)</sup>	301.6	304.0	308.7	307.0	315.8	318.7
<b>Book value per common share</b>	\$ 86.33	\$ 81.08	\$ 91.50	\$ 82.39	\$ 79.21	\$ 69.67
<b>Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities</b>						
Numerator:						
Allstate common shareholders' equity	\$ 26,037	\$ 24,649	\$ 28,247	\$ 25,293	\$ 25,016	\$ 22,203
Less: Unrealized net capital gains and losses on fixed income securities	2,167	1,680	3,185	2,750	2,610	534
Adjusted Allstate common shareholders' equity	\$ 23,870	\$ 22,969	\$ 25,062	\$ 22,543	\$ 22,406	\$ 21,669
Denominator:						
Common shares outstanding and dilutive potential common shares outstanding	301.6	304.0	308.7	307.0	315.8	318.7
<b>Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities *</b>	\$ 79.14	\$ 75.56	\$ 81.19	\$ 73.43	\$ 70.95	\$ 67.99
<b>Total debt</b>	\$ 7,996	\$ 7,996	\$ 7,825	\$ 6,635	\$ 6,634	\$ 6,633
<b>Total capital resources</b>	\$ 36,203	\$ 34,815	\$ 38,042	\$ 33,898	\$ 33,620	\$ 30,806
<b>Ratio of debt to Allstate shareholders' equity</b>	28.3 %	29.8 %	25.9 %	24.3 %	24.6 %	27.4 %
<b>Ratio of debt to capital resources</b>	22.1 %	23.0 %	20.6 %	19.6 %	19.7 %	21.5 %

<sup>(1)</sup> Excludes equity related to preferred stock of \$2.170 million at June 30, 2021 and March 31, 2021 and \$1.970 million at December 31, 2020, September 30, 2020, June 30, 2020 and March 31, 2020.  
<sup>(2)</sup> Common shares outstanding were 296,891,923 and 304,192,788 as of June 30, 2021 and December 31, 2020, respectively.

**The Allstate Corporation**  
**Return on Allstate Common Shareholders' Equity**

(\$ in millions)

	Twelve months ended					
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020
<b>Return on Allstate common shareholders' equity</b>						
Numerator:						
Net income applicable to common shareholders <sup>(1)</sup>	\$ 3,911	\$ 3,540	\$ 5,461	\$ 4,570	\$ 4,333	\$ 3,930
Denominator:						
Beginning Allstate common shareholders' equity	\$ 25,016	\$ 22,203	\$ 23,750	\$ 23,088	\$ 22,546	\$ 21,488
Ending Allstate common shareholders' equity <sup>(2)</sup>	26,037	24,649	28,247	25,293	25,016	22,203
Average Allstate common shareholders' equity <sup>^</sup>	\$ 25,527	\$ 23,426	\$ 25,999	\$ 24,191	\$ 23,781	\$ 21,846
Return on Allstate common shareholders' equity	15.3 %	15.1 %	21.0 %	18.9 %	18.2 %	18.0 %
<b>Adjusted net income return on Allstate common shareholders' equity</b>						
Numerator:						
Adjusted net income * <sup>(1)</sup>	\$ 5,512	\$ 5,179	\$ 4,510	\$ 3,897	\$ 3,887	\$ 3,687
Denominator:						
Beginning Allstate common shareholders' equity	\$ 25,016	\$ 22,203	\$ 23,750	\$ 23,088	\$ 22,546	\$ 21,488
Less: Unrealized net capital gains and losses	2,602	530	1,887	2,023	1,654	972
Adjusted beginning Allstate common shareholders' equity	22,414	21,673	21,863	21,065	20,892	20,516
Ending Allstate common shareholders' equity	26,037	24,649	28,247	25,293	25,016	22,203
Less: Unrealized net capital gains and losses	2,164	1,680	3,190	2,744	2,602	530
Adjusted ending Allstate common shareholders' equity	23,873	22,969	25,057	22,549	22,414	21,673
Average adjusted Allstate common shareholders' equity <sup>^</sup>	\$ 23,144	\$ 22,321	\$ 23,465	\$ 21,807	\$ 21,653	\$ 21,095
Adjusted net income return on Allstate common shareholders' equity *	23.8 %	23.2 %	19.2 %	17.9 %	18.0 %	17.5 %

<sup>(1)</sup> Net income applicable to common shareholders and adjusted net income reflect a trailing twelve-month period.

<sup>(2)</sup> Excludes equity related to preferred stock of \$2.170 million at June 30, 2021 and March 31, 2021 and \$1.970 million at December 31, 2020, September 30, 2020, June 30, 2020 and March 31, 2020.

**The Allstate Corporation  
Policies in Force**

	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020
<b>Policies in force statistics (in thousands) <sup>(1)</sup></b>						
<b>Allstate Protection</b>						
Auto	25,614	25,453	22,260	22,360	22,451	22,311
Homeowners	7,111	7,090	6,643	6,634	6,616	6,590
Other personal lines	4,816	4,774	4,530	4,528	4,489	4,460
Commercial lines	322	325	216	219	221	224
Total	<u>37,863</u>	<u>37,642</u>	<u>33,649</u>	<u>33,741</u>	<u>33,777</u>	<u>33,585</u>
<b>Allstate brand</b>						
Auto	21,920	21,824	21,809	21,900	21,978	21,826
Homeowners	6,459	6,427	6,427	6,414	6,391	6,360
<b>National General <sup>(2)</sup></b>						
Auto	3,694	3,629	451	460	473	485
Homeowners	652	663	216	220	225	230
<b>Protection Services</b>						
Allstate Protection Plans	139,453	133,510	128,982	125,831	120,301	107,124
Allstate Dealer Services	4,013	3,996	4,042	4,075	4,101	4,096
Allstate Roadside	539	540	548	558	562	576
Allstate Identity Protection	<u>3,041</u>	<u>2,702</u>	<u>2,700</u>	<u>2,490</u>	<u>2,312</u>	<u>1,932</u>
Total	<u>147,046</u>	<u>140,748</u>	<u>136,272</u>	<u>132,954</u>	<u>127,276</u>	<u>113,728</u>
<b>Allstate Health and Benefits</b>						
Total policies in force	<u>189,361</u>	<u>182,912</u>	<u>173,871</u>	<u>170,787</u>	<u>165,463</u>	<u>151,622</u>

<sup>(1)</sup> Policy counts are based on items rather than customers.

- A multi-car customer would generate multiple item (policy) counts, even if all cars were insured under one policy.
- PIF does not reflect banking relationships for our lender-placed insurance products to customers including fire, home and flood products, as well as collateral protection insurance and guaranteed asset protection products for automobiles.
- Commercial lines PIF for shared economy agreements reflect contracts that cover multiple drivers as opposed to individual drivers.
- Allstate Roadside reflects memberships in force and do not include their wholesale partners as the customer relationship is managed by the wholesale partner.
- Allstate Dealer Services reflects service contracts and other products sold in conjunction with auto lending and vehicle sales transactions and do not include their third party administrators ("TPAs") as the customer relationship is managed by the TPAs.
- Allstate Protection Plans represents active consumer product protection plans.
- Allstate Identity Protection reflects individual customer counts for identity protection products.
- Allstate Health and Benefits reflects certificate counts as opposed to group counts.

