



# Allstate®

## The Allstate Corporation

### Investor Supplement Third Quarter 2023

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

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

**The Allstate Corporation**  
**Investor Supplement - Third Quarter 2023**

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Items included in the glossary are denoted with a caret (^) the first time used.

**The Allstate Corporation**  
**Condensed Consolidated Statements of Operations <sup>(1)</sup>**

(In millions, except per share data)

	Three months ended				Nine months ended				
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Revenues</b>									
Property and casualty insurance premiums <sup>^</sup>	\$ 12,839	\$ 12,470	\$ 12,173	\$ 11,900	\$ 11,661	\$ 11,362	\$ 10,981	\$ 37,482	\$ 34,004
Accident and health insurance premiums and contract charges <sup>^</sup>	463	453	463	436	463	465	468	1,379	1,396
Other revenue <sup>^</sup>	592	597	561	660	561	563	560	1,750	1,684
Net investment income	689	610	575	557	690	562	594	1,874	1,846
Net gains (losses) on investments and derivatives	(86)	(151)	14	95	(167)	(733)	(267)	(223)	(1,167)
<b>Total revenues</b>	<u>14,497</u>	<u>13,979</u>	<u>13,786</u>	<u>13,648</u>	<u>13,208</u>	<u>12,219</u>	<u>12,336</u>	<u>42,262</u>	<u>37,763</u>
<b>Costs and expenses</b>									
Property and casualty insurance claims and claims expense	10,237	11,727	10,326	10,002	10,073	9,367	7,822	32,290	27,262
Accident, health and other policy benefits	262	258	265	257	252	265	268	785	785
Amortization of deferred policy acquisition costs	1,841	1,789	1,744	1,725	1,683	1,618	1,608	5,374	4,909
Operating costs and expenses	1,771	1,786	1,716	1,852	1,842	1,850	1,902	5,273	5,594
Pension and other postretirement remeasurement (gains) losses	149	(40)	(53)	25	79	259	(247)	56	91
Restructuring and related charges	87	27	27	24	14	1	12	141	27
Amortization of purchased intangibles	83	82	81	89	90	87	87	246	264
Interest expense	88	98	86	84	85	83	83	272	251
<b>Total costs and expenses</b>	<u>14,518</u>	<u>15,727</u>	<u>14,192</u>	<u>14,058</u>	<u>14,118</u>	<u>13,530</u>	<u>11,535</u>	<u>44,437</u>	<u>39,183</u>
<b>Income (loss) from operations before income tax expense</b>	(21)	(1,748)	(406)	(410)	(910)	(1,311)	801	(2,175)	(1,420)
Income tax expense (benefit)	(17)	(373)	(85)	(114)	(236)	(289)	151	(475)	(374)
<b>Net income (loss)</b>	(4)	(1,375)	(321)	(296)	(674)	(1,022)	650	(1,700)	(1,046)
Less: Net income (loss) attributable to noncontrolling interest	1	(23)	(1)	(19)	(15)	(9)	(10)	(23)	(34)
<b>Net income (loss) attributable to Allstate</b>	(5)	(1,352)	(320)	(277)	(659)	(1,013)	660	(1,677)	(1,012)
Less: Preferred stock dividends	36	37	26	26	26	27	26	99	79
<b>Net income (loss) applicable to common shareholders</b>	<u>\$ (41)</u>	<u>\$ (1,389)</u>	<u>\$ (346)</u>	<u>\$ (303)</u>	<u>\$ (685)</u>	<u>\$ (1,040)</u>	<u>\$ 634</u>	<u>\$ (1,776)</u>	<u>\$ (1,091)</u>
<b>Earnings per common share</b>									
Net income (loss) applicable to common shareholders per common share - Basic	\$ (0.16)	\$ (5.29)	\$ (1.31)	\$ (1.15)	\$ (2.55)	\$ (3.80)	\$ 2.28	\$ (6.76)	\$ (3.99)
Weighted average common shares - Basic	261.8	262.6	263.5	264.4	268.7	273.8	278.1	262.6	273.5
Net income (loss) applicable to common shareholders per common share - Diluted <sup>(2)</sup>	\$ (0.16)	\$ (5.29)	\$ (1.31)	\$ (1.15)	\$ (2.55)	\$ (3.80)	\$ 2.25	\$ (6.76)	\$ (3.99)
Weighted average common shares - Diluted <sup>(2)</sup>	261.8	262.6	263.5	264.4	268.7	273.8	281.8	262.6	273.5
Weighted average dilutive potential common shares excluded due to net loss applicable to common shareholders <sup>(2)</sup>	1.5	1.7	2.6	3.1	2.9	3.2	-	1.9	3.3
Cash dividends declared per common share	\$ 0.89	\$ 0.89	\$ 0.89	\$ 0.85	\$ 0.85	\$ 0.85	\$ 0.85	\$ 2.67	\$ 2.55

<sup>(1)</sup> 2022 periods have been recast to reflect the impact of the adoption of the Financial Accounting Standards Board ("FASB") guidance revising the accounting for certain long-duration insurance contracts.

<sup>(2)</sup> In periods where a net loss is reported, weighted average shares for basic earnings per share is used for calculating diluted earnings per share because all dilutive potential common shares are anti-dilutive and are therefore excluded from the calculation.

**The Allstate Corporation**  
**Contribution to Income <sup>(1)</sup>**

(In millions, except per share data)

	Three months ended						Nine months ended		
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Contribution to income</b>									
Net income (loss) applicable to common shareholders	\$ (41)	\$ (1,389)	\$ (346)	\$ (303)	\$ (685)	\$ (1,040)	\$ 634	\$ (1,776)	\$ (1,091)
Net (gains) losses on investments and derivatives	86	151	(14)	(95)	167	733	267	223	1,167
Pension and other postretirement remeasurement (gains) losses	149	(40)	(53)	25	79	259	(247)	56	91
Amortization of purchased intangibles	83	82	81	89	90	87	87	246	264
(Gain) loss on disposition	5	8	(9)	(83) <sup>(4)</sup>	5	(27)	16	4	(6)
Non-recurring costs <sup>(2)</sup>	-	90	-	-	-	-	-	90	-
Income tax expense (benefit)	(68)	(64)	(1)	16	(67)	(219)	(27)	(133)	(313)
<b>Adjusted net income (loss) *</b>	<u>\$ 214</u>	<u>\$ (1,162)</u>	<u>\$ (342)</u>	<u>\$ (351)</u>	<u>\$ (411)</u>	<u>\$ (207)</u>	<u>\$ 730</u>	<u>\$ (1,290)</u>	<u>\$ 112</u>
<b>Income per common share - Diluted</b>									
Net income (loss) applicable to common shareholders <sup>(3)</sup>	\$ (0.16)	\$ (5.29)	\$ (1.31)	\$ (1.15)	\$ (2.55)	\$ (3.80)	\$ 2.25	\$ (6.76)	\$ (3.99)
Net (gains) losses on investments and derivatives	0.33	0.58	(0.05)	(0.36)	0.62	2.68	0.95	0.85	4.23
Pension and other postretirement remeasurement (gains) losses	0.57	(0.15)	(0.20)	0.09	0.29	0.95	(0.88)	0.21	0.34
Amortization of purchased intangibles	0.31	0.31	0.31	0.34	0.34	0.32	0.31	0.94	0.96
(Gain) loss on disposition	0.02	0.03	(0.04)	(0.32)	0.02	(0.10)	0.06	0.02	(0.02)
Non-recurring costs <sup>(2)</sup>	-	0.34	-	-	-	-	-	0.34	-
Income tax expense (benefit)	(0.26)	(0.24)	(0.01)	0.07	(0.25)	(0.80)	(0.10)	(0.51)	(1.12)
<b>Adjusted net income (loss) * <sup>(3)</sup></b>	<u>\$ 0.81</u>	<u>\$ (4.42)</u>	<u>\$ (1.30)</u>	<u>\$ (1.33)</u>	<u>\$ (1.53)</u>	<u>\$ (0.75)</u>	<u>\$ 2.59</u>	<u>\$ (4.91)</u>	<u>\$ 0.40</u>
Weighted average common shares - Diluted <sup>(3)</sup>	263.3	262.6	263.5	264.4	268.7	273.8	281.8	262.6	276.8
Weighted average dilutive potential common shares excluded due to net loss applicable to common shareholders <sup>(3)</sup>	1.5	1.7	2.6	3.1	2.9	3.2	-	1.9	3.3

<sup>(1)</sup> 2022 periods have been recast to reflect the impact of the adoption of the FASB guidance revising the accounting for certain long-duration insurance contracts.

