

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

FORM 8-K

CURRENT REPORT

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

Date of report (Date of earliest event reported): May 1, 2018

THE ALLSTATE CORPORATION

(Exact name of registrant as specified in its charter)

Delaware
(State or other
jurisdiction of incorporation)

1-11840
(Commission
File Number)

36-3871531
(IRS Employer
Identification No.)

2775 Sanders Road, Northbrook, Illinois
(Address of principal executive offices)

60062
(Zip Code)

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

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

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

Emerging growth company _____

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

Section 2 – Financial Information

Item 2.02. Results of Operations and Financial Condition.

The Registrant's press release dated May 1, 2018, announcing its financial results for the first quarter of 2018, and the Registrant's first quarter 2018 investor supplement are furnished as Exhibits 99.1 and 99.2, respectively, to this report. The information contained in the press release and the investor supplement are furnished and not filed pursuant to instruction B.2 of Form 8-K.

Section 9 – Financial Statements and Exhibits

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

- 99.1 [Registrant's press release dated May 1, 2018](#)
- 99.2 [First quarter 2018 Investor Supplement of The Allstate Corporation](#)

SIGNATURES

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

THE ALLSTATE CORPORATION
(Registrant)

By: /s/ Eric K. Ferren

Name: Eric K. Ferren

Title: Senior Vice President, Controller and Chief Accounting Officer

Date: May 1, 2018



FOR IMMEDIATE RELEASE

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Allstate Executing Profitable Growth Plan

Income benefited from lower accident frequency and catastrophe losses

NORTHBROOK, Ill., May 1, 2018 – The Allstate Corporation (NYSE: ALL) today reported financial results for the first quarter of 2018.

The Allstate Corporation Consolidated Highlights			
(\$ in millions, except per share data and ratios)	Three months ended March 31,		
	2018	2017	% / pts Change
Consolidated revenues	\$ 9,770	\$ 9,644	1.3
Net income applicable to common shareholders	946	666	42.0
per diluted common share	2.63	1.79	46.9
Adjusted net income*	1,066	608	75.3
per diluted common share*	2.96	1.64	80.5
Return on common shareholders' equity (trailing twelve months)			
Net income applicable to common shareholders	16.6%	11.6%	5.0
Adjusted net income*	15.0%	11.9%	3.1
Book value per common share	58.64	52.41	11.9
Property-Liability combined ratio			
Recorded	88.0	92.9	(4.9)
Underlying combined ratio* (excludes catastrophes, prior year reserve reestimates and amortization of purchased intangibles)	84.2	84.1	0.1
Property and casualty insurance premiums written	8,131	7,723	5.3
Catastrophe losses	361	781	(53.8)
Total policies in force (in thousands)	85,581	73,666	16.2

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

"Excellent execution of our operating plan led to increased growth and profitability in the first quarter of 2018. We also benefited from an unexpected decline in auto accident frequency, lower catastrophe losses and a reduction in federal taxes," said Tom Wilson, Chairman, President and Chief Executive Officer of The Allstate Corporation. "Net income was \$946 million, or \$2.63 per share, reflecting good margins in the Property-Liability, Life and Benefits businesses and a lower tax rate. The recorded combined ratio of 88.0 was 4.9 points below last year. We are also pleased that the Allstate and Esurance brands increased policies in force, due to higher customer retention and increased new business. Allstate Benefits and SquareTrade continued to have strong growth.

"Progress was also made on all the 2018 Operating Priorities in the first quarter. Customers were better served as internal measures of Net Promoter Score increased, which supports higher customer retention and growth. Investments contributed \$786 million of pre-tax income reflecting good results in the market and performance-based portfolios. Total portfolio return for the quarter was a negative 50 basis points as a 0.9% contribution from investment income was offset by a 1.4% decline in the current market value of the portfolio due to higher interest

rates, wider credit spreads and lower equity prices. Progress was also made in building long-term growth platforms and ensuring Allstate meets the needs of all of our stakeholders, as discussed in the recently released Prosperity Report," concluded Wilson.

First Quarter 2018 Results

- Total revenue of \$9.8 billion in the first quarter of 2018 increased 1.3% compared to the prior year quarter.
 - Property and casualty insurance premiums earned increased 4.1%.
 - Life premiums and contract charges increased 3.9%.
 - Net investment income increased 5.1%.
 - Realized capital losses were \$134 million compared to a gain of \$134 million in the prior year quarter, which reduced year-over-year revenue growth by 2.8 points.
- Net income applicable to common shareholders was \$946 million, or \$2.63 per diluted share, in the first quarter of 2018, compared to \$666 million, or \$1.79 per diluted share, in the first quarter of 2017. Adjusted net income* was \$1.07 billion in the first quarter of 2018, compared to \$608 million in the first quarter of 2017, as reduced catastrophe losses, a lower effective tax rate and improved underlying loss performance more than offset higher expenses.
- **Property-Liability** underwriting income of \$959 million was \$411 million better than the prior year quarter. Lower catastrophe losses, increased premiums earned and lower auto accident frequency were partially offset by higher operating expenses, increased severity and lower favorable prior year reserve reestimates.
 - The underlying combined ratio* of 84.2 for the first quarter of 2018 was essentially flat to the prior year quarter as improved auto insurance margins were offset by the impact of adverse weather in homeowners insurance. First quarter results were better than the annual outlook range of 86 to 88⁽¹⁾ as the continued reduction in accident frequency favorably impacted auto insurance profitability.
 - Non-catastrophe prior year reserve releases of \$55 million in the first quarter of 2018 included Allstate brand releases of \$56 million, primarily driven by auto injury coverages.

Property-Liability Results			
(% to earned premiums)	Three months ended March 31,		
	2018	2017	pts Change
Recorded Combined Ratio	88.0	92.9	(4.9)
Allstate Brand Auto	88.5	90.7	(2.2)
Allstate Brand Homeowners	80.8	93.7	(12.9)
Allstate Brand Other Personal Lines	89.0	93.1	(4.1)
Esurance	99.3	102.4	(3.1)
Encompass	98.4	111.7	(13.3)
Underlying Combined Ratio*	84.2	84.1	0.1
Allstate Brand Auto	90.0	90.9	(0.9)
Allstate Brand Homeowners	63.5	61.3	2.2
Allstate Brand Other Personal Lines	83.3	78.8	4.5
Esurance	98.4	100.2	(1.8)
Encompass	87.9	86.6	1.3

⁽¹⁾ A reconciliation of this non-GAAP measure to the combined ratio, a GAAP measure, is not possible on a forward-looking basis because it is not possible to provide a reliable forecast of catastrophes, and 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.