<sup>(2)</sup> Encompass brand has been combined into National General beginning in the first quarter of 2021 and results prior to 2021 reflect Encompass brand results only.

The Allstate Corporation  
Property-Liability Results

(\$ in millions, except ratios)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
Premiums written	\$ 10,323	\$ 9,760	\$ 8,609	\$ 9,395	\$ 9,172	\$ 8,592	\$ 20,081	\$ 17,764
(Increase) decrease in unearned premiums	(312)	(280)	244	(470)	(349)	370	(592)	21
Other	(2)	408	31	27	40	(81)	406	(41)
Premiums earned	10,009	9,888	8,884	8,952	8,863	8,881	19,995	17,744
Other revenue	321	385	218	220	205	213	706	419
Claims and claims expense	(7,103)	(5,945)	(5,268)	(5,968)	(5,139)	(5,251)	(13,048)	(10,390)
Shelter-in-Place Payback expense	(29)	-	-	-	(78)	(210)	(99)	(94)
Amortization of deferred policy acquisition costs	(1,319)	(1,303)	(1,168)	(1,158)	(1,149)	(1,167)	(2,622)	(2,316)
Operating costs and expenses	(1,384)	(1,344)	(1,207)	(1,107)	(1,133)	(1,114)	(2,788)	(2,247)
Restructuring and related charges	(66)	(25)	(26)	(187)	(8)	(4)	(88)	(12)
<b>Underwriting income <sup>(1)</sup></b>	<b>\$ 429</b>	<b>\$ 1,657</b>	<b>\$ 1,423</b>	<b>\$ 752</b>	<b>\$ 902</b>	<b>\$ 1,348</b>	<b>\$ 2,086</b>	<b>\$ 2,250</b>
Catastrophe losses	\$ 952	\$ 590	\$ 424	\$ 990	\$ 1,186	\$ 211	\$ 1,542	\$ 1,397
Amortization of purchased intangibles	\$ 71	\$ 19	\$ 5	\$ 3	\$ 3	\$ 1	\$ 90	\$ 4
<b>Operating ratios and reconciliations to underlying ratios</b>								
<b>Loss ratio</b>	71.0	60.1	59.3	66.7	58.0	59.1	65.5	58.5
Effect of catastrophe losses	(9.5)	(6.0)	(4.8)	(11.1)	(13.4)	(2.4)	(7.7)	(7.9)
Effect of prior year non-catastrophe reserve reestimates	2.2	(0.1)	-	(0.8)	0.4	(0.3)	0.1	0.1
<b>Underlying loss ratio *</b>	<b>61.7</b>	<b>54.0</b>	<b>54.5</b>	<b>54.8</b>	<b>45.0</b>	<b>56.4</b>	<b>57.9</b>	<b>50.7</b>
<b>Expense ratio <sup>(1)</sup></b>	<b>24.7</b>	<b>23.2</b>	<b>24.7</b>	<b>24.9</b>	<b>31.8</b>	<b>25.7</b>	<b>24.0</b>	<b>28.8</b>
Effect of amortization of purchased intangibles	(0.7)	(0.1)	(0.1)	-	-	-	(0.5)	-
<b>Underlying expense ratio *</b>	<b>24.0</b>	<b>23.1</b>	<b>24.6</b>	<b>24.9</b>	<b>31.8</b>	<b>25.7</b>	<b>23.5</b>	<b>28.8</b>
<b>Combined ratio</b>	<b>95.7</b>	<b>83.3</b>	<b>84.0</b>	<b>91.6</b>	<b>89.8</b>	<b>84.8</b>	<b>89.5</b>	<b>87.3</b>
Effect of catastrophe losses	(9.5)	(6.0)	(4.8)	(11.1)	(13.4)	(2.4)	(7.7)	(7.9)
Effect of prior year non-catastrophe reserve reestimates	0.2	(0.1)	-	(0.8)	0.4	(0.3)	0.1	0.1
Effect of amortization of purchased intangibles	(0.7)	(0.1)	(0.1)	-	-	-	(0.5)	-
<b>Underlying combined ratio *</b>	<b>85.7</b>	<b>77.1</b>	<b>79.5</b>	<b>79.7</b>	<b>76.8</b>	<b>82.1</b>	<b>81.4</b>	<b>79.5</b>
Effect of restructuring and related charges on combined ratio	0.6	0.3	0.4	2.1	0.1	-	0.5	0.1
Effect of Run-off Property-Liability on combined ratio	-	0.1	0.1	1.5	-	-	-	-
Effect of Shelter-in-Place Payback expense on combined and expense ratios	0.3	-	-	-	8.3	2.4	0.1	5.3
<b><sup>(1)</sup> Underwriting income (loss)</b>								
Allstate brand	\$ 414	\$ 1,515	\$ 1,414	\$ 842	\$ 899	\$ 1,336	\$ 1,929	\$ 2,235
National General <sup>(2)</sup>	15	138	12	43	6	14	153	20
Answer Financial	2	2	-	2	-	1	9	1
<b>Total underwriting income for Allstate Protection</b>	<b>431</b>	<b>1,660</b>	<b>1,426</b>	<b>887</b>	<b>905</b>	<b>1,351</b>	<b>2,091</b>	<b>2,256</b>
Run-off Property-Liability	(2)	(3)	(3)	(135)	(3)	(3)	(5)	(6)
<b>Total underwriting income for Property-Liability</b>	<b>\$ 429</b>	<b>\$ 1,657</b>	<b>\$ 1,423</b>	<b>\$ 752</b>	<b>\$ 902</b>	<b>\$ 1,348</b>	<b>\$ 2,086</b>	<b>\$ 2,250</b>
<b>Other financial information</b>								
Net investment income	\$ 931	\$ 673	\$ 619	\$ 422	\$ 178	\$ 202	\$ 1,604	\$ 380
Income tax expense on operations	(283)	(475)	(415)	(241)	(218)	(303)	(758)	(313)

<sup>(1)</sup> Encompass brand has been combined into National General beginning in the first quarter of 2021 and results prior to 2021 reflect Encompass brand results only.