<sup>(2)</sup> Relates to settlement costs for non-recurring litigation that is outside of the ordinary course of business.

<sup>(3)</sup> In periods where a net loss or adjusted net loss is reported, weighted average shares for basic earnings per share is used for calculating diluted earnings per share because all dilutive potential common shares are anti-dilutive and are therefore excluded from the calculation.

<sup>(4)</sup> Includes \$83 million related to the gain on sale of headquarters in the fourth quarter of 2022 reported as other revenue in Corporate and Other segment.

**The Allstate Corporation**  
**Book Value per Common Share and Debt to Capital <sup>(1)</sup>**

(\$ in millions, except per share data)

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022
<b>Book value per common share</b>							
Numerator:							
Allstate common shareholders' equity <sup>(2)</sup>	\$ 12,592	\$ 13,516	\$ 15,524	\$ 15,518	\$ 15,713	\$ 18,094	\$ 21,105
Denominator:							
Common shares outstanding and dilutive potential common shares outstanding <sup>(3)</sup>	263.5	263.5	264.7	267.0	269.1	274.3	279.7
<b>Book value per common share</b>	<b>\$ 47.79</b>	<b>\$ 51.29</b>	<b>\$ 58.65</b>	<b>\$ 58.12</b>	<b>\$ 58.39</b>	<b>\$ 65.96</b>	<b>\$ 75.46</b>
<b>Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities</b>							
Numerator:							
Allstate common shareholders' equity <sup>(2)</sup>	\$ 12,592	\$ 13,516	\$ 15,524	\$ 15,518	\$ 15,713	\$ 18,094	\$ 21,105
Less: Unrealized net capital gains and losses on fixed income securities	<u>(2,509)</u>	<u>(1,843)</u>	<u>(1,575)</u>	<u>(2,254)</u>	<u>(2,933)</u>	<u>(2,143)</u>	<u>(996)</u>
Adjusted Allstate common shareholders' equity	\$ 15,101	\$ 15,359	\$ 17,099	\$ 17,772	\$ 18,646	\$ 20,237	\$ 22,101
Denominator:							
Common shares outstanding and dilutive potential common shares outstanding <sup>(3)</sup>	263.5	263.5	264.7	267.0	269.1	274.3	279.7
<b>Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities *</b>	<b>\$ 57.31</b>	<b>\$ 58.29</b>	<b>\$ 64.60</b>	<b>\$ 66.56</b>	<b>\$ 69.29</b>	<b>\$ 73.78</b>	<b>\$ 79.02</b>
<b>Total debt</b>	<b>\$ 7,946</b>	<b>\$ 7,949</b>	<b>\$ 8,452</b>	<b>\$ 7,964</b>	<b>\$ 7,967</b>	<b>\$ 7,970</b>	<b>\$ 7,973</b>
<b>Total capital resources</b>	<b>\$ 22,539</b>	<b>\$ 23,466</b>	<b>\$ 25,946</b>	<b>\$ 25,452</b>	<b>\$ 25,650</b>	<b>\$ 28,034</b>	<b>\$ 31,048</b>
<b>Ratio of debt to Allstate shareholders' equity</b>	<b>54.5 %</b>	<b>51.2 %</b>	<b>48.3 %</b>	<b>45.5 %</b>	<b>45.1 %</b>	<b>39.7 %</b>	<b>34.6 %</b>
<b>Ratio of debt to capital resources</b>	<b>35.3 %</b>	<b>33.9 %</b>	<b>32.6 %</b>	<b>31.3 %</b>	<b>31.1 %</b>	<b>28.4 %</b>	<b>25.7 %</b>

<sup>(1)</sup> 2022 periods have been recast to reflect the impact of the adoption of the FASB guidance revising the accounting for certain long-duration insurance contracts.

<sup>(2)</sup> Excludes equity related to preferred stock of \$2,001 million as of September 30, 2023 and June 30, 2023 and \$1,970 million for all other periods shown.

<sup>(3)</sup> Common shares outstanding were 261,664,120 and 263,458,276 as of September 30, 2023 and December 31, 2022, respectively.

**The Allstate Corporation**  
**Return on Allstate Common Shareholders' Equity <sup>(1)</sup>**

(\$ in millions)

Twelve months ended

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022
<b>Return on Allstate common shareholders' equity</b>							
Numerator:							
Net income (loss) applicable to common shareholders <sup>(2)</sup>	\$ (2,079)	\$ (2,723)	\$ (2,374)	\$ (1,394)	\$ (294)	\$ 913	\$ 3,545
Denominator:							
Beginning Allstate common shareholders' equity	\$ 15,713	\$ 18,094	\$ 21,105	\$ 22,974	\$ 24,515	\$ 25,774	\$ 24,421
Ending Allstate common shareholders' equity <sup>(3)</sup>	12,592	13,516	15,524	15,518	15,713	18,094	21,105
Average Allstate common shareholders' equity <sup>^</sup>	\$ 14,153	\$ 15,805	\$ 18,315	\$ 19,246	\$ 20,114	\$ 21,934	\$ 22,763
Return on Allstate common shareholders' equity	(14.7) %	(17.2) %	(13.0) %	(7.2) %	(1.5) %	4.2 %	15.6 %
<b>Adjusted net income (loss) return on Allstate common shareholders' equity</b>							
Numerator:							
Adjusted net income (loss) * <sup>(2)</sup>	\$ (1,641)	\$ (2,266)	\$ (1,311)	\$ (239)	\$ 915	\$ 1,557	\$ 2,910
Denominator:							
Beginning Allstate common shareholders' equity	\$ 15,713	\$ 18,094	\$ 21,105	\$ 22,974	\$ 24,515	\$ 25,774	\$ 24,421
Less: Unrealized net capital gains and losses	(2,929)	(2,140)	(996)	598	1,829	2,165	1,681
Adjusted beginning Allstate common shareholders' equity	18,642	20,234	22,101	22,376	22,686	23,609	22,740
Ending Allstate common shareholders' equity <sup>(3)</sup>	12,592	13,516	15,524	15,518	15,713	18,094	21,105
Less: Unrealized net capital gains and losses	(2,512)	(1,845)	(1,573)	(2,255)	(2,929)	(2,140)	(996)
Adjusted ending Allstate common shareholders' equity	15,104	15,361	17,097	17,773	18,642	20,234	22,101
Average adjusted Allstate common shareholders' equity <sup>^</sup>	\$ 16,873	\$ 17,798	\$ 19,599	\$ 20,075	\$ 20,664	\$ 21,922	\$ 22,421
Adjusted net income (loss) return on Allstate common shareholders' equity *	(9.7) %	(12.7) %	(6.7) %	(1.2) %	4.4 %	7.1 %	13.0 %

<sup>(1)</sup> 2022 periods have been recast to reflect the impact of the adoption of the FASB guidance revising the accounting for certain long-duration insurance contracts.

<sup>(2)</sup> Net income (loss) applicable to common shareholders and adjusted net income (loss) reflect a trailing twelve-month period.

<sup>(3)</sup> Excludes equity related to preferred stock of \$2,001 million as of September 30, 2023 and June 30, 2023 and \$1,970 million for all other periods shown.