- **Allstate brand auto** net written premium grew 5.5% in the first quarter of 2018, reflecting a 4.8% increase in average premium and a 0.3% increase in policies in force. Growth in policies in force was driven by continued improvement in the renewal ratio and higher new issued applications.
 - The recorded combined ratio of 88.5 in the first quarter of 2018 was 2.2 points better than the prior year quarter, due to increased premiums earned, lower catastrophe losses and a broad-based decline in accident frequency. The underlying combined ratio* of 90.0 in the quarter was 0.9 points better than the prior year quarter.
- **Allstate brand homeowners** net written premium increased 4.4% in the first quarter of 2018 compared to the prior year quarter, due to increased average premium. Policies in force increased slightly compared to the prior year quarter, driven by improvement in the renewal ratio and increased new issued applications compared to the prior year quarter.
 - The recorded combined ratio of 80.8 in the first quarter of 2018 was 12.9 points better than the prior year quarter, due to lower catastrophe losses and increased premiums earned, partially offset by unfavorable prior year reserve reestimates compared to favorable reserve reestimates in the first quarter of 2017. The underlying combined ratio* of 63.5 was 2.2 points higher than the prior year quarter, due to elevated underlying loss costs, mainly driven by adverse winter weather in the eastern part of the U.S.
- **Allstate brand other personal lines** net written premium of \$375 million increased 1.9% in the first quarter of 2018 compared to the prior year quarter. The recorded combined ratio of 89.0 was 4.1 points better than the prior year quarter, primarily driven by lower catastrophe losses. The underlying combined ratio* of 83.3 in the first quarter of 2018 was 4.5 points higher than the prior year period, primarily due to elevated underlying loss costs.
- **Esurance** net written premium growth of 7.9% compared to the prior year quarter reflects increased average premium in auto and homeowners insurance, and a 1.1% increase in total policies in force. The strategy to drive broad-based growth across lines of business resulted in a 33.3% increase in homeowners policies in force and higher new issued auto applications and retention.
 - The recorded combined ratio of 99.3 in the first quarter of 2018 was 3.1 points better than the prior year quarter, due to improvement in both the loss ratio and expense ratio. The underlying combined ratio* of 98.4 was 1.8 points better than the prior year quarter, as both auto and homeowners insurance results improved.
- **Encompass** net written premium declined 5.5% in the first quarter of 2018 compared to the prior year quarter, reflecting the continued execution of profit improvement plans. The recorded combined ratio of 98.4 in the first quarter of 2018 was 13.3 points better than the prior year quarter, due to lower catastrophe losses. The underlying combined ratio* of 87.9 for the first quarter was 1.3 points higher than the prior year quarter as a higher expense ratio more than offset improvement in the underlying loss ratio.

- **Service Businesses** policies in force grew to 46.5 million, an increase of 11.7 million compared to the prior year quarter, driven by SquareTrade. Adjusted net loss of \$5 million in the first quarter of 2018 was \$5 million better than the first quarter of 2017, due to improved loss experience at SquareTrade, partially offset by investments in research and business expansion at Arity.

Service Businesses Results			
(\$ in millions)	Three months ended March 31,		
	2018	2017	% / \$ Change
Total Revenues	\$ 313	\$ 247	26.7 %
SquareTrade	122	59	106.8
Allstate Roadside Services	74	78	(5.1)
Allstate Dealer Services	96	90	6.7
Arity	21	20	5.0
Adjusted Net (Loss) / Income	\$ (5)	\$ (10)	\$ 5
SquareTrade	2	(8)	10
Allstate Roadside Services	(5)	(3)	(2)
Allstate Dealer Services	2	—	2
Arity	(4)	1	(5)

- **SquareTrade** revenue was \$122 million in the first quarter, reflecting policies in force growth of 11.9 million compared to the first quarter of 2017 and the adoption of a new revenue recognition accounting standard. Adjusted net income is not impacted by the new accounting standard and was \$2 million in the first quarter of 2018 due to improved loss experience.
- **Allstate Roadside Services** revenue in the first quarter of 2018 declined 5.1% compared to the prior year quarter, reflecting non-renewal of unprofitable third-party contracts. An adjusted net loss of \$5 million was realized, due to lower premiums earned and higher loss costs, partially offset by lower expenses.
- **Allstate Dealer Services** revenue grew 6.7% compared to the first quarter of 2017, and adjusted net income was \$2 million, reflecting improvement in loss costs.
- **Arity** had revenues of \$21 million in the first quarter of 2018, largely related to contracts with affiliates. The adjusted net loss of \$4 million represented continuing investments in business expansion and product development.
- **Allstate Life** adjusted net income was \$69 million in the first quarter of 2018, \$10 million higher than the prior year quarter, primarily due to a lower effective tax rate and higher premiums and contract charges, partially offset by adverse mortality. Premiums and contract charges increased 1.9% in the first quarter compared to the prior year quarter, primarily related to growth in traditional life insurance and lower levels of reinsurance premiums ceded.
- **Allstate Benefits** adjusted net income was \$28 million in the first quarter of 2018, \$6 million higher than the prior year quarter, primarily due to higher premiums and contract charges and a lower tax rate, partially offset by higher contract benefits. Premiums and contract charges increased 6.3% in the first quarter compared to the prior year quarter, due to 6.7% growth in policies in force.
- **Allstate Annuities** adjusted net income was \$35 million in the first quarter of 2018, \$6 million higher than the prior year quarter, primarily due to higher performance-based income. Policies in force declined 8.5% in the first quarter of 2018 as the business continues to run off.

- **Allstate Investments** \$83 billion portfolio generated net investment income of \$786 million in the first quarter, which was 5.1%, or \$38 million, above the prior year quarter.

Allstate Investment Results			
(\$ in millions, except ratios)	Three months ended March 31,		
	2018	2017	% / pts Change
Net investment income	\$ 786	\$ 748	5.1
Market-based investment income ⁽¹⁾	652	658	(0.9)
Performance-based investment income ⁽¹⁾	181	131	38.2
Realized capital gains and losses	(134)	134	NM
Change in unrealized net capital gains, pre-tax⁽²⁾	(1,002)	331	NM
Total return on investment portfolio	(0.5)%	1.6%	(2.1)

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

⁽²⁾ Excludes \$1.2 billion adjustment related to the adoption of recognition and measurement accounting standard in 2018.

NM = not meaningful

- **Market-based investments** contributed \$652 million of income in the first quarter of 2018, primarily from fixed-income securities.
- **Performance-based investments** generated income of \$181 million in the first quarter of 2018, which increased 38.2% over the prior year quarter, primarily reflecting private equity asset appreciation and continued growth of the performance-based portfolio.
- **Net realized capital losses** were \$134 million in the first quarter of 2018, compared to a gain of \$134 million in the prior year quarter. Net realized losses for the quarter primarily consisted of declines in the valuation of equity investments of \$83 million and losses on sales of \$42 million. Beginning in 2018, equity valuation changes are included in net income due to the adoption of a new accounting standard.
- **Unrealized net capital gains** decreased \$1 billion, post adoption of the new accounting standard, from prior year-end as higher market yields decreased fixed-income valuations.
- **Total return** on the investment portfolio was (0.5)% for the first quarter of 2018 as the 0.9% contribution from net investment income was more than offset by a 1.4% decline in the portfolio's current market value due to higher interest rates, credit spreads and lower equity prices.

Proactive Capital Management

"Allstate returned \$465 million of capital to our shareholders during the first quarter through a combination of \$132 million in common stock dividends and repurchasing \$333 million of outstanding shares. As of March 31, 2018, there was \$935 million remaining on the \$2 billion common share repurchase authorization," said Mario Rizzo, Chief Financial Officer.

"During the first quarter, Allstate issued \$575 million of noncumulative perpetual preferred stock and \$500 million in floating rate senior notes. The proceeds of these issuances are for general corporate purposes, including the redemption, repayment or repurchase of certain preferred stock and debt. Our adjusted net income return on common shareholders' equity* of 15.0% for the 12 months ended March 31, 2018 was an increase of 3.1 points compared to the prior year period. Book value per diluted common share of \$58.64 was 11.9% higher than March 31, 2017," concluded Rizzo.

