

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): May 4, 2016

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
(Address of principal executive offices)

60062
(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 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Section 2 – Financial Information

Item 2.02. Results of Operations and Financial Condition.

The Registrant's press release dated May 4, 2016, announcing its financial results for the first quarter of 2016, and the Registrant's first quarter 2016 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 May 4, 2016
- 99.2 First quarter 2016 Investor Supplement of The Allstate Corporation

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/ Samuel H. Pilch

Name: Samuel H. Pilch
Title: Senior Group Vice President
and Controller

Date: May 4, 2016



FOR IMMEDIATE RELEASE

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Allstate Reports Lower First Quarter Income Due to Catastrophe Losses

Underlying Auto Profitability Improves While Homeowners Remains Strong

NORTHBROOK, Ill., May 4, 2016 – The Allstate Corporation (NYSE: ALL) today reported financial results for the first quarter of 2016. The financial highlights were:

The Allstate Corporation Consolidated Highlights			
(\$ millions, except per share amounts and ratios)	Three months ended March 31,		
	2016	2015	% / pts Change
Consolidated revenues	\$ 8,871	\$ 8,952	(0.9)
Net income applicable to common shareholders	217	648	(66.5)
per diluted common share	0.57	1.53	(62.7)
Operating income*	322	616	(47.7)
per diluted common share*	0.84	1.46	(42.5)
Return on common shareholders' equity			
Net income applicable to common shareholders	8.3%	13.7%	(5.4) pts
Operating income*	10.2%	13.0%	(2.8) pts
Book value per common share	48.89	49.19	(0.6)
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities*	46.28	44.68	3.6
Property-Liability combined ratio			
Recorded	98.4	93.7	4.7 pts
Underlying combined ratio* (excludes catastrophes, prior year reserve reestimates and amortization of purchased intangibles)	87.2	89.0	(1.8) pts
Catastrophe losses	827	294	181.3

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

"Allstate's broad-based business model enabled us to cover the costs of two severe hailstorms and still generate operating income of \$322 million for the first quarter, or \$0.84 per share," said Thomas J. Wilson, chairman and chief executive officer of The Allstate Corporation. "The strength of Allstate's homeowners insurance business and improved underlying auto profitability from the fourth quarter of 2015 for all three underwritten brands resulted in an underlying combined ratio of 87.2 for the quarter. Total investment returns were 2% for the quarter but net investment income declined by 14% from the prior year quarter, to \$731 million. This reflects our strategy of increasing performance-based investments where long-term risk-adjusted returns are expected to be higher but can fluctuate in the short term. Allstate Financial operating income was \$104 million in the quarter, and policies in force increased by 500,000 from the prior year quarter due to excellent growth in Allstate Benefits.

"Net income was \$217 million, or \$0.57 per share, as capital losses of \$149 million were realized in the quarter. Continuing our practice of providing strong cash returns to shareholders, the board authorized a new \$1.5 billion

share repurchase program in addition to the 10% increase in the dividend approved earlier this year," Wilson concluded.

Consolidated Highlights

- Total revenue of \$8.9 billion in the first quarter of 2016 declined compared to the prior year quarter, as increased insurance premiums were more than offset by lower net investment income and realized capital losses, which are a component of revenue. Property-liability insurance premiums increased 4.0% and Allstate Financial premiums and contract charges increased 5.4% compared to the first quarter of 2015. Net investment income was 14.0% lower than the first quarter a year ago, and realized capital losses were \$149 million, compared to realized capital gains of \$139 million in the prior year quarter.
- Net income applicable to common shareholders was \$217 million, or \$0.57 per diluted share, in the first quarter of 2016, compared to \$648 million, or \$1.53 per diluted share, in the first quarter of 2015. The decrease in net income was due primarily to lower property-liability underwriting income, reflecting increased catastrophes, and realized capital losses.
- Operating income was \$322 million in the first quarter of 2016, compared to \$616 million in the first quarter of 2015. Property-liability underwriting income* of \$125 million in the first quarter of 2016 was \$342 million lower than in the prior year quarter, driven by a \$533 million increase in catastrophes. Allstate Financial operating income of \$104 million in the first quarter of 2016 was \$30 million lower than in the first quarter of 2015, due primarily to lower investment income, partly offset by higher insurance premiums and favorable life insurance mortality experience.

Financial Results: First Quarter 2016

Property-liability earned premium increased 4.0% in the first quarter of 2016 compared to the prior year quarter, driven by 4.3% growth in the Allstate brand. The recorded combined ratio was 98.4 for first quarter 2016, which included \$827 million, or 10.7 points, of catastrophe losses. The underlying combined ratio of 87.2 for first quarter 2016 was 1.8 points better than first quarter 2015.

Allstate brand earned premium growth of 4.3% in the first quarter of 2016 compared to the prior year quarter reflects a 3.8% increase in Allstate brand auto average earned premium, the result of continued efforts to increase rates to match higher costs. The Allstate brand recorded combined ratio of 97.6 was 5.4 points higher than in the first quarter of 2015, driven by higher catastrophe losses which were partially offset by a 1.4 point decline in the expense ratio. Allstate brand auto insurance had a first quarter 2016 recorded combined ratio of 99.0, which included 2.9 points of catastrophe losses. The homeowners insurance recorded combined ratio of 93.4 for the first quarter of 2016 included \$574 million of catastrophe losses, while the recorded combined ratio on a trailing twelve month basis was 82.3.

Allstate brand auto policy growth slowed in the first quarter of 2016 to 0.5%, as the company continued to execute its auto profit improvement plan, which reduced new business and retention in the first quarter of 2016 from the prior year. Allstate brand auto approved rate increases for the first quarter of 2016 were 1.7%, bringing the trailing twelve month total increase to 6.7%. Price increases over the past twelve months have helped to increase net written premium by 4.7% in the first quarter of 2016 compared to the first quarter of 2015. The underlying combined ratio of 95.9 was 0.3 points higher than the first quarter of 2015 and 1.7 points better than the fourth quarter of 2015.

Allstate brand homeowners net written premium grew by 0.9% in the first quarter of 2016 compared to the first quarter of 2015, as average premium increased by 2.3% and policies in force grew by 0.6%. The underlying combined ratio of 59.4 was 5.1 points better than the first quarter of 2015 and 3.4 points higher than the fourth quarter of 2015.

Esurance's net written premium growth of 2.5% compared to the prior year quarter reflects a 1.0% decline in policies in force, which was more than offset by a 5.2% increase in auto average premium. The Esurance recorded combined ratio of 106.2 in the first quarter of 2016 was 11.6 points better than the quarter a year ago. Esurance's underlying loss ratio* of 73.1 was 5.1 points better than the first quarter of 2015, driven by continued focus on improving auto profitability.

Encompass is focused on improving returns through enhanced pricing and underwriting sophistication. Net written premium declined by 6.7% and policies in force were 9.6% lower in the first quarter of 2016 compared to the prior year quarter. The recorded combined ratio of 105.8 in the first quarter of 2016 was adversely impacted by \$41 million, or 13.3 points, of catastrophe losses. The underlying combined ratio of 88.3 was 2.3 points better than the same period a year ago.

Allstate Financial total policies in force grew by 9% since the end of the prior year quarter, driven by a 511,000 policy increase in Allstate Benefits. Operating income of \$104 million in the first quarter of 2016 was \$30 million lower than the prior year quarter, driven by a lower yield on fixed income assets and a decrease in performance-based investment income.

Net investment income of \$731 million declined \$119 million in the first quarter of 2016 compared to the first quarter of 2015, due to lower income from the performance-based and fixed income portfolios. Performance-based investments, which include private equity and real estate, generated an annualized yield of 9.4%, and \$131 million of investment income in first quarter 2016 compared to \$209 million in the prior year quarter. Interest income from our fixed income portfolio was lower compared to the first quarter of 2015, reflecting the sale of long-duration bonds in 2015 in anticipation of increasing performance-based investments over time.

Net realized capital losses were \$149 million in the first quarter of 2016 compared to gains of \$139 million in the prior year quarter. Net realized losses on sales totaled \$59 million, and included a \$105 million net loss on the sale of investments with exposure to energy and metals and mining as we reduced our allocation to these sectors by \$1.6 billion. Impairment write-downs were \$59 million in the first quarter, including \$39 million related to energy and metals and mining.

Proactive Capital Management

"Allstate returned \$565 million of capital to shareholders in the first quarter, continuing our long history of proactively managing our shareholders' capital," said Steve Shebik, chief financial officer. "The new \$1.5 billion common share repurchase authorization approved today is expected to be completed no later than November 2017. We also finalized the 2016 catastrophe reinsurance program, excluding Florida."

Visit www.allstateinvestors.com to view additional information about Allstate's results, including a webcast of its quarterly conference call and the call presentation. The conference call will be held at 10 a.m. ET on Thursday, May 5.

The Allstate Corporation (NYSE: ALL) is the nation's largest publicly held personal lines insurer, protecting approximately 16 million households from life's uncertainties through auto, home, life and other insurance offered through its Allstate, Esurance, Encompass and Answer Financial brand names. Now celebrating its 85th anniversary as an insurer, Allstate is widely known through the slogan "You're In Good Hands With Allstate®." The Allstate brand's network of small businesses offers auto, home, life and retirement products and services to customers in the United States and Canada.

Financial information, including material announcements about The Allstate Corporation, is routinely posted on 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 speak only 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 OPERATIONS

(\$ in millions, except per share data)

	Three months ended March 31,	
	2016	2015
	(unaudited)	
Revenues		
Property-liability insurance premiums	\$ 7,723	\$ 7,426
Life and annuity premiums and contract charges	566	537
Net investment income	731	850
Realized capital gains and losses:		
Total other-than-temporary impairment ("OTTI") losses	(91)	(53)
OTTI losses reclassified to (from) other comprehensive income	10	4
Net OTTI losses recognized in earnings	(81)	(49)
Sales and other realized capital gains and losses	(68)	188
Total realized capital gains and losses	(149)	139
	<u>8,871</u>	<u>8,952</u>
Costs and expenses		
Property-liability insurance claims and claims expense	5,684	4,993
Life and annuity contract benefits	455	441
Interest credited to contractholder funds	190	199
Amortization of deferred policy acquisition costs	1,129	1,070
Operating costs and expenses	982	1,090
Restructuring and related charges	5	4
Interest expense	73	73
	<u>8,518</u>	<u>7,870</u>
Gain (loss) on disposition of operations	2	(1)
Income from operations before income tax expense	355	1,081
Income tax expense	109	404
Net income	<u>246</u>	<u>677</u>
Preferred stock dividends	29	29
Net income applicable to common shareholders	<u>\$ 217</u>	<u>\$ 648</u>
Earnings per common share:		
Net income applicable to common shareholders per common share – Basic	<u>\$ 0.57</u>	<u>\$ 1.56</u>
Weighted average common shares – Basic	<u>378.1</u>	<u>415.8</u>
Net income applicable to common shareholders per common share – Diluted	<u>\$ 0.57</u>	<u>\$ 1.53</u>
Weighted average common shares – Diluted	<u>382.9</u>	<u>422.6</u>
Cash dividends declared per common share	<u>\$ 0.33</u>	<u>\$ 0.30</u>

THE ALLSTATE CORPORATION
BUSINESS RESULTS

(\$ in millions, except ratios)

	Three months ended	
	March 31,	
	2016	2015
Property-Liability		
Premiums written	\$ 7,515	\$ 7,306
Premiums earned	\$ 7,723	\$ 7,426
Claims and claims expense	(5,684)	(4,993)
Amortization of deferred policy acquisition costs	(1,056)	(1,000)
Operating costs and expenses	(853)	(962)
Restructuring and related charges	(5)	(4)
Underwriting income	125	467
Net investment income	302	358
Periodic settlements and accruals on non-hedge derivative instruments	(1)	(1)
Amortization of purchased intangible assets	9	12
Income tax expense on operations	(144)	(281)
Operating income	291	555
Realized capital gains and losses, after-tax	(64)	18
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	1	1
Amortization of purchased intangible assets, after-tax	(6)	(8)
Change in accounting for investments in qualified affordable housing projects, after-tax	—	(28)
Net income applicable to common shareholders	\$ 222	\$ 538
Catastrophe losses	\$ 827	\$ 294
Operating ratios:		
Claims and claims expense ratio	73.6	67.2
Expense ratio	24.8	26.5
Combined ratio	98.4	93.7
Effect of catastrophe losses on combined ratio	10.7	4.0
Effect of prior year reserve reestimates on combined ratio	0.3	0.5
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio	(0.1)	(0.1)
Effect of amortization of purchased intangible assets on combined ratio	0.1	0.1
Effect of Discontinued Lines and Coverages on combined ratio	—	—
Allstate Financial		
Premiums and contract charges	\$ 566	\$ 537
Net investment income	419	484
Contract benefits	(455)	(441)
Interest credited to contractholder funds	(184)	(192)
Amortization of deferred policy acquisition costs	(71)	(69)
Operating costs and expenses	(123)	(123)
Income tax expense on operations	(48)	(62)
Operating income	104	134
Realized capital gains and losses, after-tax	(32)	72
Valuation changes on embedded derivatives that are not hedged, after-tax	(4)	(5)
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	(1)	—
Gain (loss) on disposition of operations, after-tax	1	(1)
Change in accounting for investments in qualified affordable housing projects, after-tax	—	(17)
Net income applicable to common shareholders	\$ 68	\$ 183
Corporate and Other		
Net investment income	\$ 10	\$ 8
Operating costs and expenses	(79)	(78)
Income tax benefit on operations	25	26
Preferred stock dividends	(29)	(29)
Operating loss	(73)	(73)
Realized capital gains and losses, after-tax	—	—
Net loss applicable to common shareholders	\$ (73)	\$ (73)
Consolidated net income applicable to common shareholders	\$ 217	\$ 648

THE ALLSTATE CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(\$ in millions, except par value data)

	March 31, 2016	December 31, 2015
	(unaudited)	
Assets		
Investments:		
Fixed income securities, at fair value (amortized cost \$55,627 and \$57,201)	\$ 57,291	\$ 57,948
Equity securities, at fair value (cost \$4,792 and \$4,806)	5,117	5,082
Mortgage loans	4,302	4,338
Limited partnership interests	5,091	4,874
Short-term, at fair value (amortized cost \$3,526 and \$2,122)	3,526	2,122
Other	3,550	3,394
Total investments	78,877	77,758
Cash	531	495
Premium installment receivables, net	5,558	5,544
Deferred policy acquisition costs	3,807	3,861
Reinsurance recoverables, net	8,573	8,518
Accrued investment income	567	569
Property and equipment, net	1,011	1,024
Goodwill	1,219	1,219
Other assets	2,297	2,010
Separate Accounts	3,507	3,658
Total assets	\$ 105,947	\$ 104,656
Liabilities		
Reserve for property-liability insurance claims and claims expense	\$ 24,605	\$ 23,869
Reserve for life-contingent contract benefits	12,224	12,247
Contractholder funds	21,092	21,295
Unearned premiums	12,036	12,202
Claim payments outstanding	852	842
Deferred income taxes	479	90
Other liabilities and accrued expenses	5,704	5,304
Long-term debt	5,108	5,124
Separate Accounts	3,507	3,658
Total liabilities	85,607	84,631
Shareholders' equity		
Preferred stock and additional capital paid-in, \$1 par value, 72.2 thousand shares issued and outstanding, \$1,805 aggregate liquidation preference	1,746	1,746
Common stock, \$.01 par value, 900 million issued, 375 million and 381 million shares outstanding	9	9
Additional capital paid-in	3,237	3,245
Retained income	39,505	39,413
Deferred ESOP expense	(13)	(13)
Treasury stock, at cost (525 million and 519 million shares)	(23,994)	(23,620)
Accumulated other comprehensive income:		
Unrealized net capital gains and losses:		
Unrealized net capital gains and losses on fixed income securities with OTTI	31	56
Other unrealized net capital gains and losses	1,259	608
Unrealized adjustment to DAC, DSI and insurance reserves	(90)	(44)
Total unrealized net capital gains and losses	1,200	620
Unrealized foreign currency translation adjustments	(46)	(60)
Unrecognized pension and other postretirement benefit cost	(1,304)	(1,315)
Total accumulated other comprehensive loss	(150)	(755)
Total shareholders' equity	20,340	20,025
Total liabilities and shareholders' equity	\$ 105,947	\$ 104,656

THE ALLSTATE CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(\$ in millions)

	Three months ended March 31,	
	2016	2015
	(unaudited)	
Cash flows from operating activities		
Net income	\$ 246	\$ 677
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation, amortization and other non-cash items	91	87
Realized capital gains and losses	149	(139)
Gain (loss) on disposition of operations	(2)	1
Interest credited to contractholder funds	190	199
Changes in:		
Policy benefits and other insurance reserves	459	115
Unearned premiums	(205)	(117)
Deferred policy acquisition costs	(7)	(35)
Premium installment receivables, net	11	(66)
Reinsurance recoverables, net	(40)	(24)
Income taxes	(26)	59
Other operating assets and liabilities	(152)	(191)
Net cash provided by operating activities	<u>714</u>	<u>566</u>
Cash flows from investing activities		
Proceeds from sales		
Fixed income securities	6,216	9,453
Equity securities	1,664	1,152
Limited partnership interests	180	296
Other investments	94	47
Investment collections		
Fixed income securities	949	1,213
Mortgage loans	79	114
Other investments	43	60
Investment purchases		
Fixed income securities	(5,401)	(9,210)
Equity securities	(1,733)	(1,172)
Limited partnership interests	(270)	(365)
Mortgage loans	(44)	(202)
Other investments	(253)	(193)
Change in short-term investments, net	(1,357)	(63)
Change in other investments, net	(19)	2
Purchases of property and equipment, net	(52)	(59)
Net cash provided by investing activities	<u>96</u>	<u>1,073</u>
Cash flows from financing activities		
Repayments of long-term debt	(16)	—
Contractholder fund deposits	261	261
Contractholder fund withdrawals	(492)	(572)
Dividends paid on common stock	(115)	(118)
Dividends paid on preferred stock	(29)	(29)
Treasury stock purchases	(456)	(1,010)
Shares reissued under equity incentive plans, net	30	64
Excess tax benefits on share-based payment arrangements	12	26
Other	31	(2)
Net cash used in financing activities	<u>(774)</u>	<u>(1,380)</u>
Net increase in cash	<u>36</u>	<u>259</u>
Cash at beginning of period	<u>495</u>	<u>657</u>
Cash at end of period	<u>\$ 531</u>	<u>\$ 916</u>

The following table presents the investment portfolio by strategy as of March 31, 2016.

(\$ in millions)	Total	Market-Based Core	Market-Based Active	Performance-Based Long-Term	Performance-Based Opportunistic
Fixed income securities	\$ 57,291	\$ 50,363	\$ 6,816	\$ 65	\$ 47
Equity securities	5,117	4,044	988	61	24
Mortgage loans	4,302	4,302	—	—	—
Limited partnership interests	5,091	368	—	4,723	—
Short-term investments	3,526	2,766	760	—	—
Other	3,550	2,879	150	505	16
Total	\$ 78,877	\$ 64,722	\$ 8,714	\$ 5,354	\$ 87
Property-Liability	\$ 38,736	\$ 28,121	\$ 7,668	\$ 2,889	\$ 58
Allstate Financial	37,336	33,796	1,046	2,465	29
Corporate & Other	2,805	2,805	—	—	—
Total	\$ 78,877	\$ 64,722	\$ 8,714	\$ 5,354	\$ 87

The following table presents the investment income by investment strategy for the three months ended March 31.

(\$ in millions)	2016	2015
Market-Based Core	\$ 581	\$ 629
Market-Based Active	61	50
Performance-Based Long-Term	131	209
Performance-Based Opportunistic	2	2
Investment income, before expense	775	890
Investment expense	(44)	(40)
Net investment income	\$ 731	\$ 850

The following table presents the investment income by investment type and strategy for the three months ended March 31, 2016.

(\$ in millions)	Total	Market-Based Core	Market-Based Active	Performance-Based Long-Term	Performance-Based Opportunistic
Fixed income securities	\$ 518	\$ 461	\$ 54	\$ 1	\$ 2
Equity securities	28	24	4	—	—
Mortgage loans	53	53	—	—	—
Limited partnership interests	121	—	—	121	—
Short-term investments	4	3	1	—	—
Other	51	40	2	9	—
Investment income, before expense	775	\$ 581	\$ 61	\$ 131	\$ 2
Investment expense	(44)	—	—	—	—
Net investment income	\$ 731	\$ 581	\$ 61	\$ 131	\$ 2
Property-Liability	\$ 326	\$ 206	\$ 54	\$ 65	\$ 1
Allstate Financial	437	363	7	66	1
Corporate & Other	12	12	—	—	—
Investment income, before expense	\$ 775	\$ 581	\$ 61	\$ 131	\$ 2

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.

