## 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) October 27, 2010

### The Allstate Corporation

(Exact name of registrant as specified in 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 (see General Instruction A.2.below):

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o 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.

On October 27, 2010, the registrant issued a press release announcing its financial results for the third quarter of 2010, and the availability of the registrant's third quarter investor supplement on the registrant's web site. The press release and the investor supplement are furnished as Exhibits 99.1 and 99.2 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 October 27, 2010

99.2 Third quarter 2010 Investor Supplement of The Allstate Corporation

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#### **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.

By /s/ Samuel H. Pilch Name: Samuel H. Pilch Title: Controller

Dated: October 27, 2010



# NEWS FOR IMMEDIATE RELEASE

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Robert Block, Christine leuter Investor Relations (847) 402-2800

#### Allstate Reports Third Quarter 2010 Results and Continued Positive Trends

NORTHBROOK, Ill., October 27, 2010 - The Allstate Corporation (NYSE: ALL) today reported financial results for the third quarter of 2010:

| The Allstate Corporation Consolida                           | ted Highlights |          |               |  |  |  |  |  |  |  |  |
|--|----------------|----------|---------------|--|--|--|--|--|--|--|--|
| Three months ended   |                |          |               |  |  |  |  |  |  |  |  |
|  | September 30,  |          |               |  |  |  |  |  |  |  |  |
| (\$ in millions, except per share amounts and ratios)        |                |          | %             |  |  |  |  |  |  |  |  |
|  | <u>2010</u>    | 2009     | <u>Change</u> |  |  |  |  |  |  |  |  |
| Consolidated revenues  | \$ 7,908       | \$ 7,582 | 4.3           |  |  |  |  |  |  |  |  |
| Net income   | 367            | 221      | 66.1          |  |  |  |  |  |  |  |  |
| Net income per diluted share                                 | 0.68           | 0.41     | 65.9          |  |  |  |  |  |  |  |  |
| Operating income*  | 452            | 538      | (16.0)        |  |  |  |  |  |  |  |  |
| Operating income per diluted share*                          | 0.83           | 0.99     | (16.2)        |  |  |  |  |  |  |  |  |
| Book value per share   | 35.48          | 32.29    | 9.9           |  |  |  |  |  |  |  |  |
| Book value per share, excluding the impact of unrealized net |                |          |               |  |  |  |  |  |  |  |  |
| capital gains and losses on fixed income securities*         | 33.38          | 32.44    | 2.9           |  |  |  |  |  |  |  |  |
| Catastrophe losses   | 386            | 407      | (5.2)         |  |  |  |  |  |  |  |  |
| Property-Liability combined ratio                            | 95.9           | 94.7     | 1.2 pts       |  |  |  |  |  |  |  |  |
| Property-Liability combined ratio excluding the effect of    |                |          |               |  |  |  |  |  |  |  |  |
| catastrophes and prior year reserve reestimates              |                |          |               |  |  |  |  |  |  |  |  |
| ("underlying combined ratio")*                               | 89.2           | 88.0     | 1.2 pts       |  |  |  |  |  |  |  |  |

<sup>\*</sup> 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 and operating measures are defined in the "Definitions of Non-GAAP and Operating Measures" section of this document.

"Our strategies to create shareholder value in an uncertain economic climate continue to generate positive results," said Thomas J. Wilson, chairman, president and chief executive officer of The Allstate Corporation. "Net income of \$367 million showed strong growth over the prior year third quarter and second quarter of this year.

"Profitability at Allstate Protection remains strong, with the underlying combined ratio consistently meeting our annual outlook range. We remain comfortable with our range of 88 to 90 for the year. Overall policies in force declined, but standard auto new issued applications improved as we implemented new marketing and growth initiatives. Allstate Financial's net and operating income improved this quarter from a year ago, reflecting progress on its strategic repositioning.

"Book value per share rose 7% during the quarter to \$35.48 at September 30, 2010 reflecting profitability and strong investment results," said Wilson.

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#### **Consolidated Financial Results**

Allstate's third quarter 2010 net income was \$367 million, or \$0.68 per diluted share, compared to \$221 million in the third quarter of 2009, primarily due to lower realized capital losses in 2010 versus 2009. Operating income was \$452 million, or \$0.83 per diluted share, in the third quarter of 2010 compared to \$538 million in the same period of 2009, reflecting a decline in Property-Liability partly offset by increases in Allstate Financial.

#### Property-Liability Profitability is a Source of Financial Strength

Property-Liability remained a source of financial strength for the company while beginning to implement growth plans. Allstate's Property-Liability business produced an underlying combined ratio within the company's full-year outlook range of 88 to 90. The underlying combined ratio, which excludes catastrophes and prior year reserve reestimates, was 89.2 in the third quarter of 2010 compared to 88.0 in the same period of 2009, due to a higher expense ratio and increases in claim frequencies. The recorded combined ratio was 95.9 for the third quarter of 2010, compared to 94.7 in the third quarter of 2009.

Catastrophe losses totaled \$386 million during the third quarter of 2010, reflecting 29 events with losses of \$371 million. This compares to catastrophe losses of \$407 million for the third quarter of 2009. Catastrophe losses added 5.9 points to the combined ratio during the third quarter of 2010.

Property-Liability premiums written\* declined 0.6% in the third quarter of 2010 compared to the prior year quarter. Allstate's brand growth of 0.2% was more than offset by a 16.7% decline in the Encompass brand, reflecting actions to improve profitability.

Allstate brand standard auto premiums written declined 0.5% for the third quarter of 2010 compared to the prior year third quarter. This decline was driven by a 1.7% decline in policies in force, reflecting a 0.4 point decline in retention to 88.7%, partly offset by a 2.5% increase in new issued applications from the prior year third quarter. Average premium increased 1.4% during the third quarter when compared to the prior year quarter. Allstate's Customer Loyalty Index (CLI) as of September 30, 2010 declined slightly from the prior quarter of 2010. The Allstate brand standard auto combined ratio was 93.2, an increase of 0.5 points from the third quarter of 2009, due to higher claim frequencies.

Allstate brand homeowners premiums written for the third quarter of 2010 increased 2.4% compared to the same period a year ago, as a 7.2% increase in average premium was partly offset by a 4.1% decline in policies in force. Rate increases averaging 4.2% in 15 states were approved during the third quarter, as Allstate took actions to improve returns and lessen the volatility of homeowners results. The combined ratio was 104.7 in the third quarter of 2010 compared to 98.3 in the third quarter a year ago, primarily due to unfavorable prior year reserve reestimates and a higher expense ratio. Unfavorable prior year reserve reestimates in the third quarter of 2010 included a litigation settlement of \$70 million.

The Property-Liability expense ratio for the third quarter of 2010 was 25.1 compared to 24.7 in the prior year third quarter, primarily due to higher marketing expenditures.

#### **Allstate Financial Strategy Gaining Traction**

Allstate Financial made significant progress on its goals to produce higher returns, reduce concentrations in products with returns dependent on investment spread, and serve its customers by focusing on Allstate agencies and the Allstate Workplace Division.

Consistent with this strategy, premiums and deposits\* on mortality and morbidity (underwritten) products increased 8.6% when compared to the third quarter of 2009, while deposits on annuities declined by 30.3% compared to the prior year period. Premiums and deposits trends reflect premium growth in the Allstate Workplace Division and Allstate agencies, and the discontinuation earlier this year of new business through financial institutions.

Allstate Financial operating income was \$108 million in the third quarter of 2010 compared to \$95 million in the prior year third quarter. The increase was due to a higher investment spread and lower amortization of deferred acquisition costs (DAC), partly offset by higher operating costs and expenses and a lower benefit

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spread. The investment spread increased to \$127 million in the third quarter of 2010 from \$109 million in the prior year third quarter. The change reflected decreased interest credited to contractholder funds, partly offset by lower net investment income. DAC amortization declined primarily due to a lower amortization rate on fixed annuities. Operating costs and expenses rose as product distribution and marketing costs, employee benefits, and certain acquisition-related expenses increased. The benefit spread declined 2.8% from the prior year third quarter due to an increase in contract benefits on immediate annuities, reflecting favorable mortality experience in the third quarter of 2009, partly offset by growth in accident and health products.

Allstate Financial reported net income of \$85 million in the third quarter of 2010 compared to a net loss of \$38 million in the 2009 quarter. Net income reflected after-tax net realized capital losses, including the impact of deferred acquisition costs and deferred sales inducements of \$18 million in the third quarter of 2010 compared to \$133 million in the third quarter of 2009.

#### Strong Returns from Investment Portfolio

Allstate's consolidated investment portfolio was \$102.2 billion at September 30, 2010, up \$2.3 billion from June 30, 2010, as strong investment returns more than offset impacts from reductions in Allstate Financial's contractholder funds. Investment returns reflect lower interest rates, improved equity markets, and significant cash flow generated by the portfolio. Allstate's net unrealized gain at September 30, 2010 was \$2.7 billion, pre-tax, compared to a net unrealized gain of \$400 million, pre-tax, at June 30, 2010 and a net unrealized loss of \$2.5 billion, pre-tax, at September 30, 2009.

Net realized capital loss for the third quarter of 2010 was \$144 million, pre-tax, compared to \$519 million in the prior year third quarter, with lower impairment write-downs, higher gains on sales and lower derivative losses driving the improvement. Impairment write-downs of \$137 million were primarily related to residential and commercial real estate exposure. Net realized gains from sales of \$319 million were due to sales of fixed income and equity securities.

Derivative net losses totaled \$285 million in the third quarter of 2010 and were driven primarily by Allstate's risk management actions. Declining interest rates resulted in \$181 million of derivative losses, which were significantly less than the increases in the portfolio's fixed income valuations during the period. Favorable valuations on equity securities were also significantly greater than the \$115 million of derivative losses related to equity market hedges.

As part of the company's ongoing strategy to manage exposure to certain portfolio segments, reductions of municipal fixed income securities totaled \$2.4 billion of amortized cost and reductions of commercial real estate totaled \$484 million of amortized cost during the third quarter of 2010.

Net investment income for the third quarter of 2010 was \$1.0 billion, 7.3% less than the third quarter of 2009 and 4.2% less than the second quarter of 2010. These declines primarily resulted from lower interest rates, risk reduction actions related to municipal bonds and commercial real estate, and duration management actions taken to protect the portfolio from rising interest rates. Net investment income in the Property-Liability portfolio totaled \$284 million in the third quarter of 2010, a 12.9% decline from the third quarter of 2009 and a 8.4% decrease from the second quarter of 2010. Allstate Financial's net investment income was \$707 million, a 5.0% decline from the third quarter of 2009 and a 2.2% decline from the second quarter of 2010.

#### **Capital Position Continues to Improve**

"The combination of higher net income and favorable investment returns resulted in a 15% increase in book value during the first nine months of 2010," said Don Civgin, senior vice president and chief financial officer. "Our capital position continues to improve, providing us with greater flexibility in achieving our strategic priorities to improve customer loyalty, reinvent protection and retirement, and grow our businesses."

Book value per share grew to \$35.48 per share at September 30, 2010 compared to \$33.24 at June 30, 2010 and \$30.84 at December 31, 2009. Book value increased during the third quarter as higher shareholders' equity reflected improved investment valuations. Statutory surplus at September 30, 2010 is an estimated \$15.1 billion for Allstate Insurance Company, including \$3.2 billion at Allstate Life Insurance Company. This compares to Allstate Insurance Company statutory surplus of \$14.9 billion at June 30, 2010 and \$14.8 billion at September 30, 2009. Deployable assets at the holding company level increased to \$3.5 billion at

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September 30, 2010, reflecting \$400 million of dividends from Allstate Insurance Company during the third quarter.

\* \* \* \* \*

Visit <u>www.allstateinvestors.com</u> to view additional information about Allstate's third quarter results, including a webcast of its quarterly conference call and the presentation used in the call. The conference call will be held at 9 a.m. ET on Thursday, October 28, 2010.

The Allstate Corporation (NYSE: ALL) is the nation's largest publicly held personal lines insurer. Widely known through the "You're In Good Hands With Allstate®" slogan, Allstate is reinventing protection and retirement to help more than 17 million households insure what they have today and better prepare

## THE ALLSTATE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

| (\$ in millions, except per share data)                           |         |       | onths ended<br>mber 30, |    |           | nths ended<br>mber 30, |
|---|---------|-------|-------------------------|----|-----------|------------------------|
|   |         | 2010  | 2009                    |    | 2010      | 2009                   |
|   |         | (una  | udited)                 |    | (unau     | idited)                |
| Revenues  |         |       |                         |    |           |                        |
| Property-liability insurance premiums                             | \$      | 6,499 | \$ 6,535                | \$ | 19,515 \$ | •                      |
| Life and annuity premiums and contract charges                    |         | 548   | 482                     |    | 1,637     | 1,460                  |
| Net investment income   |         | 1,005 | 1,084                   |    | 3,104     | 3,368                  |
| Realized capital gains and losses:                                |         | (2.0) | (===)                   |    | (227)     | (4 ===)                |
| Total other-than-temporary impairment losses                      |         | (99)  | (539)                   |    | (637)     | (1,735)                |
| Portion of loss recognized in other comprehensive income          |         | (68)  | 147                     | _  | (91)      | 301                    |
| Net other-than-temporary impairment losses recognized in earnings |         | (167) | (392)                   |    | (728)     | (1,434)                |
| Sales and other realized capital gains and losses                 |         | 23    | (127)                   | _  | (215)     | 884                    |
| Total realized capital gains and losses                           |         | (144) | (519)                   | _  | (943)     | (550)                  |
|   | <u></u> | 7,908 | 7,582                   |    | 23,313    | 23,955                 |
| Costs and expenses  |         |       |                         |    |           |                        |
| Property-liability insurance claims and claims expense            |         | 4,603 | 4,573                   |    | 14,109    | 14,295                 |
| Life and annuity contract benefits                                |         | 445   | 382                     |    | 1,372     | 1,176                  |
| Interest credited to contractholder funds                         |         | 445   | 496                     |    | 1,358     | 1,636                  |
| Amortization of deferred policy acquisition costs                 |         | 1,006 | 1,023                   |    | 2,969     | 3,649                  |
| Operating costs and expenses                                      |         | 828   | 744                     |    | 2,446     | 2,247                  |
| Restructuring and related charges                                 |         | 9     | 35                      |    | 33        | 112                    |
| Interest expense  |         | 91    | 106                     | _  | 275       | 291                    |
|   |         | 7,427 | 7,359                   | _  | 22,562    | 23,406                 |
| Gain on disposition of operations                                 | _       | 9     | 2                       | _  | 12        | 6                      |
| Income from operations before income tax expense                  |         | 490   | 225                     |    | 763       | 555                    |
| Income tax expense  | _       | 123   | 4                       | _  | 131       | 219                    |
| Net income  | \$      | 367   | \$ 221                  | \$ | 632 \$    | 336                    |
| Earnings per share:   |         |       |                         |    |           |                        |
| Net income per share - Basic                                      | \$      | 0.68  | \$ 0.41                 | \$ | 1.17      | 0.62                   |
| Weighted average shares - Basic                                   |         | 540.9 | 539.9                   | _  | 540.6     | 539.5                  |
| Net income per share - Diluted                                    | \$      | 0.68  | \$ 0.41                 | \$ | 1.16      | 0.62                   |
| Weighted average shares - Diluted                                 | _       | 543.0 | 541.5                   | _  | 542.7     | 540.5                  |
| Cash dividends declared per share                                 | \$      | 0.20  | \$ 0.20                 | \$ | 0.60      | 0.60                   |
| ŗ   | 5       |       |                         |    |           |                        |

## THE ALLSTATE CORPORATION SEGMENT RESULTS

| CEGINE   |            |  |    |   |    |   |      |   |  |
|--|------------|--|----|---|----|---|------|---|--|
| (\$ in millions, except ratios)  |            | Three mo<br>Septer                               |    |   |    | ended<br>r 30,  |      |   |  |
| Property-Liability   | _          | 2010   | _  | 2009  | _  | 2010  | 2009 |   |  |
| Premiums written   | \$ <u></u> | 6,767  | \$ | 6,810   | \$ | 19,665  | \$   | 19,694  |  |
| Premiums earned Claims and claims expense Amortization of deferred policy acquisition costs Operating costs and expenses Restructuring and related charges Underwriting income | \$         | 6,499<br>(4,603)<br>(915)<br>(706)<br>(9)<br>266 | \$ | 6,535<br>(4,573)<br>(943)<br>(642)<br>(31)<br>346 | \$ | 19,515<br>(14,109)<br>(2,754)<br>(2,074)<br>(34)<br>544 | \$   | 19,677<br>(14,295)<br>(2,832)<br>(1,911)<br>(88)<br>551 |  |
| Net investment income<br>Periodic settlements and accruals on non-hedge derivative instruments<br>Income tax expense on operations   |            | 284<br>(2)<br>(154)                              | _  | 326<br>(2)<br>(169)                               |    | 898<br>(4)<br>(390)                                     | _    | 1,004<br>(8)<br>(343)                                   |  |
| Operating income   |            | 394  |    | 501   |    | 1,048   |      | 1,204   |  |
| Realized capital gains and losses, after-tax Gain on disposition of operations, after-tax Reclassification of periodic settlements and accruals on non-hedge                   |            | (69)<br>4  |    | (188)<br>   |    | (261)<br>4  |      | (373)<br>   |  |
| derivative instruments, after-tax  | _          | 2  | _  | 1   | _  | 3   | _    | 5   |  |
| Net income   | \$ <u></u> | 331  | \$ | 314   | \$ | 794   | \$   | 836   |  |
| Catastrophe losses   | \$         | 386  | \$ | 407   | \$ | 1,670   | \$   | 1,741   |  |

|  |          |                |    |                |    |                    | _  |                    |
|--|----------|----------------|----|----------------|----|--------------------|----|--------------------|
| Operating ratios: Claims and claims expense ratio Expense ratio                                      |          | 70.8<br>25.1   |    | 70.0<br>24.7   |    | 72.3<br>24.9       |    | 72.6<br>24.6       |
| Combined ratio   |          | 95.9           |    | 94.7           | _  | 97.2               | _  | 97.2               |
| Effect of catastrophe losses on combined ratio   |          | 5.9            |    | 6.2            | _  | 8.6                |    | 8.8                |
| Effect of prior year reserve reestimates on combined ratio   |          | 0.2            | _  | (0.7)          | _  | (0.9)              | _  | (0.4)              |
| Effect of catastrophe losses included in prior year reserve reestimates on combined ratio            |          | (0.6)          |    | (1.2)          | _  | (0.7)              |    | (0.7)              |
| Effect of Discontinued Lines and Coverages on combined ratio   |          | 0.3            |    | 0.3            | _  | 0.1                | _  | 0.1                |
| Allstate Financial   |          |                | _  |                |    |                    |    |                    |
| Investments  | \$       | 62,915         | \$ | 61,891         | \$ | 62,915             | \$ | 61,891             |
| Premiums and deposits  | \$       | 1,011          | \$ | 1,033          | \$ | 3,134              | \$ | 3,965              |
| Premiums and contract charges Net investment income  | \$       | 548<br>707     | \$ | 482<br>744     | \$ | 1,637<br>2,161     | \$ | 1,460<br>2,327     |
| Periodic settlements and accruals on non-hedge derivative instruments                                |          | 10             |    | 2              |    | 38                 |    |                    |
| Contract benefits Interest credited to contractholder funds  |          | (445)<br>(446) |    | (382)<br>(497) |    | (1,372)<br>(1,359) |    | (1,176)<br>(1,559) |
| Amortization of deferred policy acquisition costs  |          | (101)          |    | (108)          |    | (200)              |    | (347)              |
| Operating costs and expenses   |          | (118)          |    | (99)           |    | (354)              |    | (325)              |
| Restructuring and related charges Income tax expense on operations                                   |          | (47)           |    | (4)<br>(43)    |    | 1<br>(180)         |    | (24)<br>(111)      |
| Operating income   | <u>-</u> | 108            |    | 95             |    | 372                | _  | 245                |
| Realized capital gains and losses, after-tax   |          | (25)           |    | (151)          |    | (360)              |    | (239)              |
| DAC and DSI accretion (amortization) relating to realized capital gains and losses, after-tax        |          | 7              |    | 18             |    | 9                  |    | (132)              |
| DAC and DSI unlocking relating to realized capital gains and losses, after-tax                       |          |                |    |                |    | (18)               |    | (224)              |
| Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax |          | (7)            |    | (1)            |    | (25)               |    |                    |
| Gain on disposition of operations, after-tax   |          | <u>2</u>       |    | <u> </u>       |    | <u>4</u>           |    | 4                  |
| Net income (loss)  | \$       | 85             | \$ | (38)           | \$ | (18)               | \$ | (346)              |
| Corporate and Other  |          |                |    |                |    |                    |    |                    |
| Net investment income  | \$       | 14             | \$ | 14             | \$ | 45                 | \$ | 37                 |
| Operating costs and expenses Income tax benefit on operations  |          | (95)<br>31     |    | (109)<br>37    |    | (293)<br>96        |    | (302)<br>105       |
| Operating loss   |          | (50)           |    | (58)           |    | (152)              |    | (160)              |
| Realized capital gains and losses, after-tax   |          | 1              |    | 3              |    | 8                  | _  | 6                  |
| Net loss   | \$       | (49)           | \$ | (55)           | \$ | (144)              | \$ | (154)              |
| Consolidated net income  | \$       | 367            | \$ | 221            | \$ | 632                | \$ | 336                |
| _  |          |                |    |                |    |                    |    |                    |

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#### THE ALLSTATE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

| (\$ in millions, except par value data)                                       | Se  | December 31,<br>2009 |               |
|---|-----|----------------------|---------------|
| Assets  | (   | unaudited)           |               |
| Investments:  | · · | •                    |               |
| Fixed income securities, at fair value (amortized cost \$80,786 and \$81,243) | \$  | 83,193               | \$<br>78,766  |
| Equity securities, at fair value (cost \$3,447 and \$4,845)                   |     | 3,707                | 5,024         |
| Mortgage loans  |     | 6,961                | 7,935         |
| Limited partnership interests   |     | 3,454                | 2,744         |
| Short-term, at fair value (amortized cost \$2,776 and \$3,056)                |     | 2,776                | 3,056         |
| Other   |     | 2,123                | 2,308         |
| Total investments   |     | 102,214              | <br>99,833    |
| Cash  |     | 500                  | 612           |
| Premium installment receivables, net  |     | 4,981                | 4,839         |
| Deferred policy acquisition costs   |     | 4,671                | 5,470         |
| Reinsurance recoverables, net   |     | 6,597                | 6,355         |
| Accrued investment income   |     | 847                  | 864           |
| Deferred income taxes   |     | 670                  | 1,870         |
| Property and equipment, net   |     | 922                  | 990           |
| Goodwill  |     | 874                  | 875           |
| Other assets  |     | 1,799                | 1,872         |
| Separate Accounts   |     | 8,459                | 9,072         |
| Total assets  | \$  | 132,534              | \$<br>132,652 |
| Liabilities   |     |                      |               |
| Reserve for property-liability insurance claims and claims expense            | \$  | 19,294               | \$<br>19,167  |
| Reserve for life-contingent contract benefits                                 |     | 13,955               | 12,910        |
| Contractholder funds  |     | 48,936               | 52,582        |
| Unearned premiums   |     | 10,001               | 9,822         |
| Claim payments outstanding  |     | 733                  | 742           |
| Other liabilities and accrued expenses  |     | 5,945                | 5,726         |
| Long-term debt  |     | 5,909                | 5,910         |
| Separate Accounts   |     | 8,459                | 9,072         |
| Total liabilities   |     | 113,232              | <br>115,931   |

**Equity**Preferred stock, \$1 par value, 25 million shares authorized, none issued
Common stock, \$.01 par value, 2.0 billion shares authorized and 900 million issued, 538 million and 537

| million shares outstanding<br>Additional capital paid-in<br>Retained income<br>Deferred ESOP expense |         | 3,165<br>31,781<br>(45) |          | 3,172<br>31,492<br>(47) |
|--|---------|-------------------------|----------|-------------------------|
| Treasury stock, at cost (362 million and 363 million shares)   |         | (15,755)                |          | (15,828)                |
| Accumulated other comprehensive income:  |         |                         |          |                         |
| Unrealized net capital gains and losses:   |         |                         |          |                         |
| Unrealized net capital losses on fixed income securities with OTTI                                   |         | (200)                   |          | (441)                   |
| Other unrealized net capital gains and losses  |         | 1,919                   |          | (1,072)                 |
| Unrealized adjustment to DAC, DSI and insurance reserves   |         | (427)                   |          | 643                     |
| Total unrealized net capital gains and losses  |         | 1,292                   |          | (870)                   |
| Unrealized foreign currency translation adjustments  |         | 54                      |          | 46                      |
| Unrecognized pension and other postretirement benefit cost   |         | (1,227)                 |          | (1,282)                 |
| Total accumulated other comprehensive income (loss)  |         | 119                     |          | (2,106)                 |
| Total shareholders' equity   | <u></u> | 19,274                  | <u> </u> | 16,692                  |
| Noncontrolling interest  |         | 28                      |          | 29                      |
| Total equity   |         | 19,302                  |          | 16,721                  |
| Total liabilities and equity   | \$      | 132,534                 | \$       | 132,652                 |

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## THE ALLSTATE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

Nine months ended

| Cash flows from one partial periodic flow         (a) 100 moles (a) 100 moles (b) 1  | (\$ in millions)  | N           | September 30, | a            |
|--|---|-------------|---------------|--------------|
| Mean Inform on paraling activities         Image: Transmission of the control                                |   | 2010        | September 30, | 2009         |
| Persistant sin reconcie net icone to net cash provided by operating activities   93   93   95   95   95   95   95   95   | Cash flows from operating activities  |             | (unaudited)   |              |
| Persistant namorization and other non-ash items  | Net income  | \$ 6        | 32 \$         | 336          |
| Realer Carpital gains and losses         1,50         1,00           Gain on dissopation of operations         1,38         1,68           Interest cracified to contract-holder funds         1,38         1,68           Changes in:         1,72         6           Policy benefits and other insurance reserves         1,43         4,60           Debrered policy acquisition costs         1,33         4,71           Permuni matilianter receivershibes, net         1,52         1,00           Reinsurance recoverables, net         1,22         1,00           Reinsurance recoverables, net         1,22         1,00           Other operating assets and liabilities         3,02         3,515           Cash floors from investing assets and liabilities         3,02         3,515           Other operating assets and liabilities         1,00         1,00           Equity societies         4,22         4,53           Equity societies         4,22         4,53           Equity societies         4,22         4,53           Equity societies         3,67         3,94           Food incorns societies         2,1         4,2           Equity societies         3,6         3,94           Mortique basin         3,6   | Adjustments to reconcile net income to net cash provided by operating activities: |             |               |              |
| Gain on disposition of operations         1,36         1,58           Interest credited to contract/older funds         1,38         1,58           Changes in:         3         4,68           Policy benefits and other insurance reserves         1,72         6           Deferred policy acquisition costs         1,138         4,71           Deferred policy acquisition costs         1,03         4,01           Deferred policy acquisition costs         1,03         4,01           Reinsurance recoverables, net         (29         1,01           Reinsurance recoverables, net         1,73         1,73         1,73           Other operating assets and liabilities         3,03         3,51           Net cash provided by operating activities         3,02         3,51           Equal flows recoverables         4,262         4,53           Equal procurses of the mosturing activities         1,73         1,60           Process from seasouriles         1,73         1,60           Equal procurse securities         3,75         1,60           Equal procurses of the process of the pr   | ·   |             |               |              |
| Charges in the control                       |   |             |               |              |
| Policy benefits and other insurance reserves   |   | (<br>1.3    | 12)<br>58     | (6)<br>1 636 |
| Policy benefits and other insurance reserves         143         (460)           Unearned prolicy acquisition costs         (138)         471           Persumin installment receivables, net         (229)         (100)           Income tass         173         1078           Income tass         353         157           Other operating assests and liabilities         353         3515           Cash frow from investing activities         8         103           Tockets from investing activities         17.345         16,088           Flow for investing activities         17.345         16,088           Flowing from investing activities         17.345         16,088           Equity securities         4,262         4,636           Limited partnership interests         387         293           Mortgage bans         387         293           Mortgage bans         3,672         3,947           Mortgage bans         3,672         3,947           Mortgage bans         3,672         3,947           Mortgage bans         6,071         2,699           Divestment Durisons         6,071         6,599           Limited partnership interests         2,071         5,599  |   | _,0         |               | 2,000        |
| Unesamed premiums         172         6           Deferred policy acquisition costs         (133)         471           Premium installment receivables, net         (137)         (108)           Reinsurance recoverables, net         178         1.175           Other operating assets and liabilities         368         10.13           Net each provided by operating activities         3023         3.515           Cash flows from investing activities         3023         3.515           Proceeds from sales         17,345         16,082           Equity securities         4,262         4,363           Limited partnership inferests         387         233           Morgange leans         121         14           Other investments         121         4,06           Unestment collectors         387         2.947           Picual income securities         3,672         3.947           Procession from securities         3,672         3.947           Procession from securities         2,071         2,02           Procession from securities         3,672         3.947           Procession from securities         2,071         2,02           Procession from securities         2,071         2,02 </td <td>· ·</td> <td>1</td> <td>.43</td> <td>(460)</td>   | · ·   | 1           | .43           | (460)        |
| Permium installment recevables, net         (187)         (108)           Reinsurance recoverables, net         (178)         (175)           Other operating assets and liabilities         38         (175)           Other operating assets and liabilities         38         (175)           Net each provided by operating activities         3023         3.515           Each own investing activities         3023         3.515           Floor common securities of the common securities  | ·   |             |               | , ,          |
| Rensurance recoverables, net         (229)         (101)           Income taxes         178         1.75           Other operating assets and labilities         302         303           Nate scalp provided by operating activities         302         303           Tools of the scale of t  | Deferred policy acquisition costs   | •           | ,             |              |
| Income taxes         178         1.176           Other operating assets and liabilities         5.8         3.03           Net cash provided by operating activities         3.023         3.515           Cash flows from investings         8.00         3.00         3.515           Floweds from investing activities         1.00         4.00         1.00   |   |             |               | , ,          |
| Other operating assets and liabilities         58         103           Net cash provided by operating activities         3,023         3,515           Exact flows from investing activities         ***           Process from sales         17,345         16,098           Exed income securities         4,262         4,636           Equity securities         3,67         29,33           Limited partnership interests         3,67         29,34           Other investments         121         140           Other investments         3,67         3,94           Fixed income securities         3,67         3,94           Fixed income securities         9         9           Fixed income securities         9         9           Fixed income securities         (20,721         22,884           Equity securities         (20,721         22,884           Equity securities         (20,721         5,991           Equity securities         (20,721  |   | ,           | ,             | , ,          |
| Net cash provided by operating activities         3,023         3,515           Cash flows from investing activities         Image: Cash flows from investing activities         1,7345         1,080           Fixed income securities         4,262         4,636           Equity securities         387         293           Limited partnership interests         387         293           Mortgage loans         3,672         3,947           Other investments         96         99           Investment collections         367         3,947           Fixed income securities         3,672         3,947           Mortgage loans         96         99           Provestments         96         99           Investment purchases         (20,712)         (22,694)           Equity securities         (20,712)         (25,694)           Equity securities         (20,712)         (55)         (23)           United partnership interests         (1,040)         (674)         (55)         (23)           Equity securities         (20,712)         (25,694)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)         (24,94)   |   |             |               |              |
| Assail from investing activities         17,345         16,098           Fixed income securities         17,345         16,098           Equity securities         387         293           Limited partnership interests         98         4262           Mortgage loans         121         140           Other investments         98         422           Investment collections         784         1,033           Fixed income securities         784         1,033           Other investments         96         99           Investment purchases         6         99           Investment purchases         (20,712)         (22,844)           Fixed income securities         (20,712)         (22,844)           Fixed income securities         (20,712)         (5,991)           Investments purchases         (20,712)         (5,991)           Investments purchases         (20,712)         (22,844)           Fixed income securities         (20,712)         (22,844)           Fixed income securities         (20,712)         (22,844)           Investments purchases         (30,712)         (5,991)           Limited partnership interests         (40,010)         (5,342)           Other in  | •   |             |               |              |
| Procests from sales         17,345         16,08           Exquiry securities         4,262         4,636           Limited partmership interests         387         293           Mortigage loans         38         428           Cheer investments         367         3,947           Fixed income securities         3,672         3,947           Mortgage loans         784         1,093           Other investments         98         1,093           Investments         98         1,093           Pixed income securities         (20,712)         (22,894)           Charge loans         (27,212)         (5,991)           City in yeacurities         (27,212)         (5,991)           Equity securities         (27,212)         (5,991)         (5,50)           Equity securities         (27,212)         (5,991)         (5,50)         (23           United partnership interests         (30,40)         (67,42)         (5,991)         (5,50)         (23           Other investments         (55)         (23         (4,64)         (1,44)         (5,43)           Change in short-term investments, net         (30,40)         (57,43)         (4,64)         (1,44)           Opposit   |   |             |               | 3,515        |
| Equity securities         17,345         16,088           Equity securities         4,262         4,583           Limited partnership interests         387         2,93           Mortgage loans         121         140           Other investments         98         429           Investment collections         3,672         3,947           Mortgage loans         784         1,033           Offer investments         784         1,033           Offer investments         69         99           Investment purchases         (20,712)         (25,991)           Equity securities         (20,712)         (25,991)           Limited partnership interestments         (27,10)         (67,991)           Limited partnership interestments         (27,10)         (67,991)           Mortgage loans         (55)         (23)           Other investments, set         (27,10)         (55)           Change in short-term investments, set   |   |             |               |              |
| Equity securities         4,262         4,686           Limited partnership interests         387         293           Mortgage loan's         121         140           Other investments         367         3,947           Investment collections         764         1,093           Fixed income securities         764         1,093           Other investments         764         1,093           Other investments         (20,712)         (22,694)           Other investments         (20,712)         (22,694)           Other investments         (20,712)         (5,991)           Fixed income securities         (20,712)         (5,991)           Fixed income securities         (20,712)         (5,991)           Equity securities         (20,712)         (2,260)           Other investments         (30,00)         (5,00)           Other investments         (30,00) <td></td> <td>17.34</td> <td>45</td> <td>16.098</td>  |   | 17.34       | 45            | 16.098       |
| Limited patmership interests         387         293           Mortgage loans         121         140           Other investments         98         4285           Investment collections         3.672         3.947           Fixed income securities         784         1.093           Other investments         96         99           Investment purchases         (20,712)         (22,684)           Fixed income securities         (20,712)         (5,991)           Equity securities         (20,712)         (5,991)           Limited partnership interests         (2,721)         (5,991)           Limited partnership interests         (2,721)         (5,991)           Understand the investments         (99)         (5,42)           Other investments         (99)         (5,43)           Change in other investments, net         (464)         (1,44)           Disposition of operations         7         12           Purchases of property and equipment, net         (12         2,461           Exist flows from financing activities         1,671         2,461           Proceeds from financing activities         2,297         3,252           Contractholder fund depoists         (5)         (3,32)  |   |             |               |              |
| Other investments         121         140           Other investments         98         428           Investment collections  |   |             |               |              |
| Diter investments   98   429     Investment collections   3,672   3,947     Mortgage loans   784   1,093     Other investments   96   99     Investment purchases   784   1,093     Equity securities   (2,721)   (5,991)     Equity securities   (2,721)   (5,991)     Limited partnership interests   (1,040)   (674)     Limited partnership interests   (99   (5,63)     Change in short-term investments, net   (99   (5,63)     Change in short-term investments, net   (464)   (1,44)     Disposition of operations   7   (12     Purchases of property and equipment, net   (464)   (1,44)     Disposition of operations   (1,671)   (2,661)     Cash flows from financing activities   (1,00)   (1,00)     Proceeds from issuance of long-term debt   (1,00)   (1,00)     Repayment of long-term debt   (2,297   3,252     Contractholder fund deposits   (3,29)   (3,43)     Divident pand (4,297   3,252     Contractholder fund deposits   (6,779   (9,485)     Divident pand (4,297   3,252     Contractholder fund equity incentive plans, net   (3,29)   (3,43)     Preasury stock purchases   (5)   (3,3)     Shares reissued under equity incentive plans, net   (2,297   3,252     Excess tax benefits on share-based payment arrangements   (3,29)   (3,43)     Cheff (4,290)   (3,290)   (3,290)     Charactholder fund deposits   (3,290)   (3,290)     Charactholder |   |             |               |              |
| Fixed income securities         3,672         3,947           Mortgage loans         784         1,093           Other investments         96         99           Investment purchases         (20,712)         (22,694)           Fixed income securities         (20,712)         (5991)           Equity securities         (2,721)         (5991)           Limited partnership interests         (1,040)         (6742)           Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in short-term investments, net         104         5,437           Change in other investments, net         (464)         (1,44)           Disposition of operations         7         12           Purchases of property and equipment, net         (11         (44)           Net cash provided by investing activities         2         1,003           Proceeds from issuance of long-term debt         1         1,003           Repayment of long-term debt         1         1,003           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (5         2  | Other investments   |             |               |              |
| Mortgage loans         784         1,083           Other investments         96         98           Problem of Chief investments         96         98           Fixed income securities         (20,712)         (22,694)           Equity securities         (27,712)         (5,994)           Equity securities         (1,040)         (674)           Equity securities         (55)         (23           Other investments         (99)         (54           Other investments, net         (104         (5,437)           Change in other investments, net         (464)         (1,144)           Disposition of operations         7         12           Purchases of property and equipment, net         (1,10)         (1,43)           Net cash provided by investing activities         -         1,003           Repayment of long-term debt         -         1,003           Repayment of long-term debt         2,297         3,252           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (32,22)         (4,344)           Treasury stock purchases         (5)         (3) <t< td=""><td></td><td></td><td></td><td></td></t<>   |   |             |               |              |
| Other investments Investments Investment purchases         96         99           investment purchases         (20,712)         (22,694)           Eixed income securities         (2,721)         (5,991)           Equity securities         (1,040)         (5,991)           Limited partnership interests         (1,040)         (673)           Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in short-term investments, net         (104         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (1,041)         (1,041)           Net cash provided by investing activities         1,671         2,461           Proceeds from issuance of long-term debt         1         1,003           Repayment of long-term debt         (1)         (1)         (1)           Contractholder fund deposits         2,297         3,252           Othicatholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (32)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           <   |   |             |               |              |
| Investment purchases         (20,712)         (22,694)           Fixed income securities         (2,721)         (5,991)           Equity securities         (1,040)         (674)           Limited partnership interests         (1,040)         (674)           Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in short-term investments, net         104         5,437           Change in other investments, net         (464)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         -         1,032           Proceeds from issuance of long-term debt         1         1         1           Repayment of long-term debt         1         1         1           Contractholder fund withdrawals         (6,779)         9,485           Dividends paid         (32)         (434)           Treasury stock purchases         (5)         3           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)  |   |             |               |              |
| Fixed income securities         (20,712)         (22,694)           Equity securities         (2,721)         (5,991)           Limited partnership interests         (1,040)         (674)           Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in other investments, net         104         5,437           Change in other investments, net         (104)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         7         1           Cash flows from financing activities         1,671         2,461           Proceeds from issuance of long-term debt         1         1,003           Repayment of long-term debt         1         1         1           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (32)         (434)           Treas ury stock purchases         (5)         (3)           Shares resisted under equity incentive plans, net         26         2           Excess tax benefits   |   |             | 96            | 99           |
| Equity securities         (2,721)         (5,991)           Limited partnership interests         (1,040)         (674)           Mortgage loans         (55)         (233)           Other investments         (99)         (54)           Change in short-term investments, net         (104)         5,437           Change in other investments, net         (464)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (1,43)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         1         1,003           Repayment of long-term debt         1         1,003           Repayment of long-term debt         1         1,003           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         3,322         4,534           Dividends paid         3322         4,534           Treasury stock purchases         5         3         3           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Ot   | ·   | (20,7       | 12)           | (22,694)     |
| Limited partnership interests         (1,040)         (674)           Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in short-term investments, net         104         5,437           Change in other investments, net         (464)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities           Proceeds from issuance of long-term debt         1         1,003           Repayment of long-term debt         1         1,003           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         3           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net (decrease) increase in cash         (112) </td <td></td> <td>•</td> <td>,</td> <td>(5,991)</td>   |   | •           | ,             | (5,991)      |
| Mortgage loans         (55)         (23)           Other investments         (99)         (54)           Change in short-term investments, net         (104         5,437           Change in other investments, net         (104         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities  |   | (1,0        | 40)           | (674)        |
| Change in short-term investments, net         104         5,437           Change in other investments, net         (464)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         -         1,003           Repayment of long-term debt         1         (1)         (1)           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,79)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  |   | (           | (55)          | (23)         |
| Change in other investments, net         (464)         (144)           Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         -         1,003           Proceeds from issuance of long-term debt         1         (1)         (1)           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (6,779)         (9,485)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  | Other investments   | (           | 99)           | , ,          |
| Disposition of operations         7         12           Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         ***         1,003           Proceeds from issuance of long-term debt         1         1,003           Repayment of long-term debt         1         1         1           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8         (6)           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Change in short-term investments, net   | 1           | .04           | 5,437        |
| Purchases of property and equipment, net         (114)         (143)           Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         -         1,003           Proceeds from issuance of long-term debt         -         1,003           Repayment of long-term debt         (1)         (1)           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (3)         (43)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Change in other investments, net  | (4          | •             | (144)        |
| Net cash provided by investing activities         1,671         2,461           Cash flows from financing activities         1,003           Proceeds from issuance of long-term debt         1,003           Repayment of long-term debt         1,003           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         5         3           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         7         66           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  | Disposition of operations   |             | 7             | 12           |
| Cash flows from financing activities         1,003           Proceeds from issuance of long-term debt         1,003           Repayment of long-term debt         (1)         (1)           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Purchases of property and equipment, net  | (1          | 14)           | (143)        |
| Proceeds from issuance of long-term debt         -         1,003           Repayment of long-term debt         (1)         (1)           Contractholder fund deposits         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  | Net cash provided by investing activities   | 1,6         | 71            | 2,461        |
| Contractholder fund deposits         (1)         (1)           Contractholder fund withdrawals         2,297         3,252           Contractholder fund withdrawals         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   |   |             | -             | 1,003        |
| Contractholder fund withdrawals         2.57         3,242           Dividends paid         (6,779)         (9,485)           Dividends paid         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  | Repayment of long-term debt   |             | (1)           | (1)          |
| Dividends paid         (8,745)         (9,485)           Treasury stock purchases         (322)         (434)           Treasury stock purchases         (5)         (3)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Contractholder fund deposits  | 2,2         |               |              |
| Treasury stock purchases         (E5)         (83)           Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Contractholder fund withdrawals   | (6,7        | 79)           | (9,485)      |
| Shares reissued under equity incentive plans, net         26         2           Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  | Dividends paid  | (3          | 22)           | (434)        |
| Excess tax benefits on share-based payment arrangements         (7)         (6)           Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   | Treasury stock purchases  |             | (5)           | (3)          |
| Other         (15)         8           Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415   |   |             |               |              |
| Net cash used in financing activities         (4,806)         (5,664)           Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  |   |             | ` '           |              |
| Net (decrease) increase in cash         (112)         312           Cash at beginning of period         612         415  |   |             |               |              |
| Cash at beginning of period 612 415  | ·   |             |               |              |
|  |   | -           | -             |              |
| Casii at eilu vi periou $=$ $=$ $=$ $=$ $=$ $=$ $=$ $=$ $=$ $=$  |   |             |               |              |
|  | Cash at end of period   | <b>\$</b> 5 | <u> </u>      | 121          |