Visit www.allstateinvestors.com to view additional information about Allstate's results, including a webcast of its quarterly conference call and the call presentation. The conference call will be held at 9 a.m. ET on Wednesday, May 2.

Forward-Looking Statements

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

THE ALLSTATE CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(\$ in millions, except per share data)

	Three months ended March 31,	
	2018	2017
	(unaudited)	
Revenues		
Property and casualty insurance premiums	\$ 8,286	\$ 7,959
Life premiums and contract charges	616	593
Other revenue	216	210
Net investment income	786	748
Realized capital gains and losses:		
Total other-than-temporary impairment ("OTTI") losses	—	(62)
OTTI losses reclassified (from) to other comprehensive income	(1)	3
Net OTTI losses recognized in earnings	(1)	(59)
Sales and valuation changes on equity investments and derivatives		193
	(133)	
Total realized capital gains and losses	(134)	134
	9,770	9,644
Costs and expenses		
Property and casualty insurance claims and claims expense	5,149	5,416
Life contract benefits	504	474
Interest credited to contractholder funds	161	173
Amortization of deferred policy acquisition costs	1,273	1,169
Operating costs and expenses	1,355	1,307
Restructuring and related charges	22	10
Interest expense	83	85
	8,547	8,634
Gain on disposition of operations	1	2
Income from operations before income tax expense	1,224	1,012
Income tax expense	249	317
Net income	975	695
Preferred stock dividends	29	29
Net income applicable to common shareholders	\$ 946	\$ 666
Earnings per common share:		
Net income applicable to common shareholders per common share – Basic	\$ 2.67	\$ 1.82
Weighted average common shares – Basic	354.1	365.7
Net income applicable to common shareholders per common share – Diluted	\$ 2.63	\$ 1.79
Weighted average common shares – Diluted	359.9	371.3
Cash dividends declared per common share	\$ 0.46	\$ 0.37

THE ALLSTATE CORPORATION
BUSINESS RESULTS

(\$ in millions, except ratios)

	Three months ended March 31,	
	2018	2017
Property-Liability		
Premiums written	\$ 7,844	\$ 7,469
Premiums earned	\$ 8,019	\$ 7,759
Other revenue	174	167
Claims and claims expense	(5,058)	(5,328)
Amortization of deferred policy acquisition costs	(1,088)	(1,022)
Operating costs and expenses	(1,067)	(1,018)
Restructuring and related charges	(21)	(10)
Underwriting income	959	548
Net investment income	337	308
Income tax expense on operations	(268)	(268)
Realized capital gains and losses, after-tax	(75)	89
Net income applicable to common shareholders	\$ 953	\$ 677
Catastrophe losses	\$ 361	\$ 781
Amortization of purchased intangible assets	\$ 1	\$ 2
Operating ratios:		
Claims and claims expense ratio	63.0	68.6
Expense ratio ⁽¹⁾	25.0	24.3
Combined ratio	88.0	92.9
Effect of catastrophe losses on combined ratio	4.5	10.1
Effect of prior year reserve reestimates on combined ratio	(0.7)	(1.3)
Services Businesses		
Premiums written	\$ 287	\$ 254
Premiums earned	\$ 267	\$ 200
Intersegment insurance premiums and service fees	29	28
Other revenue	16	16
Net investment income	5	3
Claims and claims expense	(93)	(90)
Amortization of deferred policy acquisition costs	(110)	(68)
Operating costs and expenses	(119)	(104)
Restructuring and related charges	(1)	—
Income tax benefit on operations	1	5
Adjusted net loss	(5)	(10)
Realized capital gains and losses, after-tax	(3)	—
Amortization of purchased intangible assets, after-tax	(16)	(15)
Net loss applicable to common shareholders	\$ (24)	\$ (25)
Allstate Life		
Premiums and contract charges	\$ 327	\$ 321
Other revenue	26	27
Net investment income	122	120
Contract benefits	(205)	(195)
Interest credited to contractholder funds	(70)	(69)
Amortization of deferred policy acquisition costs	(31)	(32)
Operating costs and expenses	(86)	(86)
Income tax expense on operations	(14)	(27)
Adjusted net income	69	59
Realized capital gains and losses, after-tax	(2)	1
DAC and DSI amortization relating to realized capital gains and losses, after-tax	(2)	(3)
Net income applicable to common shareholders	\$ 65	\$ 57

⁽¹⁾ Other revenue is deducted from operating costs and expenses in the expense ratio calculation.

THE ALLSTATE CORPORATION
BUSINESS RESULTS

(\$ in millions, except ratios)

	Three months ended March 31,	
	2018	2017
Allstate Benefits		
Premiums and contract charges	\$ 286	\$ 269
Net investment income	19	17
Contract benefits	(149)	(136)
Interest credited to contractholder funds	(8)	(9)
Amortization of deferred policy acquisition costs	(41)	(41)
Operating costs and expenses	(72)	(67)
Income tax expense on operations	(7)	(11)
Adjusted net income	28	22
Realized capital gains and losses, after-tax	(2)	—
Net income applicable to common shareholders	\$ 26	\$ 22
Allstate Annuities		
Contract charges	\$ 3	\$ 3
Net investment income	290	289
Contract benefits	(150)	(143)
Interest credited to contractholder funds	(87)	(95)
Amortization of deferred policy acquisition costs	(1)	(2)
Operating costs and expenses	(9)	(9)
Income tax expense on operations	(11)	(14)
Adjusted net income	35	29
Realized capital gains and losses, after-tax	(23)	(2)
Valuation changes on embedded derivatives not hedged, after-tax	4	—
Gain on disposition of operations, after-tax	1	2
Net income applicable to common shareholders	\$ 17	\$ 29
Corporate and Other		
Net investment income	\$ 13	\$ 11
Operating costs and expenses	(8)	(8)
Interest expense	(83)	(85)
Income tax benefit on operations	17	30
Preferred stock dividends	(29)	(29)
Adjusted net loss	(90)	(81)
Realized capital gains and losses, after-tax	(1)	—
Business combination expenses, after-tax	—	(13)
Net loss applicable to common shareholders	\$ (91)	\$ (94)
Consolidated net income applicable to common shareholders	\$ 946	\$ 666

THE ALLSTATE CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(\$ in millions, except par value data)