**The Allstate Corporation**  
**Allstate Protection Profitability Measures**

(\$ in millions, except ratios)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Net premiums earned</b>								
Auto	\$ 6,883	\$ 6,809	\$ 6,103	\$ 6,210	\$ 6,172	\$ 6,155	\$ 13,692	\$ 12,327
Homeowners	2,411	2,392	2,090	2,073	2,054	2,037	4,803	4,091
Other personal lines	519	505	484	486	478	471	1,024	949
Commercial lines	196	190	207	183	159	218	386	377
<b>Total</b>	<b>\$ 10,009</b>	<b>\$ 9,896</b>	<b>\$ 8,884</b>	<b>\$ 8,952</b>	<b>\$ 8,863</b>	<b>\$ 8,881</b>	<b>\$ 19,905</b>	<b>\$ 17,744</b>
<b>Underwriting income (loss)</b>								
Auto	\$ 394	\$ 1,327	\$ 893	\$ 906	\$ 998	\$ 657	\$ 1,721	\$ 1,655
Homeowners	(7)	268	449	(67)	(139)	561	261	442
Other personal lines	39	33	89	42	43	90	72	133
Commercial lines	(25)	(2)	(16)	(14)	(11)	5	(27)	(6)
Other business lines <sup>1</sup>	28	27	21	18	14	17	55	31
Amort. Financial	2	7	-	2	-	1	9	1
<b>Total</b>	<b>\$ 431</b>	<b>\$ 1,660</b>	<b>\$ 1,426</b>	<b>\$ 887</b>	<b>\$ 905</b>	<b>\$ 1,351</b>	<b>\$ 2,091</b>	<b>\$ 2,256</b>
<b>Operating ratios and reconciliations to underlying ratios</b>								
Loss ratio	71.0	60.0	59.3	65.2	58.0	59.1	65.5	58.5
Effect of catastrophe losses	(9.5)	(6.0)	(4.8)	(11.1)	(13.4)	(2.4)	(7.7)	(7.9)
Effect of prior year non-catastrophe reserve reestimates	0.2	-	-	0.7	0.4	(0.3)	0.1	0.1
<b>Underlying loss ratio <sup>2</sup></b>	<b>61.7</b>	<b>54.0</b>	<b>54.5</b>	<b>54.8</b>	<b>45.0</b>	<b>56.4</b>	<b>57.9</b>	<b>50.7</b>
Expense ratio	24.7	23.2	24.6	24.9	31.8	25.7	24.0	28.8
Effect of amortization of purchased intangibles	(0.7)	(0.1)	-	-	-	-	(0.5)	-
<b>Underlying expense ratio <sup>3</sup></b>	<b>24.0</b>	<b>23.1</b>	<b>24.6</b>	<b>24.9</b>	<b>31.8</b>	<b>25.7</b>	<b>23.5</b>	<b>28.8</b>
<b>Combined ratio</b>	<b>86.7</b>	<b>83.2</b>	<b>83.9</b>	<b>90.1</b>	<b>89.8</b>	<b>84.8</b>	<b>89.5</b>	<b>87.3</b>
<b>Underlying combined ratio <sup>4</sup></b>	<b>85.7</b>	<b>77.1</b>	<b>79.1</b>	<b>79.7</b>	<b>76.8</b>	<b>82.1</b>	<b>81.4</b>	<b>79.5</b>
Effect of advertising expenses on combined ratio	3.1	3.2	3.7	2.3	2.4	2.3	3.1	2.3
Effect of restructuring and related charges on combined ratio	0.6	0.3	0.4	2.1	0.1	-	0.5	0.1
Effect of Shelter-in-Place Payback expense on combined and expense ratios	0.3	-	-	-	8.3	2.4	0.1	5.3

The Allstate Corporation  
Auto Profitability Measures

(\$ in millions, except ratios)

	Three months ended					Six months ended		
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Allstate Protection</b>								
Net premiums earned	\$ 6,883	\$ 6,809	\$ 6,103	\$ 6,210	\$ 6,172	\$ 6,195	\$ 13,692	\$ 12,327
Underwriting income	\$ 394	\$ 1,327	\$ 883	\$ 906	\$ 998	\$ 667	\$ 1,721	\$ 1,655
<b>Operating ratios and reconciliations to underlying ratios</b>								
<b>Loss ratio</b>	68.7	57.2	60.2	59.7	47.9	62.2	63.0	55.1
Effect of catastrophe losses	(2.2)	(0.4)	(0.6)	(1.6)	(2.2)	(0.2)	(1.3)	(1.2)
Effect of prior year non-catastrophe reserve reestimates	0.4	0.2	-	0.5	0.8	(0.4)	0.3	0.2
<b>Underlying loss ratio <sup>a</sup></b>	<b>66.9</b>	<b>57.0</b>	<b>59.6</b>	<b>58.6</b>	<b>46.5</b>	<b>61.6</b>	<b>62.0</b>	<b>54.1</b>
<b>Expense ratio</b>	25.6	23.3	25.3	25.7	35.9	27.1	24.4	31.5
Effect of amortization of purchased intangibles	(0.7)	(0.2)	-	-	-	-	(0.4)	-
<b>Underlying expense ratio <sup>a</sup></b>	<b>24.9</b>	<b>23.1</b>	<b>25.3</b>	<b>25.7</b>	<b>35.9</b>	<b>27.1</b>	<b>24.0</b>	<b>31.5</b>
<b>Combined ratio</b>	94.3	80.5	85.5	85.4	83.8	89.3	87.4	86.6
Effect of catastrophe losses	(2.2)	(0.4)	(0.6)	(1.6)	(2.2)	(0.2)	(1.3)	(1.2)
Effect of prior year non-catastrophe reserve reestimates	0.4	0.2	-	0.5	0.8	(0.4)	0.3	0.2
Effect of amortization of purchased intangibles	(0.7)	(0.2)	-	-	-	-	(0.4)	-
<b>Underlying combined ratio <sup>a</sup></b>	<b>91.8</b>	<b>80.1</b>	<b>84.9</b>	<b>84.3</b>	<b>82.4</b>	<b>88.7</b>	<b>86.0</b>	<b>85.6</b>
Effect of Shelter-in-Place Payback expense on combined and expense ratios	0.4	-	-	-	11.9	3.4	0.2	7.7
New issued applications (in thousands) <sup>b</sup>	1,421	1,471	846	902	882	897	2,892	1,779
<b>Allstate brand</b>								
Net premiums earned	\$ 6,036	\$ 6,014	\$ 5,977	\$ 6,081	\$ 6,037	\$ 6,020	\$ 12,050	\$ 12,057
Underwriting income	\$ 364	\$ 1,203	\$ 882	\$ 897	\$ 966	\$ 659	\$ 1,567	\$ 1,625
Combined ratio	94.0	80.0	85.2	85.2	84.0	89.1	87.0	86.5
Underlying combined ratio <sup>a</sup>	92.0	79.6	84.7	84.2	82.6	88.5	85.9	85.5
New issued applications (in thousands)								
Agency channel	658	651	603	682	664	672	1,309	1,336
Direct channel	268	278	227	206	204	209	546	413
Average premium - gross written <sup>c</sup> (\$)	600	607	621	621	612	616	604	614
Renewal ratio <sup>c</sup> (%)	87.1	86.7	87.2	87.9	87.6	87.4	86.9	87.5
Property damage gross claim frequency <sup>c</sup> (%)	47.3	(18.8)	(28.7)	(28.6)	(46.4)	(12.2)	6.6	(29.5)
Property damage paid claim severity <sup>c</sup> (%)	(4.9)	5.5	5.1	7.9	20.4	8.1	1.1	13.1
<b>National General <sup>(1)</sup></b>								
Net premiums earned	\$ 847	\$ 795	\$ 126	\$ 129	\$ 135	\$ 135	\$ 1,642	\$ 270
Underwriting income (loss)	\$ 30	\$ 124	\$ 1	\$ 9	\$ 32	\$ (2)	\$ 154	\$ 30
Combined ratio	96.5	84.4	99.2	93.0	76.3	101.5	80.6	88.9
Underlying combined ratio <sup>a (2)</sup>	89.8	83.8	96.0	89.1	74.1	100.0	86.8	87.0
New issued application (in thousands)	495	542	16	14	14	16	1,037	30

<sup>(1)</sup> Encompass brand has been combined into National General beginning in the first quarter of 2021 and results prior to 2021 reflect Encompass brand results only.