(\$ in millions)

Operating income is net income (loss), 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,
- amortization of DAC and DSI, to the extent they resulted from the recognition of certain realized capital gains and losses,

For the nine months ended

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 (loss) 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, gain (loss) on disposition of operations and adjustments for other significant non-recurring, infrequent or unusual items. Realized capital gains and losses 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. 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 (loss) to assess our performance. We use adjusted measures of operating income and operating income per diluted share in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income (loss), 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 as a substitute for net income (loss) and does not reflect the overall profitability of our business.

The following tables reconcile operating income and net income (loss) for the three months and nine months ended September 30, 2010 and 2009.

| For the three months ended<br>September 30,   |    | Proper          | ty-Li | ability         | Allstate              | e Fin | ancial            | Cons                  | olida | ated            | <br>Per dil            | uted | share               |
|---|----|-----------------|-------|-----------------|-----------------------|-------|-------------------|-----------------------|-------|-----------------|------------------------|------|---------------------|
| (\$ in millions, except per share data) Operating income  | \$ | <b>2010</b> 394 | \$    | <b>2009</b> 501 | \$<br><b>2010</b> 108 | \$    | <b>2009</b><br>95 | \$<br><b>2010</b> 452 | \$    | <b>2009</b> 538 | \$<br><b>2010</b> 0.83 | \$   | <b>2009</b><br>0.99 |
| Realized capital gains and losses<br>Income tax benefit   | -  | (107)<br>38     |       | (290)<br>102    | (38)<br>13            |       | (234)<br>83       | (144)<br>51           | -     | (519)<br>183    |                        |      |                     |
| Realized capital gains and losses, after-tax  |    | (69)            |       | (188)           | (25)                  |       | (151)             | (93)                  |       | (336)           | (0.17)                 |      | (0.62)              |
| DAC and DSI accretion relating to realized capital gains and losses, after-tax  |    |                 |       |                 | 7                     |       | 18                | 7                     |       | 18              | 0.01                   |      | 0.04                |
| Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax Gain on disposition of operations, after-tax | -  | 2<br>4          |       | 1               | (7)<br>2              |       | (1)<br>1          | (5)<br>6              | _     | <br>1           | <br>0.01               |      | <br>                |
| Net income (loss)   | \$ | 331             | \$    | 314             | \$<br>85              | \$    | (38)              | \$<br>367             | \$    | 221             | \$<br>0.68             | \$   | 0.41                |
|   |    |                 |       |                 | 9                     |       |                   |                       |       |                 |                        |      |                     |

| September 30,  | -  | Propert           | ty-Li | ability           | -  | Allstat         | e Fin | ancial          | <br>Cons                | olida | ated              | Per dilu               | uted | share            |
|--|----|-------------------|-------|-------------------|----|-----------------|-------|-----------------|-------------------------|-------|-------------------|------------------------|------|------------------|
| (\$ in millions, except per share data) Operating income   | \$ | <b>2010</b> 1,048 | \$    | <b>2009</b> 1,204 | \$ | <b>2010</b> 372 | \$    | <b>2009</b> 245 | \$<br><b>2010</b> 1,268 | \$    | <b>2009</b> 1,289 | \$<br><b>2010</b> 2.34 | \$   | <b>2009</b> 2.38 |
| Realized capital gains and losses Income tax benefit (expense)   |    | (403)<br>142      |       | (403)<br>30       |    | (553)<br>193    |       | (156)<br>(83)   | (943)<br>330            |       | (550)<br>(56)     |                        |      |                  |
| Realized capital gains and losses, after-tax   | •  | (261)             | •     | (373)             | •  | (360)           |       | (239)           | (613)                   | -     | (606)             | (1.13)                 |      | (1.12)           |
| DAC and DSI accretion (amortization) relating to realized capital gains and losses, after-tax DAC and DSI unlocking relating to realized capital gains and losses, |    |                   |       |                   |    | 9               |       | (132)           | 9                       |       | (132)             | 0.01                   |      | (0.24)           |
| after-tax  |    |                   |       |                   |    | (18)            |       | (224)           | (18)                    |       | (224)             | (0.03)                 |      | (0.42)           |
| Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax Gain on disposition of operations,                            |    | 3                 |       | 5                 |    | (25)            |       |                 | (22)                    |       | 5                 | (0.04)                 |      | 0.01             |
| after-tax  |    | 4                 |       |                   |    | 4               |       | 4               | 8                       | -     | 4                 | 0.01                   | _    | 0.01             |
| Net income (loss)  | \$ | 794               | \$    | 836               | \$ | (18)            | \$    | (346)           | \$<br>632               | \$    | 336               | \$<br>1.16             | \$   | 0.62             |

Underwriting income (loss) 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 (loss) is the most directly comparable GAAP measure. Underwriting income (loss) should not be considered as a substitute for net income (loss) and does not reflect the overall profitability of our business. A reconciliation of Property-Liability underwriting income (loss) to net income (loss) is provided in the "Segment Results" page.

Combined ratio excluding the effect of catastrophes and prior year reserve reestimates ("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 catastrophes on the combined ratio and the effect of prior year non-catastrophe reserve reestimates on the combined ratio. The most directly comparable GAAP measure is 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 and prior year reserve reestimates. These 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. 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 2010 combined ratio excluding the effect of catastrophe losses and prior year reserve reestimates. The combined ratio excluding the effect of catastrophes and prior year reserve reestimates 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 combined ratio excluding reestimates should not be considered a substitute for the combined ratio and documents and the following table.

Three months ended

|  | Septembe |       | Nine month<br>Septemb |       |
|--|----------|-------|-----------------------|-------|
|  | 2010     | 2009  | 2010                  | 2009  |
| Combined ratio excluding the effect of catastrophes and prior year reserve reestimates |          |       |                       |       |
| ("underlying combined ratio")  | 89.2     | 88.0  | 88.8                  | 88.1  |
| Effect of catastrophe losses   | 5.9      | 6.2   | 8.6                   | 8.8   |
| Effect of prior year non-catastrophe reserve reestimates                               | 0.8      | 0.5   | (0.2)                 | 0.3   |
| Combined ratio   | 95.9     | 94.7  | 97.2                  | 97.2  |
|  |          |       |                       |       |
| Effect of prior year catastrophe reserve reestimates                                   | (0.6)    | (1.2) | (0.7)                 | (0.7) |

In this news release, we provide our outlook range on the 2010 combined ratio excluding the effect of catastrophe losses and prior year reserve reestimates. 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.

Book value per 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 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 shares outstanding

We use the trend in book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities, in conjunction with book value per 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 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 share, excluding the impact of unrealized net capital gains and losses on fixed income securities, should not be considered as a substitute for book value per share, and does not reflect the recorded net worth of our business. The following table shows the reconciliation.

10

| (\$ in millions, except per share data)  | As of Se | ptemb  | er 30, |        |
|--|----------|--------|--------|--------|
|  | 2010     | _      | 2009   |        |
| Book value per share<br>Numerator:   | \$       | 19,274 | ¢.     | 17,505 |
| Shareholders' equity Denominator:  | Φ        | 19,274 | Φ      | 17,505 |
| Shares outstanding and dilutive potential shares outstanding   |          | 543.3  |        | 542.1  |
| Book value per share   | \$       | 35.48  | \$     | 32.29  |
| Book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities |          |        |        |        |
| Numerator:   | _        |        | _      |        |
| Shareholders' equity   | \$       | 19,274 | \$     | 17,505 |
| Unrealized net capital gains and losses on fixed income securities   |          | 1,138  | . —    | (81)   |
| Adjusted shareholders' equity  | \$       | 18,136 | \$     | 17,586 |
| Denominator:   |          | E40.0  |        | F40.1  |
| Shares outstanding and dilutive potential shares outstanding   | _        | 543.3  | _      | 542.1  |
| Book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities | \$       | 33.38  | \$     | 32.44  |

Premiums written is the amount of premiums charged for policies issued during a fiscal period. Premiums earned is a GAAP measure. Premiums are considered earned and are included in financial results on a pro-rata basis over the policy period. The portion of premiums written applicable to the unexpired terms of the policies is recorded as unearned premiums on our Condensed Consolidated Statements of Financial Position. A reconciliation of premiums written to premiums earned is presented in the following able.

Nine months ended

| (\$ in millions)                                 | _  | Sep   | tember |       |    | September 30, |    |        |  |  |  |
|--|----|-------|--------|-------|----|---------------|----|--------|--|--|--|
|  | _  | 2010  |        | 2009  | _  | 2010          |    | 2009   |  |  |  |
| Premiums written                                 | \$ | 6,767 | \$     | 6,810 | \$ | 19,665        | \$ | 19,694 |  |  |  |
| Increase in Property-Liability unearned premiums |    | (319) |        | (315) |    | (184)         |    | (48)   |  |  |  |
| Other  | _  | 51    |        | 40    | _  | 34            | _  | 31     |  |  |  |
| Premiums earned                                  | \$ | 6,499 | \$     | 6,535 | \$ | 19,515        | \$ | 19,677 |  |  |  |

Premiums and deposits is an operating measure that we use to analyze production trends for Allstate Financial sales. It includes premiums on insurance policies and annuities and all deposits and other funds received from customers on deposit-type products including the net new deposits of Allstate Bank, which we account for under GAAP as increases to liabilities rather than as revenue. The following table illustrates where premiums and deposits are reflected in the condensed consolidated financial statements.

| (\$ in millions)                                  | _  | I nree m<br>Septe |             | _  | September 30, |    |         |  |
|---|----|-------------------|-------------|----|---------------|----|---------|--|
|   | _  | 2010              | 2009        | -  | 2010          |    | 2009    |  |
| Total premiums and deposits                       | \$ | 1,011             | \$<br>1,033 | \$ | 3,134         | \$ | 3,965   |  |
| Deposits to contractholder funds                  |    | (730)             | (802)       |    | (2,297)       |    | (3,252) |  |
| Deposits to separate accounts                     |    | (25)              | (27)        |    | (76)          |    | (83)    |  |
| Change in unearned premiums and other adjustments |    | 34                | 28          | _  | 104           | _  | 96      |  |
| Life and annuity premiums (1)                     | \$ | 290               | \$<br>232   | \$ | 865           | \$ | 726     |  |

<sup>(1)</sup> Life and annuity contract charges in the amount of \$258 million and \$250 million for the three months ended September 30, 2010 and 2009, respectively, and \$772 million and \$734 million for the nine months ended September 30, 2010 and 2009, respectively, which are also revenues recognized for GAAP, have been excluded from the table above, but are a component of the Condensed Consolidated Statements of Operations line item life and annuity premiums and contract charges.

#### Forward-Looking Statements and Risk Factors

This news release contains forward-looking statements about our outlook for the combined ratio excluding the effect of catastrophes and prior year reserve reestimates for 2010. These statements are subject to the Private Securities Litigation Reform Act of 1995 and are based on management's estimates, assumptions and projections. Actual results may differ materially from those projected based on the risk factors described below.

- Premiums written and premiums earned, the denominator of the underlying combined ratio, may be materially less than projected. Policyholder attrition may be greater than anticipated resulting in a lower amount of insurance in force.
- Unanticipated increases in the severity or frequency of standard auto insurance claims may adversely affect our underwriting results. Changes in the severity or frequency of claims may affect the profitability of our Allstate Protection segment. Changes in bodily injury claim severity are driven primarily by inflation in the medical sector of the economy and litigation. Changes in auto physical damage claim severity are driven primarily by inflation in auto repair costs, auto parts prices and used car prices. The short-term level of claim frequency we experience may vary from period to period and may not be sustainable over the longer term. A decline in gas prices, increase in miles driven, and higher unemployment are examples of factors leading to a

short-term frequency change. A significant long-term increase in claim frequency could have an adverse effect on our underwriting results. We undertake no obligation to publicly correct or update any forward-looking statements. This news release contains unaudited financial information.

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### THE ALLSTATE CORPORATION

# **Investor Supplement Third Quarter 2010**

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 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") and operating measures are denoted with an asterisk (\*) the first time they appear. These measures are defined on the page "Definitions of Non-GAAP and Operating Measures" and non-GAAP measures are reconciled to the most directly comparable GAAP measure herein.



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Nine menths anded

## THE ALLSTATE CORPORATION CONSOLIDATED STATEMENTS OF OPERATIONS

(\$ in millions, except per share data)

Three menths anded

|   | Three months ended |                  |                   |                  |                   |                  |                       | Nine months ended |                   |  |  |
|---|--------------------|------------------|-------------------|------------------|-------------------|------------------|-----------------------|-------------------|-------------------|--|--|
|   |                    | •                |                   |                  |                   | -                |                       |                   |                   |  |  |
|   | Sept. 30,<br>2010  | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 (1) | Sept. 30,<br>2010 | Sept. 30,<br>2009 |  |  |
| Revenues  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Property-liability insurance premiums Life and annuity premiums and | \$ 6,499           | \$ 6,513         | \$ 6,503          | \$ 6,517         | \$ 6,535          | \$ 6,560         | \$ 6,582              | \$ 19,515         | \$ 19,677         |  |  |
| contract charges  | 548                | 545              | 544               | 498              | 482               | 494              | 484                   | 1,637             | 1,460             |  |  |
| Net investment income   | 1,005              | 1,049            | 1,050             | 1,076            | 1,084             | 1,108            | 1,176                 | 3,104             | 3,368             |  |  |
| Realized capital gains and losses:                                  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Total other-than-temporary<br>impairment losses                     | (99)               | (288)            | (250)             | (641)            | (539)             | (471)            | (725)                 | (637)             | (1,735)           |  |  |
| Portion of loss recognized in other                                 | (33)               | (200)            | (230)             | (041)            | (333)             | (47 1)           | (123)                 | (007)             | (1,700)           |  |  |
| comprehensive income  | (68)               | (18)             | (5)               | 156              | 147               | 154              | -                     | (91)              | 301               |  |  |
| Net other-than-temporary  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| impairment losses recognized  | (4.67)             | (000)            | (055)             | (405)            | (200)             | (017)            | (705)                 | (700)             | (1, 40.4)         |  |  |
| in earnings<br>Sales and other realized capital                     | (167)              | (306)            | (255)             | (485)            | (392)             | (317)            | (725)                 | (728)             | (1,434)           |  |  |
| gains and losses  | 23                 | (145)            | (93)              | 452              | (127)             | 645              | 366                   | (215)             | 884               |  |  |
| Total realized capital gains  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| and losses  | (144)              | (451)            | (348)             | (33)             | (519)             | 328              | (359)                 | (943)             | (550)             |  |  |
| Total revenues  | 7,908              | 7,656            | 7,749             | 8,058            | 7,582             | 8,490            | 7,883                 | 23,313            | 23,955            |  |  |
|   |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Costs and expenses  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Property-liability insurance claims and<br>claims expense           | 4,603              | 4,714            | 4,792             | 4,451            | 4,573             | 5,002            | 4,720                 | 14,109            | 14,295            |  |  |
| Life and annuity contract benefits                                  | 445                | 485              | 442               | 441              | 382               | 407              | 387                   | 1,372             | 1,176             |  |  |
| Interest credited to contractholder                                 |                    |                  |                   |                  |                   |                  |                       | _,-,-             | _,                |  |  |
| funds   | 445                | 450              | 463               | 490              | 496               | 561              | 579                   | 1,358             | 1,636             |  |  |
| Amortization of deferred policy                                     | 4 000              | 0.40             | 1.014             | 4.405            | 4 000             | 4 000            | 4 007                 | 0.000             | 0.040             |  |  |
| acquisition costs   | 1,006              | 949<br>789       | 1,014<br>829      | 1,105            | 1,023             | 1,229            | 1,397<br>801          | 2,969             | 3,649             |  |  |
| Operating costs and expenses<br>Restructuring and related charges   | 828<br>9           | 789<br>13        | 829<br>11         | 760<br>18        | 744<br>35         | 702<br>32        | 801<br>45             | 2,446<br>33       | 2,247<br>112      |  |  |
| Interest expense  | 91                 | 92               | 92                | 101              | 106               | 97               | 88                    | 275               | 291               |  |  |
| Total costs and expenses  | 7,427              | 7,492            | 7,643             | 7,366            | 7,359             | 8,030            | 8,017                 | 22,562            | 23,406            |  |  |
|   |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Gain on disposition of operations                                   | 9                  | 2                | 1                 | 1                | 2                 | 1                | 3                     | 12                | 6                 |  |  |
| Income (loss) from operations before                                |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| income tax expense (benefit)  | 490                | 166              | 107               | 693              | 225               | 461              | (131)                 | 763               | 555               |  |  |
|   | 400                | 01               | (10)              | 475              |                   | 70               | 1.40                  | 101               | 010               |  |  |
| Income tax expense (benefit)  | 123                | 21               | (13)              | 175              | 4                 | 72               | 143                   | 131               | 219               |  |  |
| Net income (loss)   | \$ 367             | \$ 145           | \$ 120            | \$ 518           | \$ 221            | \$ 389           | \$ (274)              | \$ 632            | \$ 336            |  |  |
|   | T                  |                  |                   |                  |                   |                  | + <u></u>             |                   |                   |  |  |
| (2)(2)  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Earnings per share: (2)(3)  |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Net income (loss) per share - Basic                                 | \$ 0.68            | \$ 0.27          | \$ 0.22           | \$ 0.96          | \$ 0.41           | \$ 0.72          | \$ (0.51)             | \$ 1.17           | \$ 0.62           |  |  |
| Weighted average shares - Basic                                     | 540.9              | 540.7            | 540.5             | 539.9            | 539.9             | 539.8            | 538.9                 | 540.6             | 539.5             |  |  |
| Troigined average shares - basic                                    |                    |                  | <u> </u>          | 230.0            |                   |                  | 200.0                 | 3 70.0            |                   |  |  |
| Net income (loss) per share -                                       |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |
| Diluted   | \$0.68_            | \$ 0.27          | \$ 0.22           | \$ 0.96          | \$0.41_           | \$0.72_          | \$ (0.51)             | \$ 1.16           | \$ 0.62           |  |  |
| Weighted average shares - Diluted                                   | 543.0              | 543.0            | 541.8             | 542.1            | 541.5             | 540.6            | 538.9                 | 542.7             | 540.5             |  |  |
|   |                    |                  | <u></u>           | <u></u>          | ]                 |                  | <u></u>               |                   |                   |  |  |
| Cash dividends declared per share                                   | \$ 0.20            | \$ 0.20          | \$ 0.20           | \$ 0.20          | \$ 0.20           | \$ 0.20          | \$ 0.20               | \$ 0.60           | \$ 0.60           |  |  |
|   |                    |                  |                   |                  |                   |                  |                       |                   |                   |  |  |

<sup>(1)</sup> Income tax expense for the three months ended March 31, 2009 includes expense of \$254 million attributable to an increase in the valuation allowance relating to the deferred tax asset on capital losses recorded in the first quarter of 2009. This valuation allowance was released in connection with the adoption of new OTTI accounting guidance on April 1, 2009; however, the release was recorded as an increase to retained income and therefore did not reverse the amount recorded in income tax expense.

## THE ALLSTATE CORPORATION CONTRIBUTION TO INCOME

(\$ in millions, except per share data)

Three months ended

Nine months ended

Sept. 30, June 30. March 31, Dec. 31, Sept. 30, June 30, March 31, Sept. 30, Sept. 30, 2010 2010 2010 2009 2009 2009 2009 2010 2009

<sup>(2)</sup> As a result of the net loss for the three months ended March 31, 2009, weighted average dilutive potential common shares outstanding resulting from stock options of 0.6 million were not included in the computation of diluted earnings per share since inclusion of these securities would have an anti-dilutive effect. Accordingly, the sum of our income (loss) per share amounts for the quarters of 2009 may not equal the year-to-date per share amount.

<sup>(3)</sup> In accordance with GAAP, the quarter and year-to-date per share amounts are calculated discretely. Therefore, the sum of each quarter may not equal the year-to-date amount.

| Contribution to income   |     |        |     |        |     |        |     |        |     |        |     |        |     |        |     |        |     |        |
|--|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|
| Operating income before the impact of restructuring and related charges Restructuring and related charges,                             | \$  | 457    | \$  | 450    | \$  | 382    | \$  | 604    | \$  | 561    | \$  | 318    | \$  | 483    | \$  | 1,289  | \$  | 1,362  |
| after-tax  | _   | (5)    | _   | (9)    |     | (7)    | _   | (12)   |     | (23)   | _   | (21)   |     | (29)   |     | (21)   |     | (73)   |
| Operating income *   |     | 452    |     | 441    |     | 375    |     | 592    |     | 538    |     | 297    |     | 454    |     | 1,268  |     | 1,289  |
| Realized capital gains and losses,<br>after-tax<br>DAC and DSI accretion (amortization)  |     | (93)   |     | (294)  |     | (226)  |     | (22)   |     | (336)  |     | 218    |     | (488)  |     | (613)  |     | (606)  |
| relating to realized capital gains<br>and losses, after-tax<br>DAC and DSI unlocking relating to                                       |     | 7      |     | 4      |     | (2)    |     | (45)   |     | 18     |     | (131)  |     | (19)   |     | 9      |     | (132)  |
| realized capital gains and losses,<br>after-tax<br>Reclassification of periodic<br>settlements and accruals on non-                    |     | -      |     | -      |     | (18)   |     | -      |     | -      |     | -      |     | (224)  |     | (18)   |     | (224)  |
| hedge derivative instruments, after-<br>tax<br>Gain on disposition of operations,  |     | (5)    |     | (7)    |     | (10)   |     | (7)    |     | -      |     | 4      |     | 1      |     | (22)   |     | 5      |
| after-tax  | _   | 6      | _   | 1      | _   | 1      | _   |        |     | 1      | _   | 1      | _   | 2      | _   | 8      |     | 4      |
| Net income (loss)  | \$_ | 367    | \$_ | 145    | \$_ | 120    | \$_ | 518    | \$  | 221    | \$_ | 389    | \$_ | (274)  | \$_ | 632    | \$_ | 336    |
| Income per share - Diluted $^{(1)(2)}$   |     |        |     |        |     |        |     |        |     |        |     |        |     |        |     |        |     |        |
| Operating income before the impact<br>of restructuring and related charges<br>Restructuring and related charges,                       | \$  | 0.84   | \$  | 0.83   | \$  | 0.70   | \$  | 1.11   | \$  | 1.04   | \$  | 0.59   | \$  | 0.90   | \$  | 2.38   | \$  | 2.52   |
| after-tax  |     | (0.01) |     | (0.02) |     | (0.01) | _   | (0.02) |     | (0.05) | _   | (0.04) |     | (0.06) |     | (0.04) |     | (0.14) |
| Operating income   |     | 0.83   |     | 0.81   |     | 0.69   |     | 1.09   |     | 0.99   |     | 0.55   |     | 0.84   |     | 2.34   |     | 2.38   |
| Realized capital gains and losses,<br>after-tax<br>DAC and DSI accretion (amortization)  |     | (0.17) |     | (0.53) |     | (0.42) |     | (0.04) |     | (0.62) |     | 0.40   |     | (0.90) |     | (1.13) |     | (1.12) |
| relating to realized capital gains<br>and losses, after-tax<br>DAC and DSI unlocking relating to<br>realized capital gains and losses, |     | 0.01   |     | -      |     | -      |     | (0.08) |     | 0.04   |     | (0.24) |     | (0.03) |     | 0.01   |     | (0.24) |
| after-tax  Reclassification of periodic settlements and accruals on non-   |     | -      |     | -      |     | (0.03) |     | -      |     | -      |     | -      |     | (0.42) |     | (0.03) |     | (0.42) |
| hedge derivative instruments, after-<br>tax<br>Gain on disposition of operations,  |     | -      |     | (0.01) |     | (0.02) |     | (0.01) |     | -      |     | 0.01   |     | -      |     | (0.04) |     | 0.01   |
| after-tax  |     | 0.01   | _   |        | _   |        | _   |        | l _ |        | l _ | -      | _   |        | _   | 0.01   |     | 0.01   |
| Net income (loss)  | \$_ | 0.68   | \$_ | 0.27   | \$  | 0.22   | \$_ | 0.96   | \$  | 0.41   | \$_ | 0.72   | \$_ | (0.51) | \$_ | 1.16   | \$  | 0.62   |
| Weighted average shares - Diluted  | _   | 543.0  |     | 543.0  | _   | 541.8  | _   | 542.1  |     | 541.5  | _   | 540.6  | _   | 538.9  | _   | 542.7  | _   | 540.5  |

<sup>(1)</sup> As a result of the net loss for the three months ended March 31, 2009, weighted average dilutive potential common shares outstanding resulting from stock options of 0.6 million were not included in the computation of diluted earnings per share since inclusion of these securities would have an anti-dilutive effect. Accordingly, the sum of our income (loss) per share amounts for the quarters of 2009 may not equal the year-to-date per share amount.

## THE ALLSTATE CORPORATION REVENUES (\$ in millions)

|   |                          | Three months ended |                       |    |                       |            |                     |    |                       |     |                     |    | Nine months ended     |    |                         |    |                          |
|---|--------------------------|--------------------|-----------------------|----|-----------------------|------------|---------------------|----|-----------------------|-----|---------------------|----|-----------------------|----|-------------------------|----|--------------------------|
|   | Sept. 30,<br>2010        | ]                  | June 30,<br>2010      | N  | March 31,<br>2010     | . <u>-</u> | Dec. 31,<br>2009    | :  | Sept. 30,<br>2009     | ] _ | June 30,<br>2009    |    | March 31,<br>2009     | -  | Sept. 30,<br>2010       | _  | Sept. 30,<br>2009        |
| Property-Liability Property-liability insurance premiums Net investment income Realized capital gains and losses          | \$ 6,499<br>284<br>(107) | \$                 | 6,513<br>310<br>(106) | \$ | 6,503<br>304<br>(190) | \$         | 6,517<br>324<br>235 | \$ | 6,535<br>326<br>(290) | \$  | 6,560<br>334<br>201 | \$ | 6,582<br>344<br>(314) | \$ | 19,515<br>898<br>(403)  | \$ | 19,677<br>1,004<br>(403) |
| Total Property-Liability revenues   | 6,676                    |                    | 6,717                 |    | 6,617                 |            | 7,076               |    | 6,571                 |     | 7,095               |    | 6,612                 |    | 20,010                  |    | 20,278                   |
| Allstate Financial Life and annuity premiums and contract charges Net investment income Realized capital gains and losses | 548<br>707<br>(38)       |                    | 545<br>723<br>(353)   | _  | 544<br>731<br>(162)   | =          | 498<br>737<br>(275) | _  | 482<br>744<br>(234)   | _   | 494<br>764<br>121   | _  | 484<br>819<br>(43)    | -  | 1,637<br>2,161<br>(553) | _  | 1,460<br>2,327<br>(156)  |
| Total Allstate Financial revenues   | 1,217                    |                    | 915                   |    | 1,113                 |            | 960                 |    | 992                   |     | 1,379               |    | 1,260                 |    | 3,245                   |    | 3,631                    |
| Corporate and Other<br>Service fees <sup>(1)</sup><br>Net investment income<br>Realized capital gains and losses          | 2<br>14<br><u>1</u>      |                    | 3<br>16<br>8          | _  | 3<br>15<br>4          | _          | 2<br>15<br>7        | _  | 3<br>14<br>5          | _   | 1<br>10<br>6        | _  | 3<br>13<br>(2)        | _  | 8<br>45<br>13           | _  | 7<br>37<br>9             |
| Total Corporate and Other   | 17                       |                    | 27                    |    | 22                    |            | 24                  |    | 22                    |     | 17                  |    | 14                    |    | 66                      |    | 53                       |

<sup>(2)</sup> In accordance with GAAP, the quarter and year-to-date per share amounts are calculated discretely. Therefore, the sum of each quarter may not equal the year-to-date amount.

| revenues before reclassification of services fees |          |          |             |       |          |             |          |           |        |
|---|----------|----------|-------------|-------|----------|-------------|----------|-----------|--------|
| Reclassification of service fees (1)              | (2)      | (3)      | (3)         | (2)   | (3)_     | (1)         | (3)      | (8)       | (7)    |
| Total Corporate and Other revenues                | 15       | 24       | 19          | 22    | 19       | 16          | 11       | 58_       | 46     |
| Consolidated revenues                             | \$ 7,908 | \$ 7,656 | \$ 7,749 \$ | 8,058 | \$ 7,582 | \$ 8,490 \$ | 7,883 \$ | 23,313 \$ | 23,955 |

<sup>(1)</sup> For presentation in the Consolidated Statements of Operations, service fees of the Corporate and Other segment are reclassified to Operating costs and expenses.