	March 31, 2018	December 31, 2017
	(unaudited)	
Assets		
Investments:		
Fixed income securities, at fair value (amortized cost \$56,209 and \$57,525)	\$ 56,674	\$ 58,992
Equity securities, at fair value (cost \$5,928 and \$5,461)	6,986	6,621
Mortgage loans	4,679	4,534
Limited partnership interests	7,434	6,740
Short-term, at fair value (amortized cost \$3,424 and \$1,944)	3,424	1,944
Other	4,092	3,972
Total investments	83,289	82,803
Cash	450	617
Premium installment receivables, net	5,856	5,786
Deferred policy acquisition costs	4,409	4,191
Reinsurance recoverables, net	8,916	8,921
Accrued investment income	576	569
Property and equipment, net	1,060	1,072
Goodwill	2,189	2,181
Other assets	3,230	2,838
Separate Accounts	3,314	3,444
Total assets	\$ 113,289	\$ 112,422
Liabilities		
Reserve for property and casualty insurance claims and claims expense	\$ 26,115	\$ 26,325
Reserve for life-contingent contract benefits	12,333	12,549
Contractholder funds	19,139	19,434
Unearned premiums	13,448	13,473
Claim payments outstanding	865	875
Deferred income taxes	725	782
Other liabilities and accrued expenses	7,226	6,639
Long-term debt	6,847	6,350
Separate Accounts	3,314	3,444
Total liabilities	90,012	89,871
Shareholders' equity		
Preferred stock and additional capital paid-in, \$1 par value, 95.2 thousand and 72.2 thousand shares issued and outstanding, \$2,380 and \$1,805 aggregate liquidation preference	2,303	1,746
Common stock, \$.01 par value, 900 million issued, 352 million and 355 million shares outstanding	9	9
Additional capital paid-in	3,367	3,313
Retained income	45,031	43,162
Deferred ESOP expense	(3)	(3)
Treasury stock, at cost (548 million and 545 million shares)	(26,280)	(25,982)
Accumulated other comprehensive income:		
Unrealized net capital gains and losses:		
Unrealized net capital gains and losses on fixed income securities with OTTI	84	85
Other unrealized net capital gains and losses	283	1,981
Unrealized adjustment to DAC, DSI and insurance reserves	(180)	(404)
Unrealized net capital gains and losses	187	1,662
Unrealized foreign currency translation adjustments	(13)	(9)
Unrecognized pension and other postretirement benefit cost	(1,324)	(1,347)
Total accumulated other comprehensive income	(1,150)	306
Total shareholders' equity	23,277	22,551
Total liabilities and shareholders' equity	\$ 113,289	\$ 112,422

THE ALLSTATE CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(\$ in millions)

	Three months ended March 31,	
	2018	2017
Cash flows from operating activities	(unaudited)	
Net income	\$ 975	\$ 695
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation, amortization and other non-cash items	122	119
Realized capital gains and losses	134	(134)
Gain on disposition of operations	(1)	(2)
Interest credited to contractholder funds	161	173
Changes in:		
Policy benefits and other insurance reserves	(364)	183
Unearned premiums	(204)	(248)
Deferred policy acquisition costs	10	14
Premium installment receivables, net	(58)	(19)
Reinsurance recoverables, net	(12)	11
Income taxes	181	284
Other operating assets and liabilities	(318)	(219)
Net cash provided by operating activities	<u>626</u>	<u>857</u>
Cash flows from investing activities		
Proceeds from sales		
Fixed income securities	10,619	7,083
Equity securities	1,138	2,601
Limited partnership interests	53	210
Other investments	76	24
Investment collections		
Fixed income securities	583	1,029
Mortgage loans	46	223
Other investments	122	174
Investment purchases		
Fixed income securities	(9,789)	(8,800)
Equity securities	(1,535)	(2,383)
Limited partnership interests	(415)	(268)
Mortgage loans	(192)	(86)
Other investments	(330)	(219)
Change in short-term investments, net	(1,533)	1,572
Change in other investments, net	(27)	(10)
Purchases of property and equipment, net	(62)	(74)
Acquisition of operations	(5)	(1,356)
Net cash used in investing activities	<u>(1,251)</u>	<u>(280)</u>
Cash flows from financing activities		
Proceeds from issuance of long-term debt	498	—
Proceeds from issuance of preferred stock	558	—
Contractholder fund deposits	253	257
Contractholder fund withdrawals	(492)	(483)
Dividends paid on common stock	(132)	(122)
Dividends paid on preferred stock	(29)	(29)
Treasury stock purchases	(270)	(264)
Shares reissued under equity incentive plans, net	10	67
Other	62	3
Net cash provided by (used in) financing activities	<u>458</u>	<u>(571)</u>
Net (decrease) increase in cash	<u>(167)</u>	<u>6</u>
Cash at beginning of period	<u>617</u>	<u>436</u>
Cash at end of period	<u>\$ 450</u>	<u>\$ 442</u>

Definitions of Non-GAAP Measures

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

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

- realized capital gains and losses, after-tax, except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses but included in adjusted net income,
- valuation changes on embedded derivatives not hedged, after-tax,
- amortization of deferred policy acquisition costs ("DAC") and deferred sales inducements ("DSI"), to the extent they resulted from the recognition of certain realized capital gains and losses or valuation changes on embedded derivatives not hedged, after-tax,
- business combination expenses and the amortization of purchased intangible assets, after-tax,
- gain (loss) on disposition of operations, after-tax, and
- adjustments for other significant non-recurring, infrequent or unusual items, when (a) the nature of the charge or gain is such that it is reasonably unlikely to recur within two years, or (b) there has been no similar charge or gain within the prior two years.

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

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

The following tables reconcile net income applicable to common shareholders and adjusted net income. Beginning January 1, 2018, the Tax Legislation reduced the U.S. corporate income tax rate from 35% to 21%. Taxes on adjustments to reconcile net income applicable to common shareholders and adjusted net income generally use a 21% effective tax rate for first quarter 2018 and 35% for first quarter 2017 and are reported net with the reconciling adjustment.

(\$ in millions, except per share data)

	Three months ended March 31,					
	Property-Liability		Consolidated		Per diluted common share	
	2018	2017	2018	2017	2018	2017
Net income applicable to common shareholders	\$ 953	\$ 677	\$ 946	\$ 666	\$ 2.63	\$ 1.79
Realized capital gains and losses, after-tax	75	(89)	106	(88)	0.29	(0.24)
Valuation changes on embedded derivatives not hedged, after-tax	—	—	(4)	—	(0.01)	—
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged, after-tax	—	—	2	3	—	0.01
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	—	—	—	—	—	—
Business combination expenses and the amortization of purchased intangible assets, after-tax	1	1	17	29	0.05	0.08
Gain on disposition of operations, after-tax	—	—	(1)	(2)	—	—
Adjusted net income*	<u>\$ 1,029</u>	<u>\$ 589</u>	<u>\$ 1,066</u>	<u>\$ 608</u>	<u>\$ 2.96</u>	<u>\$ 1.64</u>

Adjusted net income return on common shareholders' equity is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month adjusted net income by the average of common shareholders' equity at the beginning and at the end of the 12-months, after excluding the effect of unrealized net capital gains and losses. Return on common shareholders' equity is the most directly comparable GAAP measure. We use adjusted net income as the numerator for the same reasons we use adjusted net income, as discussed above. We use average common shareholders' equity excluding the effect of unrealized net capital gains and losses for the denominator as a representation of common shareholders' equity primarily attributable to the company's earned and realized business operations because it eliminates the effect of items that

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

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

(\$ in millions)

	For the twelve months ended March 31,	
	2018	2017
Return on common shareholders' equity		
Numerator:		
Net income applicable to common shareholders	\$ 3,353	\$ 2,210
Denominator:		
Beginning common shareholders' equity ⁽¹⁾	\$ 19,412	\$ 18,594
Ending common shareholders' equity ⁽¹⁾	20,974	19,412
Average common shareholders' equity	\$ 20,193	\$ 19,003
Return on common shareholders' equity	16.6%	11.6%

(\$ in millions)

	For the twelve months ended March 31,	
	2018	2017
Adjusted net income return on common shareholders' equity		
Numerator:		
Adjusted net income	\$ 2,925	\$ 2,124
Denominator:		
Beginning common shareholders' equity	\$ 19,412	\$ 18,594
Less: Unrealized net capital gains and losses	1,256	1,200
Adjusted beginning common shareholders' equity	18,156	17,394
Ending common shareholders' equity	20,974	19,412
Less: Unrealized net capital gains and losses	187	1,256
Adjusted ending common shareholders' equity	20,787	18,156
Average adjusted common shareholders' equity	\$ 19,472	\$ 17,775
Adjusted net income return on common shareholders' equity *	15.0%	11.9%

⁽¹⁾ Excludes equity related to preferred stock of \$2,303 million as of March 31, 2018 and \$1,746 million as of March 31, 2017 and March 31, 2016.