Operating income is net income applicable to common shareholders, excluding:

- realized capital gains and losses, after-tax, except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses but included in operating income,
- valuation changes on embedded derivatives that are not hedged, after-tax,
- amortization of deferred policy acquisition costs (DAC) and deferred sales inducements (DSI), to the extent they resulted from the recognition of certain realized capital gains and losses or valuation changes on embedded derivatives that are not hedged, after-tax,
- amortization of purchased intangible assets, after-tax,
- gain (loss) on disposition of operations, after-tax, and
- 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.

Net income applicable to common shareholders is the GAAP measure that is most directly comparable to operating income.

We use operating 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, valuation changes on embedded derivatives that are not hedged, amortization of purchased intangible assets, gain (loss) on disposition of operations and adjustments for other significant non-recurring, infrequent or unusual items. Realized capital gains and losses, valuation changes on embedded derivatives that are not hedged and gain (loss) on disposition of operations 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. Consistent with our intent to protect results or earn additional income, operating income includes periodic settlements and accruals on certain derivative instruments that are reported in realized capital gains and losses because they do not qualify for hedge accounting or are not designated as hedges for accounting purposes. These instruments are used for economic hedges and to replicate fixed income securities, and by including them in operating income, we are appropriately reflecting their trends in our performance and in a manner consistent with the economically hedged investments, product attributes (e.g. net investment income and interest credited to contractholder funds) or replicated investments. Amortization of purchased intangible assets is excluded because it relates to the acquisition purchase price and is not indicative of our underlying insurance business results or trends. Non-recurring items are excluded because, by their nature, they are not indicative of our business or economic trends. Accordingly, operating 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 operating 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. Operating income is used by management along with the other components of net income applicable to common shareholders to assess our performance. We use adjusted measures of operating income in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income applicable to common shareholders, operating 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 operating 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 operating income as the denominator. Operating income should not be considered a substitute for net income applicable to common shareholders and does not reflect the overall profitability of our business.

The following table reconciles operating income and net income applicable to common shareholders.

(\$ in millions, except per share data)

	For the three months ended March 31,							
	Property-Liability		Allstate Financial		Consolidated		Per diluted common share	
	2016	2015	2016	2015	2016	2015	2016	2015
Operating income	\$ 291	\$ 555	\$ 104	\$ 134	\$ 322	\$ 616	\$ 0.84	\$ 1.46
Realized capital gains and losses, after-tax	(64)	18	(32)	72	(96)	90	(0.25)	0.21
Valuation changes on embedded derivatives that are not hedged, after-tax	—	—	(4)	(5)	(4)	(5)	(0.01)	(0.01)
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	—	—	(1)	—	(1)	—	—	—
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	1	1	—	—	1	1	—	—
Amortization of purchased intangible assets, after-tax	(6)	(8)	—	—	(6)	(8)	(0.01)	(0.02)
Gain (loss) on disposition of operations, after-tax	—	—	1	(1)	1	(1)	—	—
Change in accounting for investments in qualified affordable housing projects, after-tax	—	(28)	—	(17)	—	(45)	—	(0.11)
Net income applicable to common shareholders	\$ 222	\$ 538	\$ 68	\$ 183	\$ 217	\$ 648	\$ 0.57	\$ 1.53

Operating income return on common shareholders' equity is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month operating income by the average of 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 common shareholders' equity is the most directly comparable GAAP measure. We use operating income as the numerator for the same reasons we use operating income, as discussed above. We use average common shareholders' equity excluding the effect of unrealized net capital gains and losses for the denominator as a representation of common shareholders' equity primarily attributable to the company'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 applicable to common shareholders and return on 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 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 operating income return on common shareholders' equity from return on 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 operating income return on common shareholders' equity in incentive compensation. Therefore, we believe it is useful for investors to have operating income return on common shareholders' equity and return on common shareholders' equity when evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize operating 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. Operating income return on common shareholders' equity should not be considered a substitute for return on common shareholders' equity and does not reflect the overall profitability of our business.

The following tables reconcile return on common shareholders' equity and operating income return on common shareholders' equity.

(\$ in millions)

	For the twelve months ended March 31,	
	2016	2015
Return on common shareholders' equity		
Numerator:		
Net income applicable to common shareholders	\$ 1,624	\$ 2,807
Denominator:		
Beginning common shareholders' equity ⁽¹⁾	\$ 20,433	\$ 20,600
Ending common shareholders' equity ⁽¹⁾	18,594	20,433
Average common shareholders' equity	\$ 19,514	\$ 20,517
Return on common shareholders' equity	8.3%	13.7%
Operating income return on common shareholders' equity		
Numerator:		
Operating income	\$ 1,819	\$ 2,395
Denominator:		
Beginning common shareholders' equity	\$ 20,433	\$ 20,600
Unrealized net capital gains and losses	2,137	2,091
Adjusted beginning common shareholders' equity	18,296	18,509
Ending common shareholders' equity	18,594	20,433
Unrealized net capital gains and losses	1,200	2,137
Adjusted ending common shareholders' equity	17,394	18,296
Average adjusted common shareholders' equity	\$ 17,845	\$ 18,403
Operating income return on common shareholders' equity	10.2%	13.0%

⁽¹⁾ Excludes equity related to preferred stock of \$1,746 million.

Underwriting income is calculated as premiums earned, less claims and claims expense ("losses"), amortization of DAC, operating costs and expenses and restructuring and related charges as determined using GAAP. Management uses this measure in its evaluation of the results of operations to analyze the profitability of our Property-Liability insurance operations separately from investment results. It is also an integral component of incentive compensation. It is useful for investors to evaluate the components of income separately and in the aggregate when reviewing performance. Net income applicable to common shareholders is the most directly comparable GAAP measure. Underwriting income should not be considered a substitute for net income applicable to common shareholders and does not reflect the overall profitability of our business. A reconciliation of Property-Liability underwriting income to net income applicable to common shareholders is provided in the "Business Results" page.

Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and amortization of purchased intangible assets ("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 of purchased intangible assets 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 of purchased intangible assets. 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. Amortization of purchased intangible assets 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 table reconciles the Property-Liability underlying combined ratio to the Property-Liability combined ratio.

	Three months ended March 31,	
	2016	2015
Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and amortization of purchased intangible assets ("underlying combined ratio")	87.2	89.0
Effect of catastrophe losses	10.7	4.0
Effect of prior year non-catastrophe reserve reestimates	0.4	0.6
Effect of amortization of purchased intangible assets	0.1	0.1
Combined ratio	98.4	93.7
Effect of prior year catastrophe reserve reestimates	(0.1)	(0.1)

Underwriting margin is calculated as 100% minus the combined ratio.

In this news release, we provide our outlook range on the Property-Liability 2016 underlying combined ratio. A reconciliation of this measure to the combined ratio is not possible on a forward-looking basis because it is not possible to provide a reliable forecast of catastrophes. Future prior year reserve reestimates are expected to be zero because reserves are determined based on our best estimate of ultimate loss reserves as of the reporting date.

The following table reconciles the Allstate brand underlying combined ratio to the Allstate brand combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying combined ratio	86.1	87.4
Effect of catastrophe losses	11.2	4.1
Effect of prior year non-catastrophe reserve reestimates	0.3	0.7
Combined ratio	97.6	92.2
Effect of prior year catastrophe reserve reestimates	(0.1)	—

The following table reconciles the Allstate brand auto underlying combined ratio to the Allstate brand auto combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying combined ratio	95.9	95.6
Effect of catastrophe losses	2.9	0.3
Effect of prior year non-catastrophe reserve reestimates	0.2	0.9
Combined ratio	99.0	96.8
Effect of prior year catastrophe reserve reestimates	(0.1)	(0.1)

The following table reconciles the Allstate brand homeowners underlying combined ratio to the Allstate brand homeowners combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying combined ratio	59.4	64.5
Effect of catastrophe losses	34.2	13.9
Effect of prior year non-catastrophe reserve reestimates	(0.2)	0.3
Combined ratio	93.4	78.7
Effect of prior year catastrophe reserve reestimates	(0.3)	(0.1)

The following table reconciles the Allstate brand other personal lines underlying combined ratio to the Allstate brand other personal lines combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying combined ratio	78.1	82.1
Effect of catastrophe losses	16.0	7.4
Effect of prior year non-catastrophe reserve reestimates	(1.5)	(0.2)
Combined ratio	92.6	89.3
Effect of prior year catastrophe reserve reestimates	—	(0.3)

The following table reconciles the Encompass brand underlying combined ratio to the Encompass brand combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying combined ratio	88.3	90.6
Effect of catastrophe losses	13.3	6.3
Effect of prior year non-catastrophe reserve reestimates	4.2	(1.3)
Combined ratio	105.8	95.6
Effect of prior year catastrophe reserve reestimates	0.3	(0.9)

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.

The following table reconciles the Esurance brand underlying loss ratio and underlying combined ratio to the Esurance brand combined ratio.

	Three months ended March 31,	
	2016	2015
Underlying loss ratio	73.1	78.2
Expense ratio, excluding the effect of amortization of purchased intangible assets	31.9	38.3
Underlying combined ratio	105.0	116.5
Effect of catastrophe losses	0.7	—
Effect of prior year non-catastrophe reserve reestimates	(1.0)	(1.0)
Effect of amortization of purchased intangible assets	1.5	2.3
Combined ratio	106.2	117.8

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 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 attributable 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. The following table shows the reconciliation.

(\$ in millions, except per share data)

	As of March 31,	
	2016	2015
Book value per common share		
Numerator:		
Common shareholders' equity	\$ 18,594	\$ 20,433
Denominator:		
Common shares outstanding and dilutive potential common shares outstanding	380.3	415.4
Book value per common share	\$ 48.89	\$ 49.19
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities		
Numerator:		
Common shareholders' equity	\$ 18,594	\$ 20,433
Unrealized net capital gains and losses on fixed income securities	993	1,871
Adjusted common shareholders' equity	\$ 17,601	\$ 18,562
Denominator:		
Common shares outstanding and dilutive potential common shares outstanding	380.3	415.4
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities	\$ 46.28	\$ 44.68

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THE ALLSTATE CORPORATION

Investor Supplement First Quarter 2016

The consolidated financial statements and financial exhibits included herein are unaudited. These 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 are not necessarily indicative of results 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 (*) and are reconciled to the most directly comparable generally accepted accounting principles ("GAAP") measures on the page "Definitions of Non-GAAP Measures".

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Definitions of Non-GAAP Measures

THE ALLSTATE CORPORATION
CONSOLIDATED STATEMENTS OF OPERATIONS
(\$ in millions, except per share data)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	Jun 2
Revenues				
Property-liability insurance premiums	\$ 7,723	\$ 7,684	\$ 7,650	\$
Life and annuity premiums and contract charges	566	547	538	
Net investment income	731	710	807	
Realized capital gains and losses:				
Total other-than-temporary impairment ("OTTI") losses	(91)	(166)	(186)	
OTTI losses reclassified to (from) other comprehensive income	10	16	12	
Net OTTI losses recognized in earnings	(81)	(150)	(174)	
Sales and other realized capital gains and losses	(68)	(100)	207	
Total realized capital gains and losses	(149)	(250)	33	
Total revenues	<u>8,871</u>	<u>8,691</u>	<u>9,028</u>	
Costs and expenses				
Property-liability insurance claims and claims expense	5,684	5,199	5,255	
Life and annuity contract benefits	455	456	460	
Interest credited to contractholder funds	190	183	194	
Amortization of deferred policy acquisition costs	1,129	1,116	1,092	
Operating costs and expenses	982	938	992	
Restructuring and related charges	5	7	9	
Interest expense	73	73	73	
Total costs and expenses	<u>8,518</u>	<u>7,972</u>	<u>8,075</u>	
Gain (loss) on disposition of operations	2	1	2	
Income from operations before income tax expense	355	720	955	
Income tax expense	109	231	305	
Net income	<u>\$ 246</u>	<u>\$ 489</u>	<u>\$ 650</u>	\$
Preferred stock dividends	29	29	29	
Net income applicable to common shareholders	<u>\$ 217</u>	<u>\$ 460</u>	<u>\$ 621</u>	\$
Earnings per common share:				
Net income applicable to common shareholders per common share - Basic	<u>\$ 0.57</u>	<u>\$ 1.19</u>	<u>\$ 1.56</u>	\$
Weighted average common shares - Basic	<u>378.1</u>	<u>385.0</u>	<u>397.0</u>	
Net income applicable to common shareholders per common share - Diluted	<u>\$ 0.57</u>	<u>\$ 1.18</u>	<u>\$ 1.54</u>	\$
Weighted average common shares - Diluted	<u>382.9</u>	<u>390.2</u>	<u>402.1</u>	
Cash dividends declared per common share	<u>\$ 0.33</u>	<u>\$ 0.30</u>	<u>\$ 0.30</u>	\$

THE ALLSTATE CORPORATION
CONTRIBUTION TO INCOME
(\$ in millions, except per share data)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	Ju 2
Contribution to income				
Operating income before the impact of restructuring and related charges	\$ 325	\$ 629	\$ 616	\$
Restructuring and related charges, after-tax	(3)	(4)	(6)	
Operating income *	322	625	610	
Realized capital gains and losses, after-tax	(96)	(161)	21	
Valuation changes on embedded derivatives that are not hedged, after-tax	(4)	2	(2)	
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	(1)	-	(1)	
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	1	1	-	
Amortization of purchased intangible assets, after-tax	(6)	(8)	(8)	
Gain (loss) on disposition of operations, after-tax	1	1	1	
Change in accounting for investments in qualified affordable housing projects, after-tax	-	-	-	
Net income applicable to common shareholders	\$ 217	\$ 460	\$ 621	\$
Income per common share - Diluted				
Operating income before the impact of restructuring and related charges	\$ 0.85	\$ 1.61	\$ 1.53	\$
Restructuring and related charges, after-tax	(0.01)	(0.01)	(0.01)	
Operating income	0.84	1.60	1.52	
Realized capital gains and losses, after-tax	(0.25)	(0.41)	0.05	
Valuation changes on embedded derivatives that are not hedged, after-tax	(0.01)	0.01	(0.01)	
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	-	-	-	
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	-	-	-	
Amortization of purchased intangible assets, after-tax	(0.01)	(0.02)	(0.02)	
Gain (loss) on disposition of operations, after-tax	-	-	-	
Change in accounting for investments in qualified affordable housing projects, after-tax	-	-	-	
Net income applicable to common shareholders	\$ 0.57	\$ 1.18	\$ 1.54	\$
Weighted average common shares - Diluted	382.9	390.2	402.1	

THE ALLSTATE CORPORATION
REVENUES
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Property-Liability				
Property-Liability insurance premiums	\$ 7,723	\$ 7,684	\$ 7,650	\$ 7,545
Net investment income	302	280	307	292
Realized capital gains and losses	(99)	(153)	(161)	45
Total Property-Liability revenues	7,926	7,811	7,796	7,892
Allstate Financial				
Life and annuity premiums and contract charges	566	547	538	536
Net investment income	419	420	491	485
Realized capital gains and losses	(49)	(97)	194	55
Total Allstate Financial revenues	936	870	1,223	1,084
Corporate and Other				
Service fees ⁽¹⁾	1	1	-	1
Net investment income	10	10	9	8
Realized capital gains and losses	(1)	-	-	-
Total Corporate and Other revenues before reclassification of services fees	10	11	9	9
Reclassification of service fees ⁽¹⁾	(1)	(1)	-	(1)
Total Corporate and Other revenues	9	10	9	8
Consolidated revenues	\$ 8,871	\$ 8,691	\$ 9,028	\$ 8,984

⁽¹⁾ For presentation in the Consolidated Statements of Operations, service fees of the Corporate and Other segment are reclassified to expenses.

THE ALLSTATE CORPORATION
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
(\$ in millions)

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015	March 31, 2015
Assets					
Investments					
Fixed income securities, at fair value (amortized cost \$55,627, \$57,201, \$56,918, \$57,971 and \$58,235)	\$ 57,291	\$ 57,948	\$ 58,257	\$ 59,930	\$ 61,403
Equity securities, at fair value (cost \$4,792, \$4,806, \$4,123, \$3,649 and \$3,752)	5,117	5,082	4,236	4,000	4,166
Mortgage loans	4,302	4,338	4,402	4,343	4,276
Limited partnership interests	5,091	4,874	4,823	4,536	4,699
Short-term, at fair value (amortized cost \$3,526, \$2,122, \$3,036, \$2,821 and \$2,497)	3,526	2,122	3,036	2,821	2,497
Other	3,550	3,394	3,588	3,511	3,396
Total investments	78,877	77,758	78,342	79,141	80,437
Cash	531	495	905	805	916
Premium installment receivables, net	5,558	5,544	5,711	5,599	5,502
Deferred policy acquisition costs	3,807	3,861	3,811	3,708	3,527
Reinsurance recoverables, net ⁽¹⁾	8,573	8,518	8,468	8,520	8,408
Accrued investment income	567	569	575	610	597
Property and equipment, net	1,011	1,024	1,050	1,038	1,026
Goodwill	1,219	1,219	1,219	1,219	1,219
Other assets	2,297	2,010	2,039	2,303	2,074
Separate Accounts	3,507	3,658	3,677	4,121	4,304
Total assets	\$ 105,947	\$ 104,656	\$ 105,797	\$ 107,064	\$ 108,010

Liabilities	
Reserve for property-liability insurance claims and claims expense	
Reserve for life-contingent contract benefits	
Contractholder funds	
Unearned premiums	
Claim payments outstanding	
Deferred income taxes	
Other liabilities and accrued expenses	
Long-Term Debt	
Separate Accounts	
Total liabilities	

Equity	
Preferred stock and additional capital paid-in, 72.2 thousand share	
Common stock, 375 million, 381 million, 390 million, 402 million and 409 million shares outstanding	
Additional capital paid-in	
Retained income	
Deferred ESOP expense	
Treasury stock, at cost (525 million, 519 million, 510 million, 498 million and 491 million shares)	
Accumulated other comprehensive income:	
Unrealized net capital gains and losses:	
Unrealized net capital gains and losses on fixed income securities with other-than-temporary impairments	
Other unrealized net capital gains and losses	
Unrealized adjustment to DAC, DSI and insurance reserves	
Total unrealized net capital gains and losses	
Unrealized foreign currency translation adjustments	
Unrecognized pension and other postretirement benefit cost	
Total accumulated other comprehensive (loss) income	
Total shareholders' equity	
Total liabilities and shareholders' equity	

⁽¹⁾ Reinsurance recoverables of unpaid losses related to Property-Liability were \$5.96 billion, \$5.89 billion, \$5.85 billion, \$5.85 billion and \$5.72 billion as of March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015 and March 31, 2015, respectively.

THE ALLSTATE CORPORATION
BOOK VALUE PER COMMON SHARE
(\$ in millions, except per share data)

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Book value per common share				
Numerator:				
Common shareholders' equity ⁽¹⁾	\$ <u>18,594</u>	\$ <u>18,279</u>	\$ <u>18,758</u>	\$ <u>19,5</u>
Denominator:				
Common shares outstanding and dilutive potential common shares outstanding	<u>380.3</u>	<u>386.1</u>	<u>394.6</u>	<u>40</u>
Book value per common share	\$ <u>48.89</u>	\$ <u>47.34</u>	\$ <u>47.54</u>	\$ <u>47</u>
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities *				
Numerator:				
Common shareholders' equity	\$ 18,594	\$ 18,279	\$ 18,758	\$ 19,5
Unrealized net capital gains and losses on fixed income securities	<u>993</u>	<u>443</u>	<u>807</u>	<u>1,1</u>
Adjusted common shareholders' equity	\$ <u>17,601</u>	\$ <u>17,836</u>	\$ <u>17,951</u>	\$ <u>18,3</u>
Denominator:				
Common shares outstanding and dilutive potential common shares outstanding	<u>380.3</u>	<u>386.1</u>	<u>394.6</u>	<u>40</u>
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities	\$ <u>46.28</u>	\$ <u>46.20</u>	\$ <u>45.49</u>	\$ <u>45</u>

⁽¹⁾ Excludes equity related to preferred stock of \$1,746 million in each period.