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

| (\$ in millions)  |     |                   |     |                  |     |                   |            |                  |    |                   |
|---|-----|-------------------|-----|------------------|-----|-------------------|------------|------------------|----|-------------------|
|   |     | Comt 20           |     | 1                |     | March 21          |            | Dag 21           |    | Comt 20           |
|   |     | Sept. 30,<br>2010 |     | June 30,<br>2010 |     | March 31,<br>2010 |            | Dec. 31,<br>2009 |    | Sept. 30,<br>2009 |
|   | -   | 2010              | -   | 2010             | _   | 2010              | -          | 2009             | _  | 2009              |
| Assets  |     |                   |     |                  |     |                   |            |                  |    |                   |
| Investments   |     |                   |     |                  |     |                   |            |                  |    |                   |
| Fixed income securities, at fair value  |     |                   |     |                  |     |                   |            |                  |    |                   |
| (amortized cost \$80,786, \$81,425, \$82,486, \$81,243 and \$81,367)                        | \$  | 83,193            | \$  | 81,925           | \$  | 81,284            | \$         | 78,766           | \$ | 78,561            |
| Equity securities, at fair value  |     |                   |     |                  |     |                   |            |                  |    |                   |
| (cost \$3,447, \$3,356, \$3,436, \$4,845 and \$4,274)                                       |     | 3,707             |     | 3,254            |     | 3,807             |            | 5,024            |    | 4,603             |
| Mortgage loans  |     | 6,961             |     | 7,173            |     | 7,639             |            | 7,935            |    | 8,853             |
| Limited partnership interests   |     | 3,454             |     | 3,119            |     | 2,802             |            | 2,744            |    | 2,770             |
| Short-term, at fair value   |     |                   |     |                  |     |                   |            |                  |    |                   |
| (amortized cost \$2,776, \$2,414, \$2,482, \$3,056 and \$3,470)                             |     | 2,776             |     | 2,414            |     | 2,482             |            | 3,056            |    | 3,470             |
| Other   | -   | 2,123             | -   | 2,058            | _   | 2,209             | -          | 2,308            | _  | 2,369             |
| Total investments   |     | 102,214           |     | 99,943           |     | 100,223           |            | 99,833           |    | 100,626           |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |
| Cash  |     | 500               |     | 711              |     | 704               |            | 612              |    | 727               |
| Premium installment receivables, net  |     | 4,981             |     | 4,830            |     | 4,823             |            | 4,839            |    | 4,970             |
| Deferred policy acquisition costs   |     | 4,671             |     | 5,003            |     | 5,186             |            | 5,470            |    | 6,916             |
| Reinsurance recoverables, net (1)   |     | 6,597             |     | 6,537            |     | 6,415             |            | 6,355            |    | 6,460             |
| Accrued investment income   |     | 847               |     | 851              |     | 904               |            | 864              |    | 901               |
| Deferred income taxes   |     | 670               |     | 1,301            |     | 1,440             |            | 1,870            |    | 1,520             |
| Property and equipment, net   |     | 922               |     | 935              |     | 954               |            | 990              |    | 1,013             |
| Goodwill  |     | 874               |     | 874              |     | 874               |            | 875              |    | 874               |
| Other assets  |     | 1,799             |     | 1,822            |     | 1,804             |            | 1,872            |    | 2,471             |
| Separate Accounts   | -   | 8,459             | -   | 8,003            | _   | 9,059             | -          | 9,072            | _  | 9,026             |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |
| Total assets  | \$  | 132,534           | \$  | 130,810          | \$  | 132,386           | \$         | 132,652          | \$ | 135,504           |
| 1000 0000   | *   |                   | Ť = |                  |     |                   |            |                  | _  | ,                 |
|   |     | Sept. 30,         |     | June 30,         |     | March 31,         |            | Dec. 31,         |    | Sept. 30,         |
|   |     | 2010              |     | 2010             |     | 2010              |            | 2009             |    | 2009              |
|   | -   |                   | -   |                  | _   |                   | _          |                  |    |                   |
| Liabilities   |     |                   |     |                  |     |                   |            |                  |    |                   |
| Reserve for property-liability insurance claims and claims expense                          | \$  | 19,294            | \$  | 19,434           | \$  | 19,420            | \$         | 19,167           | \$ | 19,176            |
| Reserve for life-contingent contract benefits   |     | 13,955            |     | 13,483           |     | 13,052            |            | 12,910           |    | 12,849            |
| Contractholder funds  |     | 48,936            |     | 49,443           |     | 51,027            |            | 52,582           |    | 53,336            |
| Unearned premiums   |     | 10,001            |     | 9,684            |     | 9,575             |            | 9,822            |    | 10,069            |
| Claim payments outstanding  |     | 733               |     | 733              |     | 763               |            | 742              |    | 772               |
| Other liabilities and accrued expenses  |     | 5,945             |     | 6,054            |     | 5,992             |            | 5,726            |    | 6,081             |
| Long-term debt  |     | 5,909             |     | 5,909            |     | 5,910             |            | 5,910            |    | 6,661             |
| Separate Accounts   | -   | 8,459<br>113.232  | -   | 8,003            | _   | 9,059             | -          | 9,072<br>115.931 | _  | 9,026             |
| Total liabilities   |     | 113,232           |     | 112,743          |     | 114,798           |            | 115,931          |    | 117,970           |
| Equity  |     |                   |     |                  |     |                   |            |                  |    |                   |
| Common stock, 538 million, 538 million, 538 million, 537 million and 536 million shares     |     |                   |     |                  |     |                   |            |                  |    |                   |
| outstanding   |     | 9                 |     | 9                |     | 9                 |            | 9                |    | 9                 |
| Additional capital paid-in  |     | 3,165             |     | 3,155            |     | 3,152             |            | 3,172            |    | 3,160             |
| Retained income   |     | 31,781            |     | 31,552           |     | 31,514            |            | 31,492           |    | 31,083            |
| Deferred ESOP expense   |     | (45)              |     | (44)             |     | (44)              |            | (47)             |    | (47)              |
| Treasury stock, at cost (362 million, 362 million, 362 million, 363 million and 364 million |     |                   |     |                  |     |                   |            |                  |    |                   |
| shares)   |     | (15,755)          |     | (15,760)         |     | (15,782)          |            | (15,828)         |    | (15,832)          |
| Accumulated other comprehensive income:   |     |                   |     |                  |     |                   |            |                  |    |                   |
| Unrealized net capital gains and losses:  |     |                   |     |                  |     |                   |            |                  |    |                   |
| Unrealized net capital losses on fixed income securities with other-than-temporary          |     |                   |     |                  |     |                   |            |                  |    |                   |
| impairment  |     | (200)             |     | (332)            |     | (384)             |            | (441)            |    | (411)             |
| Other unrealized net capital gains and losses   |     | 1,919             |     | 588              |     | (172)             |            | (1,072)          |    | (1,218)           |
| Unrealized adjustment to DAC, DSI and insurance reserves                                    | -   | (427)             | -   | 72               | _   | 472               | -          | 643              | _  | 1,741             |
| Total unrealized net capital gains and losses   |     | 1,292             |     | 328              |     | (84)              |            | (870)            |    | 112               |
| Unrealized foreign currency translation adjustments   |     | (1.227)           |     | 43               |     | 60<br>(1.365)     |            | 46               |    | 42                |
| Unrecognized pension and other postretirement benefit cost                                  | -   | (1,227)           | -   | (1,244)          | _   | (1,265)           | -          | (1,282)          | _  | (1,022)           |
| Total accumulated other comprehensive income (loss)   | -   | 119               | -   | (873)            | _   | (1,289)           | -          | (2,106)          | _  | (868)             |
| Total shareholders' equity  |     | 19,274            |     | 18,039           |     | 17,560            |            | 16,692           |    | 17,505            |
| Noncontrolling interest   | -   | 28                | -   | 28               | _   | 17.500            | -          | 29               | _  | 29                |
| Total equity  |     | 19,302            | _   | 18,067           |     | 17,588            | <u>,</u> - | 16,721           |    | 17,534            |
| Total liabilities and equity  | \$_ | 132,534           | \$  | 130,810          | \$_ | 132,386           | \$_        | 132,652          | *= | 135,504           |
|   |     |                   |     |                  |     |                   |            |                  |    |                   |

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

|  | Sept. 30,<br>2010 |      | June 30,<br>2010 | ľ   | March 31,<br>2010 |     | Dec. 31,<br>2009 | Sept. 30,<br>2009 |      | June 30,<br>2009 |     | March 31,<br>2009 |
|--|-------------------|------|------------------|-----|-------------------|-----|------------------|-------------------|------|------------------|-----|-------------------|
| Book value per share   |                   | -    |                  | _   |                   | -   |                  |                   |      | _                | _   |                   |
| Numerator:   |                   |      |                  |     |                   |     |                  |                   |      |                  |     |                   |
| Shareholders' equity   | \$ <u>19,274</u>  | \$_  | 18,039           | \$_ | 17,560            | \$  | 16,692           | \$<br>17,505      | \$ _ | 15,068           | \$_ | 12,242            |
| Denominator:   |                   |      |                  |     |                   |     |                  |                   |      |                  |     |                   |
| Shares outstanding and dilutive potential shares outstanding   | 543.3             | =    | 542.7            | _   | 544.3             | =   | 541.3            | 542.1             | =    | 540.6            | =   | 540.5             |
| Book value per share   | \$ 35.48          | \$_  | 33.24            | \$_ | 32.26             | \$  | 30.84            | \$<br>32.29       | \$ _ | 27.87            | \$_ | 22.65             |
| Book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities * |                   |      |                  |     |                   |     |                  |                   |      |                  |     |                   |
| Numerator:   |                   |      |                  |     |                   |     |                  |                   |      |                  |     |                   |
| Shareholders' equity   | \$ 19,274         | \$   | 18,039           | \$  | 17,560            | \$  | 16,692           | \$<br>17,505      | \$   | 15,068           | \$  | 12,242            |
| Unrealized net capital gains and losses on fixed income securities   | 1,138             | _    | 398              | _   | (309)             | -   | (967)            | (81)              | _    | (1,988)          | _   | (3,314)           |
| Adjusted shareholders' equity  | \$ 18,136         | \$_  | 17,641           | \$_ | 17,869            | \$_ | 17,659           | \$<br>17,586      | \$ _ | 17,056           | \$_ | 15,556            |
| Denominator:   |                   |      |                  |     |                   |     |                  |                   |      |                  |     |                   |
| Shares outstanding and dilutive potential shares outstanding   | 543.3             | =    | 542.7            | _   | 544.3             | =   | 541.3            | 542.1             | =    | 540.6            | =   | 540.5             |
| Book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities   | \$ 33.38          | \$ _ | 32.51            | \$_ | 32.83             | \$_ | 32.62            | \$<br>32.44       | \$ _ | 31.55            | \$_ | 28.78             |

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

Twelve months ended

| Return on Shareholders' Equity   | Sept. 30,<br>2010   | June 30,<br>2010               | March 31,<br>2010              | Dec. 31,<br>2009               | Sept. 30,<br>2009              | June 30, March 31,<br>2009 2009                     |
|--|---------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|---|
| Numerator:   |                     |                                |                                |                                |                                |   |
| Net income (loss) (1)  | \$1,150             | \$1,004                        | \$1,248                        | \$ 854                         | \$ (793)                       | \$ <u>(1,937)</u> \$ <u>(2,301)</u>                 |
| Denominator:   |                     |                                |                                |                                |                                |   |
| Beginning shareholders' equity<br>Ending shareholders' equity  | \$ 17,505<br>19,274 | \$ 15,068<br>18,039            | \$ 12,242<br>17,560            | \$ 12,641<br>16,692            | \$ 16,938<br>17,505            | \$ 19,709 \$ 20,303<br>15,068 12,242                |
| Average shareholders' equity (2)   | \$ 18,390           | \$ 16,554                      | \$ 14,901                      | \$ 14,667                      | \$ 17,222                      | \$ <u>17,389</u> \$ <u>16,273</u>                   |
| Return on shareholders' equity   | 6.3 %               | 6.1 %                          | 6 8.4 9                        | 6%                             | (4.6) %                        | <u>(11.1)</u> % <u>(14.1)</u> %                     |
|  |                     |                                |                                |                                |                                |   |
| Operating Income Return on Shareholders' Equity *  |                     |                                |                                |                                |                                |   |
| Numerator:   |                     |                                |                                |                                |                                |   |
| Operating income (1)   | \$1,860             | \$1,946                        | \$                             | \$1,881                        | \$ 1,807                       | \$ <u>1,079</u> \$ <u>1,465</u>                     |
| Denominator:   |                     |                                |                                |                                |                                |   |
| Beginning shareholders' equity<br>Unrealized net capital gains and losses<br>Adjusted beginning shareholders' equity | \$ 17,505           | \$ 15,068<br>(2,112)<br>17,180 | \$ 12,242<br>(3,767)<br>16,009 | \$ 12,641<br>(3,738)<br>16,379 | \$ 16,938<br>(1,475)<br>18,413 | \$ 19,709 \$ 20,303<br>(274) (280)<br>19,983 20,583 |

| Ending shareholders' equity<br>Unrealized net capital gains and losses<br>Adjusted ending shareholders' equity | 19,274<br>1,292<br>17,982 | 18,039<br>328<br>17,711 | 17,560<br>(84)<br>17,644 | 16,692<br>(870)<br>17,562 | 17,505<br>112<br>17,393 | 15,068<br>(2,112)<br>17,180 | 12,242<br>(3,767)<br>16,009 |
|--|---------------------------|-------------------------|--------------------------|---------------------------|-------------------------|-----------------------------|-----------------------------|
| Average adjusted shareholders' equity (2)  | \$ <u>17,688</u>          | \$ <u>17,446</u>        | \$ <u>16,827</u> \$      | 16,971                    | \$ 17,903               | \$ <u>18,582</u> \$         | 18,296                      |
| Operating income return on shareholders' equity  | 10.5%                     | <u>11.2</u> %           | 10.7 %                   | 11.1%                     | %                       | <u>5.8</u> % =              | 8.0 %                       |

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

|   | Sept. 30,<br>2010                                    | June 30,<br>2010   | March 31,<br>2010                                   | Dec. 31,<br>2009   | Sept. 30,<br>2009                                  | June 30,<br>2009   | March 31,<br>2009                                       |
|---|--|--|---|--|--|--|---|
| Debt  |  |  |   |  |  |  |   |
| Long-term debt  | \$5,909  | \$   | \$ 5,910  | \$   | \$ 6,661   | \$ 6,658 \$  | 5,659   |
| Capital resources   |  |  |   |  |  |  |   |
| Debt  | \$ 5,909   | \$ 5,909   | \$ 5,910  | \$ 5,910   | \$ 6,661   | \$ 6,658 \$  | 5,659   |
| Shareholders' equity Common stock Additional capital paid-in Retained income Deferred ESOP expense Treasury stock Unrealized net capital gains and losses Unrealized foreign currency translation adjustments Unrecognized pension and other postretirement benefit cost Total shareholders' equity | 9 3,165 31,781 (45) (15,755) 1,292 54 (1,227) 19,274 | 9<br>3,155<br>31,552<br>(44)<br>(15,760)<br>328<br>43<br>(1,244)<br>18,039 | 9 3,152 31,514 (44) (15,782) (84) 60 (1,265) 17,560 | 9<br>3,172<br>31,492<br>(47)<br>(15,828)<br>(870)<br>46<br>(1,282)<br>16,692 | 9 3,160 31,083 (47) (15,832) 112 42 (1,022) 17,505 | 9<br>3,144<br>30,969<br>(47)<br>(15,835)<br>(2,112)<br>17<br>(1,077)<br>15,068 | 9 3,129 29,825 (46) (15,836) (3,767) (3) (1,069) 12,242 |
| Total capital resources   | \$ 25,183  | \$ 23,948  | \$ 23,470   | \$ 22,602  | \$ 24,166  | \$ 21,726 \$   | 17,901  |
| Ratio of debt to shareholders' equity   | 30.7 %   | 32.8 %   | 33.7 %  | 35.4 %   | 38.1 %   | 44.2 %   | 46.2 %  |
| Ratio of debt to capital resources  | 23.5 %   | <u>24.7</u> %  | 25.2 %  | <u>26.1</u> %  | 27.6 %   | 30.6 %   | 31.6 %  |

# THE ALLSTATE CORPORATION CONSOLIDATED STATEMENTS OF CASH FLOWS (\$ in millions)

|  |                      |                  | Thre              | e months en      |                   | Nine months ended |                   |                   |                   |  |
|--|----------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
|  | Sept.<br>30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009  | March 31,<br>2009 | Sept. 30,<br>2010 | Sept. 30,<br>2009 |  |
| CASH FLOWS FROM OPERATING ACTIVITIES Not income (loca)   | \$ 367               | \$ 145           | ф 120             | ф F10            | \$ 221            | \$ 389            | ф (274)           | Ф 622             | Ф 226             |  |
| Net income (loss) Adjustments to reconcile net income (loss) to net cash provided by operating activities: | \$ 307               | \$ 145           | \$ 120            | \$ 518           | \$ 221            | \$ 389            | \$ (274)          | \$ 632            | \$ 336            |  |
| Depreciation, amortization and other non-cash items  | 29                   | 10               | 16                | (4)              | (1)               | (12)              | (74)              | 55                | (87)              |  |
| Realized capital gains and losses  | 144                  | 451              | 348               | 33               | 519               | (328)             | 359               | 943               | 550               |  |
| Gain on disposition of operations Interest credited to contractholder                                      | (9)                  | (2)              | (1)               | (1)              | (2)               | (1)               | (3)               | (12)              | (6)               |  |
| funds  | 445                  | 450              | 463               | 490              | 496               | 561               | 579               | 1,358             | 1,636             |  |
| Changes in: Policy benefits and other insurance  |                      |                  |                   |                  |                   |                   |                   |                   |                   |  |
| reserves   | (163)                | 118              | 188               | (117)            | (312)             | 96                | (244)             | 143               | (460)             |  |
| Unearned premiums  | 307                  | 126              | (261)             | (253)            | 289               | 47                | (330)             | 172               | 6                 |  |
| Deferred policy acquisition costs  | (68)                 | (100)            | 30                | 43               | (77)              | 167               | 381               | (138)             | 471               |  |
| Premium installment receivables, net   | (146)                | (15)             | 24                | 134              | (163)             | (16)              | 71                | (137)             | (108)             |  |
| Reinsurance recoverables, net  | (23)                 | (134)            | (72)              | 16               | 32                | (52)              | (81)              | (229)             | (101)             |  |
| Income taxes   | 104                  | 1                | 73<br>26          | 485              | (184)             | (84)              | 1,443             | 178               | 1,175             |  |
| Other operating assets and liabilities<br>Net cash provided by operating                                   | (58)<br>929          | 1,130            | 964               | (558)<br>786     | 1,033             | <u>193</u><br>960 | (305)<br>1,522    | 3,023             | 3,515             |  |

<sup>(1)</sup> Net income (loss) and operating income reflect a trailing twelve-month period.
(2) Average shareholders' equity and average adjusted shareholders' equity are determined using a two-point average, with the beginning and ending shareholders' equity and adjusted shareholders' equity, respectively, for the twelve-month period as data points.

| activities                               |               | <b> </b>     |         |            | ı ——     | l       |              |          |          |
|--|---------------|--------------|---------|------------|----------|---------|--------------|----------|----------|
| CASH FLOWS FROM INVESTING                |               |              |         |            |          |         |              |          |          |
| ACTIVITIES                               |               |              |         |            |          |         |              |          |          |
| Proceeds from sales                      |               |              |         |            |          |         |              |          |          |
| Fixed income securities                  | 8,231         | 4,184        | 4,930   | 5,261      | 7,242    | 4,373   | 4,483        | 17,345   | 16,098   |
| Equity securities                        | 1,216         | 1,056        | 1,990   | 2,258      | 1,089    | 1,675   | 1,872        | 4,262    | 4,636    |
| Limited partnership interests            | 109           | 132          | 146     | 76         | 79       | 60      | 154          | 387      | 293      |
| Mortgage loans                           | 77            | 41           | 3       | 200        | (1)      | 129     | 12           | 121      | 140      |
| Other investments                        | 36            | 25           | 37      | 91         | 167      | 246     | 16           | 98       | 429      |
| Investment collections                   |               |              |         |            |          |         |              |          |          |
| Fixed income securities                  | 1,281         | 1,269        | 1,122   | 1,609      | 1,289    | 1,455   | 1,203        | 3,672    | 3,947    |
| Mortgage loans                           | 146           | 375          | 263     | 671        | 495      | 126     | 472          | 784      | 1,093    |
| Other investments                        | 52            | 26           | 18      | 18         | 34       | 34      | 31           | 96       | 99       |
| Investment purchases                     |               |              |         |            |          |         |              |          |          |
| Fixed income securities                  | (8,812)       | (4,801)      | (7,099) | (6,879)    | (10,270) | (6,999) | (5,425)      | (20,712) | (22,694) |
| Equity securities                        | (1,220)       | (945)        | (556)   | (2,505)    | (1,784)  | (2,274) | (1,933)      | (2,721)  | (5,991)  |
| Limited partnership interests            | (424)         | (431)        | (185)   | (110)      | (406)    | (124)   | (144)        | (1,040)  | (674)    |
| Mortgage loans                           | (45)          | (9)          | (1)     | (3)        | (9)      | (4)     | (10)         | (55)     | (23)     |
| Other investments                        | (20)          | (36)         | (43)    | (10)       | (13)     | (41)    | -            | (99)     | (54)     |
| Change in short-term investments, net    | (335)         | 28           | 411     | 544        | 2,270    | 2,460   | 707          | 104      | 5,437    |
| Change in other investments, net         | (336)         | (79)         | (49)    | (196)      | (64)     | (32)    | (48)         | (464)    | (144)    |
| Disposition of operations                | 7             | -            | -       | -          | -        | -       | 12           | 7        | 12       |
| Purchases of property and equipment, net | (45)          | (45)         | (24)    | (46)       | (39)     | (51)    | (53)         | (114)    | (143)    |
| Net cash (used in) provided by           |               |              |         |            |          |         |              |          |          |
| investing activities                     | (82)          | 790          | 963     | 979        | 79       | 1,033   | 1,349        | 1,671    | 2,461    |
|  |               |              |         |            |          |         |              |          |          |
| CASH FLOWS FROM FINANCING                |               |              |         |            |          |         |              |          |          |
| ACTIVITIES                               |               |              |         |            |          | 4 000   |              |          | 4 000    |
| Proceeds from issuance of long-term debt | -             | - (4)        | -       | (754)      | 3        | 1,000   | -            | - (4)    | 1,003    |
| Repayment of long-term debt              | -             | (1)          | -       | (751)      | -        | (1)     | 4 000        | (1)      | (1)      |
| Contractholder fund deposits             | 730           | 739          | 828     | 898        | 802      | 1,152   | 1,298        | 2,297    | 3,252    |
| Contractholder fund withdrawals          | (1,667)       | (2,543)      | (2,569) | (1,921)    | (1,749)  | (4,159) | (3,577)      | (6,779)  | (9,485)  |
| Dividends paid                           | (107)         | (108)        | (107)   | (108)      | (107)    | (107)   | (220)        | (322)    | (434)    |
| Treasury stock purchases                 | -             | -            | (5)     | (1)        | -        | -       | (3)          | (5)      | (3)      |
| Shares reissued under equity incentive   | _             |              |         | _          |          |         |              |          | _        |
| plans, net                               | 1             | 11           | 14      | 1          | 2        | -       | -            | 26       | 2        |
| Excess tax benefits on share-based       |               |              | 4-1     | _          |          |         |              |          |          |
| payment arrangements                     | (3)           | (2)          | (2)     | 1          | -        | -       | (6)          | (7)      | (6)      |
| Other                                    | (12)          | (9)          | 6       | 1          | (3)      | (48)    | 59           | (15)     | 8        |
| Net cash used in financing               |               |              |         |            |          |         |              |          |          |
| activities                               | (1,058)       | (1,913)      | (1,835) | (1,880)    | (1,052)  | (2,163) | (2,449)      | (4,806)  | (5,664)  |
| NET (DECREASE) INCREASE IN CASH          | (211)         | 7            | 92      | (115)      | 60       | (170)   | 422          | (112)    | 312      |
| CASH AT BEGINNING OF PERIOD              | 711           | 704          | 612     | 727        | 667      | 837     | 415          | 612      | 415      |
| CASH AT END OF PERIOD                    | \$ 500        | \$ 711 \$    | 704     |            | \$ 727   |         |              | \$ 500   | \$ 727   |
| CASH AT END OF FERIOD                    | φ <u> 500</u> | φ <u>'''</u> | 104     | Ψ <u> </u> | Φ 121    | φ 007   | ψ <u>031</u> | Ψ 300    | Ψ 121    |

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

Change in Deferred Policy Acquisition Costs For the three months ended September 30, 2010

accretion relating to

realized

capital

gains and losses (2) Amortization

acceleration

charged to income (2)

\$

\$

Effect of unrealized

capital gains and losses Ending balance Sept. 30, 2009

1,446

\$

|  | -            |                                   |                     |        | For the three                      | mon | ths ended Sep  | ten | nber 30, 2010                           |  |                                   |
|--|--------------|-----------------------------------|---------------------|--------|------------------------------------|-----|--|-----|---|--|-----------------------------------|
|  |              | Beginning<br>balance              | Acquisition costs   |        | Amortization<br>before             |     | Accretion<br>(amortization)<br>relating to<br>realized<br>capital<br>gains and |     | Amortization<br>acceleration<br>charged | Effect of<br>unrealized<br>capital gains | Ending<br>balance                 |
|  | _            | June 30, 2010                     | deferred            | _      | adjustments                        |     | losses (2)   |     | to income (2)                           | and losses                               | Sept. 30, 2010                    |
| Property-Liability   | \$           | 1,367                             | \$<br>954           | \$     | (915)                              | \$  | -  | \$  | -                                       | \$<br>-                                  | \$<br>1,406                       |
| Allstate Financial: Traditional life and accident and health Interest-sensitive life Fixed annuity Other Sub-total | -<br>-       | 669<br>2,225<br>738<br>4<br>3,636 | 37<br>68<br>13<br>- | -<br>- | (29)<br>(53)<br>(19)<br>-<br>(101) |     | 12<br>(2)<br>-<br>10   |     | -<br>-<br>-<br>-<br>-                   | (139)<br>(259)<br>-<br>(398)             | 677<br>2,113<br>471<br>4<br>3,265 |
| Consolidated   | \$           | 5,003                             | \$<br>1,072         | \$     | (1,016)                            | \$  | 10   | \$  | -                                       | \$<br>(398)                              | \$<br>4,671                       |
|  | <del>-</del> |                                   |                     |        |                                    |     | rred Policy Acc<br>oths ended Sep  |     |   |  |                                   |
|  |              |                                   |                     |        |                                    |     | (Amortization)   |     |   |  |                                   |

Amortization

before

adjustments (1) (2)

(943) \$

## Property-Liability Allstate Financial:

Beginning balance

June 30, 2009

1,401 \$

Acquisition costs

deferred

| Traditional life and accident and health | 614         | 39          | (25)          | -        | -      | -             | 628         |
|--|-------------|-------------|---------------|----------|--------|---------------|-------------|
| Interest-sensitive life                  | 2,386       | 55          | (47)          | (10)     | -      | (170)         | 2,214       |
| Fixed annuity                            | 3,821       | 21          | (35)          | 38       | -      | (1,222)       | 2,623       |
| Other                                    | 6           | -           | (1)           | -        | -      | -             | 5           |
| Sub-total                                | 6,827       | 115         | (108)         | 28       | -      | (1,392)       | 5,470       |
| Consolidated                             | \$<br>8,228 | \$<br>1,103 | \$<br>(1,051) | \$<br>28 | \$<br> | \$<br>(1,392) | \$<br>6,916 |

<sup>(1)</sup> Amortization before adjustments reflects total DAC amortization before amortization/accretion related to realized capital gains and losses and amortization acceleration/deceleration charged/credited to income.

Amortization

Change in Deferred Policy Acquisition Costs For the nine months ended September 30, 2010

Accretion (amortization)

relating to

Reconciliation of Deferred Policy Acquisition Costs as of September 30, 2010

DAC before

DAC after

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

|  |    | Beginning<br>balance<br>ec. 31, 2009 | Acquisition<br>costs<br>deferred  | Amortization<br>before<br>adjustments (1) (2)  | relating to<br>realized<br>capital<br>gains and<br>losses (2) | Amortization<br>deceleration<br>(acceleration)<br>credited (charged)<br>to income (2) | Effect of<br>unrealized<br>capital gains<br>and losses                        | Ending<br>balance<br>Sept. 30, 2010   | impact of unrealized capital gains and losses          | Impact of<br>unrealized<br>capital gains<br>and losses | DAC after<br>impact of<br>unrealized<br>capital gains<br>and losses  |  |
|--|----|--------------------------------------|---|--|---|---|---|---|--|--|--|--|
| Property-<br>Liability   | \$ | 1,410 \$                             | 2,750 \$  | (2,754) \$   | s - :   | \$ - \$   | - \$  | 1,406   | 1,406  | - :  | \$ 1,406   |  |
| Allstate Financial: Traditional life and accident and health Interest-           |    | 650                                  | 112   | (85)   | -   | -   | -   | 677   | 677  | -  | 677  |  |
| sensitive<br>life<br>Fixed annuity<br>Other                                      |    | 2,246<br>1,159<br>5                  | 199<br>44<br>-  | (92)<br>(62)<br>(1)  | 18<br>(5)   | 13<br>(1)   | (271)<br>(664)  | 2,113<br>471<br>4   | 2,287<br>362<br>4                                      | (174)<br>109<br>-                                      | 2,113<br>471<br>4  |  |
| Sub-total  | _  | 4,060                                | 355   | (240)  | 13  | 12  | (935)   | 3,265   | 3,330  | (65)   | 3,265  |  |
| Consolidated   | \$ | 5,470 \$                             | 3,105   | (2,994)  | 13  | \$ 12 5   | (935) \$  | 4,671   | 4,736  | (65)   | \$ 4,671   |  |
|  | _  |                                      |   |  |   | red Policy Acquisit<br>hs ended Septemb   |   |   |  |  |  | iation of Deferred Policy<br>osts as of September 30, 2009   |
|  |    | Beginning<br>balance<br>ec. 31, 2008 | Impact of<br>adoption of new<br>OTTI accounting<br>before<br>unrealized impact <sup>(3)</sup> | Impact of<br>adoption of new<br>OTTI accounting<br>effect of<br>unrealized capital<br>gains and losses (4) | Acquisition<br>costs<br>deferred                              | Amortization<br>before<br>adjustments (1) (2)   | Amortization<br>relating to<br>realized<br>capital<br>gains and<br>losses (2) | Amortization<br>deceleration<br>(acceleration)<br>credited (charged)<br>to income (2) | Effect of<br>unrealized<br>capital gains<br>and losses | Ending<br>balance<br>Sept. 30, 2009                    | DAC before<br>Impact of<br>unrealized<br>capital gains<br>and losses | impact of<br>unrealized<br>capital gains<br>and losses  DAC after<br>impact of<br>impact of<br>unrealized<br>capital gains<br>and losses |
| Property-<br>Liability   | \$ | 1,453 \$                             | ; - <u>\$</u>   | - \$   | 2,825   | \$ (2,832)  | - \$  | - \$  | - 9  | 1,446  | \$ 1,446 \$  | \$ - \$ 1,446  |
| Allstate Financial: Traditional life and accident and health Interest- sensitive |    | 595                                  | -   | -  | 113   | (80)  | -   | -   | -  | 628  | 628  | - 628  |
| 3011311110   |    |                                      |   |  |   |   |   |   |  |  |  |  |
| life<br>Fixed annuity  |    | 2,449<br>4,037                       | (6)<br>(170)  | 6<br>170   | 159<br>81   | (136)<br>(163)  | (8)<br>(150)  | 12<br>(289)   | (262)<br>(893)   | 2,214<br>2,623   | 2,114<br>448   | 100 2,214<br>2,175 2,623   |
|  | _  |                                      | (6)<br>(170)<br>-<br>(176)  |  |   | (136)<br>(163)<br>(3)<br>(382)  | (8)<br>(150)<br>-<br>(158)  | 12<br>(289)<br>-<br>(277)   | (262)<br>(893)<br>-<br>(1,155)                         | 2,214<br>2,623<br>5<br>5,470                           |  | 100 2,214<br>2,175 2,623<br>- 5<br>2,275 5,470   |

<sup>(1)</sup> Amortization before adjustments reflects total DAC amortization before amortization/accretion related to realized capital gains and losses and amortization acceleration/deceleration charged/credited to income.

(3,214) \$

(158) \$

(277) \$

(1,155) \$

6,916 \$

176 \$

3,178 \$

(176) \$

8,542 \$

Consolidated

10

6,916

## THE ALLSTATE CORPORATION PROPERTY-LIABILITY RESULTS

(\$ in millions, except ratios)

|   |    |                      |     |                        | Th                      | ree | months end          | led |                      |     |                     |    |                      | <br>Nine mon                | iths | ended                |
|---|----|----------------------|-----|------------------------|-------------------------|-----|---------------------|-----|----------------------|-----|---------------------|----|----------------------|-----------------------------|------|----------------------|
|   | -  | Sept. 30,<br>2010    | ] - | June 30,<br>2010       | March 31,<br>2010       | · - | Dec. 31,<br>2009    | -   | Sept. 30,<br>2009    | ] - | June 30,<br>2009    | _  | March 31,<br>2009    | <br>Sept. 30,<br>2010       | -    | Sept. 30,<br>2009    |
| Premiums written * (Increase) decrease in unearned premiums Other | \$ | 6,767<br>(319)<br>51 | \$  | 6,640<br>(110)<br>(17) | \$<br>6,258<br>245<br>- | \$  | 6,277<br>248<br>(8) | \$  | 6,810<br>(315)<br>40 | \$  | 6,615<br>(70)<br>15 | \$ | 6,269<br>337<br>(24) | \$<br>19,665<br>(184)<br>34 | \$   | 19,694<br>(48)<br>31 |

<sup>(2)</sup> Included as a component of amortization of DAC on the Consolidated Statements of Operations.