<sup>(2)</sup> Excludes 5.5 points, 1.1 points and 3.4 points in the second quarter, first quarter and first six months of 2021, respectively, related to the effect of amortization of purchased intangibles.



**The Allstate Corporation**  
**Homeowners Profitability Measures**

(\$ in millions, except ratios)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Allstate Protection</b>								
Net premiums earned	\$ 2,411	\$ 2,392	\$ 2,090	\$ 2,073	\$ 2,054	\$ 2,037	\$ 4,803	\$ 4,091
Underwriting income (loss)	\$ (7)	\$ 268	\$ 449	\$ (67)	\$ (139)	\$ 581	\$ 261	\$ 442
<b>Operating ratios and reconciliations to underlying ratios</b>								
<b>Loss ratio</b>	76.3	64.9	55.1	80.4	84.8	48.9	70.6	66.9
Effect of catastrophe losses	(30.3)	(20.7)	(16.8)	(39.1)	(46.4)	(9.0)	(25.5)	(27.8)
Effect of prior year non-catastrophe reserve reestimates	0.3	(0.2)	(0.1)	0.7	0.2	(0.1)	-	0.1
<b>Underlying loss ratio *</b>	<u>46.3</u>	<u>44.0</u>	<u>38.2</u>	<u>42.0</u>	<u>38.6</u>	<u>39.8</u>	<u>45.1</u>	<u>39.2</u>
<b>Expense ratio</b>	24.0	23.9	23.4	22.8	22.0	22.6	24.0	22.3
Effect of amortization of purchased intangibles	(0.8)	(0.2)	(0.1)	-	-	-	(0.5)	-
<b>Underlying expense ratio *</b>	<u>23.2</u>	<u>23.7</u>	<u>23.3</u>	<u>22.8</u>	<u>22.0</u>	<u>22.6</u>	<u>23.5</u>	<u>22.3</u>
<b>Combined ratio</b>	100.3	88.8	78.5	103.2	106.8	71.5	94.6	89.2
Effect of catastrophe losses	(30.3)	(20.7)	(16.8)	(39.1)	(46.4)	(9.0)	(25.5)	(27.8)
Effect of prior year non-catastrophe reserve reestimates	0.3	(0.2)	(0.1)	0.7	0.2	(0.1)	-	0.1
Effect of amortization of purchased intangibles	(0.8)	(0.2)	(0.1)	-	-	-	(0.5)	-
<b>Underlying combined ratio *</b>	<u>69.5</u>	<u>67.7</u>	<u>61.5</u>	<u>64.8</u>	<u>60.6</u>	<u>62.4</u>	<u>68.6</u>	<u>61.5</u>
New issued applications (in thousands)	292	242	227	256	238	212	534	450
<b>Allstate brand</b>								
Net premiums earned	\$ 2,032	\$ 2,008	\$ 1,993	\$ 1,974	\$ 1,955	\$ 1,936	\$ 4,040	\$ 3,891
Underwriting income	\$ 7	\$ 262	\$ 442	\$ (83)	\$ (118)	\$ 567	\$ 269	\$ 449
Combined ratio	98.7	87.0	77.8	104.7	106.0	70.7	93.3	88.5
Underlying combined ratio *	66.6	63.3	60.8	64.6	60.2	61.8	65.0	61.0
New issued applications (in thousands)								
Agency channel	243	204	201	231	214	191	447	405
Direct channel	22	16	17	16	16	13	38	29
Average premium - gross written (\$)	1,404	1,360	1,342	1,324	1,324	1,310	1,394	1,318
Renewal ratio (%)	87.3	87.0	87.4	87.8	87.3	87.6	87.2	87.4
Gross claim frequency (%)	10.4	19.3	3.6	3.5	(8.6)	(13.2)	14.5	(10.8)
Paid claim severity (%)	8.3	1.4	0.7	3.3	9.5	15.9	4.7	12.7
<b>National General <sup>(1)</sup></b>								
Net premiums earned	\$ 379	\$ 384	\$ 97	\$ 99	\$ 99	\$ 101	\$ 763	\$ 200
Underwriting income (loss)	\$ (14)	\$ 6	\$ 7	\$ 26	\$ (21)	\$ 14	\$ (8)	\$ (7)
Combined ratio	103.7	98.4	92.9	73.7	121.2	86.1	101.0	103.5
Underlying combined ratio * <sup>(2)</sup>	84.7	90.6	76.3	68.7	68.7	75.2	87.7	72.0
New issued application (in thousands)	27	22	9	9	8	8	49	16

<sup>(1)</sup> Encompass brand has been combined into National General beginning in the first quarter of 2021 and results prior to 2021 reflect Encompass brand results only.

<sup>(2)</sup> Excludes 4.8 points, 1.0 point and 2.8 points in the second quarter, first quarter and first six months of 2021, respectively, related to the effect of amortization of purchased intangibles.

The Allstate Corporation  
Protection Services Segment Results

(\$ in millions)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Protection Services</b>								
Net premiums written	\$ 692	\$ 583	\$ 559	\$ 485	\$ 467	\$ 379	\$ 1,275	\$ 846
Net premiums earned	\$ 435	\$ 411	\$ 395	\$ 384	\$ 360	\$ 354	\$ 846	\$ 714
Other revenue	88	90	53	52	51	52	178	103
Intersegment insurance premiums and service fees	46	41	38	36	35	38	87	73
Net investment income	12	10	11	12	11	10	22	21
Claims and claims expense	(109)	(103)	(102)	(107)	(85)	(92)	(212)	(177)
Amortization of deferred policy acquisition costs	(194)	(183)	(176)	(159)	(160)	(153)	(375)	(313)
Operating costs and expenses	(203)	(198)	(167)	(160)	(163)	(161)	(401)	(324)
Restructuring and related charges	(4)	(9)	(2)	2	(3)	-	(13)	(3)
Income tax expense on operations	(15)	(12)	(12)	(10)	(8)	(11)	(27)	(19)
<b>Adjusted net income<sup>(1)</sup></b>	56	49	39	40	38	37	105	75
Depreciation	7	8	8	7	6	7	15	13
Restructuring and related charges	4	9	2	(2)	3	-	13	3
Income tax expense on operations	15	12	12	10	8	11	27	19
<b>Adjusted earnings before taxes, depreciation and restructuring<sup>*</sup></b>	\$ 82	\$ 78	\$ 60	\$ 55	\$ 55	\$ 55	\$ 160	\$ 110
<b>Allstate Protection Plans</b>								
Net premiums written	\$ 467	\$ 388	\$ 385	\$ 300	\$ 310	\$ 221	\$ 855	\$ 531
Net premiums earned	\$ 279	\$ 260	\$ 248	\$ 236	\$ 219	\$ 206	\$ 539	\$ 425
Revenue <sup>†</sup>	295	275	263	251	232	219	570	451
Claims and claims expense	(70)	(66)	(69)	(70)	(56)	(55)	(136)	(111)
Amortization of deferred policy acquisition costs	(100)	(91)	(87)	(83)	(75)	(70)	(191)	(145)
Other costs and expenses <sup>†</sup>	(70)	(61)	(61)	(56)	(57)	(50)	(131)	(107)
Restructuring and related charges	(2)	-	-	3	-	-	(2)	-
Income tax expense on operations	(11)	(12)	(14)	(9)	(9)	(10)	(23)	(19)
<b>Adjusted net income</b>	\$ 42	\$ 45	\$ 32	\$ 36	\$ 35	\$ 34	\$ 87	\$ 69
<b>Allstate Dealer Services</b>								
Revenue	\$ 130	\$ 123	\$ 121	\$ 121	\$ 118	\$ 117	\$ 253	\$ 235
Adjusted net income	10	8	7	7	8	7	18	15
<b>Allstate Roadside</b>								
Revenue	\$ 60	\$ 59	\$ 58	\$ 59	\$ 53	\$ 60	\$ 119	\$ 113
Adjusted net income	2	4	4	4	2	2	6	4
<b>Arty</b>								
Revenue	\$ 64	\$ 64	\$ 26	\$ 25	\$ 26	\$ 30	\$ 128	\$ 56
Adjusted net income (loss)	1	2	(2)	(3)	(3)	(3)	3	(6)
<b>Allstate Identity Protection</b>								
Revenue	\$ 32	\$ 31	\$ 29	\$ 28	\$ 28	\$ 28	\$ 63	\$ 56
Adjusted net income (loss)	1	(10)	(3)	(4)	(4)	(3)	(9)	(7)