THE ALLSTATE CORPORATION
RETURN ON COMMON SHAREHOLDERS' EQUITY
(\$ in millions)

	Twelve months ended		
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015
Return on Common Shareholders' Equity			
Numerator:			
Net income applicable to common shareholders ⁽¹⁾	\$ <u>1,624</u>	\$ <u>2,055</u>	\$ <u>2,390</u>
Denominator:			
Beginning common shareholders' equity	\$ 20,433	\$ 20,558	\$ 20,583
Ending common shareholders' equity	18,594	18,279	18,758
Average common shareholders' equity ⁽²⁾	\$ <u>19,514</u>	\$ <u>19,419</u>	\$ <u>19,671</u>
Return on common shareholders' equity	<u>8.3</u> %	<u>10.6</u> %	<u>12.2</u> %
Operating Income Return on Common Shareholders' Equity *			
Numerator:			
Operating income ⁽¹⁾	\$ <u>1,819</u>	\$ <u>2,113</u>	\$ <u>2,224</u>
Denominator:			
Beginning common shareholders' equity	\$ 20,433	\$ 20,558	\$ 20,583
Unrealized net capital gains and losses	2,137	1,926	1,827
Adjusted beginning common shareholders' equity	<u>18,296</u>	<u>18,632</u>	<u>18,756</u>
Ending common shareholders' equity	18,594	18,279	18,758
Unrealized net capital gains and losses	1,200	620	879
Adjusted ending common shareholders' equity	<u>17,394</u>	<u>17,659</u>	<u>17,879</u>
Average adjusted common shareholders' equity ⁽²⁾	\$ <u>17,845</u>	\$ <u>18,146</u>	\$ <u>18,318</u>
Operating income return on common shareholders' equity	<u>10.2</u> %	<u>11.6</u> %	<u>12.1</u> %

⁽¹⁾ Net income applicable to common shareholders and operating income reflect a trailing twelve-month period.

⁽²⁾ Average common shareholders' equity and average adjusted common shareholders' equity are determined using a two-point average, with the beginning common shareholders' equity and adjusted common shareholders' equity, respectively, for the twelve-month period as data points.

THE ALLSTATE CORPORATION
DEBT TO CAPITAL
(\$ in millions)

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30 2015
Debt				
Short-term debt	\$ -	\$ -	\$ -	\$ -
Long-term debt	5,108	5,124	5,123	5,13
Total debt	<u>\$ 5,108</u>	<u>\$ 5,124</u>	<u>\$ 5,123</u>	<u>\$ 5,13</u>
Capital resources				
Debt	\$ 5,108	\$ 5,124	\$ 5,123	\$ 5,13
Shareholders' equity				
Preferred stock and additional capital paid-in	1,746	1,746	1,746	1,74
Common stock	9	9	9	9
Additional capital paid-in	3,237	3,245	3,224	3,20
Retained income	39,505	39,413	39,068	38,56
Deferred ESOP expense	(13)	(13)	(23)	(2
Treasury stock	(23,994)	(23,620)	(23,058)	(22,27
Unrealized net capital gains and losses	1,200	620	879	1,41
Unrealized foreign currency translation adjustments	(46)	(60)	(52)	(3
Unrecognized pension and other postretirement benefit cost	(1,304)	(1,315)	(1,289)	(1,31
Total shareholders' equity	<u>20,340</u>	<u>20,025</u>	<u>20,504</u>	<u>21,29</u>
Total capital resources	<u>\$ 25,448</u>	<u>\$ 25,149</u>	<u>\$ 25,627</u>	<u>\$ 26,43</u>
Ratio of debt to shareholders' equity	<u>25.1 %</u>	<u>25.6 %</u>	<u>25.0 %</u>	<u>24</u>
Ratio of debt to capital resources	<u>20.1 %</u>	<u>20.4 %</u>	<u>20.0 %</u>	<u>19</u>

THE ALLSTATE CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOW
(\$ In millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
CASH FLOWS FROM OPERATING ACTIVITIES				
Net income	\$ 246	\$ 489	\$ 650	\$
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation, amortization and other non-cash items	91	96	96	
Realized capital gains and losses	149	250	(33)	
(Gain) loss on disposition of operations	(2)	(1)	(2)	
Interest credited to contractholder funds	190	183	194	
Changes in:				
Policy benefits and other insurance reserves	459	(27)	(26)	
Unearned premiums	(205)	(124)	518	
Deferred policy acquisition costs	(7)	(20)	(87)	
Premium installment receivables, net	11	156	(132)	
Reinsurance recoverables, net	(40)	(45)	11	
Income taxes	(26)	(59)	223	
Other operating assets and liabilities	(152)	32	(29)	
Net cash provided by operating activities	<u>714</u>	<u>930</u>	<u>1,383</u>	<u>---</u>
CASH FLOWS FROM INVESTING ACTIVITIES				
Proceeds from sales:				
Fixed income securities	6,216	5,897	6,784	
Equity securities	1,664	1,066	614	
Limited partnership interests	180	306	204	
Mortgage loans	7	-	6	
Other investments	87	367	46	
Investment collections:				
Fixed income securities	949	1,184	1,005	
Mortgage loans	79	233	(52)	
Other investments	43	39	77	
Investment purchases:				
Fixed income securities	(5,401)	(7,830)	(6,446)	
Equity securities	(1,733)	(1,722)	(1,318)	
Limited partnership interests	(270)	(413)	(367)	
Mortgage loans	(44)	(163)	(15)	
Other investments	(253)	(159)	(225)	
Change in short-term investments, net	(1,357)	962	(186)	
Change in other investments, net	(19)	(36)	-	
Purchases of property and equipment, net	(52)	(84)	(86)	
Net cash provided by (used in) investing activities	<u>96</u>	<u>(353)</u>	<u>41</u>	<u>---</u>
CASH FLOWS FROM FINANCING ACTIVITIES				
Repayments of long-term debt	(16)	-	(11)	
Contractholder fund deposits	261	268	257	
Contractholder fund withdrawals	(492)	(534)	(641)	
Dividends paid on common stock	(115)	(118)	(122)	
Dividends paid on preferred stock	(29)	(29)	(29)	
Treasury stock purchases	(456)	(592)	(792)	
Shares reissued under equity incentive plans, net	30	9	12	
Excess tax benefits on share-based payment arrangements	12	1	1	
Other	31	8	1	
Net cash used in financing activities	<u>(774)</u>	<u>(987)</u>	<u>(1,324)</u>	<u>---</u>
NET INCREASE (DECREASE) IN CASH	<u>36</u>	<u>(410)</u>	<u>100</u>	<u>---</u>
CASH AT BEGINNING OF PERIOD	<u>495</u>	<u>905</u>	<u>805</u>	<u>---</u>
CASH AT END OF PERIOD	<u>\$ 531</u>	<u>\$ 495</u>	<u>\$ 905</u>	<u>\$ ---</u>

THE ALLSTATE CORPORATION
ANALYSIS OF DEFERRED POLICY ACQUISITION COSTS
(\$ in millions)

Change in Deferred Policy Acquisition Costs
For the three months ended March 31, 2016

	Beginning balance Dec. 31, 2015	Acquisition costs deferred	Amortization before adjustments ^{(1) (2)}	Amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged ⁽²⁾	Amortization (acceleration) deceleration for changes in assumptions ⁽²⁾	Effect of unrealized capital gains and losses	N
Property-Liability	\$ 2,029	\$ 1,068	\$ (1,056)	\$ -	\$ -	\$ -	\$
Allstate Financial:							
Traditional life and accident and health	792	46	(42)	-	-	-	
Interest-sensitive life	993	26	(28)	(2)	-	(65)	
Fixed annuity	47	-	(1)	-	-	-	
Subtotal	<u>1,832</u>	<u>72</u>	<u>(71)</u>	<u>(2)</u>	<u>-</u>	<u>(65)</u>	
Consolidated	<u>\$ 3,861</u>	<u>\$ 1,140</u>	<u>\$ (1,127)</u>	<u>\$ (2)</u>	<u>\$ -</u>	<u>\$ (65)</u>	<u>\$</u>

Change in Deferred Policy Acquisition Costs
For the three months ended March 31, 2015

	Beginning balance Dec. 31, 2014	Acquisition costs deferred	Amortization before adjustments ^{(1) (2)}	Amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged ⁽²⁾	Amortization (acceleration) deceleration for changes in assumptions ⁽²⁾	Effect of unrealized capital gains and losses	N
Property-Liability	\$ 1,820	\$ 1,032	\$ (1,000)	\$ -	\$ -	\$ -	\$
Allstate Financial:							
Traditional life and accident and health	753	44	(40)	-	-	-	
Interest-sensitive life	905	26	(28)	(2)	-	(27)	
Fixed annuity	47	-	(1)	1	-	(3)	
Subtotal	<u>1,705</u>	<u>70</u>	<u>(69)</u>	<u>(1)</u>	<u>-</u>	<u>(30)</u>	
Consolidated	<u>\$ 3,525</u>	<u>\$ 1,102</u>	<u>\$ (1,069)</u>	<u>\$ (1)</u>	<u>\$ -</u>	<u>\$ (30)</u>	<u>\$</u>

⁽¹⁾ Amortization before adjustments reflects total DAC amortization before amortization/accretion related to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged.
⁽²⁾ Included as a component of amortization of DAC on the Consolidated Statements of Operations.

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY RESULTS
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	
Premiums written	\$ 7,515	\$ 7,551	\$ 8,137	\$ -
Decrease (increase) in unearned premiums	166	140	(485)	
Other	42	(7)	(2)	
Premiums earned	7,723	7,684	7,650	
Claims and claims expense	(5,684)	(5,199)	(5,255)	
Amortization of deferred policy acquisition costs	(1,056)	(1,052)	(1,029)	
Operating costs and expenses	(853)	(812)	(867)	
Restructuring and related charges	(5)	(10)	(8)	
Underwriting income (loss) *	125	611	491	-
Net investment income	302	280	307	
Periodic settlements and accruals on non-hedge derivative instruments	(1)	(1)	(1)	
Amortization of purchased intangible assets	9	13	12	
Income tax expense on operations	(144)	(304)	(259)	-
Operating income	291	599	550	
Realized capital gains and losses, after-tax	(64)	(99)	(104)	
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	1	1	-	
Amortization of purchased intangible assets, after-tax	(6)	(8)	(8)	
(Loss) gain on disposition of operations, after-tax	-	-	(1)	
Change in accounting for investments in qualified affordable housing projects, after-tax	-	-	-	
Net income applicable to common shareholders	\$ 222	\$ 493	\$ 437	\$ -
Catastrophe losses	\$ 827	\$ 358	\$ 270	\$ -
Operating ratios				
Claims and claims expense ("loss") ratio	73.6	67.6	68.7	
Expense ratio	24.8	24.4	24.9	
Combined ratio	98.4	92.0	93.6	-
Combined ratio excluding the effect of catastrophes *	87.7	87.3	90.1	
Effect of catastrophe losses on combined ratio	10.7	4.7	3.5	-
Combined ratio	98.4	92.0	93.6	-
Underlying loss ratio *	62.5	63.1	64.6	
Expense ratio, excluding the effect of amortization of purchased intangible assets	24.7	24.3	24.7	
Underlying combined ratio	87.2	87.4	89.3	-
Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and amortization of purchased intangible assets ("underlying combined ratio") *	87.2	87.4	89.3	
Effect of prior year reserve reestimates on combined ratio	10.7	4.7	3.5	
Effect of catastrophe losses on combined ratio	0.3	(0.4)	0.6	
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio	0.1	0.2	-	
Effect of amortization of purchased intangible assets on combined ratio	0.1	0.1	0.2	
Combined ratio	98.4	92.0	93.6	-
Effect of restructuring and related charges on combined ratio	0.1	0.1	0.1	-
Effect of Discontinued Lines and Coverages on combined ratio	-	-	0.7	-

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY UNDERWRITING RESULTS BY AREA OF BUSINESS
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Property-Liability Underwriting Summary				
Allstate Protection	\$ 127	\$ 613	\$ 540	\$ (8)
Discontinued Lines and Coverages	(2)	(2)	(49)	(2)
Underwriting income (loss)	<u>\$ 125</u>	<u>\$ 611</u>	<u>\$ 491</u>	<u>\$ (10)</u>
Allstate Protection Underwriting Summary				
Premiums written	<u>\$ 7,515</u>	<u>\$ 7,551</u>	<u>\$ 8,137</u>	<u>\$ 7,877</u>
Premiums earned	\$ 7,723	\$ 7,684	\$ 7,650	\$ 7,549
Claims and claims expense	(5,683)	(5,197)	(5,207)	(5,585)
Amortization of deferred policy acquisition costs	(1,056)	(1,052)	(1,029)	(1,021)
Operating costs and expenses	(852)	(812)	(866)	(934)
Restructuring and related charges	(5)	(10)	(8)	(17)
Underwriting income (loss)	<u>\$ 127</u>	<u>\$ 613</u>	<u>\$ 540</u>	<u>\$ (8)</u>
Catastrophe losses	<u>\$ 827</u>	<u>\$ 358</u>	<u>\$ 270</u>	<u>\$ 797</u>
Operating ratios				
Loss ratio	73.6	67.6	68.0	74.0
Expense ratio	24.8	24.4	24.9	26.1
Combined ratio	<u>98.4</u>	<u>92.0</u>	<u>92.9</u>	<u>100.1</u>
Effect of catastrophe losses on combined ratio	<u>10.7</u>	<u>4.7</u>	<u>3.5</u>	<u>10.6</u>
Effect of restructuring and related charges on combined ratio	<u>0.1</u>	<u>0.1</u>	<u>0.1</u>	<u>0.2</u>
Effect of amortization of purchased intangible assets on combined ratio	<u>0.1</u>	<u>0.1</u>	<u>0.2</u>	<u>0.2</u>
Discontinued Lines and Coverages Underwriting Summary				
Premiums written	\$ -	\$ -	\$ -	\$ -
Premiums earned	\$ -	\$ -	\$ -	\$ -
Claims and claims expense	(1)	(2)	(48)	(2)
Operating costs and expenses	(1)	-	(1)	-
Underwriting loss	<u>\$ (2)</u>	<u>\$ (2)</u>	<u>\$ (49)</u>	<u>\$ (2)</u>
Effect of Discontinued Lines and Coverages on the Property-Liability combined ratio	<u>0.1</u>	<u>-</u>	<u>0.7</u>	<u>-</u>
Underwriting Income (Loss) by Brand				
Allstate brand	\$ 171	\$ 629	\$ 571	\$ 86
Esurance brand	(25)	(28)	(26)	(41)
Encompass brand	(18)	14	(4)	(50)
Answer Financial	(1)	(2)	(1)	(3)
Underwriting income (loss)	<u>\$ 127</u>	<u>\$ 613</u>	<u>\$ 540</u>	<u>\$ (8)</u>

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY PREMIUMS WRITTEN BY BRAND
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Allstate brand ⁽¹⁾				
Auto ⁽²⁾	\$ 4,746	\$ 4,576	\$ 4,746	\$ 4,588
Homeowners ⁽³⁾	1,392	1,634	1,879	1,819
Other personal lines	353	376	429	424
Commercial lines	126	126	124	138
Other business lines	183	168	205	199
	<u>6,800</u>	<u>6,880</u>	<u>7,383</u>	<u>7,168</u>
Esurance brand				
Auto	439	368	411	363
Homeowners	11	9	9	7
Other personal lines	2	1	3	1
	<u>452</u>	<u>378</u>	<u>423</u>	<u>371</u>
Encompass brand				
Auto	138	152	169	173
Homeowners	104	116	134	136
Other personal lines	21	25	28	29
	<u>263</u>	<u>293</u>	<u>331</u>	<u>338</u>
Allstate Protection	7,515	7,551	8,137	7,877
Discontinued Lines and Coverages	-	-	-	-
Property-Liability	<u>\$ 7,515</u>	<u>\$ 7,551</u>	<u>\$ 8,137</u>	<u>\$ 7,877</u>
Allstate Protection				
Auto	\$ 5,323	\$ 5,096	\$ 5,326	\$ 5,124
Homeowners	1,507	1,759	2,022	1,962
Other personal lines	376	402	460	454
Commercial lines	126	126	124	138
Other business lines	183	168	205	199
	<u>\$ 7,515</u>	<u>\$ 7,551</u>	<u>\$ 8,137</u>	<u>\$ 7,877</u>
⁽¹⁾ Canada premiums included in Allstate brand				
Auto	\$ 164	\$ 183	\$ 215	\$ 235
Homeowners	41	50	60	63
Other personal lines	10	12	15	15
	<u>\$ 215</u>	<u>\$ 245</u>	<u>\$ 290</u>	<u>\$ 313</u>

⁽²⁾ Fluctuation in the Canadian exchange rate has reduced the auto premiums written growth rate in first quarter 2016 by 0.4 points.

⁽³⁾ Fluctuation in the Canadian exchange rate has reduced the homeowner premiums written growth rate in first quarter 2016 by 0.3

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY
IMPACT OF NET RATE CHANGES APPROVED ON PREMIUMS WRITTEN

	Three months ended March 31, 2016 ⁽¹⁾			Three months ended December 31, 2015		
	Number of locations	Total brand (%) ⁽⁴⁾	Location specific (%) ⁽⁵⁾	Number of locations	Total brand (%) ⁽⁴⁾	Location specific (%)
Allstate brand						
Auto ⁽²⁾	25 ⁽⁶⁾	1.7	7.3	34 ⁽⁶⁾	1.9	
Homeowners ⁽³⁾	15 ⁽⁷⁾	(0.4) ⁽⁸⁾	(2.3)	16 ⁽⁷⁾	1.5	
Esurance brand						
Auto	6	0.3	2.7	18	3.0	
Encompass brand						
Auto	4	1.6	14.3	9	2.0	
Homeowners	5	1.4	11.6	5	1.7	
	Three months ended June 30, 2015			Three months ended March 31, 2015		
	Number of locations	Total brand (%) ⁽⁴⁾	Location specific (%) ⁽⁵⁾	Number of locations	Total brand (%) ⁽⁴⁾	Location specific (%)
Allstate brand						
Auto ⁽²⁾	34 ⁽⁶⁾	1.5	3.6	18 ⁽⁶⁾	0.4	
Homeowners ⁽³⁾	9 ⁽⁷⁾	0.7	3.5	10 ⁽⁷⁾	0.2	
Esurance brand						
Auto	13	1.5	5.9	13	1.3	
Encompass brand						
Auto	16	4.8	8.5	6	1.3	
Homeowners	15	3.2	8.8	4	0.4	

⁽¹⁾ Rate changes include changes approved based on our net cost of reinsurance. These rate changes do not reflect initial rates filed for insurance subsidiaries initially writing business. Base rate changes approved for the three month period ending March 31, 2016 are estimated to total \$314 million. Rate changes do not include rating plan enhancements, including the introduction of a new rate level in the state.

⁽²⁾ Impacts of Allstate brand auto effective rate changes as a percentage of total brand prior year-end premiums written were 1.4%, 1.8%, 1.5%, 1.1%, 0.8% and 0.4% for the three months ended March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015, March 31, 2015 and December 31, 2014, respectively. Rate changes are included in the effective calculations in the period the rate change is effective for renewal contracts.

⁽³⁾ Impacts of Allstate brand homeowners effective rate changes as a percentage of total brand prior year-end premiums written were 0.7%, 0.5%, 0.5%, 0.4%, 0.9% and 0.3% for the three months ended June 30, 2015, March 31, 2015 and December 31, 2014, respectively.

⁽⁴⁾ Represents the impact in the states and Canadian provinces where rate changes were approved during the period as a percentage of total brand prior year-end premiums written.

⁽⁵⁾ Represents the impact in the states and Canadian provinces where rate changes were approved during the period as a percentage of its respective total prior year-end premiums written in 50 states, the District of Columbia, and 5 Canadian provinces. Esurance brand auto operates in 43 states and 1 Canadian province. Esurance brand homeowners operates in 25 states, 1 District of Columbia.

⁽⁶⁾ Includes three, one, five, four, two and one Canadian provinces for auto for the three months ended March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015, March 31, 2015 and December 31, 2014, respectively.

⁽⁷⁾ Includes two, three, zero, one, two and one Canadian provinces for homeowners for the three months ended March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015, March 31, 2015 and December 31, 2014, respectively.

⁽⁸⁾ Includes the impact of a rate decrease in California. Excluding California, Allstate brand homeowners total brand and location specific rate changes were 0.6% and 3.7% for the three months ended March 31, 2016, December 31, 2015, September 30, 2015, June 30, 2015, March 31, 2015 and December 31, 2014, respectively.