 $<sup>^{\</sup>left(2\right)}$  Included as a component of amortization of DAC on the Consolidated Statements of Operations.

<sup>(3)</sup> The adoption of new accounting guidance for the recognition of other-than-temporary impairments of fixed income securities ("new OTTI accounting") resulted in an adjustment to DAC to reverse previously recorded DAC accretion related to realized capital losses that were reclassified to other comprehensive income upon adoption on April 1, 2009. The adjustment was recorded as a reduction of the DAC balance and retained earnings.

<sup>(4)</sup> The adoption of new OTTI accounting resulted in an adjustment to DAC due to the change in unrealized capital gains and losses balance that occurred upon adoption on April 1, 2009 when previously recorded realized capital losses were reclassified to other comprehensive income. The adjustment was recorded as an increase of the DAC balance and unrealized net capital gains and losses.

| Premiums earned<br>Claims and claims expense  | 6,499<br>(4,603)             | 6,513<br>(4,714)              | 6,503<br>(4,792)             | 6,517<br>(4,451)              | 6,535<br>(4,573)              | 6,560<br>(5,002)              | 6,582<br>(4,720)              | 19,515<br>(14,109)                | 19,677<br>(14,295)                |
|---|------------------------------|-------------------------------|------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-----------------------------------|-----------------------------------|
| Amortization of deferred policy acquisition costs Operating costs and expenses Restructuring and related charges Underwriting income (loss) * | (915)<br>(706)<br>(9)<br>266 | (914)<br>(664)<br>(14)<br>207 | (925)<br>(704)<br>(11)<br>71 | (957)<br>(648)<br>(17)<br>444 | (943)<br>(642)<br>(31)<br>346 | (940)<br>(591)<br>(30)<br>(3) | (949)<br>(678)<br>(27)<br>208 | (2,754)<br>(2,074)<br>(34)<br>544 | (2,832)<br>(1,911)<br>(88)<br>551 |
| Net investment income Periodic settlements and accruals on  | 284                          | 310                           | 304                          | 324                           | 326                           | 334                           | 344                           | 898                               | 1,004                             |
| non-hedge derivative instruments Income tax expense on operations   | (2)<br>(154)                 | (1)<br>(148)                  | (1)<br>(88)                  | (2)<br>(212)                  | (2)<br>(169)                  | (3)<br>(39)                   | (3)<br>(135)                  | (4)<br>(390)                      | (8)<br>(343)                      |
| Operating income  | 394                          | 368                           | 286                          | 554                           | 501                           | 289                           | 414                           | 1,048                             | 1,204                             |
| Realized capital gains and losses, after-tax  | (69)                         | (69)                          | (123)                        | 151                           | (188)                         | 131                           | (316)                         | (261)                             | (373)                             |
| Gain on disposition of operations, after-<br>tax<br>Reclassification of periodic settlements  | 4                            | -                             | -                            | -                             | -                             | -                             | -                             | 4                                 | -                                 |
| and accruals on non-hedge derivative instruments, after-tax   | 2                            |                               | 1_                           | 2                             | 1                             | 2                             | 2_                            | 3                                 | 5_                                |
| Net income  | \$ 331                       | \$ 299                        | \$ 164                       | \$ 707                        | \$ 314                        | \$ 422                        | 100                           | \$ 794                            | \$ 836                            |
| Catastrophe losses  | \$386                        | \$ 636                        | \$ 648                       | \$ 328                        | \$ <u>407</u>                 | \$ 818 \$                     | 516                           | \$ 1,670                          | \$ 1,741                          |
| Operating ratios * Claims and claims expense ("loss")   |                              |                               |                              |                               |                               |                               |                               |                                   |                                   |
| ratio <sup>(1)</sup><br>Expense ratio <sup>(2)</sup>  | 70.8<br>25.1                 | 72.4<br>24.4                  | 73.7<br>25.2                 | 68.3<br>24.9                  | 70.0<br>24.7                  | 76.2<br>23.8                  | 71.7<br>25.1                  | 72.3<br>24.9                      | 72.6<br>24.6                      |
| Combined ratio  | 95.9                         | 96.8                          | 98.9                         | 93.2                          | 94.7                          | 100.0                         | 96.8                          | 97.2                              | 97.2                              |
| Combined ratio excluding the effect of catastrophes *   | 90.0                         | 87.0                          | 88.9                         | 88.2                          | 88.5                          | 87.5                          | 89.0                          | 88.6                              | 88.4                              |
| Effect of catastrophe losses on combined ratio *  | 5.9                          | 9.8                           | 10.0                         | 5.0                           | 6.2                           | 12.5                          | 7.8                           | 8.6                               | 8.8                               |
| Combined ratio  | 95.9                         | 96.8                          | 98.9                         | 93.2                          | 94.7                          | 100.0                         | 96.8                          | 97.2                              | 97.2                              |
| Combined ratio excluding the effect of catastrophes and prior year  |                              |                               |                              |                               |                               |                               |                               |                                   |                                   |
| reserve reestimates ("underlying") * Effect of catastrophe losses on  | 89.2                         | 88.1                          | 89.1                         | 88.1                          | 88.0                          | 87.2                          | 88.9                          | 88.8                              | 88.1                              |
| combined ratio *  | 5.9                          | 9.8                           | 10.0                         | 5.0                           | 6.2                           | 12.5                          | 7.8                           | 8.6                               | 8.8                               |
| Effect of prior year reserve<br>reestimates on combined ratio *<br>Effect of catastrophe losses included                                      | 0.2                          | (2.3)                         | (0.4)                        | (0.4)                         | (0.7)                         | 0.3                           | (0.8)                         | (0.9)                             | (0.4)                             |
| in prior year reserve reestimates on combined ratio   | 0.6                          | 1.2                           | 0.2                          | 0.5                           | 1.2                           | _                             | 0.9                           | 0.7                               | 0.7                               |
| Combined ratio  | 95.9                         | 96.8                          | 98.9                         | 93.2                          | 94.7                          | 100.0                         | 96.8                          | 97.2                              | 97.2                              |
| Effect of restructuring and related charges on combined ratio *   | 0.1                          | 0.2                           | 0.2                          | 0.3                           | 0.5                           | 0.5                           | 0.4                           | 0.2                               | 0.4                               |
| Effect of Discontinued Lines and<br>Coverages on combined ratio   | 0.3                          |                               | 0.1                          | 0.1                           | 0.3                           |                               | 0.1                           | 0.1                               | 0.1                               |

 <sup>(1)</sup> The increase in the loss ratio for the third quarter of 2010 compared to the same quarter of 2009 includes a \$70 million unfavorable prior year reserve reestimate related to a litigation settlement.
 (2) The increase in expense ratio in the third quarter of 2010 is due to increased investments in marketing and increases in the net costs of employee benefits, partially offset by improved operational efficiencies.

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

|  |  |   | Thre  | e months end                                  | led   |   | Nine months ended   |
|--|--|---|---|---|---|---|---|
|  | Sept. 30,<br>2010                            | June 30,<br>2010                              | March 31,<br>2010                             | Dec. 31,<br>2009                              | Sept. 30,<br>2009                             | June 30, March 31,<br>2009 2009   | Sept. 30, Sept. 30, 2010 2009   |
| Property-Liability Underwriting<br>Summary<br>Allstate Protection<br>Discontinued Lines and Coverages<br>Underwriting income (loss)                        | \$ 287<br>(21)<br>\$ 266                     | \$ 209<br>(2)<br>\$ 207                       | \$ 75<br>(4)<br>\$ 71                         | \$ 449<br>(5)<br>\$ 444                       | \$ 363<br>(17)<br>\$ 346                      | \$ 1 \$ 214<br>(4) (6)<br>\$ (3) \$ 208   | \$ 571 \$ 578<br>(27) (27)<br>\$ 544 \$ 551   |
| Allstate Protection Underwriting<br>Summary<br>Premiums written  | \$ 6,767                                     | \$ 6,640                                      | \$ <u>6,258</u>                               | \$ <u>6,277</u>                               | \$ 6,810                                      | \$ <u>6,615</u> \$ <u>6,270</u>   | \$ <u>19,665</u> \$ <u>19,695</u>   |
| Premiums earned Claims and claims expense Amortization of deferred policy acquisition costs Operating costs and expenses Restructuring and related charges | \$ 6,498<br>(4,582)<br>(915)<br>(705)<br>(9) | \$ 6,513<br>(4,713)<br>(914)<br>(663)<br>(14) | \$ 6,503<br>(4,790)<br>(925)<br>(702)<br>(11) | \$ 6,517<br>(4,448)<br>(957)<br>(646)<br>(17) | \$ 6,535<br>(4,557)<br>(943)<br>(641)<br>(31) | \$ 6,560 \$ 6,583<br>(5,000) (4,717)<br>(940) (949)<br>(589) (676)<br>(30) (27) | \$ 19,514 \$ 19,678<br>(14,085) (14,274)<br>(2,754) (2,832)<br>(2,070) (1,906)<br>(34) (88) |

| Underwriting income   | \$ 287                      | \$ | 209                  | \$_ | 75 \$                | 449                  | \$_          | 363                  | \$_      | 1                     | \$        | 214                      | \$_       | 571                      | \$        | 578                        |
|---|-----------------------------|----|----------------------|-----|----------------------|----------------------|--------------|----------------------|----------|-----------------------|-----------|--------------------------|-----------|--------------------------|-----------|----------------------------|
| Catastrophe losses  | \$ 386                      | \$ | 636                  | \$_ | 648 \$               | 328                  | \$_          | 407                  | \$_      | 818                   | \$_       | 516                      | \$_       | 1,670                    | \$_       | 1,741                      |
| Operating ratios Loss ratio Expense ratio Combined ratio  | 70.5<br>25.1<br>95.6        |    | 72.4<br>24.4<br>96.8 | · - | 73.6<br>25.2<br>98.8 | 68.2<br>24.9<br>93.1 | <br> -<br> - | 69.7<br>24.7<br>94.4 | _<br>_   | 76.2<br>23.8<br>100.0 | _         | 71.6<br>25.1<br>96.7     | _         | 72.2<br>24.9<br>97.1     |           | 72.6<br>24.5<br>97.1       |
| Effect of catastrophe losses on combined ratio  | 5.9                         | ,  | 9.8                  | =   | 10.0                 | 5.0                  |              | 6.2                  | _        | 12.5                  | _         | 7.8                      | _         | 8.6                      | _         | 8.8                        |
| Effect of restructuring and related charges on combined ratio                                     | 0.1                         | :  | 0.2                  | . = | 0.2                  | 0.3                  | -            | 0.5                  | =        | 0.5                   | _         | 0.4                      | _         | 0.2                      | _         | 0.4                        |
| Discontinued Lines and Coverages<br>Underwriting Summary<br>Premiums written                      | \$ <u> </u>                 | \$ |                      | \$_ | <u> </u>             | i <u>-</u>           | \$_          | <u>-</u>             | \$_      |                       | \$_       | (1)                      | \$_       |                          | \$_       | (1)                        |
| Premiums earned<br>Claims and claims expense<br>Operating costs and expenses<br>Underwriting loss | \$ 1 (21)<br>(1)<br>\$ (21) | \$ | (1)<br>(1)<br>(2)    | \$  | (2)<br>(2)<br>(4)    | (3)                  | \$           | (16)<br>(1)<br>(17)  | \$<br>\$ | (2)<br>(2)<br>(4)     | \$<br>\$_ | (1)<br>(3)<br>(2)<br>(6) | \$<br>\$_ | 1<br>(24)<br>(4)<br>(27) | \$<br>\$_ | (1)<br>(21)<br>(5)<br>(27) |
| Effect of Discontinued Lines and<br>Coverages on the Property-Liability<br>combined ratio         | 0.3                         |    | <u>-</u>             | : = | 0.1                  | 0.1                  | =            | 0.3                  | =        | <u>-</u>              | _         | 0.1                      | =         | 0.1                      | _         | 0.1                        |

## THE ALLSTATE CORPORATION PROPERTY-LIABILITY PREMIUMS WRITTEN BY MARKET SEGMENT (\$ in millions)

|  |                                    | Three months ended  | Nine months ended   |
|--|------------------------------------|---|---|
|  | Sept. 30,<br>2010                  | June 30,     March 31,     Dec. 31,     Sept. 30,     June 30,     March 31,       2010     2010     2009     2009     2009     2009  | Sept. 30, Sept. 30, 2010 2009   |
| Allstate brand (1) Standard auto Non-standard auto Auto                    | \$ 4,028<br>223<br>4,251           | \$ 3,948 \$ 4,023 \$ 3,860 \\ 220 \ 237 \ 219 \ 4,168 \ 4,260 \ 4,079 \ \$ 4,049 \\ 235 \ 4,284 \ \$ 4,108 \ \$ 4,108 \ 4,219   | \$ 11,999 \$ 11,903   |
| Involuntary auto<br>Commercial lines<br>Homeowners<br>Other personal lines | 18<br>130<br>1,610<br>468<br>6,477 | 25         16         15         13         15         12           137         131         128         132         147         143           1,565         1,189         1,359         1,573         1,532         1,171           457         399         410         460         451         391           6,352         5,995         5,991         6,462         6,253         5,936 | 59     40       398     422       4,364     4,276       1,324     1,302       18,824     18,651 |
| Encompass brand Standard auto Non-standard auto Auto                       | 166<br>1<br>167                    | $\begin{array}{c ccccccccccccccccccccccccccccccccccc$   | 495 629<br>5 19<br>500 648  |
| Involuntary auto<br>Homeowners<br>Other personal lines                     | 3<br>98<br>22                      | 3     2     2     2     3     3       94     80     89     110     112     97       21     18     21     22     25     22   | 8 8<br>272 319<br>61 69   |
| Allstate Protection  | 6,767                              | 288     263     286     348     362     334       6,640     6,258     6,277     6,810     6,615     6,270   | 19,665 19,695   |
| Discontinued Lines and Coverages   |                                    |   | (1)   |
| Property-Liability   | \$ 6,767                           | \$ <u>6,640</u> \$ <u>6,258</u> \$ <u>6,277</u> \$ <u>6,810</u> \$ <u>6,615</u> \$ <u>6,269</u>   | \$ <u>19,665</u> \$ <u>19,694</u>   |
| Allstate Protection Standard auto Non-standard auto Auto Involuntary auto  | \$ 4,194<br>224<br>4,418<br>21     | \$ 4,117 \$ 4,183 \$ 4,031 \ \frac{221}{4,338} \frac{240}{4,423} \frac{222}{4,253} \frac{241}{4,498} \frac{237}{4,330} \frac{249}{4,330} \frac{4,182}{4,182} \\ \frac{241}{4,498} \frac{15}{18} \frac{15}{18} \]  | \$ 12,494 \$ 12,532<br>685 727<br>13,179 13,259<br>67 48  |
| Commercial lines<br>Homeowners<br>Other personal lines                     | 130<br>1,708<br>490                | 137     131     128     132     147     143       1,659     1,269     1,448     1,683     1,644     1,268       478     417     431     482     476     413   | 398 422<br>4,636 4,595<br>1,385 1,371   |
|  | \$ 6,767                           | \$ <u>6,640</u> \$ <u>6,258</u> \$ <u>6,277</u>   \$ <u>6,810</u>   \$ <u>6,615</u> \$ <u>6,270</u>   | \$ <u>19,665</u> \$ <u>19,695</u>   |

<sup>(1)</sup> Allstate brand premiums written, excluding Allstate Canada, by the direct channel totaled \$195 million, \$181 million, \$181 million, \$161 million, \$169 million, \$146 million and \$146 million for the three months ended September 30, 2010, June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009, June 30, 2009 and March 31, 2009, respectively. Allstate brand premiums written by the direct channel totaled \$561 million and \$461 million for the nine months ended September 30, 2010 and September 30, 2009, respectively. The decline in growth rate in the three months and nine months ended September 30, 2010, compared to the growth rate in the three months and six months ended June 30, 2010 was impacted by profitabiliity management actions taken in New York, Florida, California and North Carolina. The direct channel includes call centers and the internet.

#### THE ALLSTATE CORPORATION ALLSTATE PROTECTION MARKET SEGMENT ANALYSIS

(\$ in millions)

|  |                 |                     |                 |                  |                 | Th              | ree months      | ended Sep       | tember 3      | 0,           |            |                         |              |              |                                   |                |
|--|-----------------|---------------------|-----------------|------------------|-----------------|-----------------|-----------------|-----------------|---------------|--------------|------------|-------------------------|--------------|--------------|-----------------------------------|----------------|
|  | 2010            | 2009                | 2010            | 2009             | 2010            | 2009            | 2010            | 2009            | 2010          | 2009         | 2010       | 2009                    | 2010         | 2009         | 2010                              | 2009           |
|  |                 |                     |                 |                  | Inc             | urred           |                 |                 |               |              | catas      | ect of<br>trophe<br>ses |              |              | Effect of rese reesting on the co | rve<br>nates   |
| Allstate brand                                   | Premiur         | ms earned           | Incurre         | ed losses        | catastro        | phe losses      | Exp             | enses           | Loss          | ratio (2)    | on the I   | oss ratio               | Expens       | se ratio     | rat                               | tio            |
| Standard auto<br>Non-standard                    | \$ 3,961        | \$ 3,946            | \$ 2,723        | \$ 2,708         | \$ 15           | \$ 53           | \$ 970          | \$ 949          | 68.7          | 68.6         | 0.4        | 1.3                     | 24.5         | 24.1         | (0.6)                             | 0.3            |
| auto<br>Auto                                     | 4,183           | <u>231</u><br>4,177 | 2,860           | 2,855            | 15              | <u>1</u><br>54  | 61<br>1,031     | 59<br>1,008     | 61.7<br>68.4  | 63.6<br>68.4 | 0.4        | 0.4<br>1.3              | 27.5<br>24.6 | 25.6<br>24.1 | (6.8)<br>(0.9)                    | (3.9)<br>0.1   |
| Homeowners<br>Other personal                     | 1,430           | 1,396               | 1,151           | 1,053            | 331             | 311             | 346             | 319             | 80.5          | 75.4         | 23.1       | 22.3                    | 24.2         | 22.9         | 5.2                               | (5.2)          |
| lines (1)  | 591             | 601                 | 363_            | 385_             | 26              | 24              | 161             | 190             | 61.4          | 64.1         | 4.4        | 4.0                     | 27.3         | 31.6         | (6.3)                             | (8.0)          |
| Total Allstate<br>brand                          | 6,204           | 6,174               | 4,374           | 4,293            | 372             | 389             | 1,538           | 1,517           | 70.5          | 69.5         | 6.0        | 6.3                     | 24.8         | 24.6         | -                                 | (1.2)          |
| Encompass brand<br>Standard auto                 | 173             | 221                 | 131             | 170              | 1               | 1               | 52              | 56              | 75.7          | 76.9         | 0.6        | 0.5                     | 30.1         | 25.4         | (1.7)                             | 3.6            |
| Non-standard<br>auto                             | 2               | 6                   | 2               | 4                |                 |                 | 1               | 3               | 100.0         | 66.7         | -          | -                       | 50.0         | 50.0         | -                                 | (16.7)         |
| Auto   | 175             | 227                 | 133             | 174              | 1               | 1               | 53              | 59              | 76.0          | 76.6         | 0.6        | 0.4                     | 30.3         | 26.0         | (1.7)                             | 3.1            |
| Homeowners<br>Other personal                     | 96              | 108                 | 61              | 73               | 13              | 17              | 31              | 32              | 63.5          | 67.6         | 13.5       | 15.7                    | 32.3         | 29.6         | (7.3)                             | (1.9)          |
| lines (1)  | 23_             | 26                  | 14              | 17_              |                 |                 | 7               | 7_              | 60.9          | 65.4         | -          | -                       | 30.4         | 26.9         | (4.3)                             | 7.7            |
| Total<br>Encompass<br>brand                      | 294             | 361                 | 208             | 264              | 14_             | 18              | 91              | 98              | 70.7          | 73.1         | 4.8        | 5.0                     | 31.0         | 27.2         | (3.7)                             | 1.9            |
| Allstate Protection                              | \$ 6,498        | \$ 6,535            | \$ 4,582        | \$ 4,557         | \$ 386          | \$ 407          | \$ 1,629        | \$ 1,615        | 70.5          | 69.7         | 5.9        | 6.2                     | 25.1         | 24.7         | (0.2)                             | (1.0)          |
|  |                 |                     |                 |                  |                 | Ni              | ne months       | ended Sep       | tember 30     | ),           |            |                         |              |              |                                   |                |
|  | 2010            | 2009                | 2010            | 2009             | 2010            | 2009            | 2010            | 2009            | 2010          | 2009         | 2010       | 2009                    | 2010         | 2009         | 2010                              | 2009           |
|  |                 |                     |                 |                  | Inc             | urred           |                 |                 |               |              | catas      | ect of<br>trophe<br>ses |              |              | Effect of rese                    | rve<br>nates   |
| Allotato brand                                   | Premiur         | ms earned           | Incurre         | ed losses        | catastro        | phe losses      | Exp             | enses           | Loss          | ratio (2)    | on the I   | oss ratio               | Expens       | se ratio     | on the co                         |                |
| Allstate brand Standard auto Non-standard        | \$ 11,873       | \$ 11,791           | \$ 8,245        | \$ 8,183         | \$ 121          |                 | \$ 2,924        | \$ 2,858        | 69.5          | 69.4         | 1.0        | 1.7                     | 24.6         | 24.2         | (0.9)                             | (0.1)          |
| auto<br>Auto                                     | 680<br>12,553   | 708<br>12,499       | 452<br>8,697    | 8,653            | <u>2</u><br>123 | <u>6</u><br>205 | 3,101           | 172<br>3,030    | 66.5<br>69.3  | 66.4<br>69.2 | 0.3<br>1.0 | 0.8<br>1.6              | 26.0<br>24.7 | 24.3<br>24.3 | (4.3)<br>(1.0)                    | (2.3)<br>(0.3) |
| Homeowners<br>Other personal                     | 4,262           | 4,222               | 3,559           | 3,565            | 1,348           | 1,346           | 992             | 959             | 83.5          | 84.5         | 31.6       | 31.9                    | 23.3         | 22.7         | 0.2                               | (2.4)          |
| lines (1)  | 1,775           | 1,811               | 1,128           | 1,223            | 118             | 130             | 502             | 526             | 63.5          | 67.5         | 6.6        | 7.2                     | 28.3         | 29.1         | (3.6)                             | 1.7            |
| Total Allstate<br>brand                          | 18,590          | 18,532              | 13,384          | 13,441           | 1,589           | 1,681           | 4,595           | 4,515           | 72.0          | 72.5         | 8.5        | 9.1                     | 24.7         | 24.4         | (1.0)                             | (0.6)          |
| Encompass brand<br>Standard auto<br>Non-standard | 552             | 702                 | 415             | 525              | 4               | 4               | 153             | 184             | 75.2          | 74.8         | 0.7        | 0.6                     | 27.7         | 26.2         | 1.8                               | 1.0            |
| auto<br>Auto                                     | <u>8</u><br>560 | 22<br>724           | <u>8</u><br>423 | <u>16</u><br>541 | 4               | 4               | <u>3</u><br>156 | <u>8</u><br>192 | 100.0<br>75.5 | 72.7<br>74.7 | 0.7        | 0.6                     | 37.5<br>27.9 | 36.4<br>26.5 | 1.8                               | (9.1)<br>0.7   |
| Homeowners<br>Other personal                     | 292             | 340                 | 226             | 233              | 74              | 55              | 89              | 98              | 77.4          | 68.6         | 25.3       | 16.2                    | 30.5         | 28.8         | (3.4)                             | (4.4)          |
| lines (1)  | 72              | 82                  | 52              | 59               | 3               | 1               | 18_             | 21              | 72.2          | 72.0         | 4.2        | 1.2                     | 25.0         | 25.6         | (1.4)                             | 9.8            |
| Total<br>Encompass<br>brand                      | 924             | 1,146               | 701             | 833              | 81              | 60              | 263             | 311             | 75.9          | 72.7         | 8.8        | 5.2                     | 28.4         | 27.1         | (0.1)                             | (0.2)          |
|  |                 |                     |                 |                  |                 |                 |                 |                 |               |              |            |                         |              |              |                                   |                |

Other personal lines includes commercial, condominium, renters, involuntary auto and other personal lines. Ratios are calculated using the premiums earned for the respective line of business.

#### THE ALLSTATE CORPORATION ALLSTATE PROTECTION HISTORICAL MARKET SEGMENT ANALYSIS (\$ in millions)

|   | _  |          |       | nths ended<br>er 30, 2010 |         | _  |          |       | nths ended<br>0, 2010 |         | _  |          |       | nths ended<br>31, 2010 |         | _  |         |       | onths ended<br>er 31, 2009 |         |
|---|----|----------|-------|---------------------------|---------|----|----------|-------|-----------------------|---------|----|----------|-------|------------------------|---------|----|---------|-------|----------------------------|---------|
|   |    |          |       | Effect of CAT             |         |    |          |       | Effect of CAT         |         |    |          |       | Effect of CAT          |         |    |         |       | Effect of                  |         |
|   | F  | Premiums | Loss  | losses<br>on loss         | Expense | F  | Premiums | Loss  | losses<br>on loss     | Expense | F  | Premiums | Loss  | losses<br>on loss      | Expense | P  | remiums | Loss  | CAT losses<br>on loss      | Expense |
|   | -  | earned   | ratio | ratio                     | ratio   | -  | earned   | ratio | ratio                 | ratio   | -  | earned   | ratio | ratio                  | ratio   | _  | earned  | ratio | ratio                      | ratio   |
| Allstate brand<br>Standard auto<br>Non-standard | \$ | 3,961    | 68.7  | 0.4                       | 24.5    | \$ | 3,969    | 70.1  | 2.0                   | 24.4    | \$ | 3,943    | 69.4  | 0.7                    | 25.0    | \$ | 3,944   | 69.2  | (0.3)                      | 24.5    |
| auto  |    | 222      | 61.7  | -                         | 27.5    |    | 228      | 68.9  | 0.4                   | 26.3    |    | 230      | 68.7  | 0.4                    | 24.3    |    | 231     | 69.3  | 0.4                        | 25.1    |

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

4 183

1,430

6.204

173

96

294

6,498

Premiums

earned

3,946

1.396

601

6,174

221

108

26

361

591

Auto

Homeowners Other personal lines (1)

> Total Allstate brand

Encompass brand Standard auto

Non-standard

Auto

Total Encompass brand

Allstate brand

Standard auto Non-standard

Auto

Homeowners

Other personal lines (1)

Total Allstate brand

Encompass brand Standard auto

Non-standard

Homeowners Other personal lines <sup>(1)</sup>

Total Encompass brand

Allstate Protection \$

Auto

Homeowners

Other personal lines (1)

**Allstate Protection** 

68.4

80.5

61.4

70.5

75.7

100.0

76.0 63.5

60.9

70.7

70.5

Loss

ratio

68.6

63.6

68.4

75.4

64.1

69.5

76.9

76.6

67.6

65.4

73.1

69.7

Three months ended

September 30, 2009 Effect of

0.4

23.1

44

6.0

0.6

0.6

13.5

4.8

5.9

CAT losses on loss

ratio

1.3

0.4

1.3

22.3

4.0

6.3

0.5

0.4

15.7

5.0

6.2

24.6

24.2

27.3

24.8

30.1

50.0

30.3

32.3

30.4

31.0

25.1

Expense

ratio

24.1

25.6

24.1

22 9

31.6

24.6

25.4

26.0

29.6

26.9

27.2

24.7

(1) Other personal lines includes commercial, condominium, renters, involuntary auto and other personal lines

\$

4 197

1,416

6.205

185

187

96

25

308

6,513

Premiums

earned

3,928

4,168

1.409

600

6,177

234

241

114

28

383

592

70.1

82.6

65.7

72.5

73.0

100.0

73.2

64.6

64.0

72.4

Loss

ratio

70.7

67 1

70.6

95.1

72.5

76.3

73 5

73.9

76.3

71.4

74.4

76.2

Three months ended

June 30, 2009

1.9

34.7

8.3

10.0

0.5

0.5

15.6

5.2

9.8

Effect of

CAT

on loss

ratio

2.1

1.3

2.1

45.8

9.8

12.8

0.4

0.4

22.8

3.6

7.3

12.5

24 5

21.8

28 4

24.3

27.0

50.0

27.3

30.2

20.0

27.6

24.4

Expense

ratio

24.2

23.7

24.1

21.2

25.3

23.6

26 1

28.6

26.1

28.1

25.0

26.6

23.8

4 173

1,416

6.181

194

198

100

24

322

6,503

Premiums

earned

3,917

237 4,154

1.417

610

6,181

247

256

118

28

402

592

69.4

87.5

63.5

73.0

76.8

100.0

77.3

103.0

91.7

73.6

Loss

ratio

68.8

68 4

68.8

82 7

66.1

71.7

74 1

73.8

61.9

78.6

70.7

71.6

Three months ended

March 31, 2009

0.7

37.1

7.3

9.7

1.0

1.0

46.0

12.5

15.8

10.0

Effect of

CAT

on loss

ratio

1.6

0.8

1.6

27.5

7.7

8.1

0.8

0.8

10.2

3.5

7.8

25.0

23.8

292

25.1

26.3

25.0

26.2

29.0

25.0

27.0

25.2

Expense

ratio

24.5

23.6

24.5

24 1

30.1

25.0

27 1

27.4

28.8

25.0

27.6

25.1

4.175

1,411

591

6.177

205

210

104

26

340

6,517

Premiums

earned

3,939

4,185

1.459

6,250

261

117

30

418

606

69.2

65.1

66.7

68.0

77.5

80 O

77.6

57.7

88.4

68.2

Loss

ratio

73.3

67 1

72.9

59 9

66.8

69.3

78 1

130.0

80.1

53.0

80.0

72.5

69.6

Three months ended

December 31, 2008

(0.3)

20.6

6.6

5.1

(0.5)

(0.5)

9.6

3.8

2.9

5.0

Effect of

CAT losses

on loss

ratio

0.6

0.4

0.6

11.6

8.9

4.0

0.4

0.4

6.0

16.7

3.1

3.9

23.9

28.6

24.8

25.4

40.0

25.7

29.8

23.1

24.9

Expense

ratio

26.1

24 8

26.0

24 7

34.7

26.5

28.0

28.8

33.3

26.7

29.9

26.7

|   |                                     | Three months ended september 30, 2010              | 1)                                 |                     | Three months ender<br>June 30, 2010                | i  |                          | Three months ended<br>March 31, 2010                |   |                  | Three months ended<br>December 31, 2009          |  |
|---|-------------------------------------|--|------------------------------------|---------------------|--|--|--------------------------|---|---|------------------|--|--|
|   | Number of states                    | Countrywide (%)                                    | State<br>specific (%) <sup>(</sup> | Number of           | Countrywide (%)                                    | State<br>specific (%)                      | Number of states         | Countrywide (%)                                     | State<br>specific (%)                   | Number of states | Countrywide (%)                                  | State<br>specific (%) (5)  |
| Allstate brand<br>Standard<br>auto (2)  | 21 (7)                              | 0.5  | 2.8                                | 32                  | (6) (7) 0.2  | 0.5  | 8                        | 0.3   | 2.9                                     | 15               | 1.5  | 5.5  |
| Non-standard<br>auto  | 4                                   | 0.7  | 5.8                                | 5                   | (6) 2.7  | 10.9                                       | 1                        | 0.9   | 22.1                                    | 4                | 1.1  | 9.4  |
| Auto<br>Homeowners (3)  | 24<br>15                            | 0.5<br>1.0   | 2.9<br>4.2                         | 33<br>14            | (6) 0.3<br>(6) 2.0                                 | 0.9<br>11.3                                | 9<br>6                   | 0.3<br>0.9  | 3.3<br>7.4                              | 17<br>22         | 1.5<br>1.9                                       | 5.6<br>6.5   |
| Encompass<br>brand  |                                     |  |                                    |                     |  |  |                          |   |   |                  |  |  |
| Standard auto<br>Non-standard   | 12                                  | (0.1)  | (1.3)                              | 10                  | (0.1)  | (0.5)                                      | 6                        | 1.5   | 7.1                                     | 11               | 1.3  | 9.5  |
| auto  | -                                   | - (0.1)  | - (1.0)                            | - 10                | - (0.1)  | - (0.5)                                    | -                        | -   | - 7.1                                   | -                | - 10   | -  |
| Auto<br>Homeowners  | 12<br>8 (6)                         | (0.1)  | (1.3)<br>(0.1)                     | 10<br>7             | (0.1)  | (0.5)<br>(0.3)                             | 6<br>5                   | 1.4<br>0.7  | 7.1<br>5.2                              | 11<br>10         | 1.3<br>0.6                                       | 9.5<br>7.9   |
|   |                                     |  |                                    |                     |  |  |                          |   |   |                  |  |  |
|   |                                     | Three months ended<br>September 30, 2009           |                                    |                     | Three months ender<br>June 30, 2009                | <u> </u>                                   |                          | Three months ended<br>March 31, 2009                |   |                  | Three months ended<br>December 31, 2008          |  |
|   | Number of                           |  | State specific (%)                 | Number of           | June 30, 2009                                      | State<br>specific (%)                      | Number of states         |   | State<br>specific (%)                   | Number of states |  | State  |
| Allstate brand<br>Standard  | Number of states                    | Countrywide (%)                                    | specific (%)                       | states              | June 30, 2009<br>Countrywide (%)                   | State<br>specific (%)                      | states                   | March 31, 2009  Countrywide (%)                     | specific (%)                            | states           | December 31, 2008  Country,wide (%)              | State specific (%) (5)   |
| Standard<br>auto (2)  | Number of                           | September 30, 2009                                 |                                    |                     | June 30, 2009                                      | State                                      |                          | March 31, 2009  Countrywide (%)                     |   |                  | December 31, 2008                                | State  |
| Standard<br>auto <sup>(2)</sup><br>Non-standard<br>auto   | Number of states  15                | September 30, 2009  Countrywide (%)  1.4 1.2       | specific (%)<br>6.5<br>5.5         | states 12 2         | June 30, 2009  Countryyide (%)  0.8  0.1           | State specific (%)  4.3  3.2               | states18 (6)             | March 31, 2009  Countrywide (%)  0.9  0.1           | 3.3<br>1.6                              | states 8         | Country, vide (%)  0.2 (0.1)                     | State<br><u>specific (%) <sup>(5)</sup></u><br>4.1<br>(16.5)               |
| Standard<br>auto <sup>(2)</sup><br>Non-standard<br>auto<br>Auto   | Number of states  15 4 17           | September 30, 2009  Countrywide (%)  1.4  1.2  1.4 | specific (%)<br>6.5<br>5.5<br>6.4  |                     | June 30, 2009  Countrywide (%)  0.8  0.1  0.8      | State<br>specific (%)<br>4.3<br>3.2<br>4.3 | 18 (6)<br>4<br>19 (6)    | Countrywide (%)  0.9 0.1 0.9                        | 3.3<br>1.6<br>3.3                       | states  8 2 9    | Country, yide (%)  0.2 (0.1) 0.2                 | State<br><u>specific (%) <sup>(5)</sup></u><br>4.1<br>(16.5)<br>3.9        |
| Standard<br>auto <sup>(2)</sup><br>Non-standard<br>auto   | Number of states  15                | September 30, 2009  Countrywide (%)  1.4 1.2       | specific (%)<br>6.5<br>5.5         | states 12 2         | June 30, 2009  Countryyide (%)  0.8  0.1           | State specific (%)  4.3  3.2               | states18 (6)             | March 31, 2009  Countrywide (%)  0.9  0.1           | 3.3<br>1.6                              | states 8         | Country, vide (%)  0.2 (0.1)                     | State<br><u>specific (%) <sup>(5)</sup></u><br>4.1<br>(16.5)               |
| Standard<br>auto (2)<br>Non-standard<br>auto<br>Auto<br>Homeowners (3)<br>Encompass<br>brand            | Number of states  15  4  17  19 (6) | Countrywide (%)  1.4  1.2  1.4  2.4                | specific (%) 6.5 5.5 6.4 6.9       | 12<br>2<br>13<br>16 | June 30, 2009  Countrywide (%)  0.8  0.1  0.8  1.7 | State specific (%)  4.3  3.2  4.3  13.3    | 18 (6)<br>4 19 (6)<br>14 | March 31, 2009  Countrywide (%)  0.9  0.1  0.9  2.5 | 3.3<br>1.6<br>3.3<br>7.4                | 8<br>2<br>9<br>4 | Countrywide (%)  0.2 (0.1) 0.2 0.2               | State<br><u>specific (%) <sup>(5)</sup></u><br>4.1<br>(16.5)<br>3.9<br>3.6 |
| Standard auto (2) Non-standard auto Auto Homeowners (3) Encompass brand Standard auto                   | Number of states  15 4 17           | September 30, 2009  Countrywide (%)  1.4  1.2  1.4 | specific (%)<br>6.5<br>5.5<br>6.4  |                     | June 30, 2009  Countrywide (%)  0.8  0.1  0.8      | State<br>specific (%)<br>4.3<br>3.2<br>4.3 | 18 (6)<br>4<br>19 (6)    | Countrywide (%)  0.9 0.1 0.9                        | 3.3<br>1.6<br>3.3                       | states  8 2 9    | Country, yide (%)  0.2 (0.1) 0.2                 | State<br><u>specific (%) <sup>(5)</sup></u><br>4.1<br>(16.5)<br>3.9        |
| Standard auto (2) Non-standard auto Auto Homeowners (3) Encompass brand Standard auto Non-standard auto | Number of states  15 4 17 19 (6)    | Countrywide (%)  1.4 1.2 1.4 2.4 1.6               | specific (%) 6.5 5.5 6.4 6.9       | 12<br>2<br>13<br>16 | June 30, 2009  Countrywide (%)  0.8  0.1  0.8  1.7 | State specific (%)  4.3  3.2  4.3  13.3    | 18 (6) 4 19 (6) 14 24    | Countrywide (%)  0.9 0.1 0.9 2.5 3.7                | 3.3<br>1.6<br>3.3<br>7.4<br>8.1<br>31.7 | 8 2 9 4          | Country, vide (%)  0.2 (0.1) 0.2 0.2 0.1 0.1 0.9 | State specific (%) (5) 4.1 (16.5) 3.9 3.6 6.7 49.5                         |
| Standard auto (2) Non-standard auto Auto Homeowners (3) Encompass brand Standard auto Non-standard auto | Number of states  15 4 17 19 (6)    | Countrywide (%)  1.4 1.2 1.4 2.4                   | specific (%) 6.5 5.5 6.4 6.9       | 12<br>2<br>13<br>16 | June 30, 2009  Countrywide (%)  0.8  0.1  0.8  1.7 | State specific (%)  4.3  3.2  4.3  13.3    | 18 (6) 4 19 (5) 14       | Countrywide (%)  0.9 0.1 0.9 2.5                    | 3.3<br>1.6<br>3.3<br>7.4                | 8<br>2<br>9<br>4 | Countrywide (%)  0.2 (0.1) 0.2 0.2 0.1           | State <u>specific (%6) <sup>(8)</sup></u> 4.1 (16.5) 3.9 3.6               |

<sup>(1)</sup> 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. Based on historical premiums written in those states, rate changes approved for the three month period ending September 30, 2010 are estimated to total \$145 million. Rate changes do not include rating plan enhancements, including the introduction of discounts and surcharges, that result in no change in the overall rate level in the state.