<sup>(1)</sup> Adjusted net income is the GAAP segment measure.

**The Allstate Corporation**  
**Allstate Health and Benefits Segment Results and Other Statistics**

(\$ in millions)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Allstate Health and Benefits</b>								
Premiums	\$ 421	\$ 428	\$ 235	\$ 247	\$ 237	\$ 253	\$ 849	\$ 490
Contract charges	26	27	27	40	26	29	53	55
Other revenue	83	80	-	-	-	-	163	-
Net investment income	19	19	20	18	20	20	38	40
Accident and health insurance policy benefits	(244)	(233)	(124)	(128)	(123)	(141)	(477)	(254)
Interest credited to contractholder funds	(8)	(8)	(7)	(8)	(9)	(9)	(17)	(18)
Amortization of deferred policy acquisition costs	(32)	(39)	(38)	(59)	(35)	(45)	(71)	(80)
Operating costs and expenses	(186)	(190)	(89)	(68)	(110) <sup>(1)</sup>	(75)	(376)	(185)
Restructuring and related charges	(3)	-	-	-	(1)	-	(1)	(1)
Income tax expense on operations	(16)	(18)	(10)	(9)	-	(8)	(34)	(8)
<b>Adjusted net income <sup>A</sup></b>	<b>\$ 62</b>	<b>\$ 65</b>	<b>\$ 34</b>	<b>\$ 33</b>	<b>\$ 5</b>	<b>\$ 24</b>	<b>\$ 127</b>	<b>\$ 29</b>
<b>Benefit ratio <sup>A</sup></b>	54.6 %	51.2 %	47.3 %	44.6 %	46.8 %	50.0 %	52.9 %	48.4 %
<b>Premiums and contract charges</b>								
Employer voluntary benefits <sup>A</sup>	\$ 255	\$ 263	\$ 262	\$ 287	\$ 263	\$ 282	\$ 518	\$ 545
Group health <sup>A</sup>	87	83	-	-	-	-	170	-
Individual accident and health <sup>A</sup>	105	109	-	-	-	-	214	-
Total	<b>\$ 447</b>	<b>\$ 455</b>	<b>\$ 262</b>	<b>\$ 287</b>	<b>\$ 263</b>	<b>\$ 282</b>	<b>\$ 902</b>	<b>\$ 545</b>

<sup>(1)</sup> Includes \$41 million write-off of capitalized software costs associated with a billing system.

**The Allstate Corporation  
Corporate and Other Segment Results**

(\$ in millions)

	Three months ended				Six months ended			
	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
Other revenue	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2	\$ -
Net investment income	12	6	10	12	11	14	18	25
Operating costs and expenses	(28)	(32)	(37)	(23)	(25)	(25)	(60)	(50)
Restructuring and related charges	-	(10)	(1)	(11)	-	-	(10)	-
Interest expense	-	(86)	(80)	(78)	-	-	(177)	-
Income tax benefit on operations	23	26	23	16	20	21	49	41
Preferred stock dividends	(30)	(27)	(26)	(27)	(26)	(36)	(57)	(62)
<b>Adjusted net loss</b>	<b>\$ (112)</b>	<b>\$ (123)</b>	<b>\$ (111)</b>	<b>\$ (111)</b>	<b>\$ (99)</b>	<b>\$ (107)</b>	<b>\$ (235)</b>	<b>\$ (236)</b>

The Allstate Corporation  
Investment Position and Results

(\$ in millions)

As of or for the three months ended

As of or for the  
six months ended

	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Investment position</b>								
Fixed income securities, at fair value	\$ 42,825	\$ 40,594	\$ 42,565	\$ 43,683	\$ 42,034	\$ 38,447	\$ 42,825	\$ 42,034
Equity securities <sup>a</sup>	3,059	3,154	3,188	2,977	2,838	2,331	3,059	2,838
Mortgage loans, net	786	902	746	788	825	766	786	825
Limited partnership interests <sup>a</sup>	7,073	6,367	4,563	4,284	4,093	4,154	7,073	4,093
Short-term, at fair value	5,516	6,017	6,807	3,145	4,140	4,580	5,516	4,140
Other investments, net	3,211	3,042	1,691	1,860	1,949	1,841	3,211	1,949
<b>Total</b>	<b>\$ 62,570</b>	<b>\$ 60,076</b>	<b>\$ 59,540</b>	<b>\$ 56,737</b>	<b>\$ 55,659</b>	<b>\$ 52,119</b>	<b>\$ 62,570</b>	<b>\$ 55,659</b>
<b>Net investment income</b>								
Fixed income securities	\$ 290	\$ 301	\$ 314	\$ 314	\$ 306	\$ 298	\$ 591	\$ 604
Equity securities	13	14	29	18	21	10	27	31
Mortgage loans	12	10	9	8	8	9	22	17
Limited partnership interests	651	378	309	123	(117)	(77)	1,029	(194)
Short-term	1	1	2	2	2	11	2	13
Other	48	41	33	29	31	31	89	62
Investment income, before expense	1,015	745	696	494	251	282	1,760	533
Less: Investment expense	(41)	(37)	(36)	(30)	(31)	(36)	(78)	(67)
<b>Net investment income</b>	<b>\$ 974</b>	<b>\$ 708</b>	<b>\$ 660</b>	<b>\$ 464</b>	<b>\$ 220</b>	<b>\$ 246</b>	<b>\$ 1,682</b>	<b>\$ 466</b>
Pre-tax yields on fixed income securities <sup>a</sup>	2.9 %	3.1 %	3.1 %	3.1 %	3.1 %	3.2 %	3.0 %	3.2 %
<b>Realized capital gains (losses), pre-tax by transaction type</b>								
Sales	\$ 115	\$ 246	\$ 212	\$ 214	\$ 160	\$ 388	\$ 361	\$ 548
Credit losses	12	2	(3)	7	1	(37)	14	(36)
Valuation of equity investments	163	167	294	128	265	(591)	330	(226)
Valuation and settlements of derivative instruments	(3)	11	(13)	(30)	14	78	8	92
<b>Total</b>	<b>\$ 287</b>	<b>\$ 426</b>	<b>\$ 490</b>	<b>\$ 319</b>	<b>\$ 440</b>	<b>\$ (162)</b>	<b>\$ 713</b>	<b>\$ 278</b>
<b>Total return on investment portfolio <sup>a</sup></b>								
Net investment income	1.6 %	1.2 %	1.1 %	0.8 %	0.4 %	0.5 %	2.8 %	0.8 %
Valuation-interest bearing	0.7	(1.8)	1.0	0.8	3.9	(1.5)	(1.1)	2.4
Valuation-equity investments	0.3	0.4	0.6	0.2	0.5	(1.1)	0.7	(0.5)
<b>Total</b>	<b>2.6 %</b>	<b>(0.2) %</b>	<b>2.7 %</b>	<b>1.8 %</b>	<b>4.8 %</b>	<b>(2.1) %</b>	<b>2.4 %</b>	<b>2.6 %</b>
<b>Fixed income securities portfolio duration <sup>a</sup> (in years)</b>	<b>4.64</b>	<b>4.81</b>	<b>5.17</b>	<b>5.14</b>	<b>5.15</b>	<b>5.10</b>	<b>4.64</b>	<b>5.15</b>