THE ALLSTATE CORPORATION
POLICIES IN FORCE AND OTHER STATISTICS

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 201
Policies in Force (in thousands) ⁽¹⁾				
Allstate Brand				
Auto ⁽²⁾	20,145	20,326	20,367	2
Homeowners ⁽³⁾	6,152	6,174	6,163	
Landlord	732	737	736	
Renter	1,556	1,555	1,550	
Condominium	667	668	665	
Other	1,253	1,259	1,257	
Other personal lines	4,208	4,219	4,208	
Commercial lines	318	324	328	
Other business lines	856	894	920	
Excess and surplus	24	25	26	
Total	31,703	31,962	32,012	3
Esurance Brand				
Auto	1,428	1,415	1,433	
Homeowners	37	32	26	
Other personal lines	46	44	44	
Total	1,511	1,491	1,503	
Encompass Brand				
Auto	701	723	746	
Homeowners	329	338	347	
Other personal lines	108	111	114	
Total	1,138	1,172	1,207	
Total Policies in Force	34,352	34,625	34,722	3
Non-Proprietary Premiums (\$ in millions)				
Ivantage ⁽⁴⁾	\$ 1,504	\$ 1,490	\$ 1,481	\$
Answer Financial ⁽⁵⁾	151	138	149	
Agency Data				
Total Allstate agencies ⁽⁶⁾⁽⁷⁾	12,100	12,300	12,100	1
Licensed sales professionals ⁽⁷⁾⁽⁸⁾	24,000	24,400	24,000	2
Allstate independent agencies ⁽⁷⁾⁽⁹⁾	2,100	2,100	2,200	

- (1) Policies in Force: Policy counts are based on items rather than customers. A multi-car customer would generate multiple item (policy) count under one policy. Allstate Dealer Services (service contracts and other products sold in conjunction with auto lending and vehicle sales transactions) and Allstate Marketing Group (roadside assistance products) statistics are not included in total policies in force since these are not meaningful. Additional policies offered by Ivantage (insurance agency) and Answer Financial (independent insurance agency) are not included.
- (2) Allstate brand auto PIF increased in 31 states, including 6 out of our largest 10 states, as of March 31, 2016 compared to March 31, 2015.
- (3) Allstate brand homeowners PIF increased in 31 states, including 7 out of our largest 10 states, as of March 31, 2016 compared to March 31, 2015.
- (4) Represents non-proprietary premiums under management as of the end of the period related to personal and commercial line products offered by Ivantage. Fees for the three months ended March 31, 2016 were \$23.8 million.
- (5) Represents non-proprietary premiums written for the period. Commissions earned for the three months ended March 31, 2016 were \$18.7 million.
- (6) Total Allstate agencies represents exclusive Allstate agencies and financial representatives in the United States and Canada.
- (7) Rounded to the nearest hundred.
- (8) Employees of Allstate agencies who are licensed to sell Allstate products.
- (9) Includes 500 and 880 engaged Allstate independent agencies ("AIAs") as of March 31, 2016 and December 31, 2015, respectively. Engaged AIAs include those that increase the number of policies in force from the prior year.

THE ALLSTATE CORPORATION
ALLSTATE BRAND PROFITABILITY MEASURES
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	
Net premiums written	\$ 6,800	\$ 6,880	\$ 7,383	\$
Net premiums earned				
Auto	\$ 4,667	\$ 4,638	\$ 4,597	\$
Homeowners	1,678	1,674	1,663	
Other personal lines	393	395	396	
Commercial lines	129	129	128	
Other business lines	143	135	148	
Total	<u>7,010</u>	<u>6,971</u>	<u>6,932</u>	
Incurred losses				
Auto	\$ 3,519	\$ 3,495	\$ 3,455	\$
Homeowners	1,190	816	820	
Other personal lines	261	216	241	
Commercial lines	119	100	97	
Other business lines	61	57	71	
Total	<u>5,150</u>	<u>4,684</u>	<u>4,684</u>	
Expenses				
Auto	\$ 1,103	\$ 1,077	\$ 1,086	\$
Homeowners	377	372	385	
Other personal lines	103	101	109	
Commercial lines	38	36	36	
Other business lines	68	72	61	
Total	<u>1,689</u>	<u>1,658</u>	<u>1,677</u>	
Underwriting income (loss)				
Auto	\$ 45	\$ 66	\$ 56	\$
Homeowners	111	486	458	
Other personal lines	29	78	46	
Commercial lines	(28)	(7)	(5)	
Other business lines	14	6	16	
Total	<u>171</u>	<u>629</u>	<u>571</u>	
Loss ratio	73.5	67.2	67.6	
Expense ratio	24.1	23.8	24.2	
Combined ratio	<u>97.6</u>	<u>91.0</u>	<u>91.8</u>	
Underlying loss ratio	62.0	62.4	64.1	
Expense ratio, excluding the effect of amortization of purchased intangible assets	24.1	23.8	24.2	
Underlying combined ratio	<u>86.1</u>	<u>86.2</u>	<u>88.3</u>	
Effect of catastrophe losses on combined ratio	11.2	4.9	3.6	
Effect of prior year reserve reestimates on combined ratio	0.2	(0.3)	(0.2)	
Effect of advertising expenses on combined ratio	1.5	1.5	2.0	
Underlying combined ratio	86.1	86.2	88.3	
Effect of catastrophe losses	11.2	4.9	3.6	
Effect of prior year non-catastrophe reserve reestimates	0.3	(0.1)	(0.1)	
Combined ratio	<u>97.6</u>	<u>91.0</u>	<u>91.8</u>	

THE ALLSTATE CORPORATION
ALLSTATE BRAND STATISTICS ⁽¹⁾

Three month

	March 31, 2016	Dec. 31, 2015	Sept. 2015
New Issued Applications (in thousands) ⁽²⁾			
Auto	584	562	
Homeowners	164	174	
Average Premium - Gross Written (\$) ⁽³⁾			
Auto ⁽⁴⁾	507	502	
Homeowners ⁽⁵⁾	1,174	1,163	1
Average Premium - Net Earned (\$) ⁽⁶⁾			
Auto	461	456	
Homeowners	1,082	1,078	1
Renewal Ratio (%) ⁽⁷⁾			
Auto	88.0	88.2	
Homeowners	88.1	88.5	
Auto Claim Frequency ⁽⁸⁾			
(% change year-over-year)			
Bodily Injury Gross	1.1	3.9	
Bodily Injury Paid	5.9	-	
Property Damage Gross ⁽⁹⁾	2.1	7.5	
Property Damage Paid	2.4	3.7	
Auto Paid Claim Severity ⁽¹⁰⁾			
(% change year-over-year)			
Bodily injury	(5.5)	(7.0)	
Property damage	7.5	4.0	
Homeowners Excluding Catastrophe Losses			
(% change year-over-year)			
Gross Claim frequency ⁽⁸⁾	(7.7)	0.9	
Paid Claim frequency ⁽⁸⁾	(2.0)	(2.1)	
Paid Claim severity	(2.7)	2.6	

⁽¹⁾ Statistics presented for Allstate brand exclude excess and surplus lines.

⁽²⁾ New Issued Applications: Item counts of automobiles or homeowners insurance applications for insurance policies that were issued during the period, regardless of whether the policy was issued by another Allstate Protection brand. Allstate brand includes automobiles added by existing customers when they exceed the number allowed on a policy on the state. In 2016 all states allow ten automobiles on a policy.

⁽³⁾ Average Premium - Gross Written: Gross premiums written divided by issued item count. Gross premiums written include the impacts from discounts, surcharges and other adjustments. Average premiums represent the appropriate policy term for each line, and exclude the impacts from mid-term premium adjustments and premium refund accruals.

⁽⁴⁾ Fluctuation in the Canadian exchange rate has reduced the auto average premium written growth rate in first quarter 2016 by 0.4 points.

⁽⁵⁾ Fluctuation in the Canadian exchange rate has reduced the homeowner average premium written growth rate in first quarter 2016 by 0.3 points.

⁽⁶⁾ Average Premium - Net Earned: Earned premium divided by average policies in force for the period. Earned premium includes the impacts from mid-term premium adjustments and other adjustments. Average premiums represent the appropriate policy term for each line, which is 6 months for auto and 12 months for homeowners.

⁽⁷⁾ Renewal ratio: Renewal policies issued during the period, based on contract effective dates, divided by the total policies issued 6 months prior for auto or 12 months prior for homeowners.

⁽⁸⁾ The frequency statistics are calculated excluding catastrophe impact. The percent change in paid or gross frequency is calculated as the increase or decrease in the current period compared to the same period in the prior year; divided by the prior year paid or gross frequency amount. The paid frequency amount is calculated as the number of claims paid in the period divided by the average of policies in force with the applicable coverage during the period. The gross frequency amount is calculated as the number of claims in the period divided by the average of policies in force with the applicable coverage during the period.

⁽⁹⁾ A decision to more completely capture information on claims involving a vehicle collision with non-vehicle property gave rise to an increase in the number of counts for these types of claims, payments are not always required to be made. Accordingly, claims closed without payment also increased. Introduction of the third quarter notice counts as the change was more broadly adopted. Quarterly increases (decreases) in property damage gross claim frequency consistently measured were 2016 and the fourth and third quarter of 2015, respectively. Auto underwriting results for 2016 and 2015 were not impacted.

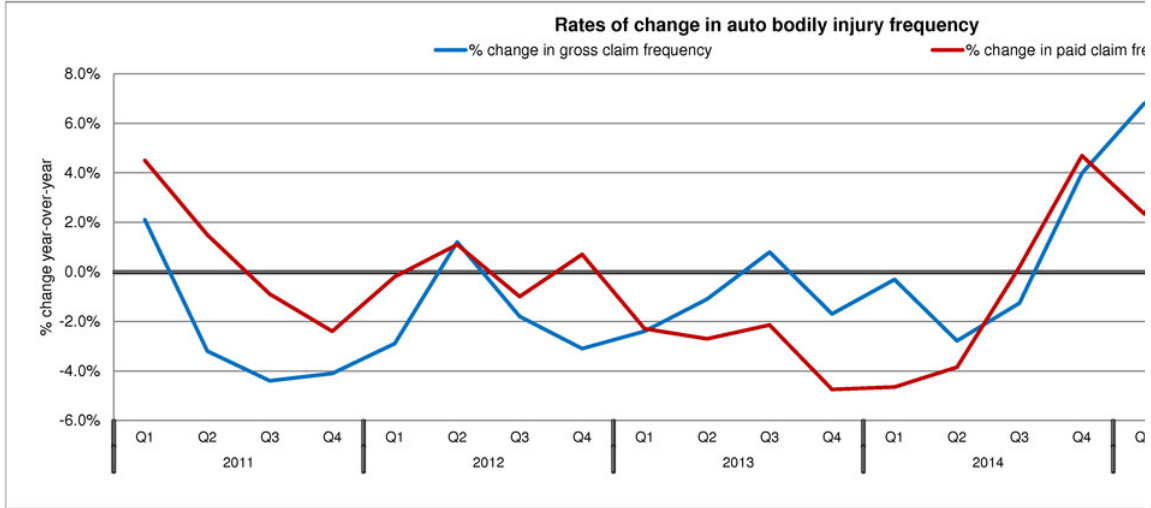
⁽¹⁰⁾ Paid claim severity is calculated by dividing the sum of paid losses and loss expenses by claims closed with a payment during the period. The rate of change in increase or decrease in paid claim severity for the period.

THE ALLSTATE CORPORATION
ALLSTATE BRAND AUTO CLAIM FREQUENCY STATISTICS ⁽¹⁾
BODILY INJURY % CHANGE IN GROSS AND PAID CLAIM FREQUENCY RATE

2011				2012				2013				2014	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2

Change in auto claim frequency ⁽²⁾
 (% change in frequency rate year over year)
% Change in gross claim frequency
% Change in paid claim frequency

2.1%	-3.2%	-4.4%	-4.1%	-2.9%	1.2%	-1.8%	-3.1%	-2.4%	-1.1%	0.8%	-1.7%	-0.3%	-2.8%
4.5%	1.5%	-0.9%	-2.4%	-0.2%	1.1%	-1.0%	0.7%	-2.3%	-2.7%	-2.1%	-4.7%	-4.7%	-3.8%



⁽¹⁾ The frequency statistics are calculated excluding catastrophe impact.

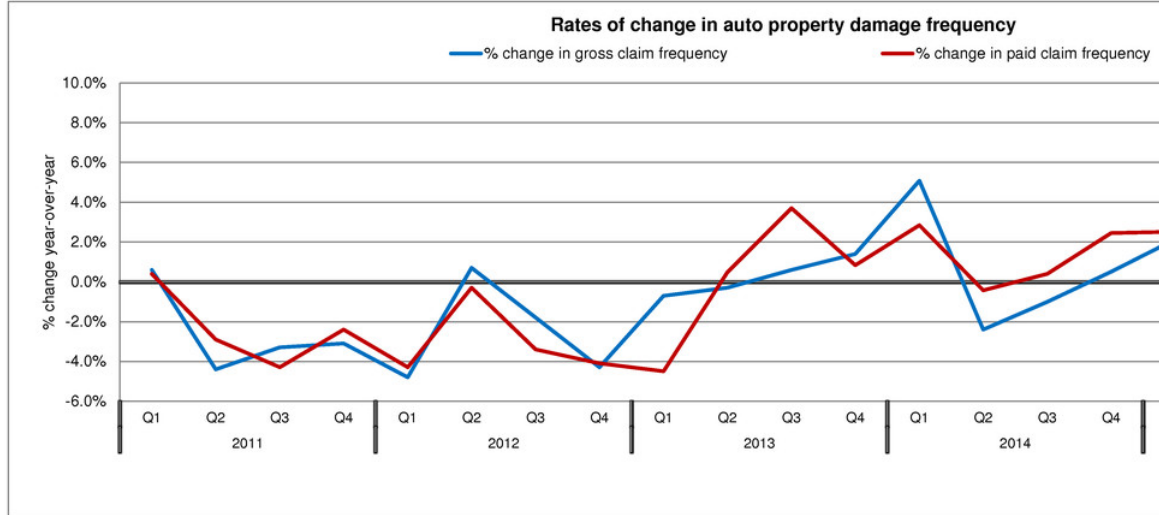
⁽²⁾ The percent change in paid or gross claim frequency is calculated as the increase or decrease in the paid or gross claim frequency amount in the current period compared to the same period in the prior year, divided by the prior year amount. The gross claim frequency amount is calculated as annualized notice counts closed with payment in the period divided by the average of policies in force with the applicable coverage during the period. The paid claim frequency amount 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.

THE ALLSTATE CORPORATION
ALLSTATE BRAND AUTO CLAIM FREQUENCY STATISTICS ⁽¹⁾
PROPERTY DAMAGE % CHANGE IN GROSS AND PAID CLAIM FREQUENCY

2011				2012				2013				2014	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2

Change in auto claim frequency ⁽²⁾
 (% change in frequency rate year over year)
% Change in gross claim frequency ⁽³⁾
% Change in paid claim frequency ⁽³⁾

0.6%	-4.4%	-3.3%	-3.1%	-4.8%	0.7%	-1.8%	-4.3%	-0.7%	-0.3%	0.6%	1.4%	5.1%	-2.9%
0.4%	-2.9%	-4.3%	-2.4%	-4.3%	-0.3%	-3.4%	-4.1%	-4.5%	0.5%	3.7%	0.8%	2.9%	-0.1%



⁽¹⁾ The frequency statistics are calculated excluding catastrophe impact.

⁽²⁾ The percent change in paid or gross claim frequency is calculated as the increase or decrease in the paid or gross claim frequency amount in the current period compared to the same claim frequency amount. The paid claim frequency amount is calculated as annualized notice counts closed with payment in the period divided by the average of policies in force with frequency amount 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.

⁽³⁾ A decision to more completely capture information on claims involving a vehicle collision with non-vehicle property gave rise to an increase in the number of counted claims, however are not always required to be made. Accordingly, claims closed without payment also increased. Introduction in the third quarter of 2015 resulted in a steady increase in notice count increases (decreases) in property damage gross claim frequency consistently measured were (0.8)%, 5.5% and 7.4% in the first quarter of 2016 and the fourth and third quarter of 2015 were not impacted.

THE ALLSTATE CORPORATION
ESURANCE PROFITABILITY MEASURES AND STATISTICS

(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	
Net premiums written	\$ 452	\$ 378	\$ 423	\$
Net premiums earned				
Auto	\$ 394	\$ 391	\$ 392	\$
Homeowners	8	7	5	
Other personal lines	2	2	2	
	<u>404</u>	<u>400</u>	<u>399</u>	-
Incurred losses				
Auto	\$ 289	\$ 294	\$ 285	\$
Homeowners	4	4	4	
Other personal lines	1	1	1	
	<u>294</u>	<u>299</u>	<u>290</u>	-
Expenses				
Auto	\$ 123	\$ 119	\$ 125	\$
Homeowners	11	9	10	
Other personal lines	1	1	-	
	<u>135</u>	<u>129</u>	<u>135</u>	-
Underwriting income (loss)				
Auto	\$ (18)	\$ (22)	\$ (18)	\$
Homeowners	(7)	(6)	(9)	
Other personal lines	-	-	1	
	<u>(25)</u>	<u>(28)</u>	<u>(26)</u>	-
Loss ratio	72.8	74.8	72.7	
Expense ratio	33.4	32.2	33.8	
Combined ratio	<u>106.2</u>	<u>107.0</u>	<u>106.5</u>	-
Underlying loss ratio	73.1	75.3	73.5	
Expense ratio, excluding the effect of amortization of purchased intangible assets	<u>31.9</u>	<u>30.0</u>	<u>31.8</u>	
Underlying combined ratio	<u>105.0</u>	<u>105.3</u>	<u>105.3</u>	-
Effect of catastrophe losses on combined ratio	0.7	0.8	0.8	
Effect of prior year reserve reestimates on combined ratio	(1.0)	(1.3)	(1.3)	
Effect of amortization of purchased intangible assets on combined ratio	1.5	2.2	2.0	
Effect of advertising expenses on combined ratio	11.6	9.8	11.0	
Underlying combined ratio	105.0	105.3	105.3	
Effect of catastrophe losses	0.7	0.8	0.8	
Effect of prior year non-catastrophe reserve reestimates	(1.0)	(1.3)	(1.6)	
Effect of amortization of purchased intangible assets	1.5	2.2	2.0	
Combined ratio	<u>106.2</u>	<u>107.0</u>	<u>106.5</u>	-
Policies in Force (in thousands)				
Auto	1,428	1,415	1,433	
Homeowners	37	32	26	
Other personal lines	46	44	44	
	<u>1,511</u>	<u>1,491</u>	<u>1,503</u>	-
New Issued Applications (in thousands)				
Auto	168	139	145	
Homeowners	7	7	8	
Other personal lines	10	7	9	
	<u>185</u>	<u>153</u>	<u>162</u>	-
Average Premium - Gross Written (\$)				
Auto	547	526	513	
Homeowners	891	821	838	
Renewal Ratio (%)				
Auto	79.6	78.8	78.7	

THE ALLSTATE CORPORATION
ENCOMPASS BRAND PROFITABILITY MEASURES AND STATISTICS
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	
Net premiums written	\$ 263	\$ 293	\$ 331	\$
Net premiums earned				
Auto	\$ 159	\$ 162	\$ 165	\$
Homeowners	124	124	127	
Other personal lines	26	27	27	
Total	<u>309</u>	<u>313</u>	<u>319</u>	
Incurred losses				
Auto	\$ 123	\$ 126	\$ 135	\$
Homeowners	85	61	75	
Other personal lines	31	27	23	
Total	<u>239</u>	<u>214</u>	<u>233</u>	
Expenses				
Auto	\$ 45	\$ 44	\$ 46	\$
Homeowners	36	34	36	
Other personal lines	7	7	8	
Total	<u>88</u>	<u>85</u>	<u>90</u>	
Underwriting income (loss)				
Auto	\$ (9)	\$ (8)	\$ (16)	\$
Homeowners	3	29	16	
Other personal lines	(12)	(7)	(4)	
Total	<u>(18)</u>	<u>14</u>	<u>(4)</u>	
Loss ratio	77.3	68.4	73.1	
Expense ratio	28.5	27.1	28.2	
Combined ratio	<u>105.8</u>	<u>95.5</u>	<u>101.3</u>	
Underlying loss ratio	59.8	65.2	62.7	
Expense ratio, excluding the effect of amortization of purchased intangible assets	28.5	27.1	28.2	
Underlying combined ratio	<u>88.3</u>	<u>92.3</u>	<u>90.9</u>	
Effect of catastrophe losses on combined ratio	13.3	4.8	5.3	
Effect of prior year reserve reestimates on combined ratio	4.5	(1.9)	5.4	
Effect of advertising expenses on combined ratio	-	-	0.3	
Underlying combined ratio	88.3	92.3	90.9	
Effect of catastrophe losses	13.3	4.8	5.3	
Effect of prior year non-catastrophe reserve reestimates	4.2	(1.6)	5.1	
Combined ratio	<u>105.8</u>	<u>95.5</u>	<u>101.3</u>	
Policies in Force (in thousands)				
Auto	701	723	746	
Homeowners	329	338	347	
Other personal lines	108	111	114	
	<u>1,138</u>	<u>1,172</u>	<u>1,207</u>	
New Issued Applications (in thousands)				
Auto	15	16	20	
Homeowners	9	10	12	
Average Premium - Gross Written (\$)				
Auto	981	981	963	
Homeowners	1,618	1,587	1,583	
Renewal Ratio (%)				
Auto	76.1	76.1	76.7	
Homeowners	81.5	81.3	82.5	