**The Allstate Corporation  
Policies in Force**

Policies in force statistics (in thousands) <sup>(1)</sup>	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022
<b>Allstate Protection</b>							
Auto	25,376	25,520	25,733	26,034	26,131	26,192	26,071
Homeowners	7,297	7,268	7,262	7,260	7,237	7,197	7,165
Other personal lines	4,884	4,890	4,913	4,936	4,930	4,919	4,894
Commercial lines	296	307	307	311	310	311	312
Total	<u>37,853</u>	<u>37,985</u>	<u>38,215</u>	<u>38,541</u>	<u>38,608</u>	<u>38,619</u>	<u>38,442</u>
<b>Allstate brand</b>							
Auto	20,546	20,821	21,142	21,658	21,853	21,979	21,968
Homeowners	6,627	6,614	6,621	6,622	6,599	6,566	6,536
<b>National General</b>							
Auto	4,830	4,699	4,591	4,376	4,278	4,213	4,103
Homeowners	670	654	641	638	638	631	629
<b>Protection Services</b>							
Allstate Protection Plans	140,648	138,172	136,591	138,726	134,700	137,292	139,992
Allstate Dealer Services	3,813	3,825	3,839	3,865	3,888	3,921	3,924
Allstate Roadside	554	545	536	531	523	519	518
Allstate Identity Protection	2,965	3,222	3,206	3,112	2,968	2,961	2,949
Total	<u>147,980</u>	<u>145,764</u>	<u>144,172</u>	<u>146,234</u>	<u>142,079</u>	<u>144,693</u>	<u>147,383</u>
<b>Allstate Health and Benefits</b>	<u>4,256</u>	<u>4,273</u>	<u>4,339</u>	<u>4,296</u>	<u>4,320</u>	<u>4,368</u>	<u>4,484</u>
<b>Total policies in force</b>	<u><u>190,089</u></u>	<u><u>188,022</u></u>	<u><u>186,726</u></u>	<u><u>189,071</u></u>	<u><u>185,007</u></u>	<u><u>187,680</u></u>	<u><u>190,309</u></u>

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

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

**The Allstate Corporation  
Property-Liability Results**

(\$ in millions, except ratios)

Three months ended

Nine months ended

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
Premiums written	\$ 13,304	\$ 12,620	\$ 11,783	\$ 11,480	\$ 12,037	\$ 11,509	\$ 10,761	\$ 37,707	\$ 34,307
(Increase) decrease in unearned premiums	(1,082)	(753)	(127)	(67)	(852)	(599)	(258)	(1,962)	(1,709)
Other	48	54	(21)	(33)	(28)	(36)	(5)	81	(69)
Premiums earned	12,270	11,921	11,635	11,380	11,157	10,874	10,498	35,826	32,529
Other revenue	393	389	353	350	364	355	347	1,135	1,066
Claims and claims expense	(10,077)	(11,575)	(10,180)	(9,865)	(9,934)	(9,231)	(7,702)	(31,832)	(26,867)
Amortization of deferred policy acquisition costs	(1,533)	(1,496)	(1,452)	(1,453)	(1,414)	(1,355)	(1,348)	(4,481)	(4,117)
Operating costs and expenses	(1,333)	(1,249)	(1,279)	(1,365)	(1,390)	(1,450)	(1,445)	(3,861)	(4,285)
Restructuring and related charges	(74)	(26)	(21)	(20)	(14)	2	(12)	(121)	(24)
Amortization of purchased intangibles	(60)	(58)	(57)	(62)	(61)	(59)	(58)	(175)	(178)
<b>Underwriting income (loss) <sup>(1)</sup></b>	<b>\$ (414)</b>	<b>\$ (2,094)</b>	<b>\$ (1,001)</b>	<b>\$ (1,035)</b>	<b>\$ (1,292)</b>	<b>\$ (864)</b>	<b>\$ 280</b>	<b>\$ (3,509)</b>	<b>\$ (1,876)</b>
Catastrophe losses	\$ (1,181)	\$ (2,696)	\$ (1,691)	\$ (779)	\$ (763)	\$ (1,108)	\$ (462)	\$ (5,568)	\$ (2,333)
Claims expense excluding catastrophe expense <sup>^</sup>	(707)	(687)	(670)	(701)	(679)	(651)	(621)	(2,064)	(1,951)
<b>Operating ratios and reconciliations to underlying ratios</b>									
<b>Loss ratio</b>	82.2	97.1	87.5	86.7	89.0	84.9	73.3	88.9	82.6
Effect of catastrophe losses	(9.6)	(22.6)	(14.5)	(6.8)	(6.8)	(10.2)	(4.4)	(15.5)	(7.2)
Effect of non-catastrophe prior year reserve reestimates	(1.4)	(1.6)	(0.3)	(2.5)	(7.8)	(3.8)	(1.5)	(1.1)	(4.5)
<b>Underlying loss ratio *</b>	<b>71.2</b>	<b>72.9</b>	<b>72.7</b>	<b>77.4</b>	<b>74.4</b>	<b>70.9</b>	<b>67.4</b>	<b>72.3</b>	<b>70.9</b>
<b>Expense ratio <sup>^</sup></b>	<b>21.2</b>	<b>20.5</b>	<b>21.1</b>	<b>22.4</b>	<b>22.6</b>	<b>23.0</b>	<b>24.0</b>	<b>20.9</b>	<b>23.2</b>
Effect of amortization of purchased intangibles	(0.5)	(0.5)	(0.5)	(0.6)	(0.6)	(0.5)	(0.5)	(0.5)	(0.5)
<b>Underlying expense ratio *</b>	<b>20.7</b>	<b>20.0</b>	<b>20.6</b>	<b>21.8</b>	<b>22.0</b>	<b>22.5</b>	<b>23.5</b>	<b>20.4</b>	<b>22.7</b>
Effect of advertising expense	(1.4)	(0.9)	(1.3)	(1.3)	(1.7)	(2.3)	(3.3)	(1.2)	(2.4)
Effect of restructuring and related charges	(0.6)	(0.2)	(0.2)	(0.1)	(0.1)	-	(0.1)	(0.3)	(0.1)
<b>Adjusted underwriting expense ratio *</b>	<b>18.7</b>	<b>18.9</b>	<b>19.1</b>	<b>20.4</b>	<b>20.2</b>	<b>20.2</b>	<b>20.1</b>	<b>18.9</b>	<b>20.2</b>
Claims expense ratio excluding catastrophe expense <sup>^</sup>	5.8	5.8	5.8	6.2	6.1	6.0	5.9	5.8	6.0
<b>Adjusted expense ratio *</b>	<b>24.5</b>	<b>24.7</b>	<b>24.9</b>	<b>26.6</b>	<b>26.3</b>	<b>26.2</b>	<b>26.0</b>	<b>24.7</b>	<b>26.2</b>
<b>Combined ratio</b>	<b>103.4</b>	<b>117.6</b>	<b>108.6</b>	<b>109.1</b>	<b>111.6</b>	<b>107.9</b>	<b>97.3</b>	<b>109.8</b>	<b>105.8</b>
Effect of catastrophe losses	(9.6)	(22.6)	(14.5)	(6.8)	(6.8)	(10.2)	(4.4)	(15.5)	(7.2)
Effect of non-catastrophe prior year reserve reestimates	(1.4)	(1.6)	(0.3)	(2.5)	(7.8)	(3.8)	(1.5)	(1.1)	(4.5)
Effect of amortization of purchased intangibles	(0.5)	(0.5)	(0.5)	(0.6)	(0.6)	(0.5)	(0.5)	(0.5)	(0.5)
<b>Underlying combined ratio *</b>	<b>91.9</b>	<b>92.9</b>	<b>93.3</b>	<b>99.2</b>	<b>96.4</b>	<b>93.4</b>	<b>90.9</b>	<b>92.7</b>	<b>93.6</b>
Effect of Run-off Property-Liability on combined ratio	0.7	0.1	-	-	1.1	-	-	0.3	0.4
<b><sup>(1)</sup> Underwriting income (loss)</b>									
Allstate brand	\$ (168)	\$ (1,847)	\$ (972)	\$ (990)	\$ (1,049)	\$ (825)	\$ 251	\$ (2,987)	\$ (1,623)
National General	(167)	(248)	(28)	(44)	(124)	(38)	29	(443)	(133)
Answer Financial	4	3	2	1	3	2	2	9	7
<b>Total underwriting income (loss) for Allstate Protection</b>	<b>(331)</b>	<b>(2,092)</b>	<b>(998)</b>	<b>(1,033)</b>	<b>(1,170)</b>	<b>(861)</b>	<b>282</b>	<b>(3,421)</b>	<b>(1,749)</b>
Run-off Property-Liability	(83)	(2)	(3)	(2)	(122)	(3)	(2)	(88)	(127)
<b>Total underwriting income (loss) for Property-Liability</b>	<b>\$ (414)</b>	<b>\$ (2,094)</b>	<b>\$ (1,001)</b>	<b>\$ (1,035)</b>	<b>\$ (1,292)</b>	<b>\$ (864)</b>	<b>\$ 280</b>	<b>\$ (3,509)</b>	<b>\$ (1,876)</b>
<b>Other financial information</b>									
Net investment income	\$ 627	\$ 544	\$ 509	\$ 494	\$ 632	\$ 506	\$ 558	\$ 1,680	\$ 1,696
Income tax (expense) benefit on operations	(43)	320	91	115	179	79	(175)	368	83
Net income (loss) attributable to noncontrolling interest, after-tax	2	(23)	(1)	(17)	(15)	(10)	(10)	(22)	(35)
Amortization of purchased intangibles	(60)	(58)	(57)	(62)	(61)	(59)	(58)	(175)	(178)