The Allstate Corporation  
Investment Position and Results by Strategy

(\$ in millions)

As of or for the three months ended

As of or for the six months ended

	June 30, 2021	March 31, 2021	Dec. 31, 2020	Sept. 30, 2020	June 30, 2020	March 31, 2020	June 30, 2021	June 30, 2020
<b>Investment Position</b>								
<b>Market-based <sup>1</sup></b>								
Interest-bearing investments <sup>1</sup>	\$ 51,367	\$ 49,422	\$ 50,975	\$ 48,581	\$ 46,062	\$ 44,702	\$ 51,367	\$ 48,862
Equity securities <sup>1</sup>	2,676	2,787	2,884	2,732	2,395	2,095	2,676	2,395
LP and other alternative investments <sup>1</sup>	317	298	257	215	180	162	317	180
<b>Total</b>	<b>\$ 54,360</b>	<b>\$ 52,507</b>	<b>\$ 54,116</b>	<b>\$ 51,528</b>	<b>\$ 50,637</b>	<b>\$ 47,019</b>	<b>\$ 54,360</b>	<b>\$ 50,637</b>
<b>Performance-based <sup>1</sup></b>								
Private equity	\$ 6,327	\$ 5,702	\$ 3,965	\$ 3,689	\$ 3,491	\$ 3,608	\$ 6,327	\$ 3,491
Real estate	1,883	1,867	1,459	1,520	1,531	1,492	1,883	1,531
<b>Total</b>	<b>\$ 8,210</b>	<b>\$ 7,569</b>	<b>\$ 5,424</b>	<b>\$ 5,209</b>	<b>\$ 5,022</b>	<b>\$ 5,100</b>	<b>\$ 8,210</b>	<b>\$ 5,022</b>
<b>Investment Income</b>								
<b>Market-based</b>								
Interest-bearing investments	\$ 330	\$ 331	\$ 339	\$ 339	\$ 331	\$ 336	\$ 661	\$ 667
Equity securities	17	15	28	19	20	24	32	44
LP and other alternative investments	9	9	4	1	2	1	18	3
Investment income, before expense	356	355	371	359	353	361	711	714
Investee level expenses	(1)	(1)	(1)	(1)	(1)	(1)	(2)	(2)
<b>Income for yield calculation</b>	<b>\$ 355</b>	<b>\$ 354</b>	<b>\$ 370</b>	<b>\$ 358</b>	<b>\$ 352</b>	<b>\$ 360</b>	<b>\$ 709</b>	<b>\$ 712</b>
<b>Pre-tax yield</b>	<b>2.7 %</b>	<b>2.8 %</b>	<b>2.9 %</b>	<b>2.9 %</b>	<b>2.9 %</b>	<b>3.1 %</b>	<b>2.8 %</b>	<b>3.0 %</b>
<b>Performance-based</b>								
Private equity	\$ 552	\$ 330	\$ 277	\$ 134	\$ (110)	\$ (95)	\$ 882	\$ (205)
Real estate	107	60	48	1	8	16	167	24
Investment income, before expense	659	390	325	135	(102)	(79)	1,049	(181)
Investee level expenses	(100)	(10)	(11)	(6)	(6)	(7)	(23)	(15)
<b>Income for yield calculation</b>	<b>\$ 649</b>	<b>\$ 378</b>	<b>\$ 314</b>	<b>\$ 129</b>	<b>\$ (110)</b>	<b>\$ (66)</b>	<b>\$ 1,027</b>	<b>\$ (196)</b>
<b>Pre-tax yield</b>	<b>33.0 %</b>	<b>20.7 %</b>	<b>23.7 %</b>	<b>10.0 %</b>	<b>(8.7) %</b>	<b>(6.7) %</b>	<b>27.0 %</b>	<b>(7.7) %</b>
<b>Total return on investments portfolio</b>								
Market-based	1.7 %	(1.1) %	2.3 %	1.8 %	5.5 %	(2.2) %	0.7 %	3.4 %
Performance-based	8.6	6.3	6.8	2.3	(2.3)	(1.2)	14.9	(3.5)
<b>Internal rate of return <sup>(1)</sup> <sup>1</sup></b>								
<b>Performance-based</b>								
10 year	12.1 %	11.7 %	11.5 %	11.5 %	11.3 %	12.1 %		
5 year	12.1	10.8	9.6	8.5	8.6	10.2		
3 year	10.7	8.5	8.0	7.2	7.5	10.4		
1 year	27.3	11.1	4.4	(1.1)	(2.2)	6.5		

<sup>(1)</sup> Calculations are based on consolidated results including held for sale investments.

## Definitions of Non-GAAP Measures

We believe that investors' understanding of Allstate's performance is enhanced by our disclosure of the following non-GAAP measures. Our methods for calculating these measures may differ from those used by other companies and therefore comparability may be limited.

### Adjusted net income is net income (loss) applicable to common shareholders, excluding:

- realized capital gains and losses except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses but included in adjusted net income, pension and other postretirement remeasurement gains and losses,
- business combination expenses and the amortization or impairment of purchased intangibles,
- income or loss from discontinued operations,
- adjustments for other significant non-recurring, infrequent or unusual items when (a) the nature of the charge or gain is such that it is reasonably unlikely to recur within two years, or (b) there has been no similar charge or gain within the prior two years, and
- related income tax expense or benefit of these items.