**THE ALLSTATE CORPORATION
AUTO PROFITABILITY MEASURES**

Three months ended

(\$ in millions)	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Net premiums written				
Allstate brand	\$ 4,746	\$ 4,576	\$ 4,746	\$ 4,746
Esurance brand	439	368	411	411
Encompass brand	138	152	169	169
	<u>5,323</u>	<u>5,096</u>	<u>5,326</u>	<u>5,326</u>
Net premiums earned				
Allstate brand	\$ 4,667	\$ 4,638	\$ 4,597	\$ 4,597
Esurance brand	394	391	392	392
Encompass brand	159	162	165	165
	<u>5,220</u>	<u>5,191</u>	<u>5,154</u>	<u>5,154</u>
Incurred losses				
Allstate brand	\$ 3,519	\$ 3,495	\$ 3,455	\$ 3,455
Esurance brand	289	294	285	285
Encompass brand	123	126	135	135
	<u>3,931</u>	<u>3,915</u>	<u>3,875</u>	<u>3,875</u>
Expenses				
Allstate brand	\$ 1,103	\$ 1,077	\$ 1,086	\$ 1,086
Esurance brand	123	119	125	125
Encompass brand	45	44	46	46
	<u>1,271</u>	<u>1,240</u>	<u>1,257</u>	<u>1,257</u>
Underwriting income (loss)				
Allstate brand	\$ 45	\$ 66	\$ 56	\$ 56
Esurance brand	(18)	(22)	(18)	(18)
Encompass brand	(9)	(8)	(16)	(16)
	<u>18</u>	<u>36</u>	<u>22</u>	<u>22</u>
Loss ratio				
Allstate brand	75.4	75.4	75.2	75.2
Esurance brand	73.4	75.2	72.7	72.7
Encompass brand	77.4	77.8	81.8	81.8
Allstate Protection	75.3	75.4	75.2	75.2
Expense ratio				
Allstate brand	23.6	23.2	23.6	23.6
Esurance brand	31.2	30.4	31.9	31.9
Encompass brand	28.3	27.1	27.9	27.9
Allstate Protection	24.4	23.9	24.4	24.4
Combined ratio				
Allstate brand	99.0	98.6	98.8	98.8
Esurance brand	104.6	105.6	104.6	104.6
Encompass brand	105.7	104.9	109.7	109.7
Allstate Protection	99.7	99.3	99.6	99.6
Effect of catastrophe losses on combined ratio				
Allstate brand	2.9	1.1	0.5	0.5
Esurance brand	0.5	0.5	0.5	0.5
Encompass brand	1.3	0.6	0.6	0.6
Allstate Protection	2.7	1.0	0.5	0.5
Effect of prior year reserve reestimates on combined ratio				
Allstate brand	0.1	(0.3)	0.1	0.1
Esurance brand	(1.0)	(1.3)	(1.3)	(1.3)
Encompass brand	1.3	(0.6)	7.9	7.9
Allstate Protection	0.1	(0.4)	0.3	0.3
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio				
Allstate brand	(0.1)	(0.2)	(0.1)	(0.1)
Esurance brand	-	-	0.2	0.2
Encompass brand	-	-	-	-
Allstate Protection	(0.1)	(0.2)	-	-
Effect of amortization of purchased intangible assets on combined ratio				
Esurance brand	1.5	2.3	2.0	2.0
Allstate Protection	0.1	0.2	0.2	0.2

THE ALLSTATE CORPORATION
HOMEOWNERS PROFITABILITY MEASURES

Three months ended

(\$ in millions)	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Net premiums written				
Allstate brand	\$ 1,392	\$ 1,634	\$ 1,879	\$ 1,811
Esurance brand	11	9	9	13
Encompass brand	104	116	134	113
	<u>1,507</u>	<u>1,759</u>	<u>2,022</u>	<u>1,937</u>
Net premiums earned				
Allstate brand	\$ 1,678	\$ 1,674	\$ 1,663	\$ 1,644
Esurance brand	8	7	5	5
Encompass brand	124	124	127	112
	<u>1,810</u>	<u>1,805</u>	<u>1,795</u>	<u>1,761</u>
Incurred losses				
Allstate brand	\$ 1,190	\$ 816	\$ 820	\$ 1,144
Esurance brand	4	4	4	4
Encompass brand	85	61	75	11
	<u>1,279</u>	<u>881</u>	<u>899</u>	<u>1,259</u>
Expenses				
Allstate brand	\$ 377	\$ 372	\$ 385	\$ 377
Esurance brand	11	9	10	10
Encompass brand	36	34	36	31
	<u>424</u>	<u>415</u>	<u>431</u>	<u>418</u>
Underwriting income (loss)				
Allstate brand	\$ 111	\$ 486	\$ 458	\$ 112
Esurance brand	(7)	(6)	(9)	(1)
Encompass brand	3	29	16	(2)
	<u>107</u>	<u>509</u>	<u>465</u>	<u>109</u>
Loss ratio				
Allstate brand	70.9	48.8	49.3	69
Esurance brand	50.0	57.1	80.0	75
Encompass brand	68.6	49.2	59.1	92
Allstate Protection	70.7	48.8	50.1	71
Expense ratio				
Allstate brand	22.5	22.2	23.2	22
Esurance brand	137.5	128.6	200.0	175
Encompass brand	29.0	27.4	28.3	30
Allstate Protection	23.4	23.0	24.0	23
Combined ratio				
Allstate brand	93.4	71.0	72.5	92
Esurance brand	187.5	185.7	280.0	250
Encompass brand	97.6	76.6	87.4	123
Allstate Protection	94.1	71.8	74.1	94
Effect of catastrophe losses on combined ratio				
Allstate brand	34.2	15.0	12.4	32
Esurance brand	12.5	14.3	20.0	25
Encompass brand	30.7	9.7	11.8	41
Allstate Protection	33.9	14.6	12.4	32
Effect of prior year reserve reestimates on combined ratio				
Allstate brand	(0.5)	(0.5)	(0.9)	-
Esurance brand	-	-	-	-
Encompass brand	0.8	(4.9)	-	2
Allstate Protection	(0.4)	(0.8)	(0.8)	0
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio				
Allstate brand	(0.3)	(0.5)	(0.1)	0
Esurance brand	-	-	-	-
Encompass brand	1.6	(0.8)	1.6	-
Allstate Protection	(0.2)	(0.5)	0.1	0

THE ALLSTATE CORPORATION
OTHER PERSONAL LINES PROFITABILITY MEASURES ⁽¹⁾

(\$ in millions)	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Net premiums written				
Allstate brand	\$ 353	\$ 376	\$ 429	\$ 4
Esurance brand	2	1	3	-
Encompass brand	21	25	28	-
	<u>376</u>	<u>402</u>	<u>460</u>	<u>4</u>
Net premiums earned				
Allstate brand	\$ 393	\$ 395	\$ 396	\$ 3
Esurance brand	2	2	2	-
Encompass brand	26	27	27	-
	<u>421</u>	<u>424</u>	<u>425</u>	<u>4</u>
Incurred losses				
Allstate brand	\$ 261	\$ 216	\$ 241	\$ 2
Esurance brand	1	1	1	-
Encompass brand	31	27	23	-
	<u>293</u>	<u>244</u>	<u>265</u>	<u>2</u>
Expenses				
Allstate brand	\$ 103	\$ 101	\$ 109	\$ 1
Esurance brand	1	1	-	-
Encompass brand	7	7	8	-
	<u>111</u>	<u>109</u>	<u>117</u>	<u>1</u>
Underwriting income (loss)				
Allstate brand	\$ 29	\$ 78	\$ 46	\$ 1
Esurance brand	-	-	1	-
Encompass brand	(12)	(7)	(4)	-
	<u>17</u>	<u>71</u>	<u>43</u>	<u>-</u>
Loss ratio				
Allstate brand	66.4	54.7	60.9	66.7
Esurance brand	50.0	50.0	50.0	100.0
Encompass brand	119.3	100.0	85.2	100.0
Allstate Protection	69.6	57.6	62.4	61.0
Expense ratio				
Allstate brand	26.2	25.6	27.5	26.0
Esurance brand	50.0	50.0	-	-
Encompass brand	26.9	25.9	29.6	25.0
Allstate Protection	26.4	25.7	27.5	26.0
Combined ratio				
Allstate brand	92.6	80.3	88.4	92.7
Esurance brand	100.0	100.0	50.0	100.0
Encompass brand	146.2	125.9	114.8	125.0
Allstate Protection	96.0	83.3	89.9	94.0
Effect of catastrophe losses on combined ratio				
Allstate brand	16.0	8.4	4.5	11.0
Esurance brand	-	-	-	-
Encompass brand	3.8	7.4	3.7	7.0
Allstate Protection	15.2	8.3	4.5	11.0
Effect of prior year reserve reestimates on combined ratio				
Allstate brand	(1.5)	(0.3)	1.8	1.0
Esurance brand	-	-	-	-
Encompass brand	42.3	3.7	14.8	7.0
Allstate Protection	1.2	-	2.6	1.0
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio				
Allstate brand	-	(0.3)	-	-
Esurance brand	-	-	-	-
Encompass brand	(3.9)	-	(3.7)	3.0
Allstate Protection	(0.3)	(0.2)	(0.2)	0.0

⁽¹⁾ Other personal lines include renter, condominium, landlord and other personal lines products.

THE ALLSTATE CORPORATION
COMMERCIAL LINES PROFITABILITY MEASURES ⁽¹⁾

(\$ in millions)	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 2015
Net premiums written	\$ 126	\$ 126	\$ 124	\$ 124
Net premiums earned	\$ 129	\$ 129	\$ 128	\$ 128
Incurred losses	\$ 119	\$ 100	\$ 97	\$ 97
Expenses	\$ 38	\$ 36	\$ 36	\$ 36
Underwriting (loss) income	\$ (28)	\$ (7)	\$ (5)	\$ (5)
Loss ratio	92.2	77.5	75.8	75.8
Expense ratio	29.5	27.9	28.1	28.1
Combined ratio	121.7	105.4	103.9	103.9
Effect of catastrophe losses on combined ratio	7.0	4.6	2.3	2.3
Effect of prior year reserve reestimates on combined ratio	15.5	-	(9.3)	(9.3)
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio	2.4	0.8	-	-

⁽¹⁾ Commercial lines are all Allstate Brand products.

THE ALLSTATE CORPORATION
OTHER BUSINESS LINES PROFITABILITY MEASURES ⁽¹⁾

(\$ in millions)	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 2015
Net premiums written	\$ 183	\$ 168	\$ 205	\$ 191
Net premiums earned	\$ 143	\$ 135	\$ 148	\$ 148
Incurred losses	\$ 61	\$ 57	\$ 71	\$ 61
Expenses	\$ 68	\$ 72	\$ 61	\$ 61
Underwriting income	\$ 14	\$ 6	\$ 16	\$ 16
Loss ratio	42.7	42.2	48.0	41.2
Expense ratio	47.5	53.4	41.2	41.2
Combined ratio	90.2	95.6	89.2	82.4
Effect of catastrophe losses on combined ratio	-	-	-	-
Effect of prior year reserve reestimates on combined ratio	-	-	0.7	-
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio	-	-	-	-
Effect of amortization of purchased intangible assets	0.7	0.8	0.7	0.7

⁽¹⁾ Other business lines include Allstate Roadside Services, Allstate Dealer Services and other business lines, primarily Allstate Brand.

THE ALLSTATE CORPORATION
AUTO, HOMEOWNERS AND OTHER PERSONAL LINES UNDERLYING COMBINED RATIOS

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 3 2015
Auto				
Allstate brand underlying combined ratio	95.9	97.6	98.1	97
Effect of catastrophe losses on combined ratio	2.9	1.1	0.5	3
Effect of prior year non-catastrophe reserve reestimates on combined ratio	0.2	(0.1)	0.2	0
Allstate brand combined ratio	<u>99.0</u>	<u>98.6</u>	<u>98.8</u>	<u>101</u>
Esurance brand underlying combined ratio	103.6	104.1	103.6	105
Effect of catastrophe losses on combined ratio	0.5	0.5	0.5	1
Effect of prior year non-catastrophe reserve reestimates on combined ratio	(1.0)	(1.3)	(1.5)	(0)
Effect of amortization of purchased intangible assets on combined ratio	1.5	2.3	2.0	2
Esurance brand combined ratio	<u>104.6</u>	<u>105.6</u>	<u>104.6</u>	<u>108</u>
Encompass brand underlying combined ratio	103.1	104.9	101.2	106
Effect of catastrophe losses on combined ratio	1.3	0.6	0.6	3
Effect of prior year non-catastrophe reserve reestimates on combined ratio	1.3	(0.6)	7.9	(1)
Encompass brand combined ratio	<u>105.7</u>	<u>104.9</u>	<u>109.7</u>	<u>108</u>
Homeowners				
Allstate brand underlying combined ratio	59.4	56.0	60.9	60
Effect of catastrophe losses on combined ratio	34.2	15.0	12.4	32
Effect of prior year non-catastrophe reserve reestimates on combined ratio	(0.2)	-	(0.8)	(0)
Allstate brand combined ratio	<u>93.4</u>	<u>71.0</u>	<u>72.5</u>	<u>92</u>
Encompass brand underlying combined ratio	67.7	71.0	77.2	79
Effect of catastrophe losses on combined ratio	30.7	9.7	11.8	41
Effect of prior year non-catastrophe reserve reestimates on combined ratio	(0.8)	(4.1)	(1.6)	2
Encompass brand combined ratio	<u>97.6</u>	<u>76.6</u>	<u>87.4</u>	<u>123</u>
Other Personal Lines				
Allstate brand underlying combined ratio	78.1	71.9	82.1	79
Effect of catastrophe losses on combined ratio	16.0	8.4	4.5	11
Effect of prior year non-catastrophe reserve reestimates on combined ratio	(1.5)	-	1.8	1
Allstate brand combined ratio	<u>92.6</u>	<u>80.3</u>	<u>88.4</u>	<u>92</u>
Encompass brand underlying combined ratio	96.2	114.8	92.6	114
Effect of catastrophe losses on combined ratio	3.8	7.4	3.7	7
Effect of prior year non-catastrophe reserve reestimates on combined ratio	46.2	3.7	18.5	3
Encompass brand combined ratio	<u>146.2</u>	<u>125.9</u>	<u>114.8</u>	<u>125</u>

THE ALLSTATE CORPORATION
ALLSTATE BRAND AUTO AND HOMEOWNERS UNDERLYING LOSS AND EXPENSE

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30 2015
Auto				
Annualized average premium ⁽¹⁾	\$ 927	\$ 913	\$ 903	\$ 893
Underlying combined ratios	95.9	97.6	98.1	97.8
Average underlying loss (incurred pure premium) and expense *	\$ 889	\$ 891	\$ 886	\$ 874
Homeowners				
Annualized average premium ⁽¹⁾	\$ 1,091	\$ 1,085	\$ 1,079	\$ 1,071
Underlying combined ratios	59.4	56.0	60.9	60.7
Average underlying loss (incurred pure premium) and expense	\$ 648	\$ 607	\$ 657	\$ 650

⁽¹⁾ Calculated by annualizing net earned premium reported in the quarter divided by policies in force at quarter end.

THE ALLSTATE CORPORATION
HOMEOWNERS SUPPLEMENTAL INFORMATION
(\$ in millions)

Three months ended March 31, 2016

Primary Exposure Groupings ⁽¹⁾	Earned premiums	Incurred losses	Loss ratios	Catastrophe losses	Effect of catastrophes on loss ratio	Nun catast
Florida	\$ 26	\$ 18	69.2%	\$ -	0.0%	
Other hurricane exposure states	969	876	90.4%	549	56.7%	
Total hurricane exposure states ⁽²⁾	995	894	89.8%	549	55.2%	
Other catastrophe exposure states ⁽⁴⁾	815	385	47.2%	64	7.9%	
Total	\$ 1,810	\$ 1,279	70.7%	\$ 613	33.9%	

⁽¹⁾ **Basis of Presentation**

This homeowners supplemental information schedule displays financial results for the homeowners business (defined to include standard homeowners, schedule residence lines). Each state in which the Company writes business has been categorized into one of two exposure groupings (Hurricane or Other). Hurricane exposure states are those states in which hurricanes are the primary catastrophe exposure. However, the catastrophe losses for these states include losses due to other kinds of catastrophes. A catastrophe loss is defined as a loss that produces pre-tax losses before reinsurance in excess of \$1 million and involves multiple first party policyholders, or a winter weather event that produces a number of average claims in a specific area, occurring within a certain amount of time following the event.

⁽²⁾ Hurricane exposure states include the following coastal locations: Alabama, Connecticut, Delaware, Florida, Georgia, Louisiana, Maine, Maryland, Massachusetts, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Texas, Virginia and Washington, D.C.

⁽³⁾ Represents the impact in the locations where rate changes were approved during the year as a percentage of total prior year-end premiums written in those locations.

⁽⁴⁾ Includes Canada.