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

(\$ in millions, except ratios)

	Three months ended				Nine months ended				
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Premiums written</b>									
Auto	\$ 8,770	\$ 8,269	\$ 8,349	\$ 7,774	\$ 7,860	\$ 7,470	\$ 7,562	\$ 25,388	\$ 22,892
Homeowners	3,525	3,381	2,534	2,775	3,145	3,008	2,281	9,440	8,434
Other personal lines	676	675	548	530	606	609	504	1,899	1,719
Commercial lines	140	200	227	248	285	297	294	567	876
Other business lines <sup>^</sup>	193	95	125	153	141	125	120	413	386
<b>Total</b>	<u>\$ 13,304</u>	<u>\$ 12,620</u>	<u>\$ 11,783</u>	<u>\$ 11,480</u>	<u>\$ 12,037</u>	<u>\$ 11,509</u>	<u>\$ 10,761</u>	<u>\$ 37,707</u>	<u>\$ 34,307</u>
<b>Net premiums earned</b>									
Auto	\$ 8,345	\$ 8,121	\$ 7,908	\$ 7,741	\$ 7,545	\$ 7,348	\$ 7,081	\$ 24,374	\$ 21,974
Homeowners	2,969	2,883	2,810	2,720	2,642	2,566	2,490	8,662	7,698
Other personal lines	608	587	562	543	540	545	531	1,757	1,616
Commercial lines	194	202	232	249	296	295	283	628	874
Other business lines	154	128	123	127	134	120	113	405	367
<b>Total</b>	<u>\$ 12,270</u>	<u>\$ 11,921</u>	<u>\$ 11,635</u>	<u>\$ 11,380</u>	<u>\$ 11,157</u>	<u>\$ 10,874</u>	<u>\$ 10,498</u>	<u>\$ 35,826</u>	<u>\$ 32,529</u>
<b>Underwriting income (loss)</b>									
Auto	\$ (178)	\$ (678)	\$ (346)	\$ (974)	\$ (1,315)	\$ (578)	\$ (147)	\$ (1,202)	\$ (2,040)
Homeowners	(131)	(1,307)	(534)	197	266	(192)	400	(1,972)	474
Other personal lines	6	(70)	(89)	(107)	(10)	11	18	(153)	19
Commercial lines	(60)	(61)	(60)	(190)	(117)	(135)	(22)	(181)	(274)
Other business lines	28	21	29	40	3	31	31	78	65
Answer Financial	4	3	2	1	3	2	2	9	7
<b>Total</b>	<u>\$ (331)</u>	<u>\$ (2,092)</u>	<u>\$ (998)</u>	<u>\$ (1,033)</u>	<u>\$ (1,170)</u>	<u>\$ (861)</u>	<u>\$ 282</u>	<u>\$ (3,421)</u>	<u>\$ (1,749)</u>
Claims expense excluding catastrophe expense	\$ 703	\$ 685	\$ 668	\$ 699	\$ 675	\$ 650	\$ 619	\$ 2,056	\$ 1,944
<b>Operating ratios and reconciliations to underlying ratios</b>									
<b>Loss ratio</b>	81.5	97.0	87.5	86.7	88.0	84.9	73.3	88.6	82.2
Effect of catastrophe losses	(9.6)	(22.6)	(14.5)	(6.8)	(6.8)	(10.2)	(4.4)	(15.5)	(7.2)
Effect of non-catastrophe prior year reserve reestimates	(0.7)	(1.5)	(0.3)	(2.5)	(6.8)	(3.8)	(1.5)	(0.8)	(4.1)
<b>Underlying loss ratio *</b>	<u>71.2</u>	<u>72.9</u>	<u>72.7</u>	<u>77.4</u>	<u>74.4</u>	<u>70.9</u>	<u>67.4</u>	<u>72.3</u>	<u>70.9</u>
<b>Expense ratio</b>	21.2	20.5	21.1	22.4	22.5	23.0	24.0	20.9	23.2
Effect of amortization of purchased intangibles	(0.5)	(0.5)	(0.5)	(0.6)	(0.6)	(0.5)	(0.5)	(0.5)	(0.5)
<b>Underlying expense ratio *</b>	<u>20.7</u>	<u>20.0</u>	<u>20.6</u>	<u>21.8</u>	<u>21.9</u>	<u>22.5</u>	<u>23.5</u>	<u>20.4</u>	<u>22.7</u>
Effect of advertising expense	(1.4)	(0.9)	(1.3)	(1.3)	(1.7)	(2.3)	(3.3)	(1.2)	(2.4)
Effect of restructuring and related charges	(0.6)	(0.2)	(0.2)	(0.2)	(0.1)	-	(0.1)	(0.3)	(0.1)
<b>Adjusted underwriting expense ratio *</b>	<u>18.7</u>	<u>18.9</u>	<u>19.1</u>	<u>20.3</u>	<u>20.1</u>	<u>20.2</u>	<u>20.1</u>	<u>18.9</u>	<u>20.2</u>
<b>Combined ratio</b>	102.7	117.5	108.6	109.1	110.5	107.9	97.3	109.5	105.4
<b>Underlying combined ratio *</b>	91.9	92.9	93.3	99.2	96.3	93.4	90.9	92.7	93.6
Claims expense ratio excluding catastrophe expense	5.7	5.7	5.7	6.1	6.1	6.0	5.9	5.7	6.0

**The Allstate Corporation**  
**Allstate Protection Impact of Net Rate Changes Implemented on Premiums Written**

	Three months ended September 30, 2023			Three months ended June 30, 2023		
	Number of locations <sup>(1)</sup>	Total brand (%) <sup>(2) (3)</sup>	Location specific (%) <sup>(4)</sup>	Number of locations	Total brand (%) <sup>(3)</sup>	Location specific (%)
<b>Allstate brand</b>						
Auto	25	2.0	5.9	34	5.8	10.0
Homeowners <sup>(5)</sup>	12	2.1	6.5	20	2.5	12.3
<b>National General</b>						
Auto	33	3.3	6.2	27	3.6	13.9
Homeowners <sup>(5)</sup>	11	1.2	17.6	10	3.8	23.5
	Three months ended March 31, 2023			Three months ended December 31, 2022		
	Number of locations	Total brand (%) <sup>(3)</sup>	Location specific (%)	Number of locations	Total brand (%) <sup>(3)</sup>	Location specific (%)
<b>Allstate brand</b>						
Auto	28	1.7	8.4	38	6.1	11.2
Homeowners <sup>(5)</sup>	18	4.9	13.7	16	2.1	11.3
<b>National General</b>						
Auto	28	1.9	5.6	26	4.3	8.5
Homeowners <sup>(5)</sup>	7	1.5	12.2	16	4.4	15.7

(1) Refers to the number of U.S. states, the District of Columbia or Canadian provinces where rate changes have been implemented. Allstate brand operates in 50 states, the District of Columbia, and 5 Canadian provinces. National General operates in 50 states and the District of Columbia.

(2) Represents the impact in the locations where rate changes were implemented during the period as a percentage of total brand prior year-end premiums written.

(3) Total Allstate brand implemented auto insurance rate increases totaled \$517 million in the third quarter of 2023, after implementing \$1.49 billion and \$454 million of rate increases in the second and first quarters of 2023, respectively, and \$1.48 billion of rate increases in the fourth quarter of 2022.

(4) Represents the impact in the locations where rate changes were implemented during the period as a percentage of its respective total prior year-end premiums written in those same locations.

(5) Excludes the impact to average premium from inflation in insured home replacement costs and other aging factor adjustments.