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

The following tables reconcile the respective combined ratio to the underlying combined ratio.

		Three months ended March 31,	
		2018	2017
Property-Liability			
Combined ratio		88.0	92.9
Effect of catastrophe losses		(4.5)	(10.1)
Effect of prior year non-catastrophe reserve reestimates		0.7	1.3
Underlying combined ratio*		84.2	84.1
Effect of prior year catastrophe reserve reestimates		—	—
Underwriting margin is calculated as 100% minus the combined ratio.			
Allstate brand - Total			
		Three months ended March 31,	
		2018	2017
Combined ratio		86.9	91.6
Effect of catastrophe losses		(4.5)	(10.0)
Effect of prior year non-catastrophe reserve reestimates		0.8	1.5
Underlying combined ratio*		83.2	83.1
Effect of prior year catastrophe reserve reestimates		—	—
Allstate brand - Auto Insurance			
		Three months ended March 31,	
		2018	2017
Combined ratio		88.5	90.7
Effect of catastrophe losses		—	(1.4)
Effect of prior year non-catastrophe reserve reestimates		1.5	1.6
Underlying combined ratio*		90.0	90.9
Effect of prior year catastrophe reserve reestimates		(0.5)	(0.2)
Allstate brand - Homeowners Insurance			
		Three months ended March 31,	
		2018	2017
Combined ratio		80.8	93.7
Effect of catastrophe losses		(17.3)	(34.1)
Effect of prior year non-catastrophe reserve reestimates		—	1.7
Underlying combined ratio*		63.5	61.3
Effect of prior year catastrophe reserve reestimates		1.6	0.1
Allstate brand - Other Personal Lines			
		Three months ended March 31,	
		2018	2017
Combined ratio		89.0	93.1
Effect of catastrophe losses		(6.4)	(14.6)
Effect of prior year non-catastrophe reserve reestimates		0.7	0.3
Underlying combined ratio*		83.3	78.8
Effect of prior year catastrophe reserve reestimates		(0.7)	1.8

Esurance brand - Total

Combined ratio
Effect of catastrophe losses
Effect of prior year non-catastrophe reserve reestimates
Effect of amortization of purchased intangible assets
Underlying combined ratio*
Effect of prior year catastrophe reserve reestimates

Three months ended March 31,	
2018	2017
99.3	102.4
(0.7)	(1.9)
—	—
(0.2)	(0.3)
98.4	100.2
—	—

Encompass brand - Total

Combined ratio
Effect of catastrophe losses
Effect of prior year non-catastrophe reserve reestimates
Underlying combined ratio*
Effect of prior year catastrophe reserve reestimates

Three months ended March 31,	
2018	2017
98.4	111.7
(11.3)	(23.7)
0.8	(1.4)
87.9	86.6
3.1	0.7

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The Allstate Corporation

Investor Supplement First Quarter 2018

The consolidated financial statements and financial exhibits included herein are unaudited. These consolidated financial statements and exhibits should be read in conjunction with 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 expected for the full year.

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

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The Allstate Corporation
Consolidated Statements of Operations

(\$ in millions, except per share data)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Revenues				
Property and casualty insurance premiums ⁽¹⁾	\$ 8,286	\$ 8,202	\$ 8,121	\$ 8,018
Life premiums and contract charges ⁽²⁾	616	601	593	591
Other revenue ⁽³⁾	216	219	228	226
Net investment income	786	913	843	897
Realized capital gains and losses:				
Total other-than-temporary impairment ("OTTI") losses	-	(11)	(26)	(47)
OTTI losses reclassified to (from) other comprehensive income	(1)	(2)	(2)	(3)
Net OTTI losses recognized in earnings	(1)	(13)	(28)	(50)
Sales and valuation changes on equity investments and derivatives	(133)	140	131	131
Total realized capital gains and losses	(134)	127	103	81
Total revenues	<u>9,770</u>	<u>10,062</u>	<u>9,888</u>	<u>9,813</u>
Costs and expenses				
Property and casualty insurance claims and claims expense	5,149	5,279	5,545	5,689
Life contract benefits	504	507	456	486
Interest credited to contractholder funds	161	168	174	175
Amortization of deferred policy acquisition costs	1,273	1,239	1,200	1,176
Operating costs and expenses	1,355	1,476	1,446	1,312
Restructuring and related charges	22	32	14	53
Goodwill impairment	-	125	-	-
Interest expense	83	84	83	83
Total costs and expenses	<u>8,547</u>	<u>8,910</u>	<u>8,918</u>	<u>8,974</u>
Gain on disposition of operations	<u>1</u>	<u>5</u>	<u>1</u>	<u>12</u>
Income from operations before income tax expense	1,224	1,157	971	851
Income tax expense (benefit) ⁽⁴⁾	<u>249</u>	<u>(92)</u> ⁽⁵⁾	<u>305</u>	<u>272</u>
Net income	<u>\$ 975</u>	<u>\$ 1,249</u>	<u>\$ 666</u>	<u>\$ 579</u>
Preferred stock dividends	<u>29</u>	<u>29</u>	<u>29</u>	<u>29</u>
Net income applicable to common shareholders	<u>\$ 946</u>	<u>\$ 1,220</u>	<u>\$ 637</u>	<u>\$ 550</u>
Earnings per common share:				
Net income applicable to common shareholders per common share - Basic	<u>\$ 2.67</u>	<u>\$ 3.41</u>	<u>\$ 1.76</u>	<u>\$ 1.51</u>
Weighted average common shares - Basic	<u>354.1</u>	<u>357.5</u>	<u>361.3</u>	<u>363.6</u>
Net income applicable to common shareholders per common share - Diluted	<u>\$ 2.63</u>	<u>\$ 3.35</u>	<u>\$ 1.74</u>	<u>\$ 1.49</u>
Weighted average common shares - Diluted	<u>359.9</u>	<u>363.8</u>	<u>367.1</u>	<u>369.0</u>
Cash dividends declared per common share	<u>\$ 0.46</u>	<u>\$ 0.37</u>	<u>\$ 0.37</u>	<u>\$ 0.37</u>

⁽¹⁾ Property and casualty insurance premiums are reported in the Property-Liability and Service Businesses results and include auto, homeowners and other per products, as well as consumer product protection plans, roadside assistance, and finance and insurance products.

⁽²⁾ Life premiums and contract charges are reported in the Allstate Life, Allstate Benefits and Allstate Annuities results and include life insurance, voluntary accident insurance, and annuity products.