Net income (loss) applicable to common shareholders is the GAAP measure that is most directly comparable to adjusted net income. We use adjusted net income as an important measure to evaluate our results of operations. We believe that the measure provides investors with a valuable measure of the Company's ongoing performance because it reveals trends in our insurance and financial service business that may be obscured by the net effect of realized capital gains and losses, pension and other postretirement remeasurement gains and losses, business combination expenses, and the amortization or impairment of purchased intangibles, income or loss from discontinued operations and adjustments for other significant non-recurring, infrequent or unusual items and the related tax expense or benefit of these items. Realized capital gains and losses and pension and other postretirement remeasurement gains and losses may vary significantly between periods and are generally driven by business decisions and external economic developments such as capital market conditions, the timing of which is unrelated to the insurance underwriting process. Business combination expenses and income or loss from discontinued operations are excluded because they are non-recurring in nature and the amortization or impairment of purchased intangibles is excluded because it relates to the acquisition purchase price and is not indicative of our underlying business results or trends. Non-recurring items are excluded because, by their nature, they are not indicative of our business or economic trends. Accordingly, adjusted net income excludes the effect of items that tend to be highly variable from period to period and highlights the results from ongoing operations and the underlying profitability of our business. A byproduct of excluding these items to determine adjusted net income is the transparency and understanding of their significance to net income variability and profitability while recognizing these or similar items may recur in subsequent periods. Adjusted net income is used by management along with the other components of net income (loss) applicable to common shareholders to assess our performance. We use adjusted measures of adjusted net income in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income (loss) applicable to common shareholders, adjusted net income and their components separately and in the aggregate when reviewing and evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize adjusted net income results in their evaluation of our and our industry's financial performance and in their investment decisions, recommendations and communications as it represents a reliable, representative and consistent measurement of the industry and the Company and management's performance. We note that the price to earnings multiple commonly used by insurance investors as a forward-looking valuation technique uses adjusted net income as the denominator. Adjusted net income should not be considered a substitute for net income (loss) applicable to common shareholders and does not reflect the overall profitability of our business. A reconciliation of adjusted net income to net income (loss) applicable to common shareholders is provided in the schedule, "Contribution to Income".

**Underlying loss ratio** is a non-GAAP ratio, which is computed as the difference between three GAAP operating ratios: the loss ratio, the effect of catastrophes on the combined ratio, and the effect of prior year non-catastrophe reserve reestimates on the combined ratio. We believe that this ratio is useful to investors and it is used by management to reveal the trends that may be obscured by catastrophe losses and prior year reserve reestimates. Catastrophe losses cause our loss trends to vary significantly between periods as a result of their incidence of occurrence and magnitude, and can have a significant impact on the combined ratio. Prior year reserve reestimates are caused by unexpected loss development on historical reserves. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The most directly comparable GAAP measure is the loss ratio. The underlying loss ratio should not be considered a substitute for the loss ratio and does not reflect the overall loss ratio of our business. A reconciliation of underlying loss ratio is provided in the schedules "Property-Liability Results", "Allstate Protection Profitability Measures", "Auto Profitability Measures" and "Homeowners Profitability Measures".

**Underlying expense ratio** is a non-GAAP ratio, which is computed as the difference between the expense ratio and the effect of amortization or impairment of purchased intangibles on the expense ratio. We believe that the measure provides investors with a valuable measure of ongoing performance because it reveals trends that may be obscured by the amortization or impairment of purchased intangible assets. Amortization or impairment of purchased intangible assets is excluded because it relates to the acquisition purchase price and is not indicative of our business results or trends. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The most directly comparable GAAP measure is the expense ratio. The underlying expense ratio should not be considered a substitute for the expense ratio and does not reflect the overall expense ratio of our business. A reconciliation of underlying expense ratio is provided in the schedules "Property-Liability Results", "Allstate Protection Profitability Measures", "Auto Profitability Measures" and "Homeowners Profitability Measures".

**Underlying combined ratio** is a non-GAAP ratio, which is the sum of underlying loss and underlying expense ratios. We believe that this ratio is useful to investors and it is used by management to reveal the trends in our Property-Liability business that may be obscured by catastrophe losses, prior year reserve reestimates and amortization or impairment of purchased intangibles. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The most directly comparable GAAP measure is the combined ratio. The underlying combined ratio should not be considered a substitute for the combined ratio and does not reflect the overall underwriting profitability of our business. A reconciliation of the underlying combined ratio to combined ratio is provided in the schedule "Property-Liability Results", "Auto Profitability Measures" and "Homeowners Profitability Measures".

#### Definitions of Non-GAAP Measures (continued)

**Protection Services adjusted earnings before taxes, depreciation and restructuring**, is a non-GAAP measure, which is computed as adjusted net income (loss), excluding taxes, depreciation and restructuring. Adjusted net income (loss) is the GAAP measure that is most directly comparable to adjusted earnings before taxes, depreciation and restructuring. We use adjusted earnings before taxes, depreciation and restructuring, as an important measure to evaluate Protection Services' results of operations. We believe that the measure provides investors with a valuable measure of Protection Services' ongoing performance because it reveals trends that may be obscured by the taxes, depreciation and restructuring expenses. Taxes, depreciation and restructuring are excluded because these are not directly attributable to the underlying operating performance of Protection Services' segment. Adjusted earnings before taxes, depreciation and restructuring highlights the results from ongoing operations and the underlying profitability of our business and is used by management along with the other components of adjusted net income (loss) to assess our performance. We believe it is useful for investors to evaluate adjusted net income (loss), adjusted earnings before taxes, depreciation and restructuring, and their components separately and in the aggregate when reviewing and evaluating Protection Services segment's performance. Adjusted earnings before taxes, depreciation and restructuring should not be considered a substitute for adjusted net income (loss) and does not reflect the overall profitability of our business. A reconciliation of adjusted net income (loss) to adjusted earnings before taxes, depreciation and restructuring, is provided in the schedule, "Protection Services Segment Results".

**Adjusted net income return on Allstate common shareholders' equity** is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month adjusted net income by the average of Allstate common shareholders' equity at the beginning and at the end of the 12-months, after excluding the effect of unrealized net capital gains and losses. Return on Allstate common shareholders' equity is the most directly comparable GAAP measure. We use adjusted net income as the numerator for the same reasons we use adjusted net income, as discussed previously. We use average Allstate common shareholders' equity excluding the effect of unrealized net capital gains and losses for the denominator as a representation of common shareholders' equity primarily applicable to Allstate's earned and realized business operations because it eliminates the effect of items that are unrealized and vary significantly between periods due to external economic developments such as capital market conditions like changes in equity prices and interest rates, the amount and timing of which are unrelated to the insurance underwriting process. We use it to supplement our evaluation of net income (loss) applicable to common shareholders and return on Allstate common shareholders' equity because it excludes the effect of items that tend to be highly volatile from period to period. We believe that this measure is useful to investors and that it provides a valuable tool for investors when considered along with return on Allstate common shareholders' equity because it eliminates the after-tax effects of realized and unrealized net capital gains and losses that can fluctuate significantly from period to period and that are driven by economic developments, the magnitude and timing of which are generally not influenced by management. In addition, it eliminates non-recurring items that are not indicative of our ongoing business or economic trends. A byproduct of excluding the items noted above to determine adjusted net income return on Allstate common shareholders' equity from return on Allstate common shareholders' equity is the transparency and understanding of their significance to return on common shareholders' equity variability and profitability while recognizing these or similar items may recur in subsequent periods. We use adjusted measures of adjusted net income return on Allstate common shareholders' equity in incentive compensation. Therefore, we believe it is useful for investors to have adjusted net income return on Allstate common shareholders' equity and return on Allstate common shareholders' equity when evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize adjusted net income return on common shareholders' equity results in their evaluation of our and our industry's financial performance and in their investment decisions, recommendations and communications as it represents a reliable, representative and consistent measurement of the industry and the company and management's utilization of capital. Adjusted net income return on Allstate common shareholders' equity should not be considered a substitute for return on Allstate common shareholders' equity and does not reflect the overall profitability of our business. A reconciliation of return on Allstate common shareholders' equity and adjusted net income return on Allstate common shareholders' equity can be found in the schedule, "Return on Allstate Common Shareholders' Equity".