**The Allstate Corporation**  
**Auto Profitability Measures and Statistics**

(\$ in millions, except ratios)

Three months ended

Nine months ended

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Allstate Protection</b>									
Premiums written	\$ 8,770	\$ 8,269	\$ 8,349	\$ 7,774	\$ 7,860	\$ 7,470	\$ 7,562	\$ 25,388	\$ 22,892
Net premiums earned	8,345	8,121	7,908	7,741	7,545	7,348	7,081	24,374	21,974
Underwriting income (loss)	(178)	(678)	(346)	(974)	(1,315)	(578)	(147)	(1,202)	(2,040)
<b>Operating ratios and reconciliations to underlying ratios</b>									
<b>Loss ratio</b>	81.4	87.9	83.4	90.6	95.3	84.9	77.6	84.2	86.1
Effect of catastrophe losses	(2.6)	(4.2)	(1.2)	(0.5)	(4.4)	(1.5)	(0.6)	(2.7)	(2.2)
Effect of non-catastrophe prior year reserve reestimates ("PYRR")	(0.3)	(1.4)	(0.1)	(2.3)	(8.5)	(3.8)	(2.1)	(0.5)	(4.9)
<b>Underlying loss ratio *</b>	<u>78.5</u>	<u>82.3</u>	<u>82.1</u>	<u>87.8</u>	<u>82.4</u>	<u>79.6</u>	<u>74.9</u>	<u>81.0</u>	<u>79.0</u>
<b>Expense ratio</b>	20.7	20.4	21.0	22.0	22.1	23.0	24.5	20.7	23.2
Effect of amortization of purchased intangibles	(0.4)	(0.5)	(0.5)	(0.6)	(0.5)	(0.5)	(0.6)	(0.5)	(0.5)
<b>Underlying expense ratio *</b>	<u>20.3</u>	<u>19.9</u>	<u>20.5</u>	<u>21.4</u>	<u>21.6</u>	<u>22.5</u>	<u>23.9</u>	<u>20.2</u>	<u>22.7</u>
<b>Combined ratio</b>	102.1	108.3	104.4	112.6	117.4	107.9	102.1	104.9	109.3
Effect of catastrophe losses	(2.6)	(4.2)	(1.2)	(0.5)	(4.4)	(1.5)	(0.6)	(2.7)	(2.2)
Effect of non-catastrophe PYRR	(0.3)	(1.4)	(0.1)	(2.3)	(8.5)	(3.8)	(2.1)	(0.5)	(4.9)
Effect of amortization of purchased intangibles ("APIA")	(0.4)	(0.5)	(0.5)	(0.6)	(0.5)	(0.5)	(0.6)	(0.5)	(0.5)
<b>Underlying combined ratio *</b>	<u>98.8</u>	<u>102.2</u>	<u>102.6</u>	<u>109.2</u>	<u>104.0</u>	<u>102.1</u>	<u>98.8</u>	<u>101.2</u>	<u>101.7</u>
<b>Allstate brand</b>									
Premiums written	\$ 7,206	\$ 6,821	\$ 6,826	\$ 6,560	\$ 6,704	\$ 6,374	\$ 6,308	\$ 20,853	\$ 19,386
Net premiums earned	6,910	6,772	6,660	6,544	6,416	6,253	6,073	20,342	18,742
Underwriting income (loss)	(75)	(546)	(332)	(909)	(1,222)	(578)	(137)	(953)	(1,937)
<b>Loss ratio</b>	80.3	87.7	84.3	92.2	97.1	86.4	78.3	84.1	87.4
Effect of catastrophe losses and non-catastrophe PYRR	(1.7)	(4.5)	(0.6)	(3.0)	(13.6)	(5.5)	(2.9)	(2.3)	(7.4)
<b>Underlying loss ratio *</b>	<u>78.6</u>	<u>83.2</u>	<u>83.7</u>	<u>89.2</u>	<u>83.5</u>	<u>80.9</u>	<u>75.4</u>	<u>81.8</u>	<u>80.0</u>
<b>Combined ratio</b>	101.1	108.1	105.0	113.9	119.0	109.2	102.3	104.7	110.3
Effect of catastrophe losses, non-catastrophe PYRR and APIA	(1.9)	(4.7)	(0.8)	(3.1)	(13.7)	(5.6)	(3.0)	(2.5)	(7.5)
<b>Underlying combined ratio *</b>	<u>99.2</u>	<u>103.4</u>	<u>104.2</u>	<u>110.8</u>	<u>105.3</u>	<u>103.6</u>	<u>99.3</u>	<u>102.2</u>	<u>102.8</u>
Average premium - gross written <sup>^</sup> (\$)	772	737	726	698	667	644	626	745	646
Annualized average earned premium <sup>^</sup> (\$)	1,345	1,301	1,260	1,209	1,174	1,138	1,106	1,320	1,144
Annualized average earned premium <sup>^</sup> (% change year-over-year)	14.6	14.3	13.9	10.1	7.2	3.4	0.4	15.4	4.3
Average underlying loss (incurred pure premium) <sup>^</sup> <sup>^</sup> (\$) <sup>(1)</sup>	1,057	1,082	1,055	1,078	981	921	834	1,080	915
Average underlying loss (incurred pure premium) <sup>^</sup> <sup>^</sup> (% change year-over-year)	7.7	17.5	26.5	29.3	22.6	25.1	34.7	18.0	27.6
Average underlying loss (incurred pure premium) and expense <sup>^</sup> <sup>^</sup> (\$)	1,335	1,345	1,313	1,339	1,237	1,179	1,098	1,349	1,176
Renewal ratio <sup>^</sup> (%)	84.9	85.5	85.7	86.0	87.0	87.5	87.5	85.4	87.3
<b>National General</b>									
Premiums written	\$ 1,564	\$ 1,448	\$ 1,523	\$ 1,214	\$ 1,156	\$ 1,096	\$ 1,254	\$ 4,535	\$ 3,506
Net premiums earned	1,435	1,349	1,248	1,197	1,129	1,095	1,008	4,032	3,232
Underwriting income (loss)	(103)	(132)	(14)	(65)	(93)	-	(10)	(249)	(103)
<b>Combined ratio</b>	107.2	109.8	101.1	105.4	108.2	100.0	101.0	106.2	103.2
Effect of catastrophe losses, non-catastrophe PYRR and APIA <sup>(2)</sup>	(10.4)	(13.7)	(7.1)	(4.8)	(11.4)	(6.6)	(5.6)	(10.5)	(8.0)
<b>Underlying combined ratio *</b>	<u>96.8</u>	<u>96.1</u>	<u>94.0</u>	<u>100.6</u>	<u>96.8</u>	<u>93.4</u>	<u>95.4</u>	<u>95.7</u>	<u>95.2</u>

<sup>(1)</sup> Average underlying loss per policy increased 9.7% in the first quarter of 2023, 12.5% in the second quarter of 2023 and 9.9% in the third quarter of 2023, from \$962 for the twelve months ended December 31, 2022.

<sup>(2)</sup> Includes 2.0 points and 2.1 points in the third quarter and first nine months of 2023, respectively, and 2.6 points and 3.0 points in the third quarter and first nine months of 2022, respectively, related to the effect of amortization of purchased intangibles.

**The Allstate Corporation**  
**Homeowners Profitability Measures and Statistics**

(\$ in millions, except ratios)