⁽³⁾ Other revenue primarily represents fees collected from policyholders relating to premium installment payments, commissions on sales of non-proprietary products and other revenue transactions.

⁽⁴⁾ On December 22, 2017, Public Law 115-97, known as the Tax Cuts and Jobs Act of 2017 ("Tax Legislation") became effective, permanently reducing the U.S. tax rate from 35% to 21% beginning January 1, 2018. As a result, the corporate tax rate is not comparable between periods.

⁽⁵⁾ Includes a \$506 million benefit related to Tax Legislation.

The Allstate Corporation
Contribution to Income

(\$ in millions, except per share data)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Contribution to income					
Net income applicable to common shareholders	\$ 946	\$ 1,220	\$ 637	\$ 550	\$
Realized capital gains and losses, after-tax	106	(90)	(67)	(53)	
Valuation changes on embedded derivatives not hedged, after-tax	(4)	(2)	1	1	
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged, after-tax	2	2	2	3	
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	-	(1)	(1)	(1)	
Business combination expenses and the amortization of purchased intangible assets, after-tax	17	17	17	16	
Gain on disposition of operations, after-tax	(1)	(3)	(2)	(6)	
Goodwill impairment	-	125	-	-	
Tax Legislation benefit	-	(506)	-	-	
Adjusted net income *	<u>\$ 1,066</u>	<u>\$ 762</u>	<u>\$ 587</u>	<u>\$ 510</u>	\$
Income per common share - Diluted					
Net income applicable to common shareholders	\$ 2.63	\$ 3.35	\$ 1.74	\$ 1.49	\$
Realized capital gains and losses, after-tax	0.29	(0.25)	(0.18)	(0.14)	
Valuation changes on embedded derivatives not hedged, after-tax	(0.01)	(0.01)	-	-	
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged, after-tax	-	0.01	0.01	0.01	
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	-	-	-	-	
Business combination expenses and the amortization of purchased intangible assets, after-tax	0.05	0.05	0.04	0.04	
Gain on disposition of operations, after-tax	-	(0.01)	(0.01)	(0.02)	
Goodwill impairment	-	0.34	-	-	
Tax Legislation benefit	-	(1.39)	-	-	
Adjusted net income *	<u>\$ 2.96</u>	<u>\$ 2.09</u>	<u>\$ 1.60</u>	<u>\$ 1.38</u>	\$
Weighted average common shares - Diluted	<u>359.9</u>	<u>363.8</u>	<u>367.1</u>	<u>369.0</u>	

The Allstate Corporation
Revenues

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	Mar 2
Property-Liability ⁽¹⁾					
Insurance premiums	\$ 8,019	\$ 7,971	\$ 7,896	\$ 7,807	\$
Other revenue ⁽²⁾	174	170	185	181	
Net investment income	337	415	368	387	
Realized capital gains and losses	(95)	99	82	85	
Total Property-Liability revenues	8,435	8,655	8,531	8,460	
Service Businesses					
Insurance premiums	267	231	225	211	
Intersegment insurance premiums and service fees ⁽³⁾	29	28	26	28	
Other revenue ⁽²⁾	16	16	17	17	
Net investment income	5	5	4	4	
Realized capital gains and losses	(4)	-	-	-	
Total Service Businesses revenues	313	280	272	260	
Allstate Life					
Premiums and contract charges	327	324	316	319	
Other revenue ⁽²⁾	26	33	26	28	
Net investment income	122	127	119	123	
Realized capital gains and losses	(3)	1	2	1	
Total Allstate Life revenues	472	485	463	471	
Allstate Benefits					
Premiums and contract charges	286	273	273	269	
Net investment income	19	18	18	19	
Realized capital gains and losses	(2)	-	1	-	
Total Allstate Benefits revenues	303	291	292	288	
Allstate Annuities					
Contract charges	3	4	4	3	
Net investment income	290	338	324	354	
Realized capital gains and losses	(29)	33	18	(5)	
Total Allstate Annuities revenues	264	375	346	352	
Corporate and Other					
Net investment income	13	10	10	10	
Realized capital gains and losses	(1)	(6)	-	-	
Total Corporate and Other revenues	12	4	10	10	
Intersegment eliminations ⁽³⁾	(29)	(28)	(26)	(28)	
Consolidated revenues	<u>\$ 9,770</u>	<u>\$ 10,062</u>	<u>\$ 9,888</u>	<u>\$ 9,813</u>	<u>\$</u>

⁽¹⁾ Allstate Protection and Discontinued Lines and Coverages segments comprise Property-Liability.

⁽²⁾ Other revenue primarily represents fees collected from policyholders relating to premium installment payments, commissions on sales of non-prop products, fee-based services and other revenue transactions.

⁽³⁾ Intersegment insurance premiums and service fees are primarily related to Arity and Allstate Roadside Services and are eliminated in the consolidated financial statements.

The Allstate Corporation
Consolidating Segment Results

(\$ in millions)	Allstate Protection	Discontinued Lines	Property- Liability	Service Businesses	Allstate Life	Allstate Benefits	Allstate Annuities
Three months ended March 31, 2018							
Premiums and contract charges	\$ 8,019	\$ -	\$ 8,019	\$ 267	\$ 327	\$ 286	\$ 3
Intersegment insurance premiums and service fees	-	-	-	29	-	-	-
Other revenue	174	-	174	16	26	-	-
Claims and claims expense	(5,055)	(3)	(5,058)	(93)	-	-	-
Contract benefits and interest credited to contractholder funds	-	-	-	-	(275)	(157)	(233)
Amortization of deferred policy acquisition costs	(1,088)	-	(1,088)	(110)	(33)	(41)	(1)
Operating costs and expenses	(1,067)	-	(1,067)	(140)	(86)	(72)	(9)
Restructuring and related charges	(21)	-	(21)	(1)	-	-	-
Interest expense	-	-	-	-	-	-	-
Underwriting income (loss)	\$ 962	\$ (3)	959	5	122	19	290
Net investment income	337	-	337	5	122	19	290
Realized capital gains and losses	-	-	(95)	(4)	(3)	(2)	(29)
Gain on disposition of operations	-	-	-	-	-	-	1
Income tax (expense) benefit	-	-	(248)	7	(13)	(7)	(5)
Preferred stock dividends	-	-	-	-	-	-	-
Net income (loss) applicable to common shareholders	962	(3)	959	(24)	65	26	17
Realized capital gains and losses, after-tax	-	-	75	3	2	2	23
Valuation changes on embedded derivatives not hedged, after-tax	-	-	-	-	-	-	(4)
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged, after-tax	-	-	-	-	2	-	-
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	-	-	-	-	-	-	-
Business combination expenses and the amortization of purchased intangible assets, after-tax	-	-	1	16	-	-	-
Gain on disposition of operations, after-tax	-	-	-	-	-	-	(1)
Goodwill impairment	-	-	-	-	-	-	-
Adjusted net income (loss) *	\$ 1,029	\$ (5)	\$ 959	\$ (5)	\$ 69	\$ 28	\$ 35
Three months ended March 31, 2017							
Premiums and contract charges	\$ 7,759	\$ -	\$ 7,759	\$ 200	\$ 321	\$ 269	\$ 3
Intersegment insurance premiums and service fees	-	-	-	28	-	-	-
Other revenue	167	-	167	16	27	-	-
Claims and claims expense	(5,326)	(2)	(5,328)	(90)	-	-	-
Contract benefits and interest credited to contractholder funds	-	-	-	-	(264)	(145)	(238)
Amortization of deferred policy acquisition costs	(1,022)	-	(1,022)	(68)	(36)	(41)	(2)
Operating costs and expenses	(1,018)	-	(1,018)	(127)	(86)	(67)	(9)
Restructuring and related charges	(10)	-	(10)	-	-	-	-
Interest expense	-	-	-	-	-	-	-
Underwriting income (loss)	\$ 550	\$ (2)	548	3	120	17	289
Net investment income	337	-	337	3	120	17	289
Realized capital gains and losses	-	-	135	-	1	-	(2)
Gain on disposition of operations	-	-	-	-	-	-	2
Income tax (expense) benefit	-	-	(314)	13	(26)	(11)	(14)
Preferred stock dividends	-	-	-	-	-	-	-
Net income (loss) applicable to common shareholders	550	(2)	548	(25)	57	22	29
Realized capital gains and losses, after-tax	-	-	(89)	-	(1)	-	2
Valuation changes on embedded derivatives not hedged, after-tax	-	-	-	-	-	-	-
DAC and DSI amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged, after-tax	-	-	-	-	3	-	-
Reclassification of periodic settlements and accruals on non-hedge derivative instruments, after-tax	-	-	-	-	-	-	-
Business combination expenses and the amortization of purchased intangible assets, after-tax	-	-	1	15	-	-	-
Gain on disposition of operations, after-tax	-	-	-	-	-	-	(2)
Goodwill impairment	-	-	-	-	-	-	-
Adjusted net income (loss) *	\$ 589	\$ (10)	\$ 548	\$ (10)	\$ 59	\$ 22	\$ 29