THE ALLSTATE CORPORATION
CATASTROPHE LOSSES BY BRAND
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Allstate brand				
Auto	\$ 137	\$ 50	\$ 22	\$ 143
Homeowners	574	251	207	528
Other personal lines	63	33	18	47
Commercial lines	9	6	3	12
Other business lines	-	-	-	-
Total	<u>783</u>	<u>340</u>	<u>250</u>	<u>730</u>
Esurance brand				
Auto	2	2	2	7
Homeowners	1	1	1	1
Other personal lines	-	-	-	-
Total	<u>3</u>	<u>3</u>	<u>3</u>	<u>8</u>
Encompass brand				
Auto	2	1	1	5
Homeowners	38	12	15	52
Other personal lines	1	2	1	2
Total	<u>41</u>	<u>15</u>	<u>17</u>	<u>59</u>
Allstate Protection	<u>\$ 827</u>	<u>\$ 358</u>	<u>\$ 270</u>	<u>\$ 797</u>
Allstate Protection				
Auto	\$ 141	\$ 53	\$ 25	\$ 155
Homeowners	613	264	223	581
Other personal lines	64	35	19	49
Commercial lines	9	6	3	12
Other business lines	-	-	-	-
Total	<u>\$ 827</u>	<u>\$ 358</u>	<u>\$ 270</u>	<u>\$ 797</u>

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY
EFFECT OF CATASTROPHE LOSSES ON THE COMBINED RATIO
(\$ in millions)

	Effect of all catastrophe losses on the Property-Liability combined ratio					Premiums earned year-to-date	Total catastrophe losses by year
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Year		
2007	2.4	6.3	5.0	7.0	5.2	\$ 27,233	\$ 1,409
2008	8.4	10.3	26.8	3.9	12.4	26,967	3,342
2009	7.8	12.5	6.2	5.0	7.9	26,194	2,069
2010	10.0	9.8	5.9	8.3	8.5	25,957	2,207
2011	5.2	36.2	16.7	1.0	14.7	25,942	3,815
2012	3.9	12.3	3.1	15.7	8.8	26,737	2,345
2013	5.3	9.4	1.8	1.7	4.5	27,618	1,251
2014	6.3	13.0	7.1	1.3	6.9	28,929	1,993
2015	4.0	10.6	3.5	4.7	5.7	30,309	1,719
2016	10.7					7,723	827
Average	6.4	13.2	8.3	5.3	8.3		

THE ALLSTATE CORPORATION
CATASTROPHE BY SIZE OF EVENT
(\$ in millions)

Three months ended March 31, 2016

Size of catastrophe	Number of events		Claims and claims expense		C rat
Greater than \$250 million	1	5.9 %	\$ 340	41.1 %	
\$101 million to \$250 million	1	5.9	196	23.7	
\$50 million to \$100 million	1	5.9	63	7.6	
Less than \$50 million	14	82.3	231	27.9	
Total	<u>17</u>	<u>100.0 %</u>	<u>830</u>	<u>100.3</u>	
Prior year reserve reestimates			(3)	(0.3)	
Total catastrophe losses			<u>\$ 827</u>	<u>100.0 %</u>	

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY
PRIOR YEAR RESERVE REESTIMATES
(\$ In millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Prior Year Reserve Reestimates ⁽¹⁾				
Auto	\$ 5	\$ (19)	\$ 14	\$ 11
Homeowners	(7)	(14)	(15)	4
Other personal lines	5	-	11	6
Commercial lines	20	-	(12)	4
Other business lines	-	-	1	1
Allstate Protection	23	(33)	(1)	26
Discontinued Lines and Coverages	1	2	48	2
Property-Liability	<u>\$ 24</u>	<u>\$ (31)</u>	<u>\$ 47</u>	<u>\$ 28</u>
Allstate brand ⁽²⁾	\$ 13	\$ (22)	\$ (13)	\$ 26
Esurance brand	(4)	(5)	(5)	(3)
Encompass brand ⁽²⁾	14	(6)	17	3
Allstate Protection ⁽²⁾	<u>\$ 23</u>	<u>\$ (33)</u>	<u>\$ (1)</u>	<u>\$ 26</u>
Effect of Prior Year Reserve Reestimates on Combined Ratio ⁽¹⁾⁽³⁾				
Auto	-	(0.2)	0.2	0.2
Homeowners	(0.1)	(0.2)	(0.2)	-
Other personal lines	-	-	0.1	0.1
Commercial lines	0.3	-	(0.1)	-
Other business lines	-	-	-	-
Allstate Protection	0.2	(0.4)	-	0.3
Discontinued Lines and Coverages	0.1	-	0.6	-
Property-Liability	<u>0.3</u>	<u>(0.4)</u>	<u>0.6</u>	<u>0.3</u>
Allstate brand ⁽²⁾	0.1	(0.3)	(0.2)	0.3
Esurance brand	(0.1)	-	-	-
Encompass brand ⁽²⁾	0.2	(0.1)	0.2	-
Allstate Protection ⁽²⁾	<u>0.2</u>	<u>(0.4)</u>	<u>-</u>	<u>0.3</u>

⁽¹⁾ Favorable reserve reestimates are shown in parentheses.

⁽²⁾ (Favorable) unfavorable reserve reestimates included in catastrophe losses for Allstate brand, Esurance brand, Encompass brand amounted to \$(4) million, \$0 million, \$1 million, \$(3) million and \$(2) million, \$0 million, \$(3) million and \$(5) million, respectively, in the three months ended March 31, 2016 and 2015, respectively.

⁽³⁾ Calculated using Property-Liability premiums earned for the respective period.

THE ALLSTATE CORPORATION
ASBESTOS AND ENVIRONMENTAL RESERVES
(\$ in millions)

	Three months ended March 31, 2016	Twelve months ended December 31,			
		2015	2014	2013	2012
(net of reinsurance)					
Asbestos claims					
Beginning reserves	\$ 960	\$ 1,014	\$ 1,017	\$ 1,026	\$
Incurring claims and claims expense	-	39	87	74	
Claims and claims expense paid	(53)	(93)	(90)	(83)	
Ending reserves	<u>\$ 907</u>	<u>\$ 960</u>	<u>\$ 1,014</u>	<u>\$ 1,017</u>	<u>\$</u>
Claims and claims expense paid as a percent of ending reserves	5.8%	9.7%	8.9%	8.2%	
Environmental claims					
Beginning reserves	\$ 179	\$ 203	\$ 208	\$ 193	\$
Incurring claims and claims expense	-	1	15	30	
Claims and claims expense paid	(2)	(25)	(20)	(15)	
Ending reserves	<u>\$ 177</u>	<u>\$ 179</u>	<u>\$ 203</u>	<u>\$ 208</u>	<u>\$</u>
Claims and claims expense paid as a percent of ending reserves	1.1%	14.0%	9.9%	7.2%	

THE ALLSTATE CORPORATION
ALLSTATE PERSONAL LINES - AUTO, HOMEOWNERS, OTHER PERSONAL LINES AND COMMERCIAL LINES PROFIT
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	Jun 2
Net premiums written				
Auto	\$ 4,746	\$ 4,576	\$ 4,746	\$
Homeowners	1,392	1,634	1,879	
Landlord	122	137	143	
Renter	67	65	84	
Condominium	53	58	64	
Other	111	116	138	
Other personal lines	353	376	429	
Commercial lines	126	126	124	
Total	6,617	6,712	7,178	
Net premiums earned				
Auto	\$ 4,667	\$ 4,638	\$ 4,597	\$
Homeowners	1,678	1,674	1,663	
Other personal lines	393	395	396	
Commercial lines	129	129	128	
Total	6,867	6,836	6,784	
Incurred losses				
Auto	\$ 3,519	\$ 3,495	\$ 3,455	\$
Homeowners	1,190	816	820	
Other personal lines	261	216	241	
Commercial lines	119	100	97	
Total	5,089	4,627	4,613	
Expenses				
Auto	\$ 1,103	\$ 1,077	\$ 1,086	\$
Homeowners	377	372	385	
Other personal lines	103	101	109	
Commercial lines	38	36	36	
Total	1,621	1,586	1,616	
Underwriting income (loss)				
Auto	\$ 45	\$ 66	\$ 56	\$
Homeowners	111	486	458	
Other personal lines	29	78	46	
Commercial lines	(28)	(7)	(5)	
Total	157	623	555	
Loss ratio	74.1	67.7	68.0	
Expense ratio	23.6	23.2	23.8	
Combined ratio	97.7	90.9	91.8	
Effect of catastrophe losses on combined ratio	11.4	5.0	3.7	
Effect of prior year reserve reestimates on combined ratio	0.2	(0.3)	(0.2)	
Underlying combined ratio	86.1	86.0	88.3	
Effect of catastrophe losses	11.4	5.0	3.7	
Effect of prior year non-catastrophe reserve reestimates	0.2	(0.1)	(0.2)	
Combined ratio	97.7	90.9	91.8	
Policies in Force (in thousands)				
Auto	20,145	20,326	20,367	
Homeowners	6,152	6,174	6,163	
Other personal lines	4,208	4,219	4,208	
Commercial lines	318	324	328	
Excess and surplus	24	25	26	
Total	30,847	31,068	31,092	

(1) Allstate Personal Lines comprise Allstate brand auto, homeowners, other personal lines and commercial lines. Allstate Protection segment core and Emerging Businesses.

THE ALLSTATE CORPORATION
EMERGING BUSINESSES - ESURANCE, ENCOMPASS, OTHER BUSINESS LINES AND ANSWER FINANCIAL PROFIT
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	Jun 2
Net premiums written				
Esurance	\$ 452	\$ 378	\$ 423	\$
Encompass	263	293	331	
Allstate Roadside Services	77	70	87	
Allstate Dealer Services	106	98	118	
Other business lines	183	168	205	
Total	898	839	959	
Net premiums earned				
Esurance	\$ 404	\$ 400	\$ 399	\$
Encompass	309	313	319	
Other business lines	143	135	148	
Total	856	848	866	
Incurred losses				
Esurance	\$ 294	\$ 299	\$ 290	\$
Encompass	239	214	233	
Other business lines	61	57	71	
Total	594	570	594	
Expenses				
Esurance	\$ 135	\$ 129	\$ 135	\$
Encompass	88	85	90	
Other business lines	68	72	61	
Answer Financial	1	2	1	
Total	292	288	287	
Underwriting income (loss)				
Esurance	\$ (25)	\$ (28)	\$ (26)	\$
Encompass	(18)	14	(4)	
Other business lines	14	6	16	
Answer Financial	(1)	(2)	(1)	
Total	(30)	(10)	(15)	
Loss ratio	69.4	67.2	68.6	
Expense ratio	34.1	34.0	33.1	
Combined ratio	103.5	101.2	101.7	
Effect of catastrophe losses on combined ratio	5.1	2.1	2.3	
Effect of prior year reserve reestimates on combined ratio	1.2	(1.3)	1.5	
Effect of amortization of purchased intangible assets	-	1.6	1.4	
Underlying combined ratio	97.3	98.7	96.8	
Effect of catastrophe losses	5.1	2.1	2.3	
Effect of prior year non-catastrophe reserve reestimates	1.1	(1.2)	1.2	
Effect of amortization of purchased intangible assets	-	1.6	1.4	
Combined ratio	103.5	101.2	101.7	
Policies in Force (in thousands)				
Esurance	1,511	1,491	1,503	
Encompass	1,138	1,172	1,207	
Other business lines	856	894	920	
Total	3,505	3,557	3,630	

(1) Emerging businesses include Esurance, Encompass, Allstate Roadside Services, Allstate Dealer Services, Ivantage and Answer Financial.

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL RESULTS
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Premiums	\$ 354	\$ 339	\$ 329	\$ 333
Contract charges	212	208	209	202
Net investment income	419	420	491	494
Contract benefits	(455)	(456)	(460)	(460)
Interest credited to contractholder funds	(184)	(186)	(191)	(191)
Amortization of deferred policy acquisition costs	(71)	(65)	(61)	(61)
Operating costs and expenses	(123)	(119)	(112)	(112)
Restructuring and related charges	-	3	(1)	-
Income tax expense on operations	(48)	(46)	(66)	(66)
Operating income	104	98	138	138
Realized capital gains and losses, after-tax	(32)	(62)	125	125
Valuation changes on embedded derivatives that are not hedged, after-tax	(4)	2	(2)	-
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	(1)	-	(1)	-
Gain (loss) on disposition of operations, after-tax	1	1	2	-
Change in accounting for investments in qualified affordable housing projects, after-tax	-	-	-	-
Net income applicable to common shareholders	\$ 68	\$ 39	\$ 262	\$ 263

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL
RETURN ON ATTRIBUTED EQUITY
(\$ in millions)

	Twelve months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Return on Attributed Equity				
Numerator:				
Net income applicable to common shareholders ⁽¹⁾	\$ 548	\$ 663	\$ 832	\$ 663
Denominator:				
Beginning attributed equity ⁽²⁾	\$ 7,920	\$ 7,672	\$ 7,356	\$ 7,475
Ending attributed equity	7,680	7,350	7,475	7,680
Average attributed equity ⁽³⁾	\$ 7,800	\$ 7,511	\$ 7,416	\$ 7,576
Return on attributed equity	7.0 %	8.8 %	11.2 %	8.8 %
Operating Income Return on Attributed Equity				
Numerator:				
Operating income ⁽¹⁾	\$ 479	\$ 509	\$ 539	\$ 509
Denominator:				
Beginning attributed equity ⁽²⁾	\$ 7,920	\$ 7,672	\$ 7,356	\$ 7,475
Unrealized net capital gains and losses	1,499	1,420	1,305	1,420
Adjusted beginning attributed equity	6,421	6,252	6,051	5,895
Ending attributed equity	7,680	7,350	7,475	7,680
Unrealized net capital gains and losses	824	556	722	1,420
Adjusted ending attributed equity	6,856	6,794	6,753	6,895
Average adjusted attributed equity ⁽³⁾	\$ 6,639	\$ 6,523	\$ 6,402	\$ 6,595
Operating income return on attributed equity	7.2 %	7.8 %	8.4 %	7.7 %

⁽¹⁾ Net income applicable to common shareholders and operating income reflect a trailing twelve-month period.

⁽²⁾ Allstate Financial attributed equity is the sum of equity for Allstate Life Insurance Company and the applicable equity for Allstate Financial Corporation.

⁽³⁾ Average attributed equity and average adjusted attributed equity are determined using a two-point average, with the beginning and ending adjusted attributed equity, respectively, for the twelve-month period as data points.

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL PREMIUMS AND CONTRACT CHARGES
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 2015
PREMIUMS AND CONTRACT CHARGES - BY PRODUCT				
Underwritten Products				
Traditional life insurance premiums	\$ 138	\$ 144	\$ 135	\$
Accident and health insurance premiums	216	195	194	-
Interest-sensitive life insurance contract charges	<u>209</u>	<u>204</u>	<u>205</u>	<u>-</u>
	563	543	534	-
Annuities				
Immediate annuities with life contingencies premiums	-	-	-	-
Other fixed annuity contract charges	<u>3</u>	<u>4</u>	<u>4</u>	<u>-</u>
Total	<u>\$ 566</u>	<u>\$ 547</u>	<u>\$ 538</u>	<u>\$</u>
PREMIUMS AND CONTRACT CHARGES - BY DISTRIBUTION CHANNEL				
Allstate agencies	\$ 305	\$ 304	\$ 300	\$
Workplace enrolling agents	233	215	212	-
Other ⁽¹⁾	<u>28</u>	<u>28</u>	<u>26</u>	<u>-</u>
Total	<u>\$ 566</u>	<u>\$ 547</u>	<u>\$ 538</u>	<u>\$</u>
PROPRIETARY LIFE INSURANCE POLICIES SOLD BY ALLSTATE AGENCIES ^{(2) (3)}	25,458	39,701	16,402	34
ALLSTATE BENEFITS NEW BUSINESS WRITTEN PREMIUMS ⁽⁴⁾	\$ 82	\$ 179	\$ 69	\$

(1) Primarily represents independent master brokerage agencies.

(2) Policies sold reduced by lapses within twelve months of sale.

(3) Beginning on August 1, 2015, sales are measured at policy issuance rather than application submission. This change led to a lag in 1 sold which impacted the third quarter 2015 results.

(4) New business written premiums reflect annualized premiums at initial customer enrollment (including new accounts and new employee accounts), reduced by an estimate for certain policies that are expected to lapse. A significant portion of Allstate Benefits business is fourth quarter during many clients' annual employee benefits enrollment.

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL CHANGE IN CONTRACTHOLDER FUNDS
(\$ in millions)

	Three months ended		
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015
Contractholders funds, beginning balance	\$ 21,295	\$ 21,559	\$ 21,968
Deposits			
Interest-sensitive life insurance	252	251	251
Fixed annuities	44	39	56
Total deposits	296	290	307
Interest credited	189	183	193
Benefits, withdrawals, maturities and other adjustments			
Benefits	(252)	(247)	(272)
Surrenders and partial withdrawals	(245)	(295)	(375)
Maturities of and interest payments on institutional products	-	-	-
Contract charges	(206)	(207)	(205)
Net transfers from separate accounts	1	2	2
Other adjustments	14	10	(59)
Total benefits, withdrawals, maturities and other adjustments	(688)	(737)	(909)
Contractholder funds, ending balance	\$ 21,092	\$ 21,295	\$ 21,559

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL ANALYSIS OF NET INCOME
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Benefit spread				
Premiums	\$ 354	\$ 339	\$ 329	\$ 311
Cost of insurance contract charges ⁽¹⁾	141	137	137	137
Contract benefits excluding the implied interest on immediate annuities with life contingencies ⁽²⁾	<u>(327)</u>	<u>(328)</u>	<u>(333)</u>	<u>(333)</u>
Total benefit spread	<u>168</u>	<u>148</u>	<u>133</u>	<u>115</u>
Investment spread				
Net investment income	419	420	491	414
Implied interest on immediate annuities with life contingencies ⁽²⁾	(128)	(128)	(127)	(127)
Interest credited to contractholder funds	<u>(190)</u>	<u>(183)</u>	<u>(194)</u>	<u>(194)</u>
Total investment spread	<u>101</u>	<u>109</u>	<u>170</u>	<u>93</u>
Surrender charges and contract maintenance expense fees ⁽¹⁾	71	71	72	71
Realized capital gains and losses	(49)	(97)	194	194
Amortization of deferred policy acquisition costs	(73)	(64)	(63)	(63)
Operating costs and expenses	(123)	(119)	(112)	(112)
Restructuring and related charges	-	3	(1)	-
Gain (loss) on disposition of operations	2	1	3	3
Income tax expense	<u>(29)</u>	<u>(13)</u>	<u>(134)</u>	<u>(134)</u>
Net income applicable to common shareholders	<u>\$ 68</u>	<u>\$ 39</u>	<u>\$ 262</u>	<u>\$ 111</u>
Benefit spread by product group				
Life insurance	\$ 80	\$ 75	\$ 66	\$ 66
Accident and health insurance	105	92	90	90
Annuities	<u>(17)</u>	<u>(19)</u>	<u>(23)</u>	<u>(23)</u>
Total benefit spread	<u>\$ 168</u>	<u>\$ 148</u>	<u>\$ 133</u>	<u>\$ 115</u>
Investment spread by product group				
Annuities and institutional products	\$ 17	\$ 10	\$ 82	\$ 82
Life insurance	34	41	33	33
Accident and health insurance	4	4	4	4
Net investment income on investments supporting capital	<u>52</u>	<u>52</u>	<u>54</u>	<u>54</u>
Investment spread before valuation changes on embedded derivatives that are not hedged	107	107	173	173
Valuation changes on derivatives embedded in equity-indexed annuity contracts that are not hedged	<u>(6)</u>	<u>2</u>	<u>(3)</u>	<u>(3)</u>
Total investment spread	<u>\$ 101</u>	<u>\$ 109</u>	<u>\$ 170</u>	<u>\$ 93</u>
⁽¹⁾ Reconciliation of contract charges				
Cost of insurance contract charges	\$ 141	\$ 137	\$ 137	\$ 137
Surrender charges and contract maintenance expense fees	71	71	72	71
Total contract charges	<u>\$ 212</u>	<u>\$ 208</u>	<u>\$ 209</u>	<u>\$ 208</u>
⁽²⁾ Reconciliation of contract benefits				
Contract benefits excluding the implied interest on immediate annuities with life contingencies	\$ (327)	\$ (328)	\$ (333)	\$ (333)
Implied interest on immediate annuities with life contingencies	<u>(128)</u>	<u>(128)</u>	<u>(127)</u>	<u>(127)</u>
Total contract benefits	<u>\$ (455)</u>	<u>\$ (456)</u>	<u>\$ (460)</u>	<u>\$ (460)</u>

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL WEIGHTED AVERAGE INVESTMENT SPREADS

	Three months ended March 31, 2016			Three months ended March 31, 2015	
	Weighted average investment yield	Weighted average interest crediting rate	Weighted average investment spreads	Weighted average investment yield	Weighted average investment spreads
Interest-sensitive life insurance	5.0 %	3.9 %	1.1 %	5.1 %	1.1 %
Deferred fixed annuities and institutional products	4.0	2.8	1.2	4.3	1.2
Immediate fixed annuities with and without life contingencies	6.0	5.9	0.1	7.3	0.1
Investments supporting capital, traditional life and other products	3.8	n/a	n/a	4.2	n/a

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL SUPPLEMENTAL PRODUCT INFORMATION

(\$ in millions)

	As of March 31, 2016		Twelve months ended March 31, 2016
	Reserves and Contractholder funds	Attributed equity excluding unrealized capital gains/losses ⁽³⁾⁽⁴⁾	Operating income ⁽⁵⁾
Underwritten products			
Life insurance	\$ 10,700	\$ 2,467	\$ 266
Accident and health insurance	852	660	80
Subtotal	<u>11,552</u>	<u>3,127</u>	<u>346</u>
Annuities and institutional products:			
Immediate Annuities:			
Sub-standard structured settlements and group pension terminations ⁽¹⁾	5,029	1,800	(3)
Standard structured settlements and SPIA ⁽²⁾	6,841	1,278	59
Subtotal	<u>11,870</u>	<u>3,078</u>	<u>56</u>
Deferred Annuities	9,809	650	76
Institutional products	85	1	1
Subtotal	<u>21,764</u>	<u>3,729</u>	<u>133</u>
Total Allstate Financial	<u>\$ 33,316</u>	<u>\$ 6,856</u>	<u>\$ 479</u>

	Three months ended March 31, 2016			
	Life insurance	Accident and health insurance	Annuities and institutional products	Allstate Financial
Operating income	\$ 69	\$ 20	\$ 15	\$ 104
Realized capital gains and losses, after-tax	(9)	(2)	(21)	(32)
Valuation changes on embedded derivatives that are not hedged, after-tax	-	-	(4)	(4)
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	(1)	-	-	(1)
Gain on disposition of operations, after-tax	-	-	1	1
Net income (loss) applicable to common shareholders	<u>\$ 59</u>	<u>\$ 18</u>	<u>\$ (9)</u>	<u>\$ 68</u>

- (1) Structured settlement annuities for annuitants with severe injuries or other health impairments which significantly reduced their life expectancy at the time the annuity was issued and group annuity contracts issued to sponsor.
- (2) Life-contingent structured settlement annuities for annuitants with standard life expectancy, period certain structured settlements and single premium immediate annuities with and without life contingencies.
- (3) Total Allstate Financial attributed equity is the sum of equity for Allstate Life Insurance Company and the applicable equity for Allstate Financial Insurance Holdings Corporation, excluding unrealized capital gains and losses.
- (4) Attributed equity is allocated to each product line based on statutory capital adjusted for GAAP reporting differences and the amount of capital held in Allstate Financial may vary from economic capital. The calculation of statutory capital is based on internal capital factors, investment portfolio mix and risk as well as changes in GAAP and statutory reporting differences will result in changes to the allocation of attributed equity to products.
- (5) Product line operating income includes allocation of income on investments supporting capital. Operating income reflects a trailing twelve-month period.