Impacts of Allstate brand standard auto effective rate changes as a percentage of total countrywide prior year-end premiums written were 0.2%, (0.1)%, 1.5%, 1.6%, 0.5%, 0.6%, 0.7% and 0.1% for the three months ended September 30, 2010, June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009, June 30,

2009, March 31, 2009 and December 31, 2008, respectively.

- Impacts of Allstate brand homeowners effective rate changes as a percentage of total countrywide prior year-end premiums written were 1.0%, 1.7%, 1.5%, 1.5%, 2.4%, 1.7%, 1.7% and 0.2% for the three months ended September 30, 2010, June 30, 2010, March 31, 2010, December 31, 2009, September 30, 2009, June 30, 2009, March 31, 2009 and December 31, 2008, respectively.
- <sup>4)</sup> Represents the impact in the states where rate changes were approved during the year as a percentage of total countrywide prior year-end premiums written.
- (5) Represents the impact in the states where rate changes were approved during the year as a percentage of its respective total prior year-end premiums written in those states.
- (6) Includes Washington, D.C.
- (7) Includes targeted rate decreases in certain markets to improve our competitive position for target customers (multi-car residence owners).

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### THE ALLSTATE CORPORATION STANDARD AUTO PROFITABILITY MEASURES

|  |         |                       |            |                       |    | Thi                   | ee r | months end            | led |                       |     |                       |    |                       |     | Nine mor              | nths | ended                 |
|--|---------|-----------------------|------------|-----------------------|----|-----------------------|------|-----------------------|-----|-----------------------|-----|-----------------------|----|-----------------------|-----|-----------------------|------|-----------------------|
|  | S<br>_  | ept. 30,<br>2010      | ] <u> </u> | June 30,<br>2010      |    | March 31,<br>2010     | -    | Dec. 31,<br>2009      | -   | Sept. 30,<br>2009     | ;   | June 30,<br>2009      |    | March 31,<br>2009     |     | Sept. 30,<br>2010     | :    | Sept. 30,<br>2009     |
| Standard auto<br>(\$ in millions)<br>Net premiums written      |         |                       |            |                       |    |                       |      |                       |     |                       |     |                       |    |                       |     |                       |      |                       |
| Allstate brand<br>Encompass brand                              | \$<br>  | 4,028<br>166          | \$_        | 3,948<br>169          | \$ | 4,023<br>160          | \$   | 3,860<br>171          | \$  | 4,049<br>208          | \$  | 3,876<br>217          | \$ | 3,978<br>204          | \$  | 11,999<br>495         | \$   | 11,903<br>629         |
| Net premiums earned<br>Allstate brand                          | \$      | 4,194<br>3,961        | \$         | 4,117<br>3,969        | \$ | 4,183<br>3,943        | \$   | 4,031<br>3,944        | \$  | 4,257<br>3,946        | \$  | 4,093<br>3,928        | \$ | 4,182<br>3,917        | \$  | 12,494                | \$   | 12,532                |
| Encompass brand Incurred losses                                | _       | 4,134                 | _          | 185<br>4,154          | =  | 4,137                 | -    | 205<br>4,149          | -   | 4,167                 | -   | 4,162                 | -  | 4,164                 | -   | 552<br>12,425         | =    | 702<br>12,493         |
| Allstate brand<br>Encompass brand                              | \$<br>_ | 2,723<br>131<br>2.854 | \$_        | 2,783<br>135<br>2,918 | \$ | 2,739<br>149<br>2.888 | \$_  | 2,729<br>159<br>2.888 | \$  | 2,708<br>170<br>2.878 | \$_ | 2,779<br>172<br>2.951 | \$ | 2,696<br>183<br>2,879 | \$_ | 8,245<br>415<br>8,660 | \$_  | 8,183<br>525<br>8,708 |
| Expenses Allstate brand  | \$      | 970                   | \$         | 969                   | \$ | 985                   | \$   | 965                   | \$  | 949                   | \$  | 949                   | \$ | 960                   | \$  | 2,924                 | \$   | 2,858                 |
| Encompass brand Underwriting Income                            | _       | 52<br>1,022           | _          | 50<br>1,019           | -  | 51<br>1,036           | -    | 52<br>1,017           | -   | 56<br>1,005           | -   | 1,010                 | -  | 67<br>1,027           | -   | 153<br>3,077          | -    | 3,042                 |
| Allstate brand<br>Encompass brand                              | \$<br>_ | 268<br>(10)<br>258    | \$         | 217<br>-<br>217       | \$ | 219<br>(6)<br>213     | \$_  | 250<br>(6)<br>244     | \$  | 289<br>(5)<br>284     | \$  | 200<br>1<br>201       | \$ | 261<br>(3)<br>258     | \$_ | 704<br>(16)<br>688    | \$_  | 750<br>(7)<br>743     |
| Loss ratio<br>Allstate brand                                   |         | 68.7                  |            | 70.1                  |    | 69.4                  |      | 69.2                  |     | 68.6                  |     | 70.7                  |    | 68.8                  |     | 69.5                  |      | 69.4                  |
| Encompass brand Allstate Protection Expense ratio              |         | 75.7<br>69.1          |            | 73.0<br>70.3          |    | 76.8<br>69.8          |      | 77.5<br>69.6          |     | 76.9<br>69.1          |     | 73.5<br>70.9          |    | 74.1<br>69.1          |     | 75.2<br>69.7          |      | 74.8<br>69.7          |
| Allstate brand Encompass brand Allstate Protection             |         | 24.5<br>30.1<br>24.7  |            | 24.4<br>27.0<br>24.5  |    | 25.0<br>26.3<br>25.1  |      | 24.5<br>25.4<br>24.5  |     | 24.1<br>25.4<br>24.1  |     | 24.2<br>26.1<br>24.3  |    | 24.5<br>27.1<br>24.7  |     | 24.6<br>27.7<br>24.8  |      | 24.2<br>26.2<br>24.4  |
| Combined ratio Allstate brand Encompass brand                  |         | 93.2<br>105.8         |            | 94.5<br>100.0         |    | 94.4<br>103.1         |      | 93.7<br>102.9         |     | 92.7<br>102.3         |     | 94.9<br>99.6          |    | 93.3<br>101.2         |     | 94.1<br>102.9         |      | 93.6<br>101.0         |
| Allstate Protection Effect of catastrophe losses on loss ratio |         | 93.8                  |            | 94.8                  |    | 94.9                  |      | 94.1                  |     | 93.2                  |     | 95.2                  |    | 93.8                  |     | 94.5                  |      | 94.1                  |
| Allstate brand<br>Encompass brand                              |         | 0.4<br>0.6            |            | 2.0<br>0.5            |    | 0.7<br>1.0            |      | (0.3)<br>(0.5)        |     | 1.3<br>0.5            |     | 2.1<br>0.4            |    | 1.6<br>0.8            |     | 1.0<br>0.7            |      | 1.7<br>0.6            |

#### Allstate brand standard auto domestic operating

measures (1)

|                                      | Sept. 30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 | Sept. 30,<br>2010 | Sept. 30,<br>2009 |
|--------------------------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| Operating measures (2)               |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Policies in force (in thousands)     | 17,479            | 17,529           | 17,581            | 17,744           | 17,774            | 17,836           | 17,843            | 17,479            | 17,774            |
| New issued applications (in          |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| thousands) (3)                       | 537               | 498              | 464               | 488              | 524               | 496              | 521               | 1,499             | 1,541             |
| Average premium - gross written (\$) | 441               | 444              | 443               | 441              | 435               | 430              | 430               | 443               | 432               |
| Average premium - net earned (\$)    | 432               | 433              | 430               | 428              | 426               | 425              | 424               | 432               | 425               |
| Renewal ratio (%) <sup>(4)</sup>     | 88.7              | 89.0             | 88.8              | 88.8             | 89.1              | 89.0             | 88.6              | 88.8              | 88.9              |
| Loss trends                          |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| (% change year-over-year)            |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Bodily injury claim frequency        | 7.5               | 4.2              | 5.4               | 14.4             | 19.6              | 13.6             | 5.5               | 5.7               | 12.7              |
| Property damage claim frequency      | 3.7               | 1.9              | (0.1)             | 7.6              | 10.7              | 5.1              | 1.6               | 1.8               | 5.6               |

- (1) Measures and statistics presented for Allstate brand exclude the Company's Canadian operations and specialty auto.
- (2) Refer to the Allstate Brand Domestic Operating Measures and Statistics table for descriptions of these measures.
- (3) The decrease in new issued applications in the first nine months of 2010 was impacted by decreases in Florida and California, due in part to rate actions that were approved in 2009 in these markets and other actions to improve profitability. Excluding Florida and California, new issued applications on a countrywide basis increased 13.5% to 428 thousand in the third quarter of 2010 from 377 thousand in the third quarter of 2009, and increased 11.1% to 1,185 thousand in the first nine months of 2010 from 1,067 thousand in the first nine months of 2009, with new issued application increases in 39 states, most of which offer an auto discount (the Preferred Package Discount) for our target customer (multi-car residence owner).
- (4) The decrease in the renewal ratio of 0.4 points in the third quarter of 2010 compared to the same period of 2009, was primarily due to profitability management actions in California, Georgia, New York and North Carolina. The renewal ratio for the first nine months of 2010 was comparable to the same period of 2009.

#### THE ALLSTATE CORPORATION NON-STANDARD AUTO PROFITABILITY MEASURES

|                                       |       |     |          |                 |    | Т                 | hree | months er        | nded |                   |            |                  |    |                   | _  | Nine mor          | iths e | ended            |
|---------------------------------------|-------|-----|----------|-----------------|----|-------------------|------|------------------|------|-------------------|------------|------------------|----|-------------------|----|-------------------|--------|------------------|
| Non-standard auto                     | Sept. |     | J<br>    | une 30,<br>2010 | N  | larch 31,<br>2010 |      | Dec. 31,<br>2009 | 5    | Sept. 30,<br>2009 | ] <u> </u> | June 30,<br>2009 |    | March 31,<br>2009 | ;  | Sept. 30,<br>2010 |        | ept. 30,<br>2009 |
| Non-standard auto<br>(\$ in millions) |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Net premiums written                  |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Allstate brand                        | \$ 2  | 23  | \$       | 220             | \$ | 237               | \$   | 219              | \$   | 235               | \$         | 232              | \$ | 241               | \$ | 680               | \$     | 708              |
| Encompass brand                       | , -   | 1   | Ť        | 1               | •  | 3                 | •    | 3                | 1    | 6                 | 1          | 5                | •  | 8                 | •  | 5                 | •      | 19               |
|                                       |       | 24  |          | 221             |    | 240               | _    | 222              | -    | 241               | _          | 237              |    | 249               |    | 685               | _      | 727              |
| Net premiums earned                   | _     |     |          |                 |    | 10                |      |                  |      |                   |            | 201              |    | 2-10              |    | 000               |        |                  |
| Allstate brand                        | \$ 2  | 22  | \$       | 228             | \$ | 230               | \$   | 231              | \$   | 231               | \$         | 240              | \$ | 237               | \$ | 680               | \$     | 708              |
| Encompass brand                       | ¥ -   | 2   | <b>–</b> | 2               | Ψ  | 4                 | Ψ    | 5                | Ι Ψ  | 6                 | <b>–</b>   | 7                | Ψ  | 9                 | Ψ  | 8                 | Ψ      | 22               |
| Encompace stand                       |       | 24  | -        | 230             |    | 234               | _    | 236              | -    | 237               | _          | 247              |    | 246               |    | 688               | _      | 730              |
| Incurred losses                       |       | .24 |          | 230             |    | 254               |      | 230              |      | 237               |            | 241              |    | 240               |    | 000               |        | 730              |
| Allstate brand                        | \$ 1  | .37 | \$       | 157             | \$ | 158               | \$   | 160              | \$   | 147               | \$         | 161              | \$ | 162               | \$ | 452               | \$     | 470              |
| Encompass brand                       | Ψ Ι   | 2   | Ψ        | 2               | Ψ  | 4                 | Ψ    | 4                | Ψ    | 4                 | Ψ          | 6                | Ψ  | 6                 | Ψ  | 8                 | Ψ      | 16               |
| Encompass brand                       |       | .39 |          | 159             | _  | 162               | _    | 164              | -    | 151               | _          | 167              | _  | 168               | _  | 460               | _      | 486              |
| Expenses                              |       | .39 |          | 159             |    | 102               |      | 104              |      | 131               |            | 107              |    | 100               |    | 400               |        | 400              |
| Allstate brand                        | \$    | 61  | \$       | 60              | \$ | 56                | \$   | 58               | \$   | 59                | \$         | 57               | \$ | 56                | \$ | 177               | \$     | 172              |
|                                       | Φ     | -   | Φ        |                 | Φ  |                   | Φ    | 2                | Φ    | 3                 | Φ          |                  | Φ  | 3                 | Ф  | 3                 | Φ      | 8                |
| Encompass brand                       |       | 1   |          | 61              | _  | <u>1</u><br>57    | _    | 60               | -    | 62                | _          | <u>2</u><br>59   | _  | <u>3</u><br>59    | _  | 180               | _      |                  |
| Linda a milia a la anca               |       | 62  |          | 61              |    | 57                |      | 60               |      | 62                |            | 59               |    | 59                |    | 180               |        | 180              |
| Underwriting Income                   | _     |     | _        | 4.4             |    | 4.0               | _    | 40               | _    | 0.5               | _          |                  |    | 40                |    |                   |        | 00               |
| Allstate brand                        | \$    | 24  | \$       | 11              | \$ | 16                | \$   | 13               | \$   | 25                | \$         | 22               | \$ | 19                | \$ | 51                | \$     | 66               |
| Encompass brand                       |       | (1) |          | (1)             |    | (1)               | _    | (1)              | _    | (1)               | _          | (1)              | _  |                   | _  | (3)               | _      | (2)              |
|                                       |       | 23  |          | 10              |    | 15                |      | 12               |      | 24                |            | 21               |    | 19                |    | 48                |        | 64               |
| Loss ratio                            |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Allstate brand                        | -     | 1.7 |          | 68.9            |    | 68.7              |      | 69.3             |      | 63.6              |            | 67.1             |    | 68.4              |    | 66.5              |        | 66.4             |
| Encompass brand                       | 100   |     |          | L00.0           |    | 100.0             |      | 80.0             |      | 66.7              |            | 85.7             |    | 66.7              |    | 100.0             |        | 72.7             |
| Allstate Protection                   | 62    | 2.0 |          | 69.2            |    | 69.2              |      | 69.5             |      | 63.7              |            | 67.6             |    | 68.3              |    | 66.8              |        | 66.6             |
| Expense ratio                         |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Allstate brand                        |       | 7.5 |          | 26.3            |    | 24.3              |      | 25.1             |      | 25.6              |            | 23.7             |    | 23.6              |    | 26.0              |        | 24.3             |
| Encompass brand                       |       | 0.0 |          | 50.0            |    | 25.0              |      | 40.0             |      | 50.0              |            | 28.6             |    | 33.3              |    | 37.5              |        | 36.4             |
| Allstate Protection                   | 27    | 7.7 |          | 26.5            |    | 24.4              |      | 25.4             |      | 26.2              |            | 23.9             |    | 24.0              |    | 26.2              |        | 24.6             |
| Combined ratio                        |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Allstate brand                        |       | 9.2 |          | 95.2            |    | 93.0              |      | 94.4             |      | 89.2              |            | 90.8             |    | 92.0              |    | 92.5              |        | 90.7             |
| Encompass brand                       | 150   |     |          | L50.0           |    | 125.0             |      | 120.0            |      | 116.7             |            | 114.3            |    | 100.0             |    | 137.5             |        | 109.1            |
| Allstate Protection                   | 89    | 9.7 |          | 95.7            |    | 93.6              |      | 94.9             |      | 89.9              |            | 91.5             |    | 92.3              |    | 93.0              |        | 91.2             |
| Effect of catastrophe losses on loss  |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| ratio                                 |       |     |          |                 |    |                   |      |                  |      |                   |            |                  |    |                   |    |                   |        |                  |
| Allstate brand                        |       | -   |          | 0.4             |    | 0.4               |      | 0.4              |      | 0.4               |            | 1.3              |    | 8.0               |    | 0.3               |        | 8.0              |
| Encompass brand                       |       | -   |          | -               |    | -                 |      | -                |      | -                 |            | -                |    | -                 |    | -                 |        | -                |

#### Allstate brand non-standard auto domestic operating measures $^{\scriptscriptstyle{(1)}}$

|  | Sept. 30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 | Sept. 30,<br>2010 | Sept. 30,<br>2009 |
|--|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
| Operating measures (2)                   |                   | -                |                   |                  |                   |                  |                   |                   |                   |
| Policies in force (in thousands)         | 671               | 706              | 724               | 719              | 733               | 743              | 750               | 671               | 733               |
| New issued applications (in              |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| thousands)                               | 70                | 77               | 99                | 84               | 91                | 86               | 102               | 246               | 279               |
| Average premium - gross written          |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| (\$)                                     | 630               | 619              | 619               | 625              | 613               | 612              | 615               | 623               | 613               |
| Average premium - net earned (\$)        | 571               | 573              | 571               | 574              | 578               | 583              | 591               | 572               | 585               |
| Renewal ratio (%)                        | 70.8              | 72.5             | 71.8              | 72.4             | 72.6              | 73.3             | 71.6              | 71.7              | 72.5              |
| Loss trends<br>(% change year-over-year) |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Bodily injury claim frequency            | 7.1               | 1.4              | 6.6               | 16.7             | 29.5              | 26.3             | 15.9              | 4.9               | 23.6              |
| Property damage claim frequency          | 3.3               | 0.8              | 3.1               | 9.4              | 16.5              | 10.2             | 7.1               | 2.4               | 11.1              |

Measures and statistics presented for Allstate brand exclude the Company's Canadian operations and specialty auto. Refer to the Allstate Brand Domestic Operating Measures and Statistics page for descriptions of these measures.

THE ALLSTATE CORPORATION **AUTO PROFITABILITY MEASURES** 

|   |                             |                             |    | Tł                    | ree | months en             | ided |                   |     |                       |          |                       | _          | Nine mor                | iths | ended                   |
|---|-----------------------------|-----------------------------|----|-----------------------|-----|-----------------------|------|-------------------|-----|-----------------------|----------|-----------------------|------------|-------------------------|------|-------------------------|
|   | Sept. 30,<br>2010           | June 30,<br>2010            | N  | March 31,<br>2010     | _   | Dec. 31,<br>2009      | Γ    | Sept. 30,<br>2009 | ] - | June 30,<br>2009      | <u> </u> | /larch 31,<br>2009    | . <u>-</u> | Sept. 30,<br>2010       | -    | Sept. 30,<br>2009       |
| Auto (\$ in millions) Net premiums written Allstate brand Encompass brand | \$<br>4,251<br>167<br>4,418 | \$<br>4,168<br>170<br>4,338 | \$ | 4,260<br>163<br>4,423 | \$  | 4,079<br>174<br>4,253 | \$   | 4,284<br>         | \$  | 4,108<br>222<br>4,330 | \$_      | 4,219<br>212<br>4,431 | \$         | 12,679<br>500<br>13,179 | \$   | 12,611<br>648<br>13,259 |
| Net premiums earned<br>Allstate brand<br>Encompass brand                  | \$<br>4,183<br>175          | \$<br>4,197<br>187          | \$ | 4,173<br>198          | \$  | 4,175<br>210          | \$   | ,                 | \$  | 4,168<br>241          | \$       | 4,154<br>256          | \$         | 12,553<br>560           | \$   | 12,499<br>724           |

|                                       | 1 - | 4,358 | _  | 4,384 | -  | 4,371 | _  | 4,385 | Ī  | 4,404 | ı – | 4,409 | _  | 4,410 | _  | 13,113 | -  | 13,223 |
|---------------------------------------|-----|-------|----|-------|----|-------|----|-------|----|-------|-----|-------|----|-------|----|--------|----|--------|
| Incurred losses                       |     | ,     |    | •     |    | ,     |    | ,     |    | ,     |     | ,     |    | ,     |    | 10,110 |    | 10,220 |
| Allstate brand                        | \$  | 2,860 | \$ | 2,940 | \$ | 2,897 | \$ | 2,889 | \$ | 2,855 | \$  | 2,940 | \$ | 2,858 | \$ | 8,697  | \$ | 8,653  |
| Encompass brand                       | 1 _ | 133   |    | 137   | _  | 153   | _  | 163   |    | 174   |     | 178   |    | 189   | _  | 423    | _  | 541    |
|                                       |     | 2,993 |    | 3,077 |    | 3,050 |    | 3,052 |    | 3,029 |     | 3,118 |    | 3,047 | _  | 9,120  | -  | 9,194  |
| Expenses                              |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        | \$  | 1,031 | \$ | 1,029 | \$ | 1,041 | \$ | 1,023 | \$ | 1,008 | \$  | 1,006 | \$ | 1,016 | \$ | 3,101  | \$ | 3,030  |
| Encompass brand                       |     | 53    |    | 51    |    | 52    |    | 54    |    | 59    |     | 63    |    | 70    |    | 156    |    | 192    |
|                                       | -   | 1,084 |    | 1,080 | _  | 1,093 |    | 1,077 |    | 1,067 | _   | 1,069 |    | 1,086 | _  | 3,257  | -  | 3,222  |
| Underwriting Income                   |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        | \$  | 292   | \$ | 228   | \$ | 235   | \$ | 263   | \$ | 314   | \$  | 222   | \$ | 280   | \$ | 755    | \$ | 816    |
| Encompass brand                       |     | (11)  |    | (1)   |    | (7)   |    | (7)   |    | (6)   |     | _     |    | (3)   |    | (19)   |    | (9)    |
| •                                     | -   | 281   | _  | 227   | _  | 228   | _  | 256   |    | 308   | _   | 222   | _  | 277   | _  | 736    | -  | 807    |
| Loss ratio                            |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        |     | 68.4  |    | 70.1  |    | 69.4  |    | 69.2  |    | 68.4  |     | 70.6  |    | 68.8  |    | 69.3   |    | 69.2   |
| Encompass brand                       |     | 76.0  |    | 73.2  |    | 77.3  |    | 77.6  |    | 76.6  |     | 73.9  |    | 73.8  |    | 75.5   |    | 74.7   |
| Allstate Protection                   |     | 68.7  |    | 70.2  |    | 69.8  |    | 69.6  |    | 68.8  |     | 70.7  |    | 69.1  |    | 69.6   |    | 69.5   |
| Expense ratio                         |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        |     | 24.6  |    | 24.5  |    | 25.0  |    | 24.5  |    | 24.1  |     | 24.1  |    | 24.5  |    | 24.7   |    | 24.3   |
| Encompass brand                       |     | 30.3  |    | 27.3  |    | 26.2  |    | 25.7  |    | 26.0  |     | 26.1  |    | 27.4  |    | 27.9   |    | 26.5   |
| Allstate Protection                   |     | 24.9  |    | 24.6  |    | 25.0  |    | 24.6  |    | 24.2  |     | 24.3  |    | 24.6  |    | 24.8   |    | 24.4   |
| Combined ratio                        |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        |     | 93.0  |    | 94.6  |    | 94.4  |    | 93.7  |    | 92.5  |     | 94.7  |    | 93.3  |    | 94.0   |    | 93.5   |
| Encompass brand                       |     | 106.3 |    | 100.5 |    | 103.5 |    | 103.3 |    | 102.6 |     | 100.0 |    | 101.2 |    | 103.4  |    | 101.2  |
| Allstate Protection                   |     | 93.6  |    | 94.8  |    | 94.8  |    | 94.2  |    | 93.0  |     | 95.0  |    | 93.7  |    | 94.4   |    | 93.9   |
| Effect of catastrophe losses on loss  |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| ratio .                               |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        |     | 0.4   |    | 1.9   |    | 0.7   |    | (0.3) |    | 1.3   |     | 2.1   |    | 1.6   |    | 1.0    |    | 1.6    |
| Encompass brand                       |     | 0.6   |    | 0.5   |    | 1.0   |    | (0.5) |    | 0.4   |     | 0.4   |    | 0.8   |    | 0.7    |    | 0.6    |
| Effect of pre-tax reserve reestimates |     |       |    |       |    |       |    | . ,   |    |       |     |       |    |       |    |        |    |        |
| on combined ratio*                    |     |       |    |       |    |       |    |       |    |       |     |       |    |       |    |        |    |        |
| Allstate brand                        |     | (0.9) |    | (2.1) |    | (0.1) |    | (0.6) |    | 0.1   |     | (0.2) |    | (0.7) |    | (1.0)  |    | (0.3)  |
| Encompass brand                       |     | (1.7) |    | 1.6   |    | 5.1   |    | (1.0) |    | 3.1   |     | 1.7   |    | (2.3) |    | 1.8    |    | 0.7    |
| •                                     |     |       | •  |       |    |       |    | /     | _  |       |     |       |    | /     |    |        |    |        |

### Allstate brand auto domestic

| operating measures (1)            |                   | -                |                   |                  |                   | -                |                   |                   |                   |
|-----------------------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
|                                   | Sept. 30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 | Sept. 30,<br>2010 | Sept. 30,<br>2009 |
| Operating measures (2)            |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Policies in force (in thousands)  | 18,150            | 18,235           | 18,305            | 18,463           | 18,507            | 18,579           | 18,593            | 18,150            | 18,507            |
| New issued applications (in       |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| thousands)                        | 607               | 575              | 563               | 572              | 615               | 582              | 623               | 1,745             | 1,820             |
| Average premium - gross written   | 449               | 452              | 451               | 449              | 443               | 438              | 438               | 450               | 440               |
| (\$)                              | _                 | _                |                   |                  | 432               |                  |                   | 430               |                   |
| Average premium - net earned (\$) | 437               | 439              | 436               | 434              |                   | 431              | 431               |                   | 431               |
| Renewal ratio (%)                 | 87.9              | 88.3             | 88.0              | 88.1             | 88.3              | 88.3             | 87.8              | 88.1              | 88.2              |
| Loss trends                       |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| (% change year-over-year)         |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Bodily injury claim frequency     | 7.3               | 3.9              | 5.4               | 14.4             | 20.1              | 14.2             | 5.9               | 5.5               | 13.2              |
| Property damage claim frequency   | 3.6               | 1.8              | -                 | 7.7              | 10.9              | 5.3              | 1.7               | 1.8               | 5.8               |
| Paid severity - bodily injury     | 1.1               | (1.0)            | (1.3)             | (4.9)            | (0.9)             | 0.9              | 2.1               | (0.4)             | 0.7               |
| Paid severity - property damage   | 1.0               | (1.5)            | 0.4               | 0.1              | (1.0)             | 0.5              | (2.4)             | (0.1)             | (1.0)             |

Measures and statistics presented for Allstate brand exclude the Company's Canadian operations and specialty auto. Refer to the Allstate Brand Domestic Operating Measures and Statistics page for descriptions of these measures.