(1) Adjusted net income is the segment measure used for each business.

The Allstate Corporation
Condensed Consolidated Statements of Financial Position

(\$ in millions)	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	March 31, 2017	
Assets						Liabilities
Investments						Reserve for property and casualty insurance claims and claims expense
Fixed income securities, at fair value (amortized cost \$56,209, \$57,525, \$57,608, \$56,901 and \$57,194)	\$ 56,674	\$ 58,992	\$ 59,391	\$ 58,656	\$ 58,636	Reserve for life-contingent contract benefits
Equity securities (cost \$5,928, \$5,461, \$5,468, \$5,321 and \$5,026)	6,986	6,621	6,434	6,117	5,685	Contractholder funds
Mortgage loans	4,679	4,534	4,322	4,336	4,349	Unearned premiums
Limited partnership interests	7,434	6,740	6,600	6,206	5,982	Claim payments outstanding
Short-term, at fair value						Deferred income taxes
(amortized cost \$3,424, \$1,944, \$2,198, \$2,175 and \$2,753)	3,424	1,944	2,198	2,175	2,753	Other liabilities and accrued expenses
Other	4,092	3,972	3,826	3,815	3,738	Long-term debt ⁽²⁾
Total investments	<u>83,289</u>	<u>82,803</u>	<u>82,771</u>	<u>81,305</u>	<u>81,143</u>	Separate Accounts
						Total liabilities
						Equity
						Preferred stock and additional capital paid-in ^{(3) (4)}
						Common stock, 352 million, 355 million, 360 million, 361 million and 365 million shares outstanding ⁽⁵⁾
						Additional capital paid-in
Cash	450	617	690	482	442	Retained income
Premium installment receivables, net	5,856	5,786	5,922	5,693	5,649	Deferred ESOP expense
Deferred policy acquisition costs	4,409	4,191	4,147	4,037	3,988	Treasury stock, at cost (548 million, 545 million, 540 million, 539 million and 535 million shares)
Reinsurance recoverables, net ⁽¹⁾	8,916	8,921	9,748	8,722	8,723	Accumulated other comprehensive income:
Accrued investment income	576	569	590	573	577	Unrealized net capital gains and losses
Property and equipment, net	1,060	1,072	1,067	1,072	1,067	Unrealized foreign currency translation adjustments
Goodwill	2,189	2,181	2,309	2,309	2,295	Unrecognized pension and other postretirement benefit cost
Other assets	3,230	2,838	2,966	3,256	2,923	Total accumulated other comprehensive income (loss)
Separate Accounts	3,314	3,444	3,422	3,416	3,436	Total shareholders' equity
						Total liabilities and shareholders' equity
Total assets	<u>\$ 113,289</u>	<u>\$ 112,422</u>	<u>\$ 113,632</u>	<u>\$ 110,865</u>	<u>\$ 110,243</u>	

⁽¹⁾ Reinsurance recoverables of unpaid losses related to Allstate Protection, Discontinued Lines and Coverages and Service Businesses segments were \$6.49 billion, \$6.47 billion, \$7.26 billion, \$6.21 billion and \$6.21 billion, June 30, 2017 and March 31, 2017, respectively.

⁽²⁾ On March 29, 2018, we issued \$250 million of Floating Rate Senior Notes due 2021 and \$250 million Floating Rate Senior Notes due 2023.

⁽³⁾ Preferred shares outstanding were 95.2 thousand at March 31, 2018 and 72.2 thousand for all other periods presented.

⁽⁴⁾ On March 29, 2018, we issued 23.0 thousand shares of 5.625% Fixed Rate Noncumulative Perpetual Preferred Stock for aggregate proceeds of \$575 million.

⁽⁵⁾ Common shares outstanding were 352,133,515; 354,690,536; 359,787,293; 361,280,366 and 365,015,746 as of March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017.

The Allstate Corporation
Book Value per Common Share

(\$ in millions, except per share data)

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Book value per common share					
Numerator:					
Common shareholders' equity ⁽¹⁾	\$ <u>20,974</u>	\$ <u>20,805</u>	\$ <u>20,373</u>	\$ <u>19,755</u>	\$
Denominator:					
Common shares outstanding and dilutive potential common shares outstanding	<u>357.7</u>	<u>361.3</u>	<u>365.8</u>	<u>367.0</u>	=
Book value per common share	\$ <u>58.64</u>	\$ <u>57.58</u>	\$ <u>55.69</u>	\$ <u>53.83</u>	\$
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities					
Numerator:					
Common shareholders' equity	\$ 20,974	\$ 20,805	\$ 20,373	\$ 19,755	\$
Unrealized net capital gains and losses on fixed income securities	<u>187</u>	<u>757</u>	<u>1,028</u>	<u>1,013</u>	-
Adjusted common shareholders' equity	\$ <u>20,787</u>	\$ <u>20,048</u>	\$ <u>19,345</u>	\$ <u>18,742</u>	\$
Denominator:					
Common shares outstanding and dilutive potential common shares outstanding	<u>357.7</u>	<u>361.3</u>	<u>365.8</u>	<u>367.0</u>	=
Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities *	\$ <u>58.11</u>	\$ <u>55.49</u>	\$ <u>52.88</u>	\$ <u>51.07</u>	\$

⁽¹⁾ Excludes equity related to preferred stock of \$2,303 million at March 31, 2018 and \$1,746 million for all other periods presented.