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL INSURANCE POLICIES AND ANNUITIES IN FORCE ⁽¹⁾
(in thousands)

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
ALLSTATE FINANCIAL INSURANCE POLICIES AND ANNUITIES IN FORCE BY PRODUCT				
Underwritten products				
Life insurance	2,467	2,463	2,459	2,459
Accident and health insurance	3,278	2,873	2,848	2,848
	<u>5,745</u>	<u>5,336</u>	<u>5,307</u>	<u>5,307</u>
Annuities				
Deferred annuities	168	172	176	176
Immediate annuities	101	102	104	104
	<u>269</u>	<u>274</u>	<u>280</u>	<u>280</u>
Total	<u><u>6,014</u></u>	<u><u>5,610</u></u>	<u><u>5,587</u></u>	<u><u>5,587</u></u>
ALLSTATE FINANCIAL INSURANCE POLICIES AND ANNUITIES IN FORCE BY SOURCE OF BUSINESS				
Allstate Agencies ⁽²⁾	1,922	1,924	1,917	1,917
Allstate Benefits	3,729	3,315	3,292	3,292
Other ⁽³⁾	363	371	378	378
Total	<u><u>6,014</u></u>	<u><u>5,610</u></u>	<u><u>5,587</u></u>	<u><u>5,587</u></u>

⁽¹⁾ Allstate Financial insurance policies and annuities in force reflect the number of contracts in force excluding sold blocks of business that remain to the dispositions of the business being effected through reinsurance arrangements. Policy counts associated with our voluntary employee benefit certificate counts as opposed to group counts.

⁽²⁾ Excludes Allstate Benefits products sold through Allstate Agencies, which are included in the Allstate Benefits line.

⁽³⁾ Primarily business sold by banks/broker-dealers, independent master brokerage agencies and specialized structured settlement brokers.

THE ALLSTATE CORPORATION
ALLSTATE LIFE, ALLSTATE ANNUITIES AND ALLSTATE BENEFITS RESULTS AND PRODUCT INFORI
(\$ in millions)

	For the three months ended March 31, 2016				
	Allstate Life	Allstate Annuities	Allstate Benefits	Allstate Financial Segment	Allstat Life
Premiums	\$ 130	\$ -	\$ 224	\$ 354	\$
Contract charges	182	3	27	212	
Net investment income	120	281	18	419	
Contract benefits	(180)	(147)	(128)	(455)	
Interest credited to contractholder funds	(70)	(105)	(9)	(184)	
Amortization of deferred policy acquisition costs	(31)	(2)	(38)	(71)	
Operating costs and expenses	(56)	(8)	(59)	(123)	
Income tax expense on operations	(29)	(7)	(12)	(48)	
Operating income	66	15	23	104	
Realized capital gains and losses, after-tax	(8)	(21)	(3)	(32)	
Valuation changes on embedded derivatives that are not hedged, after-tax	-	(4)	-	(4)	
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives that are not hedged, after-tax	(1)	-	-	(1)	
Gain on disposition of operations, after-tax	-	1	-	1	
Change in accounting for investments in qualified affordable housing projects, after-tax	-	-	-	-	
Net income (loss)	\$ 57	\$ (9)	\$ 20	\$ 68	\$
Premiums and Contract Charges - by Product					
Underwritten Products					
Traditional life insurance premiums	\$ 130	\$ -	\$ 8	\$ 138	\$
Accident and health insurance	-	-	216	216	
Interest-sensitive life insurance contract charges	182	-	27	209	
	312	-	251	563	
Annuities					
Immediate annuities with life contingencies premiums	-	-	-	-	
Other fixed annuity contract charges	-	3	-	3	
	-	3	-	3	
Total life and annuity premiums and contract charges	\$ 312	\$ 3	\$ 251	\$ 566	\$
Benefit Spread by Product Group					
Life Insurance	\$ 75	\$ -	\$ 5	\$ 80	\$
Accident and health insurance	-	-	105	105	
Annuities	-	(17)	-	(17)	
Total benefit spread	\$ 75	\$ (17)	\$ 110	\$ 168	\$
Investment Spread by Product Group					
Annuities and institutional products	\$ -	\$ 17	\$ -	\$ 17	\$
Life insurance	32	-	2	34	
Accident and health insurance	1	-	3	4	
Net investment income on investments supporting capital	17	31	4	52	
Investment spread before valuation changes on embedded derivatives that are not hedged	50	48	9	107	
Valuation changes on derivatives embedded in equity- indexed annuity contracts that are not hedged	-	(6)	-	(6)	
Total investment spread	\$ 50	\$ 42	\$ 9	\$ 101	\$

THE ALLSTATE CORPORATION
CORPORATE AND OTHER RESULTS
(\$ in millions)

Three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Net investment income	\$ 10	\$ 10	\$ 9	\$ 8
Operating costs and expenses	(6)	(7)	(13)	(9)
Interest expense	(73)	(73)	(73)	(73)
Income tax benefit on operations	25	27	28	28
Preferred stock dividends	(29)	(29)	(29)	(29)
Operating loss	(73)	(72)	(78)	(75)
Realized capital gains and losses, after-tax	-	-	-	-
Net loss applicable to common shareholders	\$ (73)	\$ (72)	\$ (78)	\$ (75)

THE ALLSTATE CORPORATION
INVESTMENTS
(\$ in millions)

PROPERTY-LIABILITY

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015	March 31, 2015	March 31, 2016	Dec. 31, 2015
Fixed income securities, at fair value:							
Tax-exempt	\$ 4,466	\$ 4,285	\$ 4,289	\$ 4,418	\$ 4,362	\$ 2	\$ 4
Taxable	24,615	25,447	24,868	25,192	25,674	25,858	26,034
Equity securities, at fair value	3,709	3,480	2,808	3,018	3,074	1,405	1,599
Mortgage loans	294	296	339	343	333	4,008	4,042
Limited partnership interests	2,688	2,575	2,558	2,466	2,571	2,399	2,295
Short-term, at fair value	1,452	959	1,692	1,108	932	1,626	861
Other	1,512	1,437	1,659	1,602	1,536	2,038	1,957
Total	<u>\$ 38,736</u>	<u>\$ 38,479</u>	<u>\$ 38,213</u>	<u>\$ 38,147</u>	<u>\$ 38,482</u>	<u>\$ 37,336</u>	<u>\$ 36,792</u>
Fixed income securities, amortized cost:							
Tax-exempt	\$ 4,384	\$ 4,218	\$ 4,214	\$ 4,362	\$ 4,276	\$ 2	\$ 4
Taxable	24,454	25,672	24,883	24,990	25,181	24,481	25,145
Ratio of fair value to amortized cost	100.8%	99.5%	100.2%	100.9%	102.0%	105.6%	103.5%
Equity securities, cost	\$ 3,417	\$ 3,236	\$ 2,656	\$ 2,699	\$ 2,706	\$ 1,372	\$ 1,567
Short-term, amortized cost	1,452	959	1,692	1,108	932	1,626	861

CORPORATE AND OTHER

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015	March 31, 2015	March 31, 2016	Dec. 31, 2015
Fixed income securities, at fair value:							
Tax-exempt	\$ 591	\$ 585	\$ 589	\$ 569	\$ 568	\$ 5,059	\$ 4,874
Taxable	1,759	1,593	1,911	1,960	1,973	52,232	53,074
Equity securities, at fair value	3	3	3	3	3	5,117	5,082
Mortgage loans	-	-	-	-	-	4,302	4,338
Limited partnership interests	4	4	4	4	4	5,091	4,874
Short-term, at fair value	448	302	353	660	617	3,526	2,122
Other	-	-	-	-	-	3,550	3,394
Total	<u>\$ 2,805</u>	<u>\$ 2,487</u>	<u>\$ 2,860</u>	<u>\$ 3,196</u>	<u>\$ 3,165</u>	<u>\$ 78,877</u>	<u>\$ 77,758</u>
Fixed income securities, amortized cost:							
Tax-exempt	\$ 569	\$ 566	\$ 569	\$ 551	\$ 547	\$ 4,955	\$ 4,788
Taxable	1,737	1,596	1,900	1,953	1,958	50,672	52,413
Ratio of fair value to amortized cost	101.9%	100.7%	101.3%	101.0%	101.4%	103.0%	101.3%
Equity securities, cost	\$ 3	\$ 3	\$ 3	\$ 3	\$ 3	\$ 4,792	\$ 4,806
Short-term, amortized cost	448	302	353	660	617	3,526	2,122

THE ALLSTATE CORPORATION
LIMITED PARTNERSHIP INVESTMENTS
(\$ in millions)

As of or for the three months ended

	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Investment position				
Accounting basis				
Cost method	\$ 1,193	\$ 1,154	\$ 1,148	\$ 1,130
Equity method ("EMA") ⁽¹⁾	3,898	3,720	3,675	3,406
Total	<u>\$ 5,091</u>	<u>\$ 4,874</u>	<u>\$ 4,823</u>	<u>\$ 4,536</u>
Cost method-fair value ⁽²⁾	\$ 1,466	\$ 1,450	\$ 1,506	\$ 1,482
Underlying investment				
Private equity	\$ 3,494	\$ 3,344	\$ 3,282	\$ 3,012
Real estate	1,229	1,166	1,160	1,164
Other	368	364	381	360
Total	<u>\$ 5,091</u>	<u>\$ 4,874</u>	<u>\$ 4,823</u>	<u>\$ 4,536</u>
Segment				
Property-Liability	\$ 2,688	\$ 2,575	\$ 2,558	\$ 2,466
Allstate Financial	2,399	2,295	2,261	2,066
Corporate and Other	4	4	4	4
Total	<u>\$ 5,091</u>	<u>\$ 4,874</u>	<u>\$ 4,823</u>	<u>\$ 4,536</u>
Total Income				
Accounting basis				
Cost method	\$ 39	\$ 42	\$ 63	\$ 75
Equity method	82	24	104	43
Total	<u>\$ 121</u>	<u>\$ 66</u>	<u>\$ 167</u>	<u>\$ 118</u>
Underlying investment				
Private equity	\$ 88	\$ 46	\$ 162	\$ 113
Real estate	33	20	5	10
Other	-	-	-	(5)
Total	<u>\$ 121</u>	<u>\$ 66</u>	<u>\$ 167</u>	<u>\$ 118</u>
Segment				
Property-Liability	\$ 58	\$ 29	\$ 62	\$ 45
Allstate Financial	63	37	105	73
Corporate and Other	-	-	-	-
Total	<u>\$ 121</u>	<u>\$ 66</u>	<u>\$ 167</u>	<u>\$ 118</u>

⁽¹⁾ As of March 31, 2016, valuations of EMA limited partnerships include approximately \$408 million of cumulative pre-tax appreciation recognized in earnings but has not been distributed to investors.

⁽²⁾ The fair value of cost method limited partnerships is determined using reported net asset values.

THE ALLSTATE CORPORATION
UNREALIZED NET CAPITAL GAINS AND LOSSES ON SECURITY PORTFOLIO BY TYPE
(\$ in millions)

	March 31, 2016			December 31, 2015		
	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost
Fixed income securities						
U.S. government and agencies	\$ 114	\$ 3,504	103.4	\$ 86	\$ 3,922	102.2
Municipal	442	7,616	106.2	369	7,401	105.2
Corporate	989	41,272	102.5	153	41,827	100.4
Foreign government	55	1,054	105.5	50	1,033	105.1
Asset-backed securities ("ABS")	(27)	2,499	98.9	(32)	2,327	98.6
Residential mortgage-backed securities ("RMBS")	68	875	108.4	90	947	110.5
Commercial mortgage-backed securities ("CMBS")	20	447	104.7	28	466	106.4
Redeemable preferred stock	3	24	114.3	3	25	113.6
Total fixed income securities	1,664	57,291	103.0	747	57,948	101.3
Equity securities	325	5,117	106.8	276	5,082	105.7
Short-term investments	-	3,526	100.0	-	2,122	100.0
Derivatives	4	58	n/a	6	53	n/a
EMA limited partnership interests ⁽²⁾	(5)	n/a	n/a	(4)	n/a	n/a
Unrealized net capital gains and losses, pre-tax	1,988			1,025		
Amounts recognized for:						
Insurance reserves ⁽³⁾	-			-		
DAC and DSI ⁽⁴⁾	(138)			(67)		
Amounts recognized	(138)			(67)		
Deferred income taxes	(650)			(338)		
Unrealized net capital gains and losses, after-tax	\$ 1,200			\$ 620		
	June 30, 2015			March 31, 2015		
	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost
Fixed income securities						
U.S. government and agencies	\$ 109	\$ 3,936	102.8	\$ 134	\$ 4,106	103.4
Municipal	483	8,594	106.0	670	8,713	108.3
Corporate	1,164	42,317	102.8	2,120	42,375	105.3
Foreign government	66	1,324	105.2	85	1,375	106.6
ABS	(5)	2,076	99.8	8	3,055	100.3
RMBS	101	1,083	110.3	105	1,154	110.0
CMBS	37	575	106.9	42	600	107.5
Redeemable preferred stock	4	25	119.0	4	25	119.0
Total fixed income securities	1,959	59,930	103.4	3,168	61,403	105.4
Equity securities	351	4,000	109.6	414	4,166	111.0
Short-term investments	-	2,821	100.0	-	2,497	100.0
Derivatives	3	60	n/a	3	79	n/a
EMA limited partnership interests ⁽²⁾	(5)	n/a	n/a	(4)	n/a	n/a
Unrealized net capital gains and losses, pre-tax	2,308			3,581		
Amounts recognized for:						
Insurance reserves ⁽³⁾	-			(79)		
DAC and DSI ⁽⁴⁾	(121)			(212)		
Amounts recognized	(121)			(291)		
Deferred income taxes	(768)			(1,153)		
Unrealized net capital gains and losses, after-tax	\$ 1,419			\$ 2,137		

(1) The comparison of percentages from period to period may be distorted by investment transactions such as sales, purchases and impairment write-downs.

(2) Unrealized net capital gains and losses for limited partnership interest represent the Company's share of EMA limited partnerships' other comprehensive income. Fair value is

(3) The insurance reserves adjustment represents the amount by which the reserve balance would increase if the net unrealized gains in the applicable product portfolios were revalued in a premium deficiency. Although we evaluate premium deficiencies on the combined performance of our life insurance and immediate annuities with life contingencies, the calculation also includes annuities with life contingencies, in addition to annuity buy-outs and certain payout annuities with life contingencies.

(4) The DAC and DSI adjustment balance represents the amount by which the amortization of DAC and DSI would increase or decrease if the unrealized gains or losses in the re

THE ALLSTATE CORPORATION
NET INVESTMENT INCOME, YIELDS AND REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX)
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	Jun 2
NET INVESTMENT INCOME				
Fixed income securities	\$ 518	\$ 537	\$ 546	\$
Equity securities	28	33	23	
Mortgage loans	53	63	53	
Limited partnership interests	121	66	167	
Short-term	4	1	4	
Other	51	49	49	
Subtotal	775	749	842	
Less: Investment expense	(44)	(39)	(35)	
Net investment income	<u>\$ 731</u>	<u>\$ 710</u>	<u>\$ 807</u>	<u>\$</u>
PRE-TAX YIELDS ⁽¹⁾				
Fixed income securities	3.7 %	3.8 %	3.8 %	
Equity securities	2.3	2.9	2.4	
Mortgage loans	4.9	5.8	4.8	
Limited partnership interests	9.7	5.4	14.4	
Total portfolio	4.0	3.9	4.4	
REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY TRANSACTION TYPE				
Impairment write-downs	\$ (59)	\$ (118)	\$ (47)	\$
Change in intent write-downs	(22)	(32)	(127)	
Net other-than-temporary impairment losses recognized in earnings	(81)	(150)	(174)	
Sales and other	(59)	(75)	183	
Valuation and settlements of derivative instruments	(9)	(25)	24	
Total	<u>\$ (149)</u>	<u>\$ (250)</u>	<u>\$ 33</u>	<u>\$</u>
TOTAL RETURN ON INVESTMENT PORTFOLIO ⁽²⁾	2.0 %	(0.2) %	- %	
AVERAGE INVESTMENT BALANCES (in billions) ⁽³⁾	<u>\$ 76.8</u>	<u>\$ 76.8</u>	<u>\$ 76.9</u>	<u>\$</u>

⁽¹⁾ Pre-tax yield is calculated as annualized investment income, generally before investment expense (including dividend income in the case of equity securities), divided by the average of investment balances at the end of each quarter during the year. For the purposes of the pre-tax yield calculation, income for directly consolidated investments is net of asset level operating expenses (direct expenses of the assets reported in investment expense). For investment balances exclude unrealized capital gains and losses.

⁽²⁾ Total return on investment portfolio is calculated from GAAP results including the total of net investment income, realized capital gains and loss capital gains and losses, and the change in the difference between fair value and carrying value of mortgage loans, cost method limited partnership interests, and the change in the difference between fair value and carrying value of mortgage loans, cost method limited partnership interests, divided by the average fair value balances.

⁽³⁾ Average investment balances for the quarter are calculated as the average of the current and prior quarter investment balances. Year-to-date average investment balances are calculated as the average of investment balances at the beginning of the year and the end of each quarter during the year. For purposes of the calculation, unrealized capital gains and losses are excluded.

THE ALLSTATE CORPORATION
PROPERTY-LIABILITY
NET INVESTMENT INCOME, YIELDS AND REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX)
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
NET INVESTMENT INCOME				
Fixed income securities:				
Tax-exempt	\$ 23	\$ 27	\$ 24	\$ 1
Taxable	200	201	197	1
Equity securities	20	24	16	1
Mortgage loans	3	4	4	1
Limited partnership interests ⁽¹⁾	58	29	62	1
Short-term	2	-	3	1
Other	20	18	20	1
Subtotal	<u>326</u>	<u>303</u>	<u>326</u>	<u>3</u>
Less: Investment expense	(24)	(23)	(19)	(1)
Net investment income	<u>\$ 302</u>	<u>\$ 280</u>	<u>\$ 307</u>	<u>\$ 2</u>
Net investment income, after-tax	<u>\$ 206</u>	<u>\$ 192</u>	<u>\$ 209</u>	<u>\$ 1</u>
PRE-TAX YIELDS ⁽²⁾				
Fixed income securities:				
Tax-exempt	2.1 %	2.6 %	2.3 %	2.4 %
Equivalent yield for tax-exempt	3.1	3.8	3.4	3.2
Taxable	3.2	3.2	3.2	3.2
Equity securities	2.4	3.1	2.5	2.5
Mortgage loans	4.0	5.4	4.0	4.0
Limited partnership interests	8.9	4.5	10.1	7.7
Total portfolio	3.3	3.1	3.5	3.2
REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY ASSET TYPE				
Fixed income securities:				
Tax-exempt	\$ 3	\$ (10)	\$ 2	\$ 1
Taxable	(47)	(75)	(42)	(1)
Equity securities	(60)	(13)	(92)	(1)
Limited partnership interests	13	(27)	(35)	(1)
Derivatives and other	(8)	(28)	6	(1)
Total	<u>\$ (99)</u>	<u>\$ (153)</u>	<u>\$ (161)</u>	<u>\$ (1)</u>
REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY TRANSACTION TYPE				
Impairment write-downs	\$ (35)	\$ (84)	\$ (30)	\$ 1
Change in intent write-downs	(19)	(24)	(77)	(1)
Net other-than-temporary impairment losses recognized in earnings	(54)	(108)	(107)	(1)
Sales and other	(41)	(28)	(63)	(1)
Valuation and settlements of derivative instruments	(4)	(17)	9	(1)
Total	<u>\$ (99)</u>	<u>\$ (153)</u>	<u>\$ (161)</u>	<u>\$ (1)</u>
AVERAGE INVESTMENT BALANCES (in billions) ⁽³⁾	<u>\$ 38.3</u>	<u>\$ 38.2</u>	<u>\$ 37.8</u>	<u>\$ 37.1</u>

⁽¹⁾ As of March 31, 2016, Property-Liability has commitments to invest in additional limited partnership interests totaling \$1.39 billion.