#### THE ALLSTATE CORPORATION HOMEOWNERS PROFITABILITY MEASURES

|  |    |                   |    |                  |    | Th                 | ree | months en        | ded |                   |     |                  |    |                   | _  | Nine mor          | ths ( | ended             |
|--|----|-------------------|----|------------------|----|--------------------|-----|------------------|-----|-------------------|-----|------------------|----|-------------------|----|-------------------|-------|-------------------|
|  | :  | Sept. 30,<br>2010 | ]_ | June 30,<br>2010 | N  | //arch 31,<br>2010 | _   | Dec. 31,<br>2009 |     | Sept. 30,<br>2009 | ] - | June 30,<br>2009 | 1  | March 31,<br>2009 |    | Sept. 30,<br>2010 | 5     | Sept. 30,<br>2009 |
| Homeowners<br>(\$ in millions)<br>Net premiums written |    |                   |    |                  |    |                    |     |                  |     |                   |     |                  |    |                   |    |                   |       |                   |
| Allstate brand   | \$ | 1,610             | \$ | 1,565            | \$ | 1,189              | \$  | 1,359            | \$  | 1,573             | \$  | 1,532            | \$ | 1,171             | \$ | 4,364             | \$    | 4,276             |
| Encompass brand  |    | 98                |    | 94               |    | 80                 |     | 89               | 1   | 110               |     | 112              |    | 97                |    | 272               |       | 319               |
| ·  | _  | 1,708             | _  | 1,659            | _  | 1,269              | -   | 1,448            | -   | 1,683             | -   | 1,644            | _  | 1,268             | -  | 4,636             | _     | 4,595             |
| Net premiums earned                                    |    | ,                 |    | ,                |    | ,                  |     | , -              |     | ,                 |     | , -              |    | ,                 |    | ,                 |       | ,                 |
| Allstate brand   | \$ | 1,430             | \$ | 1,416            | \$ | 1,416              | \$  | 1,411            | \$  | 1,396             | \$  | 1,409            | \$ | 1,417             | \$ | 4,262             | \$    | 4,222             |
| Encompass brand  |    | 96                |    | 96               |    | 100                |     | 104              | 1   | 108               |     | 114              |    | 118               |    | 292               |       | 340               |
| ·  | -  | 1,526             | _  | 1,512            | _  | 1,516              | _   | 1,515            | -   | 1,504             | -   | 1,523            | _  | 1,535             | _  | 4,554             | _     | 4,562             |
| Incurred losses  |    |                   |    |                  |    |                    |     |                  |     |                   |     |                  |    |                   |    |                   |       |                   |
| Allstate brand   | \$ | 1,151             | \$ | 1,169            | \$ | 1,239              | \$  | 919              | \$  | 1,053             | \$  | 1,340            | \$ | 1,172             | \$ | 3,559             | \$    | 3,565             |
| Encompass brand  |    | 61                |    | 62               |    | 103                |     | 60               |     | 73                |     | 87               |    | 73                |    | 226               |       | 233               |
|  | _  | 1,212             |    | 1,231            | _  | 1,342              | _   | 979              | -   | 1,126             |     | 1,427            |    | 1,245             | _  | 3,785             |       | 3,798             |
| Expenses   |    |                   |    |                  |    |                    |     |                  |     |                   |     |                  |    |                   |    |                   |       |                   |
| Allstate brand   | \$ | 346               | \$ | 309              | \$ | 337                | \$  | 337              | \$  | 319               | \$  | 299              | \$ | 341               | \$ | 992               | \$    | 959               |
| Encompass brand  |    | 31                |    | 29               | _  | 29                 | _   | 31               | 1 _ | 32                | l _ | 32               |    | 34                | _  | 89                |       | 98                |
|  |    | 377               |    | 338              |    | 366                |     | 368              | 1 - | 351               |     | 331              |    | 375               |    | 1,081             |       | 1,057             |
| Underwriting Income                                    |    |                   |    |                  |    |                    |     |                  | I   |                   |     |                  |    |                   |    |                   |       |                   |
| Allstate brand   | \$ | (67)              | \$ | (62)             | \$ | (160)              | \$  | 155              | \$  | 24                | \$  | (230)            | \$ | (96)              | \$ | (289)             | \$    | (302)             |
| Encompass brand  |    | 4                 |    | 5                |    | (32)               |     | 13               |     | 3                 | ]   | (5)              |    | 11                |    | (23)              |       | 9                 |

|                                       |       |       |       |       | . ——. |       |        |       |       |
|---------------------------------------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
|                                       | (63)  | (57)  | (192) | 168   | 27    | (235) | (85)   | (312) | (293) |
| Loss ratio                            |       |       |       |       |       |       |        |       |       |
| Allstate brand                        | 80.5  | 82.6  | 87.5  | 65.1  | 75.4  | 95.1  | 82.7   | 83.5  | 84.5  |
| Encompass brand                       | 63.5  | 64.6  | 103.0 | 57.7  | 67.6  | 76.3  | 61.9   | 77.4  | 68.6  |
| Allstate Protection                   | 79.4  | 81.4  | 88.5  | 64.6  | 74.9  | 93.7  | 81.1   | 83.1  | 83.2  |
| Expense ratio                         |       |       |       |       |       |       |        |       |       |
| Allstate brand                        | 24.2  | 21.8  | 23.8  | 23.9  | 22.9  | 21.2  | 24.1   | 23.3  | 22.7  |
| Encompass brand                       | 32.3  | 30.2  | 29.0  | 29.8  | 29.6  | 28.1  | 28.8   | 30.5  | 28.8  |
| Allstate Protection                   | 24.7  | 22.4  | 24.2  | 24.3  | 23.3  | 21.7  | 24.4   | 23.8  | 23.2  |
| Combined ratio                        |       |       |       |       |       |       |        |       |       |
| Allstate brand                        | 104.7 | 104.4 | 111.3 | 89.0  | 98.3  | 116.3 | 106.8  | 106.8 | 107.2 |
| Encompass brand                       | 95.8  | 94.8  | 132.0 | 87.5  | 97.2  | 104.4 | 90.7   | 107.9 | 97.4  |
| Allstate Protection                   | 104.1 | 103.8 | 112.7 | 88.9  | 98.2  | 115.4 | 105.5  | 106.9 | 106.4 |
| Effect of catastrophe losses on loss  |       |       |       |       |       |       |        |       |       |
| ratio                                 |       |       |       |       |       |       |        |       |       |
| Allstate brand                        | 23.1  | 34.7  | 37.1  | 20.6  | 22.3  | 45.8  | 27.5   | 31.6  | 31.9  |
| Encompass brand                       | 13.5  | 15.6  | 46.0  | 9.6   | 15.7  | 22.8  | 10.2   | 25.3  | 16.2  |
| Effect of pre-tax reserve reestimates |       |       |       |       |       |       |        |       |       |
| on combined ratio                     |       |       |       |       |       |       |        |       |       |
| Allstate brand                        | 5.2   | (4.2) | (0.4) | (3.3) | (5.2) | (0.9) | (1.2)  | 0.2   | (2.4) |
| Encompass brand                       | (7.3) | (1.0) | (2.0) | (3.8) | (1.9) | 1.8   | (12.7) | (3.4) | (4.4) |

#### Allstate brand homeowners domestic operating measures (1)

|                                      | Sept. 30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 | Sept. 30,<br>2010 | Sept. 30,<br>2009 |
|--------------------------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|
|                                      |                   |                  | 2010              |                  |                   |                  |                   | 2010              | 2003              |
| Operating measures (2)               |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Policies in force (in thousands)     | 6,740             | 6,821            | 6,886             | 6,973            | 7,027             | 7,104            | 7,181             | 6,740             | 7,027             |
| New issued applications (in          |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| thousands)                           | 140               | 151              | 119               | 136              | 148               | 145              | 127               | 410               | 420               |
| Average premium - gross written (\$) | 953               | 933              | 921               | 899              | 889               | 879              | 861               | 937               | 878               |
| Average premium - net earned (\$)    | 821               | 803              | 795               | 785              | 771               | 768              | 771               | 806               | 768               |
| Renewal ratio (%)                    | 88.6              | 88.3             | 88.0              | 88.4             | 88.5              | 88.0             | 87.5              | 88.3              | 88.0              |
| Loss trends                          |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| (% change year-over-year)            |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| Claim frequency excluding            |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| catastrophe losses                   | (2.3)             | 1.7              | 5.1               | 13.9             | 13.5              | 3.9              | 5.1               | 1.2               | 7.7               |
| Claim severity excluding catastrophe |                   |                  |                   |                  |                   |                  |                   |                   |                   |
| losses                               | 2.1               | (0.7)            | (2.1)             | (8.5)            | 9.0               | 7.0              | 3.2               | 0.6               | 6.6               |

### THE ALLSTATE CORPORATION PROPERTY-LIABILITY ALLSTATE BRAND DOMESTIC OPERATING MEASURES AND STATISTICS (4)

Three months ended

|  | Sept. 30,<br>2010 | June 30,<br>2010 | March 31,<br>2010 | Dec. 31,<br>2009 | Sept. 30,<br>2009 | June 30,<br>2009 | March 31,<br>2009 |
|--|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|
| Policies in Force (2)                    |                   |                  |                   |                  |                   |                  |                   |
| (in thousands)                           |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 17,479            | 17,529           | 17,581            | 17,744           | 17,774            | 17,836           | 17,843            |
| Non-standard auto                        | 671               | 706              | 724               | 719              | 733               | 743              | 750               |
| Auto                                     | 18,150            | 18,235           | 18,305            | 18,463           | 18,507            | 18,579           | 18,593            |
| Homeowners                               | 6,740             | 6,821            | 6,886             | 6,973            | 7,027             | 7,104            | 7,181             |
| New Issued Applications <sup>(3)</sup>   |                   |                  |                   |                  |                   |                  |                   |
| (in thousands)                           |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 537               | 498              | 464               | 488              | 524               | 496              | 521               |
| Non-standard auto                        | 70                | 77               | 99                | 84               | 91                | 86               | 102               |
| Auto                                     | 607               | 575              | 563               | 572              | 615               | 582              | 623               |
| Homeowners                               | 140               | 151              | 119               | 136              | 148               | 145              | 127               |
| Average Premium - Gross Written (\$) (4) |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 441               | 444              | 443               | 441              | 435               | 430              | 430               |
| Non-standard auto                        | 630               | 619              | 619               | 625              | 613               | 612              | 615               |
| Auto                                     | 449               | 452              | 451               | 449              | 443               | 438              | 438               |
| Homeowners                               | 953               | 933              | 921               | 899              | 889               | 879              | 861               |
| Average Premium - Net Earned (\$) (5)    |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 432               | 433              | 430               | 428              | 426               | 425              | 424               |
| Non-standard auto                        | 571               | 573              | 571               | 574              | 578               | 583              | 591               |
| Auto                                     | 437               | 439              | 436               | 434              | 432               | 431              | 431               |
| Homeowners                               | 821               | 803              | 795               | 785              | 771               | 768              | 771               |
| Renewal Ratio (%) (6)                    |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 88.7              | 89.0             | 88.8              | 88.8             | 89.1              | 89.0             | 88.6              |
| Non-standard auto                        | 70.8              | 72.5             | 71.8              | 72.4             | 72.6              | 73.3             | 71.6              |
| Auto                                     | 87.9              | 88.3             | 88.0              | 88.1             | 88.3              | 88.3             | 87.8              |
| Homeowners                               | 88.6              | 88.3             | 88.0              | 88.4             | 88.5              | 88.0             | 87.5              |
| Bodily Injury Claim Frequency            |                   |                  |                   |                  |                   |                  |                   |
| (% change year-over-year)                |                   |                  |                   |                  |                   |                  |                   |
| Standard auto                            | 7.5               | 4.2              | 5.4               | 14.4             | 19.6              | 13.6             | 5.5               |
| Non-standard auto                        | 7.1               | 1.4              | 6.6               | 16.7             | 29.5              | 26.3             | 15.9              |
| Auto                                     | 7.3               | 3.9              | 5.4               | 14.4             | 20.1              | 14.2             | 5.9               |
| Property Damage Claim Frequency          |                   |                  |                   |                  |                   |                  |                   |
|  | 1                 | I                |                   |                  |                   |                  |                   |

Measures presented for Allstate brand exclude the Company's Canadian operations.

Refer to the Allstate Brand Domestic Operating Measures and Statistics page for descriptions of these measures.

| (% change year-over-year)<br>Standard auto<br>Non-standard auto<br>Auto                          | 3.7<br>3.3<br>3.6 | 1.9<br>0.8<br>1.8 | (0.1)<br>3.1 | 7.6<br>9.4<br>7.7 | 10.7<br>16.5<br>10.9 | 5.1<br>10.2<br>5.3 | 1.6<br>7.1<br>1.7 |
|--|-------------------|-------------------|--------------|-------------------|----------------------|--------------------|-------------------|
| Auto Paid Severity (% change year-over-year) Bodily injury Property damage                       | 1.1               | (1.0)             | (1.3)        | (4.9)             | (0.9)                | 0.9                | 2.1               |
|  | 1.0               | (1.5)             | 0.4          | 0.1               | (1.0)                | 0.5                | (2.4)             |
| Homeowners Excluding Catastrophe Losses (% change year-over-year) Claim frequency Claim severity | (2.3)             | 1.7               | 5.1          | 13.9              | 13.5                 | 3.9                | 5.1               |
|  | 2.1               | (0.7)             | (2.1)        | (8.5)             | 9.0                  | 7.0                | 3.2               |

- Measures and statistics presented for Allstate brand exclude the Company's Canadian operations, loan protection and specialty auto.
- Policies in Force: 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.
- New Issued Applications: Item counts of automobiles or homeowners insurance applications for insurance policies that were issued during the period. Does not include automobiles that are added by existing customers.
- Average Premium Gross Written: Gross premiums written divided by issued item count. Gross premiums written include the impacts from discounts and surcharges; and exclude the impacts from mid-term premium adjustments, ceded reinsurance premiums, and premium refund accruals. Average premiums represent the appropriate policy term for each line, which is 6 months for auto and 12 months for homeowners.
- 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 ceded reinsurance, but does not include impacts of premium refund accruals. Average premiums represent the appropriate policy term for each line, which is 6 months for auto and 12 months for homeowners.
- Renewal ratio: Renewal policies issued during the period, based on contract effective dates, divided by the total policies issued 6 months prior for auto (12 months prior for Encompass brand standard auto) or 12 months prior for homeowners.

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

Nine months ended September 30, 2010

| Primary Exposure Groupings (1)      | Earned<br>premium |          | Loss ratios | Catastrophe losses | Effect of catastrophes on loss ratio | Number of catastrophes | Premium  Number of states | rate changes (5) Annual impact of rate changes on state specific premiums written |
|-------------------------------------|-------------------|----------|-------------|--------------------|--------------------------------------|------------------------|---------------------------|---|
| Florida                             | \$ 57             | \$ 61    | 107.0%      | 5 7                | 12.3%                                |                        |                           |   |
| Other hurricane exposure states     | 2,336             | 1,985    | 85.0%       | 730                | 31.3%                                |                        |                           |   |
| Total hurricane exposure states (2) | 2,393             | 2,046    | 85.5%       | 737                | 30.8%                                |                        | 15                        | 8.9%  |
| Other catastrophe exposure states   | 2,161             | 1,739    | 80.5%       | 685                | 31.7%                                |                        | 20                        | 9.1%  |
| Total                               | \$ <u>4,554</u>   | \$ 3,785 | 83.1%       | 1,422              | 31.2%                                | 70                     | 35                        | 9.0%  |

|   |  | 1992 to                                | 2009 Historic               | cal Informatio                     | n                          | (Adjusted                  |  |                            |                                    |                                  |              |
|---|--|--|-----------------------------|------------------------------------|----------------------------|----------------------------|--|----------------------------|------------------------------------|----------------------------------|--------------|
|   |  |  |                             |                                    | Effect of                  |                            |  |                            |                                    | Effect of                        |              |
|   | Earned                                 | Incurred                               |                             | Catastrophe                        | catastrophes               | Earned                     | Incurred                               |                            | Catastrophe                        |                                  | Number of    |
| Primary Exposure Groupings (1   | premiums                               | losses                                 | Loss ratios                 | losses                             | on loss ratio              | premiums (4)               | losses (3)                             | Loss ratios (3)            | losses (3)                         | on loss ratio (3)                | catastrophes |
| Florida Other hurricane exposure states Total hurricane exposure states (2) Other catastrophe exposure states | \$ 3,563<br>38,580<br>42,143<br>35,898 | \$ 5,037<br>30,965<br>36,002<br>26,982 | 141.4% \$ 80.3% 85.4% 75.2% | 3,552<br>10,957<br>14,509<br>8,223 | 99.7% \$ 28.4% 34.4% 22.9% | 38,649<br>42,321<br>35,898 | \$ 3,255<br>30,897<br>34,152<br>25,141 | 88.6% \$ 79.9% 80.7% 70.0% | 1,770<br>10,889<br>12,659<br>6,382 | 48.2%<br>28.2%<br>29.9%<br>17.8% |              |
| Total   | \$ 78,041                              | \$62,984                               | 80.7% \$                    | 22,732                             | 29.1%                      | 78,219                     | \$ 59,293                              | 75.8% \$                   | 19,041                             | 24.3%                            | 1,183        |

This homeowners supplemental information schedule displays financial results for the homeowners business (defined to include standard homeowners, scheduled personal property and other than primary residence lines) for the period 1992 through 2010. The premiums and losses are presented on a GAAP basis with adjustments as indicated in Notes 3 and 4. Each state in which the Company writes business has been categorized into one of two exposure groupings (Hurricane or Other). Hurricane exposure states are comprised of 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 is defined by Allstate as an event that produces pre-tax losses before reinsurance in excess of \$1 million, and involves multiple first party policyholders, or an event that produces a number of claims in excess of a preset per-event threshold of average claims in a specific area, occurring within a certain amount of time following the event.

#### (2) Hurricane Exposure States

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

Incurred losses (which include catastrophe losses) and Catastrophe losses, exclude the effects of those events for which the exposure is now covered, at least in part, by permanent industry reinsurance or insurance mechanism (i.e., Florida Hurricane Catastrophe Fund ("FHCF"), California Earthquake Authority) or with Hawaii hurricanes, coverage is being brokered to a non-affiliated insurance company. Mechanisms such as the FHCF and external reinsurance are available and are reflected in our capital structure and help mitigate exposure to these types of events. For the period 1992 - 2009, Incurred losses and Catastrophe losses for the Hurricane exposure states were adjusted to exclude \$1.8 billion for losses related to Hurricane Andrew. Incurred losses and Catastrophe losses for the Other catastrophe exposure states were adjusted to exclude an additional \$1.8 billion for losses related to certain California earthquakes and Hawaii hurricanes. Subsequent catastrophes of a similar magnitude are not excluded from the exhibit. Through the use of the insurance mechanisms, Allstate may have a contingent liability for industry assessments and losses exceeding the claims paying capacity of these mechanisms as discussed in the Annual Report on Form 10-K.

#### (4) Earned Premiums

Earned premiums for the Hurricane exposure locations was adjusted to add back premium ceded to third party reinsurers of \$178 million for hurricane reinsurance purchased in Florida, the Northeast and other states during the period 1992 to 2005. These programs support management actions that address hurricane exposures. Mechanisms such as the FHCF and external reinsurance are available and are reflected in our capital structure because they help mitigate exposure to these types of events, but no impact is reflected in earned premiums above.

#### (5) Premium Rate Changes

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

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#### THE ALLSTATE CORPORATION **PROPERTY-LIABILITY** EFFECT OF CATASTROPHE LOSSES ON THE COMBINED RATIO

(\$ in millions, except ratios)

Excludes the effect of catastrophe losses relating to

|                     |           |                    |                   |                     |      |              |             | earthquakes | and hurricanes |
|---------------------|-----------|--------------------|-------------------|---------------------|------|--------------|-------------|-------------|----------------|
|                     | Eff       | ect of all catastr | ophe losses on th | he Property-Liabili | ty   | Premiums     | Total       | Total       | Effect on the  |
|                     |           |                    | combined ratio    |                     |      | earned       | catastrophe | catastrophe | Property-      |
|                     |           |                    |                   |                     |      |              |             |             | Liability      |
|                     | Quarter 1 | Quarter 2          | Quarter 3         | Quarter 4           | Year | year-to-date | losses by   | losses by   | combined ratio |
|                     |           |                    |                   |                     |      |              | year        | year        |                |
| 1992 <sup>(3)</sup> | 3.2       | 7.1                | 48.7              | 25.5                | 21.2 | \$ 15,542    | \$ 3,301    | \$ 680      | 4.4            |
| 1993 (3)            | 5.8       | 3.0                | 1.2               | 3.8                 | 3.4  | 16,039       | 547         | 607         | 3.8            |
| 1994 <sup>(3)</sup> | 27.4      | 4.4                | 9.5               | 7.3                 | 12.0 | 16,513       | 1,989       | 529         | 3.2            |
| 1995                | 4.0       | 7.8                | 3.8               | 5.0                 | 5.2  | 17,540       | 905         | 683         | 3.9            |
| 1996                | 5.1       | 6.0                | 6.4               | 3.8                 | 5.4  | 18,366       | 983         | 837         | 4.6            |
| 1997                | 2.4       | 2.6                | 2.6               | 0.3                 | 2.0  | 18,604       | 365         | 325         | 1.7            |
| 1998                | 2.5       | 6.3                | 3.9               | 3.4                 | 4.0  | 19,307       | 780         | 615         | 3.2            |
| 1999                | 2.6       | 5.6                | 5.4               | 2.7                 | 4.1  | 20,112       | 816         | 623         | 3.1            |
| 2000                | 7.0       | 6.7                | 1.7               | 2.3                 | 4.4  | 21,871       | 967         | 930         | 4.3            |
| 2001                | 1.5       | 9.8                | 2.5               | 2.4                 | 4.0  | 22,197       | 894         | 763         | 3.4            |
| 2002                | 1.9       | 5.0                | 1.6               | 4.0                 | 3.1  | 23,361       | 731         | 638         | 2.7            |
| 2003                | 2.2       | 9.2                | 6.1               | 6.5                 | 6.0  | 24,677       | 1,489       | 1,256       | 5.1            |
| 2004                | 1.6       | 3.8                | 26.0              | 6.2                 | 9.5  | 25,989       | 2,468       | 467         | 1.8            |
| 2005                | 2.5       | 2.2                | 69.4              | 9.6                 | 21.0 | 27,039       | 5,674       | 460         | 1.7            |
| 2006                | 1.6       | 3.7                | 2.5               | 4.1                 | 3.0  | 27,369       | 810         | 1,044       | 3.8            |
| 2007                | 2.4       | 6.3                | 5.0               | 7.0                 | 5.2  | 27,233       | 1,409       | 1,336       | 4.9            |
| 2008                | 8.4       | 10.3               | 26.8              | 3.9                 | 12.4 | 26,967       | 3,342       | 1,876       | 7.0            |
| 2009                | 7.8       | 12.5               | 6.2               | 5.0                 | 7.9  | 26,194       | 2,069       | 2,159       | 8.2            |
| 2010                | 10.0      | 9.8                | 5.9               | -                   | 8.6  | 19,515       | 1,670       | 1,670       | 8.6            |
| Average (2)         | 5.0       | 6.6                | 12.9              | 5.5                 | 7.5  |              |             |             | 4.2            |

Excludes the effect of catastrophe losses relating to Hurricane Andrew California Farthquakes

|                     |           | Hurricane Ar |                              | Premiums<br>earned | Total<br>catastrophe |              |                   |
|---------------------|-----------|--------------|------------------------------|--------------------|----------------------|--------------|-------------------|
|                     | Quarter 1 | Quarter 2    | Hawaii Hurrican<br>Quarter 3 | Quarter 4          | Year                 | year-to-date | losses by<br>year |
| 1992 <sup>(3)</sup> | 3.2       | 7.0          | 4.5                          | 2.9                | 4.4                  | \$ 15,542    | \$ 681            |
| 1993 (3)            | 5.6       | 3.0          | 1.5                          | 5.1                | 3.8                  | 16,039       | 607               |
| 1994 <sup>(3)</sup> | 5.1       | 3.8          | 1.7                          | 2.5                | 3.2                  | 16,513       | 535               |
| 1995                | 4.0       | 7.7          | 1.8                          | 5.0                | 4.6                  | 17,540       | 843               |
| 1996                | 5.1       | 6.0          | 6.4                          | 3.8                | 5.4                  | 18,366       | 991               |
| 1997                | 2.4       | 2.6          | 1.8                          | 0.3                | 1.8                  | 18,604       | 329               |
| 1998                | 2.0       | 6.3          | 3.9                          | 2.2                | 3.6                  | 19,307       | 695               |
| 1999                | 2.6       | 5.6          | 5.4                          | 2.3                | 3.9                  | 20,112       | 790               |
| 2000                | 7.0       | 6.7          | 1.5                          | 1.8                | 4.3                  | 21,871       | 930               |
| 2001                | 1.5       | 8.1          | 2.5                          | 1.7                | 3.5                  | 22,197       | 769               |
| 2002                | 1.8       | 5.0          | 1.6                          | 3.6                | 3.0                  | 23,361       | 706               |
| 2003                | 2.1       | 9.0          | 6.1                          | 6.4                | 5.9                  | 24,677       | 1,458             |
| 2004                | 1.6       | 3.8          | 26.0                         | 6.2                | 9.5                  | 25,989       | 2,468             |
| 2005                | 2.5       | 2.2          | 69.4                         | 9.6                | 21.0                 | 27,039       | 5,674             |
| 2006                | 1.6       | 3.7          | 2.5                          | 4.1                | 3.0                  | 27,369       | 810               |
| 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                          | -                  | 8.6                  | 19,515       | 1,670             |
| Average (2)         | 4.1       | 6.4          | 10.8                         | 4.3                | 6.5                  |              |                   |

The effect of Catastrophe losses on the combined ratio is presented excluding the effects of those events for which the exposure is now covered by an industry reinsurance or insurance mechanism (i.e., Florida Hurricane Catastrophe Fund and California Earthquake Authority) or with Hawaii hurricanes, coverage is being brokered to a non-affiliated insurance company (see the "Commitments, Guarantees and Contingent Liabilities" footnote to the Consolidated Financial Statements).

The effect of Catastrophes and Catastrophes excluding extraordinary catastrophes on the Combined Ratio calculated as an average for all periods since 1992.

The years 1992-1994 have been adjusted to exclude the premiums earned of the PMI Group, a mortgage guarantee insurer that was sold in 1995.

| Size of catastrophe               | Number of events |         | Claim and claim expense |         | Combined ratio impact | catastrophe<br>loss per<br>event |
|-----------------------------------|------------------|---------|-------------------------|---------|-----------------------|----------------------------------|
| Greater than \$250 million        |                  | - %     | \$ -                    | - %     | -                     | \$ -                             |
| \$101 million to \$250 million    | -                | -       | -                       | -       | -                     | -                                |
| \$50 million to \$100 million     | 1                | 3.4     | 66                      | 17.1    | 1.0                   | 66                               |
| Less than \$50 million            | 28               | 96.6    | 305                     | 79.0    | 4.7                   | 11                               |
| Total                             | 29               | 100.0 % | 371                     | 96.1    | 5.7                   | 13                               |
| Prior year reserve reestimates    |                  |         | (42)                    | (10.9)  | (0.6)                 |                                  |
| Prior quarter reserve reestimates |                  |         | 57                      | 14.8    | 0.8                   |                                  |
| Total catastrophe losses          |                  |         | \$ 386                  | 100.0 % | 5.9                   |                                  |

| Nine | months | ended | September | 30, 2010 |
|------|--------|-------|-----------|----------|
|      |        |       |           |          |

| Size of catastrophe            | Number of events |         | Claim and<br>claim<br>expense |       |   | Combined ratio impact | ,  | Catastrophe<br>loss per<br>event |
|--------------------------------|------------------|---------|-------------------------------|-------|---|-----------------------|----|----------------------------------|
| Greater than \$250 million     | _                | - %     | \$<br>-                       | -     | % | _                     | \$ | -                                |
| \$101 million to \$250 million | 3                | 4.3     | 485                           | 29.1  |   | 2.5                   |    | 162                              |
| \$50 million to \$100 million  | 8                | 11.4    | 538                           | 32.2  |   | 2.8                   |    | 67                               |
| Less than \$50 million         | 59               | 84.3    | 787                           | 47.1  |   | 4.0                   |    | 13                               |
| Total                          | 70               | 100.0 % | 1,810                         | 108.4 |   | 9.3                   |    | 26                               |
| Prior year reserve reestimates |                  |         | (140)                         | (8.4) |   | (0.7)                 |    |                                  |
| Total catastrophe losses       |                  |         | \$<br>1,670                   | 100.0 | % | 8.6                   |    |                                  |

1995 through September 2010

|                                | Principal<br>state with | Number    |            | _  | laim and |         | Combined     | Average<br>atastrophe |
|--------------------------------|-------------------------|-----------|------------|----|----------|---------|--------------|-----------------------|
| Size of                        | loss                    | of events |            |    | claim    |         | ratio impact | loss per              |
| catastrophe                    |                         |           |            | е  | expense  |         |              | event                 |
| Greater than \$250 million (1) |                         |           |            |    |          |         |              |                       |
| Hurricane Katrina - 2005       | LA                      |           | \$         | \$ | 3,592    | 14.1 %  | 1.0          | \$<br>3,592           |
| Hurricane Rita - 2005          | TX                      |           |            |    | 891      | 3.5     | 0.2          | 891                   |
| Hurricane Ike - 2008           | TX                      |           |            |    | 864      | 3.4     | 0.2          | 864                   |
| Hurricane Ivan - 2004          | FL                      |           |            |    | 632      | 2.5     | 0.2          | 632                   |
| Hurricane Charley - 2004       | FL                      |           |            |    | 605      | 2.4     | 0.2          | 605                   |
| Hurricane Frances - 2004       | FL                      |           |            |    | 550      | 2.2     | 0.1          | 550                   |
| Hurricane Wilma - 2005         | FL                      |           |            |    | 538      | 2.1     | 0.1          | 538                   |
| Hurricane Jeanne - 2004        | FL                      |           |            |    | 337      | 1.3     | 0.1          | 337                   |
| October 2003 Fires             | CA                      |           |            |    | 300      | 1.2     | 0.1          | 300                   |
| Hurricane Gustav - 2008        | LA                      |           |            |    | 274      | 1.1     | 0.1          | 274                   |
| Greater than \$250 million     |                         | 10        | 0.9 %      |    | 8,583    | 33.8    | 2.3          | 858                   |
| \$101 million to \$250 million |                         | 19        | 1.8        |    | 2,955    | 11.6    | 0.8          | 156                   |
| \$50 million to \$100 million  |                         | 55        | 5.2        |    | 3,850    | 15.2    | 1.1          | 70                    |
| Less than \$50 million         |                         | 980       | 92.1       |    | 9,984    | 39.4    | 2.7          | 10                    |
| Total                          |                         | 1,064     | 100.0 % \$ | \$ | 25,372   | 100.0 % | 6.9          | 24                    |

<sup>&</sup>lt;sup>(1)</sup> Catastrophe claims and claims expense of \$2.26 billion related to Hurricane Andrew of 1992 and \$2.08 billion related to the Northridge earthquake of 1994, which were incurred prior to 1995, are excluded from the table above.

# THE ALLSTATE CORPORATION PROPERTY-LIABILITY EFFECT OF PRE-TAX PRIOR YEAR RESERVE REESTIMATES ON THE COMBINED RATIO (\$ in millions, except ratios)

|  | Three months ended  |                       |     |                         |     |                       |     |                       |         |                   |         | Nine months ended |         | ended                 |     |                      |         |                       |
|--|---|-----------------------|-----|-------------------------|-----|-----------------------|-----|-----------------------|---------|-------------------|---------|-------------------|---------|-----------------------|-----|----------------------|---------|-----------------------|
|  | Sept. 30,         June 30,         March 31,         Dec. 31,         Sept. 30,         June 30,         March 31,           2010         2010         2010         2009         2009         2009         2009 |                       |     |                         |     |                       |     |                       |         | Sept. 30, S       |         | Sept. 30,<br>2009 |         |                       |     |                      |         |                       |
| Pre-tax Reserve Reestimates (1)                                |   |                       |     |                         |     |                       |     |                       |         |                   |         |                   |         |                       |     |                      |         |                       |
| Auto<br>Homeowners<br>Other personal lines                     | \$  | (40)<br>67<br>(38)    | \$  | (85)<br>(61)<br>(5)     | \$  | 5<br>(8)<br>(22)      | \$  | (29)<br>(50)<br>51    | \$      | 11<br>(75)<br>(3) | \$      | (4)<br>(11)<br>32 | \$<br>_ | (35)<br>(32)<br>9     | \$  | (120)<br>(2)<br>(65) | \$<br>_ | (28)<br>(118)<br>38   |
| Allstate Protection (2)  |   | (11)                  |     | (151)                   |     | (25)                  |     | (28)                  |         | (67)              |         | 17                |         | (58)                  |     | (187)                |         | (108)                 |
| Discontinued Lines and Coverages                               | _   | 22                    | _   | 1                       | -   | 2                     | _   | 3_                    | _       | 15                | _       | 3                 | _       | 3                     | _   | 25                   | _       | 21                    |
| Property-Liability   | \$_   | 11                    | \$_ | (150)                   | \$_ | (23)                  | \$_ | (25)                  | \$_     | (52)              | \$_     | 20                | \$_     | (55)                  | \$_ | (162)                | \$_     | (87)                  |
| Allstate brand<br>Encompass brand                              | \$<br>_   | (11)                  | \$_ | (152)<br>1              | \$  | (34)<br>9             | \$_ | (20)<br>(8)           | \$<br>_ | (74)<br>7         | \$<br>_ | 9<br>8            | \$_     | (41)<br>(17)          | \$_ | (186)<br>(1)         | \$_     | (106)<br>(2)          |
| Allstate Protection (2)  | \$_   | (11)                  | \$_ | (151)                   | \$_ | (25)                  | \$_ | (28)                  | \$_     | (67)              | \$_     | 17                | \$_     | (58)                  | \$_ | (187)                | \$_     | (108)                 |
| Effect of Pre-tax Reserve<br>Reestimates on Combined Ratio (1) |   |                       |     |                         |     |                       |     |                       |         |                   |         |                   |         |                       |     |                      |         |                       |
| Auto<br>Homeowners<br>Other personal lines                     | _   | (0.6)<br>1.0<br>(0.6) | _   | (1.3)<br>(0.9)<br>(0.1) |     | 0.1<br>(0.1)<br>(0.4) | _   | (0.4)<br>(0.8)<br>0.8 |         | 0.2<br>(1.2)      | _       | (0.2)<br>0.5      | _       | (0.5)<br>(0.5)<br>0.1 | _   | (0.6)<br>-<br>(0.4)  | _       | (0.1)<br>(0.6)<br>0.2 |
| Allstate Protection (2)  |   | (0.2)                 |     | (2.3)                   |     | (0.4)                 |     | (0.4)                 |         | (1.0)             |         | 0.3               |         | (0.9)                 |     | (1.0)                |         | (0.5)                 |

| Discontinued Lines and Coverages  | 0.4   |       |              |                | 0.3          |            | 0.1_           | 0.1   | 0.1   |
|-----------------------------------|-------|-------|--------------|----------------|--------------|------------|----------------|-------|-------|
| Property-Liability                | 0.2   | (2.3) | (0.4)        | (0.4)          | (0.7)        | 0.3        | (0.8)          | (0.9) | (0.4) |
| Allstate brand<br>Encompass brand | (0.2) | (2.3) | (0.5)<br>0.1 | (0.3)<br>(0.1) | (1.1)<br>0.1 | 0.2<br>0.1 | (0.6)<br>(0.3) | (1.0) | (0.5) |
| Allstate Protection (2)           | (0.2) | (2.3) | (0.4)        | (0.4)          | (1.0)        | 0.3        | (0.9)          | (1.0) | (0.5) |

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

|  | _  | Three months ended |    |                  |    |                   |    | Twelve months ended December 31, |            |           |            |            |     |            |    |              |
|--|----|--------------------|----|------------------|----|-------------------|----|----------------------------------|------------|-----------|------------|------------|-----|------------|----|--------------|
| (net of reinsurance)   | _  | Sept. 30,<br>2010  | _  | June 30,<br>2010 | _  | March 31,<br>2010 | _  | 2009                             | . <u>.</u> | 2008      | . <u> </u> | 2007       | · = | 2006       |    | 2005         |
| Asbestos claims<br>Beginning reserves<br>Incurred claims and claims  | \$ | 1,142              | \$ | 1,157            | \$ | 1,180             | \$ | 1,228                            | \$         | 1,302     | \$         | 1,375      | \$  | 1,373      | \$ | 1,464        |
| expense<br>Claims and claims expense<br>paid                         |    | 5<br>(14)          |    | (15)             |    | (23)              |    | (8)<br>(40)                      |            | 8<br>(82) |            | 17<br>(90) |     | 86<br>(84) |    | 139<br>(230) |
| Ending reserves  | \$ | 1,133              | \$ | 1,142            | \$ | 1,157             | \$ | 1,180                            | \$         | 1,228     | \$         | 1,302      | \$  | 1,375      | \$ | 1,373        |
| Claims and claims expense<br>paid as a percent of ending<br>reserves |    | 1.2%               |    | 1.3%             |    | 2.0%              |    | 3.4%                             |            | 6.7%      |            | 6.9%       |     | 6.1%       |    | 16.8%        |
| Environmental claims Beginning reserves Incurred claims and claims   | \$ | 190                | \$ | 197              | \$ | 198               | \$ | 195                              | \$         | 232       | \$         | 194        | \$  | 205        | \$ | 232          |
| expense<br>Claims and claims expense<br>paid                         |    | 18 (3)             |    | (7)              |    | -<br>(1)          |    | 13<br>(10)                       |            | (37)      |            | 63<br>(25) |     | 10<br>(21) |    | 2<br>(29)    |
| Ending reserves  | \$ | 205                | \$ | 190              | \$ | 197               | \$ | 198                              | \$         | 195       | \$         | 232        | \$  | 194        | \$ | 205          |
| Claims and claims expense paid as a percent of ending reserves       |    | 1.5%               |    | 3.7%             |    | 0.5%              |    | 5.1%                             |            | 19.0%     |            | 10.8%      |     | 10.8%      |    | 14.1%<br>26  |

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

|  |                      | Nine mont            | ths ended            |                      |                     |                       |                     |                          |                    |
|--|----------------------|----------------------|----------------------|----------------------|---------------------|-----------------------|---------------------|--------------------------|--------------------|
|  | Sept. 30,            | June 30,             | March 31,            | Dec. 31,             | Sept. 30,           | June 30,              | March 31,           | Sept. 30,                | Sept. 30,          |
|  | 2010                 | 2010                 | 2010                 | 2009                 | 2009                | 2009                  | 2009                | 2010                     | 2009               |
| Investments  | \$ 62,915            | \$ 61,804            | \$ 62,336            | \$ 62,216            | \$ 61,891           | \$ 59,861             | \$ 59,576           | \$ 62,915                | \$ 61,891          |
| Premiums and deposits * Deposits to contractholder funds Deposits to separate accounts Change in unearned premiums and       | \$ 1,011             | \$ 1,018             | \$ 1,105             | \$ 1,156             | \$ 1,033            | \$ 1,399              | \$ 1,533            | \$ 3,134                 | \$ 3,965           |
|  | (730)                | (739)                | (828)                | (898)                | (802)               | (1,152)               | (1,298)             | (2,297)                  | (3,252)            |
|  | (25)                 | (25)                 | (26)                 | (27)                 | (27)                | (28)                  | (28)                | (76)                     | (83)               |
| other adjustments  | <u>34</u>            | 32                   | 289                  | <u>12</u>            | 28                  | 29                    | 39                  | 104                      | 96                 |
| Life and annuity premiums  | 290                  | 286                  |                      | 243                  | 232                 | 248                   | 246                 | 865                      | 726                |
| Contract charges   | 258                  | 259                  | 255                  | 255                  | 250                 | 246                   | 238                 | 772                      | 734                |
| Premiums and contract charges Net investment income Periodic settlements and accruals on                                     | 548                  | 545                  | 544                  | 498                  | 482                 | 494                   | 484                 | 1,637                    | 1,460              |
|  | 707                  | 723                  | 731                  | 737                  | 744                 | 764                   | 819                 | 2,161                    | 2,327              |
| non-hedge derivative instruments Contract benefits Interest credited to contractholder funds Amortization of deferred policy | 10<br>(445)<br>(446) | 11<br>(485)<br>(450) | 17<br>(442)<br>(463) | 14<br>(441)<br>(479) | 2<br>(382)<br>(497) | (3)<br>(407)<br>(520) | 1<br>(387)<br>(542) | 38<br>(1,372)<br>(1,359) | (1,176)<br>(1,559) |
| acquisition costs Operating costs and expenses (1) Restructuring and related charges Income tax expense on operations        | (101)                | (41)                 | (58)                 | (90)                 | (108)               | (130)                 | (109)               | (200)                    | (347)              |
|  | (118)                | (116)                | (120)                | (105)                | (99)                | (105)                 | (121)               | (354)                    | (325)              |
|  | -                    | 1                    | -                    | (1)                  | (4)                 | (2)                   | (18)                | 1                        | (24)               |
|  | (47)                 | (63)                 | (70)                 | (38)                 | (43)                | (26)                  | (42)                | (180)                    | (111)              |
| Operating income   | 108                  | 125                  | 139                  | 95                   | 95                  | 65                    | 85                  | 372                      | 245                |

Favorable reserve reestimates are shown in parentheses.
Favorable reserve reestimates included in catastrophe losses totaled \$42 million and \$80 million in the three months ended September 30, 2010 and 2009, respectively.
Favorable reserve reestimates included in catastrophe losses totaled \$140 million and \$139 million in the nine months ended September 30, 2010 and 2009, respectively.

| Realized capital gains and losses, after-tax  | (25)         | (230)              | (105)          | (178)   | (151)   | 82              | (170)    | (360)   | (239) |
|---|--------------|--------------------|----------------|---------|---------|-----------------|----------|---------|-------|
| DAC and DSI accretion (amortization) relating to realized capital gains and losses, after-tax DAC and DSI unlocking relating to | 7            | 4                  | (2)            | (45)    | 18      | (131)           | (19)     | 9       | (132) |
| realized capital gains and losses,<br>after-tax<br>Reclassification of periodic settlements                                     | -            | -                  | (18)           | -       | -       | -               | (224)    | (18)    | (224) |
| and accruals on non-hedge derivative instruments, after-tax  Gain on disposition of operations, after-                          | (7)          | (7)                | (11)           | (9)     | (1)     | 2               | (1)      | (25)    | -     |
| tax   | 2            | 1_                 | 1              |         | 1_      | 1               | 2        | 4       | 4     |
| Net income (loss)   | \$ <u>85</u> | \$ <u>(107)</u> \$ | \$ <u>4</u> \$ | S (137) | \$ (38) | \$ <u>19</u> \$ | (327) \$ | (18) \$ | (346) |

<sup>(1)</sup> The increases in Allstate Financial operating costs and expenses of \$19 million and \$29 million in the three months and nine months ended September 30, 2010, respectively, compared to the same periods in 2009, were primarily due to increased non-deferrable acquisition costs, higher product distribution and marketing costs, increases in the net cost of employee benefits and lower reinsurance expense allowances resulting from higher retention. In the first nine months of 2010, these increased costs were partially offset by Allstate Financial expense reduction actions, which resulted in lower employee, professional services and sales support expenses.