	Three months ended						Nine months ended		
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Allstate Protection</b>									
Premiums written	\$ 3,525	\$ 3,381	\$ 2,534	\$ 2,775	\$ 3,145	\$ 3,008	\$ 2,281	\$ 9,440	\$ 8,434
Net premiums earned	2,969	2,883	2,810	2,720	2,642	2,566	2,490	8,662	7,698
Underwriting income (loss)	(131)	(1,307)	(534)	197	266	(192)	400	(1,972)	474
<b>Operating ratios and reconciliations to underlying ratios</b>									
<b>Loss ratio</b>	82.4	125.0	98.5	70.4	67.4	84.5	61.8	101.8	71.3
Effect of catastrophe losses	(29.6)	(75.9)	(51.6)	(22.2)	(13.4)	(35.6)	(15.4)	(52.1)	(21.4)
Effect of non-catastrophe prior year reserve reestimates ("PYRR")	(1.5)	(1.4)	0.5	(0.7)	(1.9)	(1.9)	(0.1)	(0.9)	(1.3)
<b>Underlying loss ratio *</b>	<u>51.3</u>	<u>47.7</u>	<u>47.4</u>	<u>47.5</u>	<u>52.1</u>	<u>47.0</u>	<u>46.3</u>	<u>48.8</u>	<u>48.6</u>
<b>Expense ratio</b>	22.0	20.3	20.5	22.4	22.5	23.0	22.1	21.0	22.5
Effect of amortization of purchased intangibles	(0.4)	(0.4)	(0.3)	(0.4)	(0.5)	(0.5)	(0.4)	(0.4)	(0.5)
<b>Underlying expense ratio *</b>	<u>21.6</u>	<u>19.9</u>	<u>20.2</u>	<u>22.0</u>	<u>22.0</u>	<u>22.5</u>	<u>21.7</u>	<u>20.6</u>	<u>22.0</u>
<b>Combined ratio</b>	104.4	145.3	119.0	92.8	89.9	107.5	83.9	122.8	93.8
Effect of catastrophe losses	(29.6)	(75.9)	(51.6)	(22.2)	(13.4)	(35.6)	(15.4)	(52.1)	(21.4)
Effect of non-catastrophe PYRR	(1.5)	(1.4)	0.5	(0.7)	(1.9)	(1.9)	(0.1)	(0.9)	(1.3)
Effect of amortization of purchased intangibles ("APIA")	(0.4)	(0.4)	(0.3)	(0.4)	(0.5)	(0.5)	(0.4)	(0.4)	(0.5)
<b>Underlying combined ratio *</b>	<u>72.9</u>	<u>67.6</u>	<u>67.6</u>	<u>69.5</u>	<u>74.1</u>	<u>69.5</u>	<u>68.0</u>	<u>69.4</u>	<u>70.6</u>
<b>Allstate brand</b>									
Premiums written	\$ 3,118	\$ 2,937	\$ 2,210	\$ 2,448	\$ 2,803	\$ 2,665	\$ 2,020	\$ 8,265	\$ 7,488
Net premiums earned	2,613	2,537	2,488	2,408	2,350	2,281	2,210	7,638	6,841
Underwriting income (loss)	(69)	(1,195)	(508)	197	268	(132)	368	(1,772)	504
<b>Combined ratio</b>	102.6	147.1	120.4	91.8	88.6	105.8	83.3	123.2	92.6
Effect of catastrophe losses, non-catastrophe PYRR and APIA	(30.9)	(79.9)	(54.5)	(23.7)	(16.0)	(38.8)	(16.6)	(54.9)	(23.8)
<b>Underlying combined ratio *</b>	<u>71.7</u>	<u>67.2</u>	<u>65.9</u>	<u>68.1</u>	<u>72.6</u>	<u>67.0</u>	<u>66.7</u>	<u>68.3</u>	<u>68.8</u>
Average premium - gross written (\$)	1,851	1,800	1,706	1,668	1,635	1,590	1,554	1,792	1,596
Renewal ratio (%)	86.8	86.3	86.3	86.7	87.4	86.9	86.2	86.5	86.9
<b>National General</b>									
Premiums written	\$ 407	\$ 444	\$ 324	\$ 327	\$ 342	\$ 343	\$ 261	\$ 1,175	\$ 946
Net premiums earned	356	346	322	312	292	285	280	1,024	857
Underwriting income (loss)	(62)	(112)	(26)	-	(2)	(60)	32	(200)	(30)
<b>Combined ratio</b>	117.4	132.4	108.1	100.0	100.7	121.1	88.6	119.5	103.5
Effect of catastrophe losses, non-catastrophe PYRR and APIA <sup>(1)</sup>	(35.7)	(61.9)	(27.4)	(20.2)	(13.7)	(31.6)	(10.7)	(41.9)	(18.7)
<b>Underlying combined ratio *</b>	<u>81.7</u>	<u>70.5</u>	<u>80.7</u>	<u>79.8</u>	<u>87.0</u>	<u>89.5</u>	<u>77.9</u>	<u>77.6</u>	<u>84.8</u>

<sup>(1)</sup> Includes 1.7 points and 1.5 points in the third quarter and first nine months of 2023, respectively, and 3.1 points and 2.9 points in the third quarter and first nine months of 2022, respectively, related to the effect of amortization of purchased intangibles.

## The Allstate Corporation Protection Services Segment Results

(\$ in millions)

Three months ended

Nine months ended

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Protection Services</b>									
Net premiums written	\$ 658	\$ 658	\$ 619	\$ 742	\$ 657	\$ 670	\$ 630	\$ 1,935	\$ 1,957
Premiums earned	\$ 569	\$ 549	\$ 538	\$ 520	\$ 504	\$ 488	\$ 483	\$ 1,656	\$ 1,475
Other revenue	75	84	84	78	84	91	94	243	269
Intersegment insurance premiums and service fees	34	35	33	31	39	38	41	102	118
Net investment income	19	18	16	14	13	12	9	53	34
Claims and claims expense	(166)	(153)	(153)	(140)	(141)	(128)	(123)	(472)	(392)
Amortization of deferred policy acquisition costs	(269)	(259)	(251)	(243)	(236)	(228)	(221)	(779)	(685)
Operating costs and expenses	(225)	(218)	(221)	(229)	(214)	(213)	(218)	(664)	(645)
Restructuring and related charges	(3)	-	(1)	(1)	(1)	-	-	(4)	(1)
Income tax (expense) benefit on operations	(8)	(15)	(11)	6	(13)	(16)	(12)	(34)	(41)
Less: net income (loss) attributable to noncontrolling interest	(1)	-	-	(2)	-	1	-	(1)	1
<b>Adjusted net income<sup>(1)</sup></b>	<b>27</b>	<b>41</b>	<b>34</b>	<b>38</b>	<b>35</b>	<b>43</b>	<b>53</b>	<b>102</b>	<b>131</b>
Depreciation	6	6	6	6	6	6	6	18	18
Restructuring and related charges	3	-	1	1	1	-	-	4	1
Income tax expense (benefit) on operations	8	15	11	(6)	13	16	12	34	41
<b>Adjusted earnings before taxes, depreciation and restructuring *</b>	<b>\$ 44</b>	<b>\$ 62</b>	<b>\$ 52</b>	<b>\$ 39</b>	<b>\$ 55</b>	<b>\$ 65</b>	<b>\$ 71</b>	<b>\$ 158</b>	<b>\$ 191</b>
<b>Allstate Protection Plans</b>									
Net premiums written	\$ 487	\$ 481	\$ 439	\$ 570	\$ 452	\$ 456	\$ 429	\$ 1,407	\$ 1,337
Premiums earned	\$ 392	\$ 373	\$ 361	\$ 346	\$ 330	\$ 318	\$ 313	\$ 1,126	\$ 961
Revenue <sup>^</sup>	416	399	385	367	349	338	329	1,200	1,016
Claims and claims expense	(116)	(106)	(105)	(94)	(92)	(82)	(77)	(327)	(251)
Amortization of deferred policy acquisition costs	(159)	(148)	(141)	(134)	(129)	(123)	(119)	(448)	(371)
Other costs and expenses <sup>^</sup>	(114)	(103)	(103)	(102)	(90)	(83)	(80)	(320)	(253)
Restructuring and related charges	(1)	-	-	(1)	-	-	-	(1)	-
Income tax (expense) benefit on operations	(7)	(11)	(8)	4	(9)	(13)	(10)	(26)	(32)
Less: net income (loss) attributable to noncontrolling interest	(1)	-	-	(2)	-	1	-	(1)	1
<b>Adjusted net income</b>	<b>\$ 20</b>	<b>\$ 31</b>	<b>\$ 28</b>	<b>\$ 42</b>	<b>\$ 29</b>	<b>\$ 36</b>	<b>\$ 43</b>	<b>\$ 79</b>	<b>\$ 108</b>
<b>Allstate Dealer Services</b>									
Revenue	\$ 146	\$ 148	\$ 148	\$ 145	\$ 143	\$ 139	\$ 135	\$ 442	\$ 417
Adjusted net income	5	6	7	8	10	8	9	18	27
<b>Allstate Roadside</b>									
Revenue	\$ 69	\$ 66	\$ 64	\$ 64	\$ 65	\$ 64	\$ 65	\$ 199	\$ 194
Adjusted net income	7	6	4	3	1	1	2	17	4
<b>Arity</b>									
Revenue	\$ 29	\$ 35	\$ 37	\$ 33	\$ 49	\$ 52	\$ 62	\$ 101	\$ 163
Adjusted net loss	(6)	(3)	(4)	(7)	(2)	(1)	(1)	(13)	(4)
<b>Allstate Identity Protection</b>									
Revenue	\$ 37	\$ 38	\$ 37	\$ 34	\$ 34	\$ 36	\$ 36	\$ 112	\$ 106
Adjusted net income (loss)	1	1	(1)	(8)	(3)	(1)	-	1	(4)