**Book value per common share**, excluding the impact of unrealized net capital gains and losses on fixed income securities, is a ratio that uses a non-GAAP measure. It is calculated by dividing Allstate common shareholders' equity after excluding the impact of unrealized net capital gains and losses on fixed income securities and related DAC, DSI and life insurance reserves by total common shares outstanding plus dilutive potential common shares outstanding. We use the trend in book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, in conjunction with book value per common share to identify and analyze the change in net worth applicable to management efforts between periods. We believe the non-GAAP ratio is useful to investors because it eliminates the effect of items that can fluctuate significantly from period to period and are generally driven by economic developments, primarily capital market conditions, the magnitude and timing of which are generally not influenced by management, and we believe it enhances understanding and comparability of performance by highlighting underlying business activity and profitability drivers. We note that book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, is a measure commonly used by insurance investors as a valuation technique. Book value per common share is the most directly comparable GAAP measure. Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, should not be considered a substitute for book value per common share, and does not reflect the recorded net worth of our business. A reconciliation of book value per common share, excluding the impact of unrealized net capital gains on fixed income securities, and book value per common share can be found in the schedule, "Book Value per Common Share and Debt to Capital".



## Glossary

### Consolidated Operations

Accident and health insurance premiums and contract charges are reported in the Allstate Health and Benefits segment and include employer voluntary benefits, group health and individual accident and health products.

Adjusted net income is the GAAP segment measure used for the Protection Services, Allstate Health and Benefits, and Corporate and Other segments.

Average Allstate common shareholders' equity and average adjusted Allstate common shareholders' equity are determined using a two-point average, with the beginning and ending Allstate common shareholders' equity and Allstate adjusted common shareholders' equity, respectively, for the twelve-month period as data points.

Other revenue primarily represents fees collected from policyholders relating to premium installment payments, commissions on sales of non-proprietary products, sales of identity protection services, fee-based services and other revenue transactions.

Property and casualty insurance premiums are reported in the Allstate Protection and Protection Services segments and include auto, homeowners, other personal lines and commercial lines insurance products, as well as consumer product protection plans, roadside assistance and finance and insurance products.

### Property-Liability

Average premium - gross written: Gross premiums written divided by issued item count. Gross premiums written include the impacts from discounts, surcharges and ceded reinsurance premiums and exclude the impacts from mid-term premium adjustments and premium refund accruals. Average premiums represent the appropriate policy term for each line, which is generally 6 months for auto and 12 months for homeowners.

Expense ratio: Other revenue is deducted from other costs and expenses in the expense ratio calculation.

Gross claim frequency is calculated as annualized notice counts received in the period divided by the average of policies in force with the applicable coverage during the period. It includes all actual notice counts, regardless of their current status (open or closed) or their ultimate disposition (closed with a payment or closed without payment). Frequency statistics exclude counts associated with catastrophe events. The percent change in gross claim frequency is calculated as the amount of increase or decrease in the gross claim frequency in the current period compared to the same period in the prior year, divided by the prior year gross claim frequency.

New issued applications: Item counts of automobiles or homeowners insurance applications for insurance policies that were issued during the period, regardless of whether the customer was previously insured by another Allstate Protection brand. Allstate brand includes automobiles added by existing customers when they exceed the number allowed (currently 10) on a policy.

Other business lines primarily represent commissions earned and other costs and expenses for Ivarage and non-proprietary life and annuity products.

Paid claim severity is calculated by dividing the sum of paid losses and loss expenses by claims closed with a payment during the period. The percent change in paid claim severity is calculated as the amount of increase or decrease in paid claim severity in the current period compared to the same period in the prior year, divided by the prior year paid claim severity.

Renewal ratio: Renewal policy item counts issued during the period, based on contract effective dates, divided by the total policy item counts issued generally 6 months prior for auto or 12 months prior for homeowners.

### Protection Services

Other costs and expenses may include amortization of deferred policy acquisition costs, operating costs and expenses, and restructuring and related charges.

Revenue may include net premiums earned, intersegment insurance premiums and service fees, other revenue, revenue earned from external customers and net investment income.

### Allstate Health and Benefits

Benefit ratio is contract benefits divided by premiums and contract charges.

Employer voluntary benefits include supplemental life and health products offered through workplace enrollment.

Group health includes health products sold to employers for use by their employees.

Individual accident and health includes short-term medical and supplemental products sold directly to individuals.

### Investments

Duration measures the price sensitivity of assets and liabilities to changes in interest rates.

Equity securities include investments in exchange traded and mutual funds whose underlying investments are fixed income securities.

Interest-bearing investments comprise fixed income securities, mortgage loans, short-term investments, and other investments including bank and agent loans and derivatives.

Internal rate of return is one of the measures we use to evaluate the performance of these investments. The IRR represents the rate of return on the investments considering the cash flows paid and received and, until the investment is fully liquidated, the estimated value of investment holdings at the end of the measurement period. The calculated IRR for any measurement period is highly influenced by the values of the portfolio at the beginning and end of the period, which reflect the estimated fair values of the investments as of such dates. As a result, the IRR can vary significantly for different measurement periods based on macroeconomic or other events that impact the estimated beginning or ending portfolio values, such as the global financial crisis. Our IRR calculation method may differ from those used by other investors. The timing of the recognition of income in the financial statements may differ significantly from the cash distributions and changes in the value of these investments.

Limited partnership interests: Income from equity method of accounting LP is generally recognized on a three-month delay due to the availability of the related financial statements from investees.

LP and other investments comprise limited partnership interests and other alternative investments, including real estate investments classified as other investments. Market-based investments include publicly traded equity securities classified as limited partnerships.

Market-based strategy seeks to deliver predictable earnings aligned to business needs and take advantage of short-term opportunities primarily through public and private fixed income investments and public equity securities.

Performance-based strategy seeks to deliver attractive risk-adjusted returns and supplement market risk with idiosyncratic risk primarily through investments in private equity and real estate.

Pre-tax yields: Quarterly pre-tax yield is calculated as annualized quarterly investment income, before investment expense divided by the average of the ending investment balances of the current and prior quarter. Year-to-date pre-tax yield is calculated as annualized year-to-date investment income, before investment expense divided by the average of investment balances at the beginning of the year and the end of each quarter during the year. For the purposes of the pre-tax yield calculation, income for directly held real estate and other investments is net of investee level expenses (asset level operating expenses reported as investment expense). Fixed income securities investment balances exclude unrealized capital gains and losses. Equity securities investment balances use cost in the calculation.

Total return on investment portfolio is calculated from GAAP results, including the total of net investment income, realized capital gains and losses, the change in unrealized net capital gains and losses, and the change in the difference between fair value and carrying value of mortgage loans, bank loans and agent loans divided by the average fair value balances.