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## THE ALLSTATE CORPORATION ALLSTATE FINANCIAL PREMIUMS AND DEPOSITS (\$ in millions)

|  | Three months ended |     |            |     |            |    |            |             |            |            |            |     |            | Nine months ended |              |     |              |
|--|--------------------|-----|------------|-----|------------|----|------------|-------------|------------|------------|------------|-----|------------|-------------------|--------------|-----|--------------|
|  | 0                  | 1   | 1 00       |     | M C1       |    | D 01       | _           | 0          | 1.         |            |     | 4          |                   | 0            | _   | t 00         |
| PREMIUMS AND DEPOSITS - BY   | Sept. 30,          | •   | June 30,   |     | March 31,  |    | Dec. 31,   |             | Sept. 30,  | ١ ،        | lune 30,   | N   | larch 31,  | •                 | Sept. 30,    | 5   | Sept. 30,    |
| PRODUCT  | 2010               |     | 2010       |     | 2010       |    | 2009       |             | 2009       |            | 2009       |     | 2009       |                   | 2010         |     | 2009         |
|  |                    | _   |            | =   |            | -  |            | -           |            | _          |            | _   |            | _                 |              | _   |              |
| Underwritten Products  |                    |     |            | _   |            | _  | •••        |             |            | ١.         |            | _   |            | _                 |              |     |              |
| Interest-sensitive life Traditional                                | \$ 359<br>106      | \$  | 387<br>105 | \$  | 389<br>99  | \$ | 384<br>121 | \$          | 355<br>102 | \$         | 356<br>101 | \$  | 341<br>92  | \$                | 1,135<br>310 | \$  | 1,052<br>295 |
| Accident, health, and other  | 156                |     | 148        |     | 157        |    | 121        |             | 115        |            | 114        |     | 110        |                   | 461          |     | 339          |
|  | 621                | _   | 640        | -   | 645        | -  | 626        | -           | 572        | l –        | 571        | -   | 543        | -                 | 1,906        | -   | 1,686        |
|  |                    |     |            |     |            |    |            |             |            |            |            |     |            |                   |              |     |              |
| Annuities Indexed annuities  | 114                |     | 120        |     | 122        |    | 155        |             | 105        |            | 117        |     | 127        |                   | 356          |     | 349          |
| Fixed deferred annuities   | 69                 |     | 77         |     | 111        |    | 141        |             | 196        |            | 471        |     | 452        |                   | 257          |     | 1,119        |
| Sub-total  | 183                | _   | 197        | -   | 233        | -  | 296        | -           | 301        | l –        | 588        | -   | 579        | -                 | 613          | -   | 1,468        |
| Fixed immediate annuities  | 66                 | _   | 69         | _   | 86         | _  | 73         | _           | 56         |            | 81         | _   | 90         | _                 | 221          | _   | 227          |
|  | 249                |     | 266        |     | 319        |    | 369        |             | 357        |            | 669        |     | 669        |                   | 834          |     | 1,695        |
| Bank deposits  | 141                | _   | 112        | _   | 141        | -  | 161        | -           | 104        | _          | 159        | _   | 321        | _                 | 394          | _   | 584          |
| Total  | \$                 | \$_ | 1,018      | \$_ | 1,105      | \$ | 1,156      | \$_         | 1,033      | \$_        | 1,399      | \$_ | 1,533      | \$_               | 3,134        | \$_ | 3,965        |
| PREMIUMS AND DEPOSITS - BY DISTRIBUTION CHANNEL (1)                |                    |     |            |     |            |    |            |             |            |            |            |     |            |                   |              |     |              |
| Allstate agencies  | \$ 494             | \$  | 495        | \$  | 521        | \$ | 621        | \$          | 536        | \$         | 560        | \$  | 716        | \$                | 1,510        | \$  | 1,812        |
| Financial institutions   | 28                 |     | 40         |     | 102        |    | 105        |             | 115        |            | 329        |     | 347        |                   | 170          |     | 791          |
| Independent agents   | 007                |     | 007        |     | 205        |    | 000        |             | 007        |            | 055        |     | 040        |                   | 200          |     | 704          |
| Master brokerage agencies<br>Workplace enrolling agents            | 207<br>170         |     | 227<br>162 |     | 205<br>170 |    | 208<br>129 |             | 227<br>128 |            | 255<br>126 |     | 219<br>122 |                   | 639<br>502   |     | 701<br>376   |
| Sub-total  | 377                | -   | 389        | -   | 375        | -  | 337        | -           | 355        | _          | 381        | -   | 341        | -                 | 1,141        | _   | 1,077        |
| Specialized brokers and other                                      | 112                |     | 94         |     | 107        | _  | 93         | _           | 27         |            | 129        |     | 129        |                   | 313          |     | 285          |
| Total  | \$ 1,011           | \$_ | 1,018      | \$_ | 1,105      | \$ | 1,156      | \$_         | 1,033      | \$_        | 1,399      | \$_ | 1,533      | \$_               | 3,134        | \$_ | 3,965        |
|  |                    | l – |            | =   |            | -  |            |             |            | I -        |            |     |            | _                 |              |     |              |
| UNDERWRITTEN PREMIUMS AND<br>DEPOSITS -<br>BY DISTRIBUTION CHANNEL |                    |     |            |     |            |    |            |             |            |            |            |     |            |                   |              |     |              |
| Allstate agencies  | \$ 285             | \$  | 294        | \$  | 283        | \$ | 309        | \$          | 279        | \$         | 280        | \$  | 270        | \$                | 862          | \$  | 829          |
| Financial institutions   | -                  |     | 12         |     | 41         |    | 44         |             | 41         |            | 44         |     | 26         |                   | 53           |     | 111          |
| Independent agents   | 165                |     | 171        |     | 151        |    | 1.42       |             | 124        |            | 119        |     | 125        |                   | 487          |     | 368          |
| Master brokerage agencies<br>Workplace enrolling agents            | 170                |     | 162        |     | 170        |    | 143<br>129 |             | 124<br>128 |            | 119        |     | 125        |                   | 487<br>502   |     | 368<br>376   |
| Sub-total  | 335                | _   | 333        | -   | 321        | -  | 272        | -           | 252        | _          | 245        | _   | 247        | -                 | 989          | _   | 744          |
| Specialized brokers and other                                      | 1_                 | l _ | 1          | _   | -          |    | 1          | l _         |            | _          | 2          | _   | -          | _                 | 2            | _   | 2            |
| Total  | \$ 621             | \$_ | 640        | \$_ | 645        | \$ | 626        | \$ <u>_</u> | 572        | \$ <u></u> | 571        | \$_ | 543        | \$_               | 1,906        | \$_ | 1,686        |

<sup>(1)</sup> To conform to the current period presentation, prior periods have been reclassified.

|  |   |  | Nine months ended  |   |   |  |  |  |   |
|--|---|--|--|---|---|--|--|--|---|
|  | Sept. 30,<br>2010   | June 30,<br>2010                                       | March 31,<br>2010  | Dec. 31,<br>2009                                      | Sept. 30,<br>2009   | June 30,<br>2009   | March 31,<br>2009  | Sept. 30,<br>2010  | Sept. 30,<br>2009   |
| Beginning balance  | \$ 49,443   | \$ 51,027  | \$ 52,582  | \$ 53,336   | \$ 53,999   | \$ 56,621  | \$ 58,413  | \$ 52,582  | \$ 58,413   |
| Deposits Fixed annuities Interest-sensitive life insurance Bank and other deposits Total deposits  | 224<br>363<br>262<br>849                                      | 237<br>391<br>234<br>862                               | 291<br>395<br>252<br>938   | 351<br>384<br>275<br>1,010                            | 343<br>355<br>208<br>906  | 635<br>357<br>268<br>1,260   | 635<br>342<br>427<br>1,404                               | 752<br>1,149<br>748<br>2,649   | 1,613<br>1,054<br>903<br>3,570                                      |
| Interest credited  | 445   | 448  | 462  | 481   | 498   | 515  | 531  | 1,355  | 1,544   |
| Maturities, benefits, withdrawals and other adjustments Maturities and retirements of institutional products Benefits Surrenders and partial withdrawals Contract charges Net transfers from separate accounts Fair value hedge adjustments for institutional products Other adjustments Total maturities, benefits, withdrawals and other adjustments | (3)<br>(397)<br>(1,295)<br>(247)<br>3<br>24<br>114<br>(1,801) | (827)<br>(395)<br>(1,355)<br>(243)<br>3<br>(74)<br>(3) | (954)<br>(395)<br>(1,248)<br>(241)<br>2<br>(123)<br>4<br>(2,955) | (58)<br>(353)<br>(1,540)<br>(238)<br>3<br>(6)<br>(53) | (212)<br>(379)<br>(1,184)<br>(232)<br>2<br>1<br>(63)<br>(2,067) | (2,552)<br>(406)<br>(1,235)<br>(227)<br>2<br>78<br>(57)<br>(4,397) | (1,951)<br>(450)<br>(1,213)<br>(221)<br>4<br>(48)<br>152 | (1,784)<br>(1,187)<br>(3,898)<br>(731)<br>8<br>(173)<br>115<br>(7,650) | (4,715)<br>(1,235)<br>(3,632)<br>(680)<br>8<br>31<br>32<br>(10,191) |
| Ending balance   | \$ 48,936   | \$ 49,443  | \$ 51,027  | \$ 52,582   | \$ 53,336   | \$_53,999_   | \$_56,621_   | \$ 48,936  | \$ 53,336   |
|  |   |  |  | ļ   |   |  |  |  |   |

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

|  |                               |                            |                         | Nine months ended             |                              |                              |                               |                          |                                 |
|--|-------------------------------|----------------------------|-------------------------|-------------------------------|------------------------------|------------------------------|-------------------------------|--------------------------|---------------------------------|
|  | Sept. 30,<br>2010             | June 30,<br>2010           | March 31,<br>2010       | Dec. 31,<br>2009              | Sept. 30,<br>2009            | June 30,<br>2009             | March 31,<br>2009             | Sept. 30,<br>2010        | Sept. 30,<br>2009               |
| Premiums Cost of insurance contract charges (1) Contract benefits excluding the implied interest on immediate annuities with   | \$ 290<br>161                 | \$ 286<br>159              | \$ 289<br>156           | \$ 243<br>158                 | \$ 232<br>156                | \$ 248<br>150                | \$ 246<br>152                 | \$ 865<br>476            | \$ 726<br>458                   |
| life contingencies (2) Total benefit spread  | (310)<br>141                  | (346)                      | (303)<br>142            | (301)                         | (243)<br>145                 | (267)<br>131                 | (248)<br>150                  | (959)<br>382             | (758)<br>426                    |
| Investment spread  Net investment income   | 707                           | 723                        | 731                     | 737                           | 744                          | 764                          | 819                           | 2,161                    | 2,327                           |
| Implied interest on immediate annuities with life contingencies (2)  | (135)                         | (139)                      | (139)                   | (140)                         | (139)                        | (140)                        | (139)                         | (413)                    | (418)                           |
| Interest credited to contractholder funds Total investment spread  | (445)<br>127                  | (450)<br>134               | (463)<br>129            | (490)<br>107                  | (496)<br>109                 | (561)<br>63                  | (579)<br>101                  | (1,358)<br>390           | (1,636)<br>273                  |
| Surrender charges and contract<br>maintenance expense fees (1)<br>Realized capital gains and losses<br>Amortization of deferred policy                                 | 97<br>(38)                    | 100<br>(353)               | 99<br>(162)             | 97<br>(275)                   | 94<br>(234)                  | 96<br>121                    | 86<br>(43)                    | 296<br>(553)             | 276<br>(156)                    |
| acquisition costs Operating costs and expenses Restructuring and related charges Gain on disposition of operations   | (91)<br>(118)<br>-<br>4       | (35)<br>(116)<br>1<br>2    | (89)<br>(120)<br>-<br>1 | (148)<br>(105)<br>(1)<br>1    | (80)<br>(99)<br>(4)<br>2     | (289)<br>(105)<br>(2)<br>1   | (448)<br>(121)<br>(18)<br>3   | (215)<br>(354)<br>1<br>7 | (817)<br>(325)<br>(24)<br>6     |
| Income tax (expense) benefit on operations   | (37)                          | 61                         | 4                       | 87                            | 29                           | 3                            | (37)                          | 28                       | (5)                             |
| Net income (loss)  | \$ 85                         | \$ (107)                   | \$4                     | \$ (137)                      | \$ (38)                      | \$ 19                        | \$ (327)                      | \$(18)_                  | \$ (346)                        |
| Benefit spread by product group Life insurance Accident and health Annuities Total benefit spread  | \$ 93<br>65<br>(17)<br>\$ 141 | \$ 23<br>60<br>16<br>\$ 99 | 64<br>(10)              | \$ 68<br>47<br>(15)<br>\$ 100 | \$ 96<br>50<br>(1)<br>\$ 145 | 50<br>(15)                   | \$ 103<br>49<br>(2)<br>\$ 150 | 189<br>(11)              | \$ 295<br>149<br>(18)<br>\$ 426 |
| Investment spread by product group Annuities and institutional products Life insurance Allstate Bank products Accident and health Net investment income on investments | \$ 44<br>11<br>8<br>5         | \$ 54<br>6<br>8<br>4       | \$ 50<br>7<br>8<br>4    | \$ 45<br>1<br>9<br>3          | \$ 44<br>(2)<br>8<br>5       | \$ 3<br>7<br>7<br>4          | \$ 34<br>(3)<br>6<br>4        | \$ 148<br>24<br>24<br>13 | \$ 81<br>2<br>21<br>13          |
| supporting capital Total investment spread   | \$ 59<br>\$ 127               | \$ <u>134</u>              | \$ 129                  | \$ 107                        | \$ 109                       | \$ <u>42</u><br>\$ <u>63</u> | \$ 60<br>\$ 101               | \$ 390                   | 156<br>\$ 273                   |
| (1) Reconciliation of contract charges   |                               |                            |                         |                               |                              |                              |                               |                          |                                 |

| Cost of insurance contract charges<br>Surrender charges and contract   | \$          | 161            | \$         | 159            | \$         | 156            | \$<br>158            | \$         | 156            | \$         | 150            | \$         | 152            | \$  | 476              | \$  | 458              |
|--|-------------|----------------|------------|----------------|------------|----------------|----------------------|------------|----------------|------------|----------------|------------|----------------|-----|------------------|-----|------------------|
| maintenance expense fees Total contract charges  | \$ <u>_</u> | 97<br>258      | \$ <u></u> | 100<br>259     | \$ <u></u> | 99<br>255      | \$<br>97<br>255      | \$ <u></u> | 94<br>250      | \$ <u></u> | 96<br>246      | \$ <u></u> | 86<br>238      | \$_ | 296<br>772       | \$_ | 276<br>734       |
| (2) Reconciliation of contract benefits Contract benefits excluding the implied interest on immediate annuities with |             |                |            |                |            |                |                      |            |                |            |                |            |                |     |                  |     |                  |
| life contingencies   | \$          | (310)          | \$         | (346)          | \$         | (303)          | \$<br>(301)          | \$         | (243)          | \$         | (267)          | \$         | (248)          | \$  | (959)            | \$  | (758)            |
| Implied interest on immediate<br>annuities with life contingencies<br>Total contract benefits                        | \$_         | (135)<br>(445) | \$         | (139)<br>(485) | \$         | (139)<br>(442) | \$<br>(140)<br>(441) | \$_        | (139)<br>(382) | \$ <u></u> | (140)<br>(407) | \$         | (139)<br>(387) | \$_ | (413)<br>(1,372) | \$_ | (418)<br>(1,176) |

## THE ALLSTATE CORPORATION ALLSTATE FINANCIAL WEIGHTED AVERAGE INVESTMENT SPREADS

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|  | Three m                           | onths ended September                    | r 30, 2010                          | Three months ended September 30, 2009 |  |                                     |  |  |  |  |
|--|-----------------------------------|--|-------------------------------------|---------------------------------------|--|-------------------------------------|--|--|--|--|
|  | Weighted average investment yield | Weighted average interest crediting rate | Weighted average investment spreads | Weighted average investment yield     | Weighted average interest crediting rate | Weighted average investment spreads |  |  |  |  |
| Interest-sensitive<br>life insurance<br>Deferred fixed<br>annuities and                        | 5.5 %                             | 6 4.4 %                                  | 6 1.1 %                             | 5.4 %                                 | 4.7 %                                    | 0.7 %                               |  |  |  |  |
| institutional<br>products<br>Immediate fixed<br>annuities with                                 | 4.4                               | 3.3                                      | 1.1                                 | 4.3                                   | 3.4                                      | 0.9                                 |  |  |  |  |
| and without life<br>contingencies<br>Investments<br>supporting<br>capital,                     | 6.3                               | 6.3                                      | -                                   | 6.4                                   | 6.4                                      | -                                   |  |  |  |  |
| traditional life<br>and other<br>products  | 3.7                               | N/A                                      | N/A                                 | 3.9                                   | N/A                                      | N/A                                 |  |  |  |  |
|  | Nine mo                           | onths ended September                    | 30, 2010                            | Nine mo                               | nths ended September 3                   | 30, 2009                            |  |  |  |  |
|  | Weighted average investment yield | Weighted average interest crediting rate | Weighted average investment spreads | Weighted average investment yield     | Weighted average interest crediting rate | Weighted average investment spreads |  |  |  |  |
| Interest-sensitive<br>life insurance<br>Deferred fixed<br>annuities and                        | 5.5 %                             | 6 4.4 %                                  | 6 1.1 %                             | 5.4 %                                 | 4.6 %                                    | 0.8 %                               |  |  |  |  |
| institutional<br>products<br>Immediate fixed<br>annuities with                                 | 4.4                               | 3.2                                      | 1.2                                 | 4.5                                   | 3.4                                      | 1.1                                 |  |  |  |  |
| and without life<br>contingencies<br>Investments<br>supporting<br>capital,<br>traditional life | 6.4                               | 6.4                                      | -                                   | 6.3                                   | 6.4                                      | (0.1)                               |  |  |  |  |
| and other<br>products  | 3.7                               | N/A                                      | N/A                                 | 3.8                                   | N/A                                      | N/A<br>31                           |  |  |  |  |

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

|   |                     |                   | Nine months ended     |                   |                      |                   |                     |                     |                    |
|---|---------------------|-------------------|-----------------------|-------------------|----------------------|-------------------|---------------------|---------------------|--------------------|
|   | Sept. 30,<br>2010   | June 30,<br>2010  | March 31,<br>2010     | Dec. 31,<br>2009  | Sept. 30,<br>2009    | ,                 | arch 31, 2009       | Sept. 30,<br>2010   | Sept. 30,<br>2009  |
| Net investment income<br>Operating costs and expenses<br>Income tax benefit on operations | \$ 14<br>(95)<br>31 | \$ 16 \$ (101) 33 | 5 15 \$<br>(97)<br>32 | 15<br>(108)<br>36 | \$ 14<br>(109)<br>37 | \$ 10 \$ (103) 36 | 13 \$<br>(90)<br>32 | 45 S<br>(293)<br>96 | 37<br>(302)<br>105 |
| Operating loss  | (50)                | (52)              | (50)                  | (57)              | (58)                 | (57)              | (45)                | (152)               | (160)              |
| Realized capital gains and losses, after-tax  | 1                   | 5                 | 2                     | 5                 | 3                    | 5                 | (2)                 | 8                   | 6                  |
| Net loss  | \$ (49)             | \$ \$             | (48) \$               | (52)              | \$ (55)              | \$ (52) \$        | (47) \$             | (144)               | (154)              |

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# THE ALLSTATE CORPORATION INVESTMENTS (\$ in millions)

|  |   | PROF   | PERTY-LIABII  | LITY   |  | ALLSTATE FINANCIAL  |  |  |  |  |  |  |  |
|--|---|--|---|--|--|---|--|--|--|--|--|--|--|
|  | Sept. 30,<br>2010   | June 30,<br>2010   | March 31,<br>2010   | Dec. 31,<br>2009   | Sept. 30,<br>2009  | Sept. 30,         June 30,         March 31           2010         2010         2010  | Dec. 31, Sept. 30, 2009  |  |  |  |  |  |  |
| Fixed income securities, at fair value:     Tax-exempt     Taxable Equity securities, at fair value Mortgage loans Limited partnership interests Short-term, at fair value Other Total | \$ 10,287<br>19,135<br>3,499<br>28<br>2,289<br>454<br>53<br>\$ 35,745 | \$ 12,067<br>17,089<br>3,063<br>38<br>2,014<br>655<br>139<br>\$ 35,065 | \$ 13,181<br>15,552<br>3,580<br>50<br>1,744<br>608<br>94<br>\$ 34,809 | \$ 14,294<br>12,991<br>4,840<br>50<br>1,674<br>503<br>174<br>\$ 34,526 | \$ 15,507<br>12,930<br>4,414<br>78<br>1,714<br>588<br>127<br>\$ 35,358 | \$ 63  \$ 64  \$ 64  \$ 51,477  | \$ 64 \$ 65<br>49,222 47,815<br>184 189<br>7,885 8,775<br>1,032 1,021<br>1,697 1,785<br>2,132 2,241<br>\$ 62,216 \$ 61,891 |  |  |  |  |  |  |
| Fixed income securities, at<br>amortized cost:<br>Tax-exempt<br>Taxable<br>Ratio of fair value to amortized<br>cost<br>Equity securities, at cost<br>Short-term, at amortized cost     | \$ 9,900<br>18,853<br>102.3%<br>\$ 3,266<br>454                       | \$ 11,804<br>17,097<br>100.9%<br>\$ 3,175<br>655                       | 15,793<br>99.6%   | \$ 14,177<br>13,414<br>98.9%<br>\$ 4,685<br>503                        | \$ 15,117<br>13,404<br>99.7%<br>\$ 4,106<br>588                        | \$ 59   | \$ 60 \$ 61<br>51,435 50,592<br>95.7% 94.5%<br>\$ 160 \$ 168<br>1,697 1,785  |  |  |  |  |  |  |
|  |   | CORPO  | RATE AND C  | THER   |  | CONSOLID  | ATED   |  |  |  |  |  |  |
|  | Sept. 30,<br>2010   | June 30,<br>2010   | March 31,<br>2010   | Dec. 31,<br>2009   | Sept. 30,<br>2009  | Sept. 30,         June 30,         March 31           2010         2010         2010  | Dec. 31, Sept 30, 2009   |  |  |  |  |  |  |
| Fixed income securities, at fair value:     Tax-exempt     Taxable Equity securities, at fair value Mortgage loans Limited partnership interests Short-term, at fair value Other Total | \$ 618<br>1,613<br>-<br>-<br>37<br>1,284<br>2<br>\$ 3,554             | \$ 613<br>1,609<br>-<br>-<br>38<br>812<br>2<br>\$ 3,074                | 1,589<br>-<br>-<br>35<br>800<br>2                                     | \$ 670<br>1,525<br>-<br>38<br>856<br>2<br>\$ 3,091                     | \$ 766<br>1,478<br>-<br>-<br>35<br>1,097<br>1<br>\$ 3,377              | \$ 10,968<br>72,225<br>3,707<br>6,961<br>3,454<br>2,776<br>2,123<br>\$ 102,214<br>\$ 12,744<br>\$ 13,897<br>69,181<br>67,387<br>3,807<br>7,173<br>7,639<br>3,454<br>3,119<br>2,802<br>2,414<br>2,482<br>2,058<br>99,943<br>\$ 100,223 | \$ 15,028  |  |  |  |  |  |  |
| Fixed income securities, at amortized cost:     Tax-exempt     Taxable     Ratio of fair value to amortized cost     Equity securities, at cost     Short-term, at amortized cost      | \$ 585<br>1,580<br>103.0%<br>\$ -<br>1,284                            | \$ 582<br>1,581<br>102.7%<br>\$ -<br>812                               | 1,581<br>101.9%   | \$ 632<br>1,525<br>101.8%<br>\$ -<br>856                               | \$ 719<br>1,474<br>102.3%<br>\$ -<br>1,097                             | \$ 10,544   | \$ 14,869 \$ 15,897<br>66,374 65,470<br>97.0% 96.6%<br>\$ 4,845 \$ 4,274<br>3,056 3,470                                    |  |  |  |  |  |  |

# THE ALLSTATE CORPORATION FIXED INCOME SECURITY PORTFOLIO BY CREDIT RATING (1) (\$ in millions)

|                       |  |   | PROF                                    | PERTY-LIABIL                            | .ITY                                    |   | ALLSTATE FINANCIAL                         |  |  |  |  |  |  |  |  |  |
|-----------------------|--|---|---|---|---|---|--|--|--|--|--|--|--|--|--|--|
| NAIC<br>Rating        | Credit rating  | Sept. 30,<br>2010                         | June 30,<br>2010                        | March 31,<br>2010                       | Dec. 31,<br>2009                        | Sept. 30,<br>2009                       | Sept. 30,<br>2010                          | June 30,<br>2010                           | March 31,<br>2010                          | Dec. 31,<br>2009                           | Sept. 30,<br>2009                          |  |  |  |  |  |
| 1<br>2<br>3<br>4<br>5 | Aaa/Aa/A<br>Baa<br>Ba<br>B<br>Caa or lower<br>In or near | \$ 23,391<br>3,401<br>1,149<br>577<br>500 | \$ 23,422<br>3,388<br>896<br>572<br>520 | \$ 22,814<br>3,691<br>858<br>602<br>511 | \$ 21,714<br>3,517<br>849<br>506<br>552 | \$ 22,281<br>4,080<br>914<br>489<br>557 | \$ 32,745<br>15,040<br>1,935<br>668<br>651 | \$ 32,128<br>14,991<br>1,608<br>694<br>665 | \$ 32,371<br>14,742<br>1,686<br>648<br>522 | \$ 31,676<br>14,681<br>1,635<br>571<br>628 | \$ 30,922<br>13,909<br>1,625<br>754<br>593 |  |  |  |  |  |
| 6<br>Total            | default  | \$ 29,422                                 | \$ 29,156                               | \$ 28,733                               | \$ 27,285                               | \$ 28,437                               | \$ 51,540                                  | \$ 50,547                                  | \$ 50,310                                  | 95<br>\$ 49,286                            | * 47,880                                   |  |  |  |  |  |
| NAIC                  |  | Sept. 30,                                 | June 30,                                | March 31,                               | Dec. 31,                                | Sept. 30,                               | Sept. 30,                                  | June 30,                                   | March 31,                                  | Dec. 31,                                   | Sept. 30,                                  |  |  |  |  |  |
| Rating                | Credit rating  | 2010                                      | 2010                                    | 2010                                    | 2009                                    | 2009                                    | 2010                                       | 2010                                       | 2010                                       | 2009                                       | 2009                                       |  |  |  |  |  |

| 1<br>2<br>3<br>4<br>5 | Aaa/Aa/A<br>Baa<br>Ba<br>B<br>Caa or lower<br>In or near<br>default | \$ 2,230<br>1<br>-<br>- | 3  | 2,218<br>4<br>-<br>-<br>- | \$<br>2,235<br>6<br>-<br>-<br>- | \$<br>2,183<br>11<br>-<br>-<br>- | \$<br>2,229<br>12<br>-<br>2<br>- | \$ 58,366<br>18,442<br>3,084<br>1,245<br>1,151 | \$ 57,768<br>18,383<br>2,504<br>1,266<br>1,185 | \$<br>57,420<br>18,439<br>2,544<br>1,250<br>1,033 | \$ 55,5<br>18,2<br>2,4<br>1,0<br>1,1 | 09<br>84<br>77 | \$ 55,432<br>18,001<br>2,539<br>1,245<br>1,150 |
|-----------------------|---|-------------------------|----|---------------------------|---------------------------------|----------------------------------|----------------------------------|--|--|---|--------------------------------------|----------------|--|
| Total                 | ueraun  | \$ <u>2,231</u>         | \$ | 2,222                     | \$<br>2,241                     | \$<br>2,195                      | \$<br>2,244                      | \$ 83,193                                      | \$ <u>81,925</u>                               | \$  | \$ 78,7                              |                | 194<br>\$ <u>78,561</u>                        |

<sup>(1)</sup> The Valuation of Securities Taskforce of the NAIC instituted a new process to be used by insurance companies during the fourth quarter of 2009 for statutory accounting, reporting and estimating risk-based capital requirements for non-agency RMBS, and as a result the NAIC ratings used for statutory reporting may differ from those shown above. The credit ratings shown here represent the external rating equivalent to the displayed NAIC rating.