⁽²⁾ Pre-tax yield is calculated as annualized investment income, generally before investment expense (including dividend income in the case of equity securities), divided by the average of investment balances at the end of each quarter during the year. For the purposes of the pre-tax yield calculation, income tax and other consolidated investments is net of asset level operating expenses (direct expenses of the assets reported in investment income) carried at fair value, investment balances exclude unrealized capital gains and losses.

⁽³⁾ Average investment balances for the quarter are calculated as the average of the current and prior quarter investment balances. Year-to-date investment balances are calculated as the average of investment balances at the beginning of the year and the end of each quarter during the year. For investment balances calculation, unrealized capital gains and losses are excluded.

THE ALLSTATE CORPORATION
ALLSTATE FINANCIAL
NET INVESTMENT INCOME, YIELDS AND REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX)
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30 2015
NET INVESTMENT INCOME				
Fixed income securities	\$ 284	\$ 300	\$ 314	\$ 33
Equity securities	8	9	7	5
Mortgage loans	50	59	49	7
Limited partnership interests ⁽¹⁾	63	37	105	7
Short-term	2	1	1	2
Other	30	30	29	2
Subtotal	437	436	505	50
Less: Investment expense	(18)	(16)	(14)	(1)
Net investment income	\$ 419	\$ 420	\$ 491	\$ 48
Net investment income, after-tax	\$ 273	\$ 273	\$ 319	\$ 31
PRE-TAX YIELDS⁽²⁾				
Fixed income securities	4.6 %	4.8 %	4.9 %	5.0 %
Equity securities	2.1	2.4	2.1	3.0
Mortgage loans	4.9	5.8	4.9	5.0
Limited partnership interests	10.7	6.5	19.4	14.0
Total portfolio	4.8	4.8	5.6	5.0
REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY ASSET TYPE				
Fixed income securities	\$ (26)	\$ (64)	\$ 261	\$ 4
Equity securities	(30)	(13)	(58)	1
Mortgage loans	-	4	1	-
Limited partnership interests	13	(14)	(20)	(1)
Derivatives and other	(6)	(10)	10	(1)
Total	\$ (49)	\$ (97)	\$ 194	\$ 5
REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY TRANSACTION TYPE				
Impairment write-downs	\$ (24)	\$ (34)	\$ (17)	\$ (1)
Change in intent write-downs	(3)	(8)	(50)	(1)
Net other-than-temporary impairment losses recognized in earnings	(27)	(42)	(67)	(1)
Sales and other	(17)	(47)	246	6
Valuation and settlements of derivative instruments	(5)	(8)	15	(1)
Total	\$ (49)	\$ (97)	\$ 194	\$ 5
AVERAGE INVESTMENT BALANCES (in billions)⁽³⁾	\$ 35.9	\$ 36.0	\$ 36.1	\$ 36.0

(1) As of March 31, 2016, Allstate Financial has commitments to invest in additional limited partnership interests totaling \$1.32 billion.

(2) Pre-tax yield is calculated as annualized investment income, generally before investment expense (including dividend income in the case of equity securities), divided by the average of investment balances at the end of each quarter during the year. For the purposes of the pre-tax yield calculation, the net investment income from real estate, timber and other consolidated investments is net of asset level operating expenses (direct expenses of the assets less indirect expenses). For investments carried at fair value, investment balances exclude unrealized capital gains and losses.

(3) Average investment balances for the quarter are calculated as the average of the current and prior quarter investment balances. Year investment balances are calculated as the average of investment balances at the beginning of the year and the end of each quarter. For purposes of the average investment balances calculation, unrealized capital gains and losses are excluded.

THE ALLSTATE CORPORATION
INVESTMENT RESULTS
(\$ In millions)

	Three months ended		
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015
Consolidated investment portfolio			
Interest-bearing ⁽¹⁾	\$ 68,163	\$ 67,390	\$ 68,913
Equity/owned ⁽²⁾	10,714	10,368	9,429
Total	<u>\$ 78,877</u>	<u>\$ 77,758</u>	<u>\$ 78,342</u>
Consolidated portfolio total return ⁽³⁾			
Interest-bearing	1.9 %	(0.3) %	0.4 %
Equity/owned	0.2	0.2	(0.3)
Investment expenses	(0.1)	(0.1)	(0.1)
Total	<u>2.0</u>	<u>(0.2)</u>	<u>-</u>
Consolidated portfolio total return ⁽³⁾			
Income	0.9 %	0.9 %	1.0 %
Valuation	1.1	(1.1)	(1.0)
Total	<u>2.0</u>	<u>(0.2)</u>	<u>-</u>
Consolidated net investment income			
Interest-bearing	\$ 618	\$ 643	\$ 646
Equity/owned	157	106	196
Investment expenses	(44)	(39)	(35)
Total	<u>\$ 731</u>	<u>\$ 710</u>	<u>\$ 807</u>
Consolidated interest-bearing pre-tax yield ⁽⁴⁾	3.7 %	3.8 %	3.8 %
Property-Liability net investment income			
Interest-bearing excluding prepayment premiums	\$ 241	\$ 240	\$ 240
Prepayment premiums	2	5	4
Total interest-bearing	243	245	244
Equity/owned	83	58	82
Less: Investment expenses	(24)	(23)	(19)
Total	302	280	307
Less: prepayment premiums	(2)	(5)	(4)
Total excluding prepayment premiums	<u>\$ 300</u>	<u>\$ 275</u>	<u>\$ 303</u>
Property-Liability interest-bearing pre-tax yield	3.0 %	3.0 %	3.0 %
Property-Liability interest-bearing pre-tax yield excluding prepayment premiums	3.0 %	3.0 %	2.9 %
Allstate Financial net investment income			
Interest-bearing excluding prepayment premiums	\$ 361	\$ 371	\$ 386
Prepayment premiums	2	17	5
Total interest-bearing	363	388	391
Equity/owned	74	48	114
Less: Investment expenses	(18)	(16)	(14)
Total	419	420	491
Less: prepayment premiums	(2)	(17)	(5)
Total excluding prepayment premiums	<u>\$ 417</u>	<u>\$ 403</u>	<u>\$ 486</u>
Allstate Financial interest-bearing pre-tax yield	4.6 %	4.8 %	4.8 %
Allstate Financial interest-bearing pre-tax yield excluding prepayment premiums	4.5 %	4.6 %	4.7 %

⁽¹⁾ Includes fixed income securities, mortgage loans, short-term and other investments.

⁽²⁾ Includes limited partnership interests, equity securities and real estate.

⁽³⁾ Total return on investment portfolio is calculated from GAAP results including the total of net investment income, realized capital gains and losses gains and losses, and the change in the difference between fair value and carrying value of mortgage loans and cost method limited partnerships, balances.

⁽⁴⁾ Pre-tax yield is calculated as annualized investment income, generally before investment expense (including dividend income in the case of equity investment balances at the end of each quarter during the year. For the purposes of the pre-tax yield calculation, income for directly held real estate investments is net of asset level operating expenses (direct expenses of the assets reported in investment expense). For investments carried at fair value, exclude unrealized capital gains and losses.

THE ALLSTATE CORPORATION
INVESTMENT POSITION BY STRATEGY
(\$ in millions)

	Total	Market- Based Core ⁽¹⁾	Market- Based Active ⁽²⁾	Performar Based Long-Terr
March 31, 2016				
Fixed income securities	\$ 57,291	\$ 50,363	\$ 6,816	\$ -
Equity securities	5,117	4,044	988	-
Mortgage loans	4,302	4,302	-	-
Limited partnership interests	5,091	368	-	4,723
Short-term investments	3,526	2,766	760	-
Other	3,550	2,879	150	521
Total	\$ 78,877	\$ 64,722	\$ 8,714	\$ 5,441
% of total		82%	11%	
Property-Liability	\$ 38,736	\$ 28,121	\$ 7,668	\$ 2,947
% of Property-Liability		73%	20%	
Allstate Financial	\$ 37,336	\$ 33,796	\$ 1,046	\$ 2,494
% of Allstate Financial		90%	3%	
Corporate & Other	\$ 2,805	\$ 2,805	\$ -	\$ -
% of Corporate & Other		100%	-	
December 31, 2015				
Fixed income securities	\$ 57,948	\$ 51,175	\$ 6,691	\$ 1,082
Equity securities	5,082	4,210	764	112
Mortgage loans	4,338	4,338	-	-
Limited partnership interests	4,874	364	-	4,510
Short-term investments	2,122	1,631	491	-
Other	3,394	2,783	183	428
Total	\$ 77,758	\$ 64,501	\$ 8,129	\$ 5,128
% of total		83%	10%	
Property-Liability	\$ 38,479	\$ 28,525	\$ 7,137	\$ 2,817
% of Property-Liability		74%	19%	
Allstate Financial	\$ 36,792	\$ 33,490	\$ 992	\$ 2,310
% of Allstate Financial		91%	3%	
Corporate & Other	\$ 2,487	\$ 2,486	\$ -	\$ -
% of Corporate & Other		100%	-	

⁽¹⁾ Market-based core is comprised primarily of highly diversified fixed income securities, mortgage loans and equity securities to align with business strategy.

⁽²⁾ Market-based active is comprised primarily of fixed income and equity securities to generate additional returns by taking advantage of market dislocations.

⁽³⁾ Performance-based long-term is comprised primarily of private equity and real estate investments to generate returns over an extended horizon.

⁽⁴⁾ Performance-based opportunistic primarily generates returns by taking advantage of asset dislocations and by selectively providing liquidity to clients.

THE ALLSTATE CORPORATION
INVESTMENT RESULTS BY STRATEGY
(\$ in millions)

	Three months ended			
	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015
Investment income				
Market-Based Core	\$ 581	\$ 614	\$ 612	\$ 640
Market-Based Active	61	59	52	52
Performance-Based Long-Term	131	74	176	130
Performance-Based Opportunistic	2	2	2	3
Investment income, before expense	<u>775</u>	<u>749</u>	<u>842</u>	<u>825</u>
Investment expense	(44)	(39)	(35)	(36)
Net investment income	<u>\$ 731</u>	<u>\$ 710</u>	<u>\$ 807</u>	<u>\$ 789</u>
PBLT Asset level operating expense ⁽¹⁾	<u>\$ (8)</u>	<u>\$ (4)</u>	<u>\$ (4)</u>	<u>\$ (5)</u>
Realized Capital Gains and Losses (Pre-Tax)				
Market-Based Core	\$ (91)	\$ (153)	\$ 102	\$ 63
Market-Based Active	(47)	(49)	(63)	48
Performance-Based Long-Term	(11)	(49)	-	(5)
Performance-Based Opportunistic	-	1	(6)	2
Total	<u>\$ (149)</u>	<u>\$ (250)</u>	<u>\$ 33</u>	<u>\$ 108</u>

⁽¹⁾ When calculating the pre-tax yields, asset level operating expenses are netted against income for directly held real estate, timber and investments.

THE ALLSTATE CORPORATION
PERFORMANCE-BASED LONG-TERM INVESTMENTS ("PBLT")
(\$ in millions)

As of or

	March 31, 2016	Dec. 31, 2015	As of or
Investment position			
Limited partnerships			
Private equity ⁽¹⁾	\$ 3,324	\$ 3,181	\$
Real estate ⁽²⁾	1,229	1,166	
Timber & agriculture-related ⁽³⁾	170	163	
PBLT - limited partnerships	<u>4,723</u>	<u>4,510</u>	
Other ⁽⁴⁾			
Private equity	103	71	
Real estate	361	301	
Timber & agriculture-related	167	167	
PBLT - other	<u>631</u>	<u>539</u>	
Total			
Private equity	3,427	3,252	
Real estate	1,590	1,467	
Timber & agriculture-related	337	330	
Total PBLT	<u>\$ 5,354</u>	<u>\$ 5,049</u>	\$
Investment income, before expense			
Limited partnerships			
Private equity	\$ 85	\$ 47	\$
Real estate	33	20	
Timber & agriculture-related	3	(1)	
PBLT - limited partnerships	<u>121</u>	<u>66</u>	
Other			
Private equity	-	-	
Real estate	8	6	
Timber & agriculture-related	2	2	
PBLT - other	<u>10</u>	<u>8</u>	
Total			
Private equity	85	47	
Real estate	41	26	
Timber & agriculture-related	5	1	
Total PBLT	<u>\$ 131</u>	<u>\$ 74</u>	\$
Asset level operating expense ⁽⁵⁾			
Total	<u>\$ (8)</u>	<u>\$ (4)</u>	\$
Realized Capital Gains and Losses			
Limited Partnerships			
Private equity	\$ 12	\$ (49)	\$
Real estate	1	-	
Timber & agriculture-related	-	-	
PBLT - limited partnerships	<u>13</u>	<u>(49)</u>	
Other			
Private equity	(25)	1	
Real estate	1	(1)	
Timber & agriculture-related	-	-	
PBLT - other	<u>(24)</u>	<u>-</u>	
Total			
Private equity	(13)	(48)	
Real estate	2	(1)	
Timber & agriculture-related	-	-	
Total PBLT	<u>\$ (11)</u>	<u>\$ (49)</u>	\$
Pre-Tax Yield ^{(6) (7)}	9.4 %	5.6 %	
10 Year Internal Rate of Return ("IRR") ^{(8) (9)}	10.5 %	10.8 %	

(1) Includes Private equity on page 47, excluding Timber and agriculture-related.

(2) Includes Real estate on page 47.

(3) Includes Timber and agriculture-related reflected in Private equity on page 47.

(4) Includes PBLT - fixed income securities, equity securities and other investments on page 53.

(5) When calculating the pre-tax yields, asset level operating expenses are netted against income for directly held real estate, timber and other consolidated investments.

(6) Pre-tax yield is calculated as annualized investment income, generally before investment expense (including dividend income in the case of equity securities) divided by the average of invest the pre-tax yield calculation, income for directly held real estate, timber and other consolidated investments is net of asset level operating expenses (direct expenses of the assets reported in balances exclude unrealized capital gains and losses.

(7) The Pre-tax yield for PBLT was 10.9%, 14.5%, 16.3%, 12.8%, 18.3%, 11.1%, 12.9%, 9.9%, 12.0%, 3.8%, 13.2% and 12.7% for the fourth quarter 2014 through first quarter 2012 periods, res

(8) We calculate the internal rate of return ("IRR") for our performance-based long-term investments as an input to assess their performance. The IRR represents the rate of return on the invest IRR calculation method may differ from those used by other investors. Until an investment is liquidated, the IRR is an interim estimated return based on the inception to date cash flows. Our year IRR is the most comprehensive metric to evaluate the overall strategy's performance relative to our long-term return expectations.

(9) The 10 year IRR for PBLT was 11.7%, 12.0%, 11.8%, 11.7%, 11.5%, 11.0%, 11.1%, 11.1%, 10.4%, 10.7%, 11.0% and 10.7% for the fourth quarter 2014 through first quarter 2012 periods, r

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 of other companies.

Operating income is net income applicable to common shareholders, excluding:

- realized capital gains and losses, after-tax, except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses but included in net income
- valuation changes on embedded derivatives that are not hedged, after-tax,
- amortization of deferred policy acquisition costs ("DAC") and deferred sales inducements ("DSI"), to the extent they resulted from the recognition of certain realized capital gains and losses or valuation changes
- amortization of purchased intangible assets, after-tax,
- gain (loss) on disposition of operations, after-tax, and
- 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 a change in the nature of the item.

Net income applicable to common shareholders is the GAAP measure that is most directly comparable to operating income. We use operating income as an important measure to evaluate our results and trends in our insurance and financial services business that may be obscured by the net effect of realized capital gains and losses, valuation changes on embedded derivatives that are not hedged, and adjustments for other significant non-recurring, infrequent or unusual items. Realized capital gains and losses, valuation changes on embedded derivatives that are not hedged, and adjustments for other significant non-recurring, infrequent or unusual items, 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. Consistent with the transparency and understanding of their significance to net income variability and profitability while recognizing these or similar items may recur in subsequent periods. Operating income is used by management to assess our performance. We use adjusted measures of operating income in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income applicable to common shareholders and reviewing and evaluating our performance. We note that investors, financial analysts, financial and business media organizations and rating agencies utilize operating income results in their evaluation of the industry and the company and management's performance. We note that the price to earnings multiple is calculated using net income as the denominator. Operating income should not be considered a substitute for net income applicable to common shareholders and does not reflect the overall profitability of our business. A reconciliation of net income to operating income is provided in the schedule, "Contribution to Income".

Underwriting income is calculated as premiums earned, less claims and claims expense ("losses"), amortization of DAC, operating costs and expenses and restructuring and related charges as determined to analyze the profitability of our Property-Liability insurance operations separately from investment results. It is also an integral component of incentive compensation. It is useful for investors to evaluate net income applicable to common shareholders is the most directly comparable GAAP measure. Underwriting income should not be considered a substitute for net income applicable to common shareholders. Underwriting income to net income applicable to common shareholders is provided in the schedule, "Property-Liability Results".

Combined ratio excluding the effect of catastrophes is a non-GAAP ratio, which is computed as the difference between two GAAP operating ratios: the combined ratio and the effect of catastrophes 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. Catastrophe losses cause our loss trends to vary significantly and can have a significant impact on the combined ratio. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. Underwriting income to net income applicable to common shareholders is provided in the schedule, "Property-Liability Results".

Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and amortization of purchased intangible assets ("underlying combined ratio") is a non-GAAP ratio, which is computed as the difference between three GAAP operating ratios: the combined ratio, the effect of prior year non-catastrophe reserve reestimates on the combined ratio and the effect of amortization of purchased intangible assets 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 of purchased intangible assets. Catastrophe losses cause our loss trends to vary significantly and can have a significant impact on the combined ratio. Prior year reserve reestimates are caused by unexpected loss development on historical reserves. Amortization of purchased intangible assets is a non-recurring, infrequent or unusual item. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. We also provide a reconciliation of the underlying combined ratio to 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 the combined ratio is provided in the schedule, "Allstate Brand Profitability Measures", "Esurance Brand Profitability Measures and Statistics", "Encompass Brand Profitability Measures and Statistics", "Auto, Homeowners and Other Personal Lines and Commercial Lines Profitability Measures" and "Emerging Businesses - Esurance, Encompass, Other Business Lines, and Answer Financial Profitability Measures".

Average underlying loss (incurred pure premium) and expense is calculated as the underlying combined ratio (a non-GAAP measure) multiplied by the GAAP quarterly earned premium, which is used by management for the same reasons noted above for the underlying combined ratio. A reconciliation of average underlying loss and expense is provided in the schedule, "Allstate Brand Profitability Measures".

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 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 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. We also provide a reconciliation of the underlying loss ratio to 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 the underlying loss ratio to the loss ratio is provided in the schedule, "Allstate Brand Profitability Measures", "Esurance Brand Profitability Measures and Statistics" and "Encompass Brand Profitability Measures and Statistics".

Operating income return on common shareholders' equity is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month operating income by the average of common shareholders' equity, excluding the effect of unrealized net capital gains and losses. Return on common shareholders' equity is the most directly comparable GAAP measure. We use operating income as the numerator for the same reasons we use net income as the denominator as a representation of common shareholders' equity primarily attributable to the Company's earned and realized business. 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, return on 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 management to assess our performance. In addition, 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 market conditions. 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 operating income return on common shareholders' equity is that it provides 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 operating income return on common shareholders' equity in incentive compensation. Therefore, we believe it is useful for investors to have operating income return on common shareholders' equity and return on common shareholders' equity when evaluating our performance. Rating agencies utilize operating 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 the company and management's utilization of capital. Operating income return on common shareholders' equity should not be considered a substitute for return on common shareholders' equity and operating income return on common shareholders' equity can be found in the schedule, "Return on 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 book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, by total common shares outstanding plus dilutive potential common shares outstanding. We use the trend in book value per common share, in conjunction with book value per common share to identify and analyze the change in net worth attributable to management efforts between periods. We believe the non-GAAP ratio is useful to investors and management to assess our performance 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 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 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 companies as a non-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. 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".