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

**The Allstate Corporation**  
**Allstate Health and Benefits Segment Results and Other Statistics <sup>(1)</sup>**

(\$ in millions)

	Three months ended				Nine months ended				
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Allstate Health and Benefits</b>									
Accident and health insurance premiums and contract charges	\$ 463	\$ 453	\$ 463	\$ 436	\$ 463	\$ 465	\$ 468	\$ 1,379	\$ 1,396
Other revenue <sup>(2)</sup>	104	101	101	125	90	92	95	306	277
Net investment income	20	21	19	19	17	16	17	60	50
Accident, health and other policy benefits	(262)	(258)	(265)	(257)	(252)	(265)	(268)	(785)	(785)
Amortization of deferred policy acquisition costs	(39)	(34)	(41)	(29)	(33)	(35)	(39)	(114)	(107)
Operating costs and expenses	(197)	(210)	(203)	(220)	(207)	(185)	(202)	(610)	(594)
Restructuring and related charges	(2)	-	(4)	(1)	1	(2)	-	(6)	(1)
Income tax expense on operations	(18)	(16)	(14)	(15)	(16)	(19)	(14)	(48)	(49)
<b>Adjusted net income <sup>^</sup></b>	<u>\$ 69</u>	<u>\$ 57</u>	<u>\$ 56</u>	<u>\$ 58</u>	<u>\$ 63</u>	<u>\$ 67</u>	<u>\$ 57</u>	<u>\$ 182</u>	<u>\$ 187</u>
Interest credited to contractholder funds	(8)	(9)	(8)	(8)	(8)	(9)	(8)	(25)	(25)
<b>Benefit ratio <sup>^</sup></b>	54.9%	55.0%	55.5%	57.1%	52.7%	55.1%	55.6%	55.1%	54.4%
<b>Premiums and contract charges</b>									
Employer voluntary benefits <sup>^</sup>	\$ 253	\$ 245	\$ 255	\$ 256	\$ 257	\$ 257	\$ 263	\$ 753	\$ 777
Group health <sup>^</sup>	111	110	107	100	96	95	94	328	285
Individual health <sup>^</sup>	99	98	101	80	110	113	111	298	334
Total	<u>\$ 463</u>	<u>\$ 453</u>	<u>\$ 463</u>	<u>\$ 436</u>	<u>\$ 463</u>	<u>\$ 465</u>	<u>\$ 468</u>	<u>\$ 1,379</u>	<u>\$ 1,396</u>

<sup>(1)</sup> 2022 periods have been recast to reflect the impact of the adoption of the FASB guidance revising the accounting for certain long-duration insurance contracts.

<sup>(2)</sup> Reflects commission revenue, administrative fees, agency fees and technology fees from the group health and individual health business.

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

(\$ in millions)

	Three months ended				Nine months ended				
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
Other revenue	\$ 20	\$ 23	\$ 23	\$ 23 <sup>(2)</sup>	\$ 23	\$ 25	\$ 24	\$ 66	\$ 72
Net investment income	23	27	31	30	28	28	10	81	66
Operating costs and expenses	(39)	(45) <sup>(1)</sup>	(48)	(63)	(65)	(75)	(59)	(132) <sup>(1)</sup>	(199)
Restructuring and related charges	(8)	(1)	(1)	(2)	-	(1)	-	(10)	(1)
Interest expense	(88)	(98)	(86)	(86)	(83)	(83)	(83)	(272)	(249)
Income tax benefit on operations	18	20	18	24	19	26	23	56	68
Preferred stock dividends	(36)	(37)	(26)	(26)	(26)	(27)	(26)	(99)	(79)
<b>Adjusted net loss <sup>^</sup></b>	<b><u>\$ (110)</u></b>	<b><u>\$ (111)</u></b>	<b><u>\$ (89)</u></b>	<b><u>\$ (100)</u></b>	<b><u>\$ (104)</u></b>	<b><u>\$ (107)</u></b>	<b><u>\$ (111)</u></b>	<b><u>\$ (310)</u></b>	<b><u>\$ (322)</u></b>

<sup>(1)</sup> Excludes settlement costs for non-recurring litigation that is outside of the ordinary course of business.

<sup>(2)</sup> Excludes \$83 million related to the gain on sale of headquarters in the fourth quarter of 2022 reported as other revenue.

**The Allstate Corporation**  
**Investment Position and Results**

(\$ in millions)

As of or for the three months ended

As of or for the  
nine months ended

	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Investment position</b>									
Fixed income securities, at fair value	\$ 46,771	\$ 45,550	\$ 44,103	\$ 42,485	\$ 41,715	\$ 41,282	\$ 40,745	\$ 46,771	\$ 41,715
Equity securities <sup>^</sup>	2,419	2,290	2,174	4,567	4,723	4,681	5,315	2,419	4,723
Mortgage loans, net	830	823	781	762	833	848	855	830	833
Limited partnership interests <sup>^</sup>	8,363	8,150	7,971	8,114	7,907	7,943	7,977	8,363	7,907
Short-term, at fair value	3,368	5,137	6,722	4,173	4,030	4,384	4,344	3,368	4,030
Other investments, net	1,608	1,718	1,724	1,728	1,798	1,917	2,532	1,608	1,798
<b>Total</b>	<u>\$ 63,359</u>	<u>\$ 63,668</u>	<u>\$ 63,475</u>	<u>\$ 61,829</u>	<u>\$ 61,006</u>	<u>\$ 61,055</u>	<u>\$ 61,768</u>	<u>\$ 63,359</u>	<u>\$ 61,006</u>
<b>Net investment income</b>									
Fixed income securities	\$ 457	\$ 422	\$ 390	\$ 366	\$ 323	\$ 299	\$ 267	\$ 1,269	\$ 889
Equity securities	15	21	11	32	30	34	36	47	100
Mortgage loans	9	8	8	8	8	9	8	25	25
Limited partnership interests	190	122	134	144	325	224	292	446	841
Short-term investments	59	69	66	40	30	10	2	194	42
Other investments	41	39	41	42	38	42	40	121	120
Investment income, before expense	771	681	650	632	754	618	645	2,102	2,017
Investment expense	(82)	(71)	(75)	(75)	(64)	(56)	(51)	(228)	(171)
<b>Net investment income</b>	<u>\$ 689</u>	<u>\$ 610</u>	<u>\$ 575</u>	<u>\$ 557</u>	<u>\$ 690</u>	<u>\$ 562</u>	<u>\$ 594</u>	<u>\$ 1,874</u>	<u>\$ 1,846</u>
<b>Pre-tax yields on fixed income securities <sup>^</sup></b>	3.7 %	3.6 %	3.4 %	3.2 %	2.9 %	2.8 %	2.6 %	3.6 %	2.7 %
<b>Net gains (losses) on investments and derivatives, pre-tax by transaction type</b>									
Sales	\$ (63)	\$ (130)	\$ (120)	\$ (227)	\$ (175)	\$ (303)	\$ (127)	\$ (313)	\$ (605)
Credit losses	(20)	(37)	(12)	(24)	(6)	(13)	(11)	(69)	(30)
Valuation change of equity investments	(34)	23	198	361	(285)	(689)	(447)	187	(1,421)
Valuation change and settlements of derivatives	31	(7)	(52)	(15)	299	272	318	(28)	889
<b>Total</b>	<u>\$ (86)</u>	<u>\$ (151)</u>	<u>\$ 14</u>	<u>\$ 95</u>	<u>\$ (167)</u>	<u>\$ (733)</u>	<u>\$ (267)</u>	<u>\$ (223)</u>	<u>\$ (1,167)</u>
<b>Total return on investment portfolio <sup>^</sup></b>									
Net investment income	1.1 %	1.0 %	0.9 %	0.9 %	1.1 %	0.9 %	0.9 %	3.0 %	3.0 %
Valuation-interest bearing	(1.5)	(0.8)	1.1	1.0	(1.4)	(2.6)	(3.1)	(1.2)	(7.2)
Valuation-equity investments	-	-	0.4	0.6	(0.5)	(1.1)	(0.6)	0.3	(2.2)
<b>Total</b>	<u>(0.4) %</u>	<u>0.2 %</u>	<u>2.4 %</u>	<u>2.5 %</u>	<u>(0.8) %</u>	<u>(2.8) %</u>	<u>(2.8) %</u>	<u>2.1 %</u>	<u>(6.4) %</u>
<b>Fixed income securities portfolio duration <sup>^</sup> (in years)</b>	4.5	4.4	4.0	3.6	3.6	3.8	3.8		
<b>Fixed income securities portfolio duration including interest rate derivative positions (in years)</b>	4.6	4.4	4.0	3.4	3.0	3.2	3.1		
<b>Fixed income and short-term investments duration including interest rate derivative positions (in years)</b>	4.3	3.9	3.5	3.1	2.8	2.9	2.8		