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

|  | September 30, 2010 |   |       |                 |  |          | J                                       | une 30        | , 20     | 10  | _  | M                                       | larch | 1 31, 20            | 10  |
|--|--------------------|---|-------|-----------------|--|----------|---|---------------|----------|---|----|---|-------|---------------------|---|
|  | C                  | nrealized net<br>apital gains<br>and losses |       | Fair<br>value   | Fair value<br>as a percent o<br>amortized cost |          | Unrealized net capital gains and losses | Fair<br>valu  |          | Fair value<br>as a percent of<br>amortized cost (1) |    | Unrealized net capital gains and losses |       | -air<br>alue_       | Fair value<br>as a percent of<br>amortized cost (1) |
| Fixed income securities U.S. government and agencies             | \$                 | 532   | \$    | 11,253          | 105.0  | ) \$     | 512 \$                                  | 9,18          | 35       | 105.9   | \$ | 218 \$                                  |       | 3,422               | 102.7   |
| Municipal  |                    | 402   |       | 16,768          | 102.5  |          | 89                                      | 18,84         |          | 100.5   |    | (256)                                   |       | ),148               | 98.7  |
| Corporate  |                    | 2,334                                       |       | 37,204          | 106.7  |          | 1,445                                   | 35,93         |          | 104.2   |    | 914                                     |       | 1,499               | 102.7   |
| Foreign government<br>Residential mortgage-<br>backed securities |                    | 482   |       | 3,428           | 116.4  | •        | 350                                     | 3,25          | 02       | 112.1   |    | 306                                     | 3     | 3,314               | 110.2   |
| ("RMBS")<br>Commercial mortgage-                                 |                    | (693)                                       |       | 8,499           | 92.5   | ,        | (954)                                   | 8,96          | 61       | 90.4  |    | (1,231)                                 | 9     | ),112               | 88.1  |
| backed securities<br>("CMBS")<br>Asset-backed securities         |                    | (382)                                       |       | 1,993           | 83.9   | )        | (553)                                   | 2,13          | 32       | 79.4  |    | (768)                                   | 2     | 2,452               | 76.1  |
| ("ABS")  |                    | (270)                                       |       | 4,010           | 93.7   | ,        | (390)                                   | 3,57          | 72       | 90.2  |    | (387)                                   | 3     | 3,297               | 89.5  |
| Redeemable preferred<br>stock<br>Total fixed income              | _                  | 2   |       | 38              | 105.6  | <b>;</b> | 1                                       | 3             | 39       | 102.6   |    | 2                                       |       | 40                  | 105.3   |
| securities   |                    | 2,407                                       |       | 83,193          | 103.0  | )        | 500                                     | 81,92         | 25       | 100.6   |    | (1,202)                                 | 81    | ,284                | 98.5  |
| Equity securities  |                    | 260   |       | 3,707           | 107.5  |          | (102)                                   | 3,25          |          | 97.0  |    | 371                                     |       | 3,807               | 110.8   |
| Short-term investments Derivatives                               |                    | (17)  |       | 2,776<br>318    | 100.0<br>94.9                                  |          | 2                                       | 2,41<br>28    |          | 100.0<br>100.7                                      |    | (18)                                    | 2     | 2,482<br>437        | 100.0<br>96.0                                       |
| Unrealized net capital gains                                     | _                  | (11)  |       | 310             | 54.3   | '        |   |               |          | 100.7   |    | (10)                                    |       | 401                 | 30.0  |
| and losses, pre-tax  Amounts recognized for:                     | \$_                | 2,650                                       | \$    | 89,994          | 103.0  | ) \$     | 400_\$                                  | 87,87         | '6       | 100.5   | \$ | (849) \$                                | 88    | 3,010               | 99.0  |
| Insurance reserves (2)   |                    | (608)                                       |       |                 |  |          | (292)                                   |               |          |   |    | _                                       |       |                     |   |
| DAC and DSI (3)  |                    | (49)  |       |                 |  |          | 403                                     |               |          |   |    | 726                                     |       |                     |   |
| Amounts recognized   |                    | (657)                                       |       |                 |  |          | 111                                     |               |          |   |    | 726                                     |       |                     |   |
| Deferred income taxes  | _                  | (701)                                       |       |                 |  |          | (183)                                   |               |          |   |    | 39                                      |       |                     |   |
| Unrealized net capital gains and losses, after-tax               | \$_                | 1,292                                       |       |                 |  | _\$      | 328                                     |               |          |   | \$ | (84)                                    |       |                     |   |
|  | _                  | De  | ece   | ember 31,       | 2009   | _        | Sept                                    | ember         | 30,      | 2009  | -  | J                                       | lune  | 30, 200             | 09  |
|  | C                  | nrealized net<br>apital gains<br>and losses |       | Fair<br>value   | Fair value<br>as a percent o<br>amortized cost |          | Unrealized net capital gains and losses | Fair<br>valu  |          | Fair value<br>as a percent of<br>amortized cost (1) | )  | Unrealized net capital gains and losses |       | -air<br>alue        | Fair value<br>as a percent of<br>amortized cost (1) |
| Fixed income securities U.S. government and                      |                    |   |       |                 |  |          |   |               |          |   |    |   |       |                     |   |
| agencies<br>Municipal  | \$                 | 203<br>(403)                                | \$    | 7,536<br>21,280 | 102.8<br>98.1                                  |          | 5 255 \$<br>39                          | 8,13<br>22,16 |          | 103.2<br>100.2                                      | \$ | 253 \$<br>(1,025)                       |       | I,185<br>3,097      | 106.4<br>95.8                                       |
| Corporate  |                    | 345   |       | 33,115          | 101.1  |          | 206                                     | 32,05         |          | 100.2   |    | (1,550)                                 |       | 9,938               | 95.1  |
| Foreign government   |                    | 291   |       | 3,197           | 110.0  | )        | 330                                     | 2,87          | 4        | 113.0   |    | 244                                     | 2     | 2,723               | 109.8   |
| RMBS   |                    | (1,500)                                     |       | 7,987           | 84.2   |          | (1,756)                                 | 8,07          |          | 82.1  |    | (2,160)                                 |       | 7,503               | 77.6  |
| CMBS<br>ABS  |                    | (925)<br>(488)                              |       | 2,586<br>3,026  | 73.7<br>86.1                                   |          | (1,159)<br>(720)                        | 2,57<br>2,63  |          | 69.0<br>78.6  |    | (1,746)<br>(1,134)                      |       | 3,237<br>2,051      | 65.0<br>64.4  |
| Redeemable preferred stock                                       |                    | (400)                                       |       | 39              | 100.0  |          | (1)                                     |               | 37       | 97.4  |    | (6)                                     | _     | 32                  | 84.2  |
| Total fixed income<br>securities                                 |                    | (2,477)                                     |       | 78,766          | 97.0   | )        | (2,806)                                 | 78,56         | 61       | 96.6  |    | (7,124)                                 | 72    | 2,766               | 91.1  |
| Equity securities  |                    | 179   |       | 5,024           | 103.7  |          | 329                                     | 4,60          |          | 107.7   |    | (186)                                   |       | 3,297               | 94.7  |
| Short-term investments Derivatives                               |                    | (23)  |       | 3,056<br>548    | 100.0<br>96.0                                  |          | (24)                                    | 3,47          | '0<br>88 | 100.0<br>95.7                                       |    | (15)                                    | 6     | 3,070               | 100.0<br>96.8                                       |
| Unrealized net capital gains and losses, pre-tax                 | \$                 | •   | \$    | 87,394          | 97.4   |          |   |               |          | 95.7<br>97.2  | \$ | (15)<br>(7,325) \$                      | 82    | <u>449</u><br>2.582 | 91.9  |
| Amounts recognized for:  | -                  | (=,0==)                                     | . ~ : | ,,,,,,          | J1   | *        | (2,002)                                 |               | _        | 32  | -  | (.,020)                                 | ===   | <u></u>             | 02.0  |
| Insurance reserves (2) DAC and DSI (3)                           |                    | 990   |       |                 |  |          | 2,679                                   |               |          |   |    | 4,064                                   |       |                     |   |
| Amounts recognized   | _                  | 990   | •     |                 |  |          | 2,679                                   |               |          |   |    | 4,064                                   |       |                     |   |
| •  |                    |   |       |                 |  |          | •                                       |               |          |   |    | •                                       |       |                     |   |

| Deferred income taxes        | 461         |    | (66) | )        |          | 1,149   |
|------------------------------|-------------|----|------|----------|----------|---------|
| Unrealized net capital gains | (070)       | _  | 110  | _        |          | (0.110) |
| and losses, after-tax        | \$<br>(870) | \$ | 112  | <u> </u> | <i>,</i> | (2,112) |

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

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 realized and reinvested at current lower interest rates, resulting in a premium deficiency. Although we evaluate premium deficiencies on the combined performance of our life insurance and immediate annuities with life contingencies, the adjustment primarily relates to structured settlement annuities with life contingencies, in addition to annuity buy-outs and certain payout annuities with life contingencies.

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 respective product portfolios were realized. Only the unrealized net capital gains and losses on the Allstate Financial fixed annuity and interest-sensitive life product portfolios are used in this calculation. The reduction in unrealized net capital losses in the first, second and third quarter of 2010 for these product portfolios was less than the reduction in unrealized net capital losses for the total Allstate Financial and consolidated portfolios. The DAC and DSI adjustment balance, subject to limitations, is determined by applying the DAC and DSI amortization rate to unrealized net capital gains or losses. Recapitalization of the DAC and DSI balances is limited to the originally deferred costs plus interest. The DAC adjustment balance (88% of the total DAC and DSI adjustment balance) was limited as of March 31, 2009 because the calculated amount, when added to the DAC balance before the impact of unrealized capital gains and losses, was greater than originally deferred costs plus interest. The DSI adjustment balance was limited as of March 31, 2009, June 30, 2009 and September 30, 2009. In periods subsequent to the adjustment balance reaching the limitation, the change in the adjustment will not trend in a linear relationship with the change in unrealized gains and losses until such time as the adjustment balance is below the limitation. The DAC and DSI adjustment balance was below the limitation in all periods beginning December 31, 2009. The limitation amount changes from period to period based on changes in the DAC and DSI balance before the impact of unrealized capital gains and losses, as well as new deferrals and interest.

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### THE ALLSTATE CORPORATION GROSS UNREALIZED GAINS AND LOSSES ON FIXED INCOME SECURITIES BY TYPE AND SECTOR

(\$ in millions)

As of September 30, 2010

| Corporate:                                 | _   | Par<br>value (1) | _   | Amortized cost | _   | Gross ur<br>Gains |    | unrealized<br>Losses |     | Fair<br>value | Amortized cost as a percent of par value (2) | Fair value<br>as a percent<br>of par <sub>2</sub> value |
|--|-----|------------------|-----|----------------|-----|-------------------|----|----------------------|-----|---------------|--|---|
| Banking                                    | \$  | 4,273            | \$  | 4,142          | \$  | 187               | \$ | (126)                | \$  | 4,203         | 96.9 %                                       | 98.4 %  |
| Consumer goods (cyclical and non-cyclical) | Ψ   | 5,885            | Ψ   | 5,943          | Ψ   | 458               | Ψ  | (30)                 | Ψ   | 6,371         | 101.0  | 108.3   |
| Financial services                         |     | 3,601            |     | 3,506          |     | 206               |    | (30)                 |     | 3,682         | 97.4   | 102.2   |
| Utilities                                  |     | 6,181            |     | 6,186          |     | 619               |    | (24)                 |     | 6,781         | 100.1  | 109.7   |
| Transportation                             |     | 1,774            |     | 1,792          |     | 151               |    | (21)                 |     | 1,922         | 101.0  | 108.3   |
| Capital goods                              |     | 3,650            |     | 3,647          |     | 340               |    | (19)                 |     | 3,968         | 99.9   | 108.7   |
| Basic industry                             |     | 1,542            |     | 1,564          |     | 116               |    | `(7)                 |     | 1,673         | 101.4  | 108.5   |
| Energy                                     |     | 2,308            |     | 2,324          |     | 191               |    | (6)                  |     | 2,509         | 100.7  | 108.7   |
| Technology                                 |     | 1,404            |     | 1,421          |     | 99                |    | (6)                  |     | 1,514         | 101.2  | 107.8   |
| Communications                             |     | 2,151            |     | 2,129          |     | 156               |    | (4)                  |     | 2,281         | 99.0   | 106.0   |
| FDIC guaranteed                            |     | 951              |     | 957            |     | 8                 |    | -                    |     | 965           | 100.6  | 101.5   |
| Other                                      |     | 1,394            |     | 1,259          |     | 87                |    | (11)                 |     | 1,335         | 90.3   | 95.8  |
| Total corporate fixed income portfolio     | _   | 35,114           | _   | 34,870         | _   | 2,618             | -  | (284)                | _   | 37,204        | 99.3   | 106.0   |
| U.S. government and agencies               |     | 11,306           |     | 10,721         |     | 533               |    | (1)                  |     | 11,253        | 94.8   | 99.5  |
| Municipal                                  |     | 20,514           |     | 16,366         |     | 803               |    | (401)                |     | 16,768        | 79.8   | 81.7  |
| Foreign government                         |     | 3,400            |     | 2,946          |     | 482               |    | -                    |     | 3,428         | 86.6   | 100.8   |
| RMBS                                       |     | 9,913            |     | 9,192          |     | 245               |    | (938)                |     | 8,499         | 92.7   | 85.7  |
| CMBS                                       |     | 2,424            |     | 2,375          |     | 59                |    | (441)                |     | 1,993         | 98.0   | 82.2  |
| ABS  |     | 4,686            |     | 4,280          |     | 105               |    | (375)                |     | 4,010         | 91.3   | 85.6  |
| Redeemable preferred stock                 | _   | 37               | _   | 36             | _   | 2                 |    | _                    | _   | 38            | 97.3   | 102.7   |
| Total fixed income securities              | \$_ | 87,394           | \$_ | 80,786         | \$_ | 4,847             | \$ | (2,440)              | \$_ | 83,193        | 92.4   | 95.2  |

Included in par value are zero-coupon securities that are generally purchased at a deep discount to the par value that is received at maturity. These primarily included corporate, municipal, foreign government and U.S. government and agencies zero-coupon securities with par value of \$728 million, \$5.90 billion, \$1.36 billion and \$1.71 billion, respectively.

Excluding the impact of zero-coupon securities, the percentage of amortized cost to par value would be 99.8% for corporates, 99.6% for municipals, 103.9% for foreign governments and 101.5% for U.S. government and agencies. Similarly, excluding the impact of zero-coupon securities, the percentage of fair value to par value would be 106.4% for corporates, 102.7% for municipals, 114.0% for foreign governments and 104.4% for U.S. government and agencies.

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#### THE ALLSTATE CORPORATION FAIR VALUE AND UNREALIZED NET CAPITAL GAINS AND LOSSES FOR FIXED INCOME SECURITIES BY CREDIT RATING (\$ in millions)

As of Sentember 30, 2010

|                              |               |                        |      |    |               |    |                           |    |               |                        | AS 01 3 | ep | terriber .    | 3U, | , 2010                 |      |               |                        |       |              |               | —  |                           |
|------------------------------|---------------|------------------------|------|----|---------------|----|---------------------------|----|---------------|------------------------|---------|----|---------------|-----|------------------------|------|---------------|------------------------|-------|--------------|---------------|----|---------------------------|
|                              |               | a                      | Aa   |    |               |    | Α                         |    |               |                        | Baa     |    |               |     | Ва                     | ı or | lower         |                        | Total |              |               |    |                           |
|                              | Fair<br>value | Unrealized gain/(loss) |      | _  | Fair<br>value |    | Unrealized<br>gain/(loss) | _  | Fair<br>value | Unrealized gain/(loss) |         |    | Fair<br>value |     | Unrealized gain/(loss) |      | Fair<br>value | Unrealized gain/(loss) |       | Par<br>value | Fair<br>value |    | Jnrealized<br>gain/(loss) |
| U.S. government and agencies | \$11,253      | \$                     | 532  | \$ | -             | \$ | - :                       | \$ | -             | \$                     | -       | \$ | -             | \$  | -                      | \$   | -             | \$                     | -     | \$11,306     | \$11,253      | \$ | 532                       |
| Municipal                    |               |                        |      |    |               |    |                           |    |               |                        |         |    |               |     |                        |      |               |                        |       |              |               |    |                           |
| Tax exempt                   | 1,512         |                        | 117  |    | 4,682         |    | 242                       |    | 2,916         |                        | 130     |    | 1,277         |     | (8)                    |      | 581           |                        | (57)  | 11,612       | 10,968        |    | 424                       |
| Taxable<br>Auction rate      | 189           |                        | 12   |    | 2,506         |    | 160                       |    | 1,177         |                        | 19      |    | 471           |     | (52)                   |      | 166           |                        | (59)  | 7,509        | 4,509         |    | 80                        |
| securities                   | 940           |                        | (47) |    | 92            |    | (12)                      |    | 116           |                        | (16)    |    | 42            |     | (8)                    |      | 101           |                        | (19)  | 1.393        | 1.291         |    | (102)                     |

| Corporate Public Privately placed Hybrid                            | 1,792<br>1,158<br>35 | 54<br>74<br>5 | 2,776<br>1,672<br>44 | 184<br>104<br>5 | 7,210<br>3,632<br>402 | 628<br>268<br>(48) | 8,561<br>6,307<br>462 | 688<br>312<br>(67) | 1,692<br>1,326<br>135 | 64<br>53<br>10 | 20,290<br>13,612<br>1,212 | 22,031<br>14,095<br>1,078 | 1,618<br>811<br>(95) |
|---|----------------------|---------------|----------------------|-----------------|-----------------------|--------------------|-----------------------|--------------------|-----------------------|----------------|---------------------------|---------------------------|----------------------|
| Foreign<br>government   | 2,057                | 357           | 431                  | 32              | 548                   | 57                 | 392                   | 36                 | -                     | -              | 3,400                     | 3,428                     | 482                  |
| RMBS U.S. government sponsored entities Prime residential mortgage- | 5,025                | 180           | -                    | -               | -                     | -                  | -                     | -                  | -                     | -              | 4,770                     | 5,025                     | 180                  |
| backed<br>securities<br>Alt-A residential<br>mortgage-<br>backed    | 505                  | 4             | 74                   | (2)             | 213                   | 1                  | 20                    | (5)                | 533                   | (9)            | 1,432                     | 1,345                     | (11)                 |
| securities Subprime residential mortgage- backed                    | 43                   | (1)           | 66                   | (6)             | 125                   | (7)                | 40                    | (5)                | 404                   | (106)          | 1,048                     | 678                       | (125)                |
| securities  | 92                   | (3)           | 292                  | (123)           | 93                    | (25)               | 100                   | (26)               | 874                   | (560)          | 2,663                     | 1,451                     | (737)                |
| CMBS  | 1,205                | 34            | 219                  | (28)            | 217                   | (63)               | 230                   | (183)              | 122                   | (142)          | 2,424                     | 1,993                     | (382)                |
| ABS Collateralized debt obligations Consumer and other asset-       | 28                   | -             | 608                  | (21)            | 507                   | (69)               | 240                   | (91)               | 430                   | (123)          | 2,487                     | 1,813                     | (304)                |
| backed<br>securities  | 1,253                | 37            | 349                  | 4               | 309                   | -                  | 266                   | (3)                | 20                    | (4)            | 2,199                     | 2,197                     | 34                   |
| Redeemable preferred stock Total fixed income                       |                      |               | 1                    |                 | 2                     |                    | 34                    | 2                  | 1_                    |                | 37                        | 38                        | 2                    |
|   | \$ <u>27,087</u> \$  | 1,355         | \$ <u>13,812</u>     | \$ <u>539</u>   | \$ <u>17,467</u>      | \$ 875             | \$ 18,442             | \$ 590             | \$6,385               | \$ (952)       | \$87,394                  | \$ <u>83,193</u>          | \$2,407              |

## THE ALLSTATE CORPORATION REALIZED CAPITAL GAINS AND LOSSES BY TRANSACTION TYPE (\$ in millions)

|   |            |                  |                  |              | Three months ended |             |                  |              |      |                  |       |                 |    |                  |    |                  |      |                   |
|---|------------|------------------|------------------|--------------|--------------------|-------------|------------------|--------------|------|------------------|-------|-----------------|----|------------------|----|------------------|------|-------------------|
|   |            | ept. 30,<br>2010 | June 30,<br>2010 |              | March 31,<br>2010  |             | Dec. 31,<br>2009 |              | S    | ept. 30,<br>2009 | J<br> | une 30,<br>2009 |    | arch 31,<br>2009 | S  | ept. 30,<br>2010 | -    | Sept. 30,<br>2009 |
| Impairment write-downs (1)<br>Change in intent write-               | \$         | (137)            | \$               | (239)        | \$                 | (223)       | \$               | (270)        | \$   | (381)            | \$    | (291)           | \$ | (620)            | \$ | (599)            | \$   | (1,292)           |
| downs (2)  Net other-than-temporary impairment losses recognized in |            | (30)             | _                | (67)         | _                  | (32)        | _                | (215)        | _    | (11)             | _     | (26)            | _  | (105)            |    | (129)            | _    | (142)             |
| earnings Sales Valuation of derivative                              |            | (167)<br>319     |                  | (306)<br>145 |                    | (255)<br>88 |                  | (485)<br>390 |      | (392)<br>201     |       | (317)<br>263    |    | (725)<br>418     |    | (728)<br>552     |      | (1,434)<br>882    |
| instruments Settlements of derivative                               |            | (133)            |                  | (283)        |                    | (155)       |                  | 166          |      | (269)            |       | 367             |    | 103              |    | (571)            |      | 201               |
| instruments EMA limited partnership                                 |            | (152)            |                  | (27)         |                    | (30)        |                  | (110)        |      | (92)             |       | 52              |    | (12)             |    | (209)            |      | (52)              |
| income<br>Total   | \$ <u></u> | (11)<br>(144)    | \$ =             | 20<br>(451)  | \$_                | (348)       | \$ _             | (33)         | \$ _ | 33<br>(519)      | \$ _  | (37)<br>328     | \$ | (143)<br>(359)   | \$ | 13<br>(943)      | \$ _ | (147)<br>(550)    |

<sup>(1)</sup> Beginning April 1, 2009 for fixed income securities, impairment write-downs reflect the credit loss component of issue specific other-than-temporary declines in fair value where the amortized cost basis is not expected to be entirely recovered. For periods prior to April 1, 2009 for fixed income securities and all periods for equity securities, impairment write-downs reflect issue specific other-than-temporary declines in fair value, including instances where the Company could not reasonably assert that the recovery period would be temporary.

<sup>(2)</sup> Beginning April 1, 2009 for fixed income securities, change in intent write-downs reflect instances where the Company has made a decision to sell the security or it is more likely than not the Company will be required to sell the security before recovery of its amortized cost basis. For periods prior to April 1, 2009 for fixed income securities and all periods for equity securities, change in intent write-downs reflect instances where the Company could not assert a positive intent to hold until recovery.

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

Three months ended Nine months ended Sept. 30, June 30. March 31. Dec. 31. Sept. 30, June 30. March 31. Sept. 30. Sept. 30 2009 2010 2010 2010 2009 2009 2009 2010 2009 **NET INVESTMENT** INCOME Fixed income securities: \$ 165 225 450 Tax-exempt 132 153 180 \$ 204 217 646 109 Taxable 152 143 130 126 120 111 425 340 16 23 20 29 13 15 59 46 Equity securities 18 2 Mortgage loans 1 1 1 4 1 Limited partnership 5 interests (1) 3 3 3 4 2 2 1 9 Short-term 1 1 1 2 1 3 3 5 2 3 954 Sub-total 305 328 321 342 344 350 355 1,049 Less: Investment (21)(18)(17)(18)(18)(16)(11)(56)(45) expense Net investment 284 310 304 324 326 334 344 898 1,004 income Net investment income, after-tax 225 249 \$ 247 266 273 282 290 721 845 **PRE-TAX YIELDS** Fixed income securities: 4.9 4.9 4.9 5.0 5.0 5.2 4.9 5.1 4.9 Tax-exempt Equivalent yield for tax-7.1 7.1 7.1 7.1 7.6 7.1 7.4 exempt 7.3 7.3 4.2 Taxable 3.4 3.5 3.5 3.7 3.9 4.2 4.7 3.5 Equity securities 2.0 2.9 2.0 2.7 1.5 2.2 2.1 2.2 1.9 Mortgage loans 4.2 5.4 6.0 5.0 4.5 4.5 4.5 5.4 4.6 Limited partnership interests 0.6 0.6 8.0 8.0 0.6 0.4 0.3 0.6 0.4 Total portfolio (3) 3.8 3.9 4.3 3.7 3.5 3.7 3.9 4.1 4.1 **REALIZED** CAPITAL GAINS AND LOSSES (PRE-TAX) BY ASSET TYPE Fixed income securities: \$ 76 (23)\$ (4) \$ (12)27 9 (28)\$ 49 \$ Tax-exempt Taxable 25 6 (40)(10)(43)(3)(12)(7)25 (22)(138)Equity securities 68 14 336 26 107 (134)Limited partnership (164)interests (13)15 (7) 19 11 (30)(5)(183)Derivatives and other (263)(129)(150)(68)(306)199 (542)(84)(107)(106)(190)235 (290) 201 (314)(403)(403)Total **REALIZED CAPITAL GAINS** AND LOSSES (PRE-TAX) BY **TRANSACTION** TYPE Impairment writedowns \$ (57)(96) \$ (79) \$ (91)\$ (100)(87)(256)(232)(443)Change in intent write-downs (4) (10)(10)(9) (6) (10)(1) (72)(29)(83)Net other-thantemporary impairment losses recognized (88)(88)(328)(261)(526)in earnings (67)(106)(97)(110)Sales (4) 228 121 41 377 91 93 50 390 234 Valuation of derivative (143)(134)(101)53 (209)188 20 (378)(1) instruments Settlements of derivative 3 (49)(121)(99)6 (82) (118)11 (164)instruments **EMA** limited partnership income (28)(107)(106)(190)235 (290)201 (314)(403)(403)Total

At September 30, 2010, Property-Liability has commitments to invest in additional limited partnership interests totaling \$702 million.

Pre-tax yields are calculated as annualized investment income (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. Investment balances, for purposes of the pre-tax yield calculation, exclude unrealized capital gains and losses.

The pre-tax yield for the total portfolio reflects the yield on total investments. Total investments includes fixed income and equity securities, mortgage loans, limited partnership interests, short-term and other investments.

Includes \$1 million and \$8 million of write-downs for equity securities effectively carried on a lower of cost or fair value basis because we do not intend to hold them until recovery for the three months and nine months ended September 30, 2010, respectively.

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

|  | Three months ended |   |         |   |                          |  |                          |  |          |  |          |  |           |  | Nine months ended |   |                |   |  |
|--|--------------------|---|---------|---|--------------------------|--|--------------------------|--|----------|--|----------|--|-----------|--|-------------------|---|----------------|---|--|
|  |                    | Sept. 30,<br>2010                                   | ] _     | June 30,<br>2010                                    | M                        | March 31,<br>2010                                      |                          | Dec. 31,<br>2009                                       | _        | Sept. 30,<br>2009                                      |          | June 30,<br>2009                                       |           | larch 31,<br>2009                                      | -                 | Sept. 30,<br>2010   |                | Sept. 30,<br>2009   |  |
| NET INVESTMENT INCOME  Fixed income securities  Equity securities  Mortgage loans  Limited partnership interests (1)  Short-term  Other  Sub-total  Less: Investment expense  Net investment income  Net investment income, aftertax                       | \$ \$              | 631<br>1<br>92<br>3<br>1<br>3<br>731<br>(24)<br>707 | \$ 5 5  | 646<br>2<br>99<br>4<br>-<br>-<br>751<br>(28)<br>723 | \$<br>-<br>\$<br>=<br>\$ | 652<br>1<br>103<br>3<br>1<br>(2)<br>758<br>(27)<br>731 | \$<br>-<br>\$<br>=<br>\$ | 657<br>1<br>109<br>2<br>1<br>(4)<br>766<br>(29)<br>737 | \$ \$ \$ | 654<br>2<br>119<br>2<br>2<br>(7)<br>772<br>(28)<br>744 | \$ \$ \$ | 658<br>1<br>130<br>2<br>2<br>(4)<br>789<br>(25)<br>764 | \$ - \$ - | 699<br>1<br>136<br>2<br>7<br>(1)<br>844<br>(25)<br>819 | \$ \$ \$          | 1,929<br>4<br>294<br>10<br>2<br>1<br>2,240<br>(79)<br>2,161 | \$<br>\$<br>\$ | 2,011<br>4<br>385<br>6<br>11<br>(12)<br>2,405<br>(78)<br>2,327<br>1,524 |  |
| PRE-TAX YIELDS (2) Fixed income securities Equity securities Mortgage loans Limited partnership interests Total portfolio (3)  |                    | 5.0<br>2.8<br>5.2<br>1.0<br>4.8                     |         | 5.1<br>3.5<br>5.4<br>1.8<br>4.8                     |                          | 5.1<br>2.3<br>5.3<br>1.0<br>4.7                        |                          | 5.2<br>3.7<br>5.2<br>1.0<br>4.7                        |          | 5.2<br>3.1<br>5.3<br>0.6<br>4.7                        |          | 5.3<br>4.8<br>5.5<br>0.7<br>4.8                        |           | 5.6<br>2.9<br>5.5<br>0.8<br>5.0                        |                   | 5.1<br>2.9<br>5.3<br>1.3<br>4.8                             |                | 5.3<br>3.6<br>5.4<br>0.7<br>4.8   |  |
| REALIZED CAPITAL GAINS AND LOSSES (PRE-TAX) BY ASSET TYPE  Fixed income securities Equity securities Mortgage loans Limited partnership interests Derivatives and other Total  | \$<br>\$           | (19)<br>15<br>(1)<br>(6)<br>(27)<br>(38)            | \$<br>- | (177)<br>20<br>(28)<br>9<br>(177)<br>(353)          | \$<br>=                  | (92)<br>-<br>(25)<br>(15)<br>(30)<br>(162)             | \$<br>                   | (342)<br>2<br>(30)<br>(26)<br>121<br>(275)             | \$       | (64)<br>1<br>(66)<br>(32)<br>(73)<br>(234)             | \$       | 2<br>1<br>(16)<br>(53)<br>187<br>121                   | \$<br>\$  | 140<br>(25)<br>(32)<br>(171)<br>45<br>(43)             | \$                | (288)<br>35<br>(54)<br>(12)<br>(234)<br>(553)               | \$             | 78<br>(23)<br>(114)<br>(256)<br>159<br>(156)                            |  |
| REALIZED CAPITAL GAINS AND<br>LOSSES (PRE-TAX) BY<br>TRANSACTION TYPE<br>Impairment write-downs<br>Change in intent write-downs<br>Net other-than-temporary<br>impairment losses recognized<br>in earnings<br>Sales<br>Valuation of derivative instruments | \$                 | (80)<br>(20)<br>(100)<br>89<br>10                   | \$ _    | (143)<br>(57)<br>(200)<br>18<br>(149)               | \$_                      | (144)<br>(23)<br>(167)<br>44<br>(54)                   | \$_                      | (179)<br>(209)<br>(388)<br>10<br>113                   | \$       | (281)<br>(1)<br>(282)<br>106<br>(60)                   | \$ -     | (204)<br>(25)<br>(229)<br>163<br>179                   | \$        | (357)<br>(33)<br>(390)<br>359<br>83                    | \$                | (367)<br>(100)<br>(467)<br>151<br>(193)                     | \$_            | (842)<br>(59)<br>(901)<br>628<br>202                                    |  |
| Settlements of derivative instruments EMA limited partnership income Total   | \$                 | (34)<br>(3)<br>(38)                                 | \$      | (30)<br>8<br>(353)                                  | \$_                      | 19<br>(4)<br>(162)                                     | \$_                      | 11<br>(21)<br>(275)                                    | \$_      | 7<br>(5)<br>(234)                                      | \$       | 41<br>(33)<br>121                                      | \$_       | (18)<br>(77)<br>(43)                                   | \$                | (45)<br>1<br>(553)  | \$_            | 30<br>(115)<br>(156)  |  |

<sup>(1)</sup> At September 30, 2010, Allstate Financial has commitments to invest in additional limited partnership interests totaling \$668 million.

#### **Definitions of Non-GAAP and Operating Measures**

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

#### Operating income (loss) is net income (loss), 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 (loss),
- amortization of DAC and deferred sales inducements ("DSI"), to the extent they resulted from the recognition of certain realized capital gains and losses,
- 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.

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Pre-tax yields are calculated as annualized investment income (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. Investment balances, for purposes of the pre-tax yield calculation, exclude unrealized capital gains and losses.

<sup>(3)</sup> The pre-tax yield for the total portfolio reflects the yield on total investments. Total investments include fixed income and equity securities, mortgage loans, limited partnership interests, short-term and other investments.

Net income (loss) is the GAAP measure that is most directly comparable to operating income (loss). We use operating income (loss) 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, gain (loss) on disposition of operations and adjustments for other significant non-recurring, infrequent or unusual items. Realized capital gains and losses 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 (loss) 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 (loss), 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. Non-recurring items are excluded because, by their nature, they are not indicative of our business or economic trends. Accordingly, operating income (loss) 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 (loss) 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 (loss) is used by management along with the other components of net income (loss) to assess our performance. We use adjusted measures of operating income (loss) and operating income (loss) per diluted share in incentive compensation. Therefore, we believe it is useful for investors to evaluate net income (loss), operating income (loss) 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 (loss) 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 (loss) as the denominator. Operating income (loss) should not be considered as a substitute for net income (loss) and does not reflect the overall profitability of our business. A reconciliation of operating income (loss) to net income (loss) is provided in the schedule, "Contribution to Income".

**Underwriting income (loss)** 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 (loss) is the most directly comparable GAAP measure. Underwriting income (loss) should not be considered as a substitute for net income (loss) and does not reflect the overall profitability of our business. A reconciliation of Property-Liability underwriting income (loss) to net income (loss) 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. The most directly comparable GAAP measure is 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. These 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. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The combined ratio excluding the effect of catastrophes should not be considered a substitute for the combined ratio and does not reflect the overall underwriting profitability of our business. A reconciliation of combined ratio excluding the effect of catastrophes to combined ratio is provided in the schedule, "Property-Liability Results".

Combined ratio excluding the effect of catastrophes and prior year reserve reestimates ("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 catastrophes on the combined ratio and the effect of prior year reserve reestimates on the combined ratio. The most directly comparable GAAP measure is 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 and prior year reserve reestimates. These 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. We also provide it to facilitate a comparison to our outlook on the 2009 combined ratio excluding the effect of catastrophe losses and prior year reserve reestimates. The combined ratio excluding the effect of catastrophes and prior year reserve reestimates 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 combined ratio excluding the effect of catastrophes and prior year reserve reestimates to combined ratio is provided in the schedule, "Property-Liability Results".

Operating income return on 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 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 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 shareholders' equity excluding the effect of unrealized net capital gains and losses for the denominator as a representation of 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 and return on 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 net income return on 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 shareholders' equity from return on shareholders' equity is the transparency and understanding of their significance to return on shareholders' equity variability and profitability while recognizing these or similar items may recur in subsequent periods. Therefore, we believe it is useful for investors to have operating income return on shareholders' equity and return on 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 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 shareholders' equity should not be considered as a substitute for return on shareholders' equity and does not reflect the overall profitability of our business. A reconciliation of return on shareholders' equity and operating income return on shareholders' equity can be found in the schedule, "Return on Shareholders' Equity".

Book value per 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 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 shares outstanding plus dilutive potential shares outstanding. Book value per share is the most directly comparable GAAP measure. We use the trend in book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities in conjunction with book value per 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 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 share, excluding the impact of unrealized net capital gains and losses on fixed income securities, should not be considered as a substitute for book value per share, and does not reflect the recorded net worth of our business. A reconciliation of book value per share, excluding the impact of unrealized net capital gains and losses on fixed income securities, and book value per share can be found in the schedule, "Book Value per Share".

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

**Premiums written** is the amount of premiums charged for policies issued during a fiscal period. Premiums earned is a GAAP measure. Premiums are considered earned and are included in financial results on a pro-rata basis over the policy period. The portion of premiums written applicable to the unexpired terms of the policies is recorded as unearned premiums on our Consolidated Statements of Financial Position. A reconciliation of premiums written to premiums earned is presented in the schedule, "Property-Liability Results".

**Premiums and deposits** is an operating measure that we use to analyze production trends for Allstate Financial sales. It includes premiums on insurance policies and annuities and all deposits and other funds received from customers on deposit-type products including the net new deposits of Allstate Bank, which we account for under GAAP as increases to liabilities rather than as revenue. An illustration of where premiums and deposits are reflected in the consolidated financial statements is included in the schedule, "Allstate Financial Results".

#### Definitions of GAAP Operating Ratios and Impacts of Specific Items on the GAAP Operating Ratios

We use the following operating ratios to measure the profitability of our Property-Liability results. We believe that they enhance an investor's understanding of our profitability. They are calculated as follows:

Claims and claims expense ("loss") ratio is the ratio of claims and claims expense to premiums earned. Loss ratios include the impact of catastrophe losses.

Expense ratio is the ratio of amortization of DAC, operating costs and expenses and restructuring and related charges to premiums earned.

**Combined ratio** is the ratio of claims and claims expense, amortization of DAC, operating costs and expenses and restructuring and related charges to premiums earned. The combined ratio is the sum of the loss ratio and the expense ratio. The difference between 100% and the combined ratio represents underwriting income (loss) as a percentage of premiums earned.

**Effect of Discontinued Lines and Coverages on combined ratio** is the ratio of claims and claims expense and other costs and expenses in the Discontinued Lines and Coverages segment to Property-Liability premiums earned. The sum of the effect of Discontinued Lines and Coverages on the combined ratio and the Allstate Protection combined ratio is equal to the Property-Liability combined ratio.

**Effect of catastrophe losses on combined ratio** is the percentage of catastrophe losses included in claims and claims expense to premiums earned. This ratio includes prior year reserve reestimates of catastrophe losses.

**Effect of prior year reserve reestimates on combined ratio** is the percentage of prior year reserve reestimates included in claims and claims expense to premiums earned. This ratio includes prior year reserve reestimates of catastrophe losses.

**Effect of pre-tax reserve reestimates on combined ratio** is the percentage of prior year reserve reestimates included in claims and claims expense to premiums earned. This ratio includes prior year reserve reestimates of catastrophe losses.

Effect of restructuring and related charges on combined ratio is the percentage of restructuring and related charges to premiums earned.