**The Allstate Corporation**  
**Investment Position and Results by Strategy**

(\$ in millions)

	As of or for the three months ended				As of or for the nine months ended				
	Sept. 30, 2023	June 30, 2023	March 31, 2023	Dec. 31, 2022	Sept. 30, 2022	June 30, 2022	March 31, 2022	Sept. 30, 2023	Sept. 30, 2022
<b>Investment Position</b>									
<b>Market-based <sup>^</sup></b>									
Interest-bearing investments <sup>^</sup>	\$ 51,661	\$ 52,191	\$ 52,337	\$ 48,114	\$ 47,364	\$ 47,457	\$ 47,480	\$ 51,661	\$ 47,364
Equity securities	1,986	1,850	1,765	4,112	4,283	4,259	4,915	1,986	4,283
LP and other alternative investments <sup>^</sup>	198	201	214	519	469	485	548	198	469
<b>Total</b>	<u>\$ 53,845</u>	<u>\$ 54,242</u>	<u>\$ 54,316</u>	<u>\$ 52,745</u>	<u>\$ 52,116</u>	<u>\$ 52,201</u>	<u>\$ 52,943</u>	<u>\$ 53,845</u>	<u>\$ 52,116</u>
<b>Performance-based <sup>^</sup></b>									
Private equity <sup>(1)</sup>	\$ 7,551	\$ 7,381	\$ 7,168	\$ 6,965	\$ 6,980	\$ 6,996	\$ 6,943	\$ 7,551	\$ 6,980
Real estate	1,963	2,045	1,991	2,119	1,910	1,858	1,882	1,963	1,910
<b>Total</b>	<u>\$ 9,514</u>	<u>\$ 9,426</u>	<u>\$ 9,159</u>	<u>\$ 9,084</u>	<u>\$ 8,890</u>	<u>\$ 8,854</u>	<u>\$ 8,825</u>	<u>\$ 9,514</u>	<u>\$ 8,890</u>
<b>Investment income</b>									
<b>Market-based</b>									
Interest-bearing investments	\$ 546	\$ 519	\$ 481	\$ 432	\$ 376	\$ 336	\$ 296	\$ 1,546	\$ 1,008
Equity securities	15	16	14	34	25	29	26	45	80
LP and other alternative investments	8	3	13	-	5	4	3	24	12
Investment income, before expense	569	538	508	466	406	369	325	1,615	1,100
Investee level expenses	(2)	(2)	(1)	(2)	(4)	(1)	(2)	(5)	(7)
<b>Income for yield calculation</b>	<u>\$ 567</u>	<u>\$ 536</u>	<u>\$ 507</u>	<u>\$ 464</u>	<u>\$ 402</u>	<u>\$ 368</u>	<u>\$ 323</u>	<u>\$ 1,610</u>	<u>\$ 1,093</u>
<b>Pre-tax yield</b>	4.0 %	3.8 %	3.6 %	3.3 %	2.9 %	2.7 %	2.4 %	3.8 %	2.7 %
<b>Performance-based</b>									
Private equity	\$ 131	\$ 112	\$ 105	\$ 110	\$ 311	\$ 129	\$ 248	\$ 348	\$ 688
Real estate	71	31	37	56	37	120	72	139	229
Investment income, before expense	202	143	142	166	348	249	320	487	917
Investee level expenses	(16)	(16)	(16)	(19)	(13)	(13)	(14)	(48)	(40)
<b>Income for yield calculation</b>	<u>\$ 186</u>	<u>\$ 127</u>	<u>\$ 126</u>	<u>\$ 147</u>	<u>\$ 335</u>	<u>\$ 236</u>	<u>\$ 306</u>	<u>\$ 439</u>	<u>\$ 877</u>
<b>Pre-tax yield</b>	7.9 %	5.5 %	5.5 %	6.5 %	15.2 %	10.7 %	14.1 %	6.3 %	13.3 %
<b>Total return on investments portfolio</b>									
Market-based	(0.8) %	0.1 %	2.6 %	2.8 %	(1.5) %	(3.7) %	(3.8) %	1.9 %	(9.0) %
Performance-based	2.8	1.0	1.6	0.9	3.6	3.1	4.0	5.4	10.7
<b>Internal rate of return <sup>^</sup></b>									
<b>Performance-based</b>									
10 year	12.5 %	12.6 %	12.7 %	12.9 %	13.0 %	13.0 %	13.0 %		
5 year	12.2	12.1	12.1	13.1	13.3	14.1	13.9		
3 year	19.3	19.6	16.0	15.7	14.9	15.2	15.0		
1 year	5.7	4.2	5.9	11.2	17.4	24.6	27.7		

<sup>(1)</sup> Includes infrastructure investments of \$1.12 billion as of September 30, 2023.

## Definitions of Non-GAAP Measures

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

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

- Net gains and losses on investments and derivatives
- Pension and other postretirement rereasurement gains and losses
- Amortization or impairment of purchased intangibles
- Gain or loss on disposition
- 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
- Related income tax expense or benefit of these items

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

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

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

**Average underlying loss (incurred pure premium) and average underlying loss (incurred pure premium) and expense** per policy are calculated as the underlying loss ratio and the underlying combined ratio (non-GAAP ratios), respectively, multiplied by the annualized GAAP earned premium ("annualized average earned premium"). We believe that this measure is useful to investors, and it is used by management for the same reasons noted above for the underlying loss and underlying combined ratios. The components of the calculation are available on the "Auto Profitability Measures and Statistics" page.

## Definitions of Non-GAAP Measures (continued)

**Adjusted underwriting expense ratio** is a non-GAAP ratio, which is computed as the difference between the expense ratio and the effect of advertising expense, restructuring and related charges and amortization or impairment of purchased intangibles on the expense ratio. We believe that the measure provides investors with a valuable measure of ongoing performance because it reveals trends that may be obscured by the advertising expense, restructuring and related charges and amortization or impairment of purchased intangibles. Advertising expense is excluded as it may vary significantly from period to period based on business decisions and competitive position. Restructuring and related charges are excluded because these items are not indicative of our business results or trends. Amortization or impairment of purchased intangible assets is excluded because it relates to the acquisition purchase price. These are not indicative of our business results or trends. A reduction in expenses enables investment flexibility that can drive growth. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The most directly comparable GAAP measure is the expense ratio. The adjusted underwriting expense ratio should not be considered a substitute for the expense ratio and does not reflect the overall expense ratio of our business.

**Adjusted expense ratio** is a non-GAAP ratio, which is computed as the combination of the adjusted underwriting expense ratio and claims expense ratio excluding catastrophe expense. We believe it is useful for investors to evaluate this ratio which is linked to a long-term expense ratio improvement commitment through 2024. The most directly comparable GAAP measure is the expense ratio. The adjusted expense ratio should not be considered a substitute for the expense ratio and does not reflect the overall expense ratio of our business.

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

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

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

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

## Glossary

### Consolidated Operations

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

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

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

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

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

### Property-Liability

Annualized average earned premium is calculated by annualizing net earned premium reported in the quarter and year-to-date divided by policies in force at quarter end.

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

Claims expense ratio excluding catastrophe expense: Incurred loss adjustment expenses, net of reinsurance, excluding expenses related to catastrophes. These expenses are embedded within the loss ratio.

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

Other business lines primarily represent commissions earned and other costs and expenses for Ivantage, non-proprietary life and annuity products, and lender-placed products and related services.

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

### Protection Services

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

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

### Allstate Health and Benefits

Benefit ratio is accident, health and other policy benefits less interest credited to contractholder funds, divided by premiums and contract charges.

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

Group health includes health products and administrative services sold to employers.

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

### Investments

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

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

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

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

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

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

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

Performance-based strategy seeks to deliver attractive risk-adjusted returns and supplement market risk with idiosyncratic risk primarily through investments in private equity, including infrastructure investments, and real estate, most of which were limited partnerships.

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

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