The Allstate Corporation
Return on Common Shareholders' Equity

(\$ in millions)

Twelve months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Return on Common Shareholders' Equity				
Numerator:				
Net income applicable to common shareholders ⁽¹⁾	\$ <u>3,353</u> ⁽³⁾	\$ <u>3,073</u> ⁽³⁾	\$ <u>2,664</u>	\$ <u>2,518</u>
Denominator:				
Beginning common shareholders' equity	\$ 19,412	\$ 18,827	\$ 19,188	\$ 18,807
Ending common shareholders' equity	20,974 ⁽³⁾	20,805 ⁽³⁾	20,373	19,755
Average common shareholders' equity ⁽²⁾	\$ <u>20,193</u>	\$ <u>19,816</u>	\$ <u>19,781</u>	\$ <u>19,281</u>
Return on common shareholders' equity	<u>16.6</u> %	<u>15.5</u> %	<u>13.5</u> %	<u>13.1</u>
Adjusted Net Income Return on Common Shareholders' Equity				
Numerator:				
Adjusted net income * ⁽¹⁾	\$ <u>2,925</u>	\$ <u>2,467</u>	\$ <u>2,512</u>	\$ <u>2,399</u>
Denominator:				
Beginning common shareholders' equity	\$ 19,412	\$ 18,827	\$ 19,188	\$ 18,807
Less: Unrealized net capital gains and losses	1,256	1,053	1,817	1,624
Adjusted beginning common shareholders' equity	<u>18,156</u>	<u>17,774</u>	<u>17,371</u>	<u>17,183</u>
Ending common shareholders' equity	20,974 ⁽³⁾	20,805 ⁽³⁾	20,373	19,755
Less: Unrealized net capital gains and losses	187	1,662	1,651	1,526
Adjusted ending common shareholders' equity	<u>20,787</u>	<u>19,143</u>	<u>18,722</u>	<u>18,229</u>
Average adjusted common shareholders' equity ⁽²⁾	\$ <u>19,472</u>	\$ <u>18,459</u>	\$ <u>18,047</u>	\$ <u>17,706</u>
Adjusted net income return on common shareholders' equity *	<u>15.0</u> %	<u>13.4</u> %	<u>13.9</u> %	<u>13.5</u>

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

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

⁽³⁾ Includes a \$506 million benefit related to Tax Legislation.

The Allstate Corporation
Debt to Capital

(\$ in millions)	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	N
Debt					
Short-term debt	\$ -	\$ -	\$ -	\$ -	\$ -
Long-term debt	6,847	6,350	6,349	6,348	6,348
Total debt	<u>\$ 6,847</u>	<u>\$ 6,350</u>	<u>\$ 6,349</u>	<u>\$ 6,348</u>	<u>\$ 6,348</u>
Capital resources					
Debt	\$ 6,847	\$ 6,350	\$ 6,349	\$ 6,348	\$ 6,348
Shareholders' equity					
Preferred stock and additional capital paid-in	2,303	1,746	1,746	1,746	1,746
Common stock	9	9	9	9	9
Additional capital paid-in	3,367	3,313	3,330	3,269	3,269
Retained income	45,031	43,162	42,125	41,622	41,622
Deferred ESOP expense	(3)	(3)	(6)	(6)	(6)
Treasury stock	(26,280)	(25,982)	(25,413)	(25,241)	(25,241)
Unrealized net capital gains and losses	187	1,662	1,651	1,526	1,526
Unrealized foreign currency translation adjustments	(13)	(9)	(14)	(42)	(42)
Unrecognized pension and other postretirement benefit cost	(1,324)	(1,347)	(1,309)	(1,382)	(1,382)
Total shareholders' equity	<u>23,277</u>	<u>22,551</u>	<u>22,119</u>	<u>21,501</u>	<u>21,501</u>
Total capital resources	<u>\$ 30,124</u>	<u>\$ 28,901</u>	<u>\$ 28,468</u>	<u>\$ 27,849</u>	<u>\$ 27,849</u>
Ratio of debt to shareholders' equity	<u>29.4 %</u>	<u>28.2 %</u>	<u>28.7 %</u>	<u>29.5 %</u>	<u>29.5 %</u>
Ratio of debt to capital resources	<u>22.7 %</u>	<u>22.0 %</u>	<u>22.3 %</u>	<u>22.8 %</u>	<u>22.8 %</u>

The Allstate Corporation
Consolidated Statements of Cash Flows

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Cash flows from operating activities				
Net income	\$ 975	\$ 1,249	\$ 666	\$ 579
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation, amortization and other non-cash items	122	125	120	119
Realized capital gains and losses	134	(127)	(103)	(81)
Gain on disposition of operations	(1)	(5)	(1)	(12)
Interest credited to contractholder funds	161	168	174	175
Goodwill impairment	-	125	-	-
Changes in:				
Policy benefits and other insurance reserves	(364)	(974)	1,048	45
Unearned premiums	(204)	(62)	491	282
Deferred policy acquisition costs	10	(38)	(111)	(79)
Premium installment receivables, net	(58)	136	(216)	(32)
Reinsurance recoverables, net	(12)	806	(1,023)	(5)
Income taxes	181	(364)	161	(326)
Other operating assets and liabilities	(318)	61	660	(174)
Net cash provided by operating activities	<u>626</u>	<u>1,100</u>	<u>1,866</u>	<u>491</u>
Cash flows from investing activities				
Proceeds from sales:				
Fixed income securities	10,619	5,833	4,987	7,438
Equity securities	1,138	1,325	1,749	829
Limited partnership interests	53	358	286	271
Other investments	76	104	52	94
Investment collections:				
Fixed income securities	583	1,156	975	1,034
Mortgage loans	46	123	172	82
Other investments	122	184	121	163
Investment purchases:				
Fixed income securities	(9,789)	(7,210)	(6,721)	(8,414)
Equity securities	(1,535)	(1,289)	(1,823)	(1,090)
Limited partnership interests	(415)	(358)	(504)	(310)
Mortgage loans	(192)	(335)	(163)	(62)
Other investments	(330)	(299)	(168)	(313)
Change in short-term investments, net	(1,533)	353	115	570
Change in other investments, net	(27)	(2)	(135)	117
Purchases of property and equipment, net	(62)	(83)	(70)	(72)
Acquisition of operations	(5)	-	-	-
Net cash (used in) provided by investing activities	<u>(1,251)</u>	<u>(140)</u>	<u>(1,127)</u>	<u>337</u>
Cash flows from financing activities				
Proceeds from issuance of long-term debt	498	-	-	-
Proceeds from issuance of preferred stock	558	-	-	-
Contractholder fund deposits	253	258	252	258
Contractholder fund withdrawals	(492)	(474)	(459)	(474)
Dividends paid on common stock	(132)	(134)	(134)	(135)
Dividends paid on preferred stock	(29)	(29)	(29)	(29)
Treasury stock purchases	(270)	(647)	(191)	(393)
Shares reissued under equity incentive plans, net	10	3	24	41
Other	62	(10)	6	(56)
Net cash provided by (used in) financing activities	<u>458</u>	<u>(1,033)</u>	<u>(531)</u>	<u>(788)</u>
Net (decrease) increase in cash	<u>(167)</u>	<u>(73)</u>	<u>208</u>	<u>40</u>
Cash at beginning of period	<u>617</u>	<u>690</u>	<u>482</u>	<u>442</u>
Cash at end of period	<u>\$ 450</u>	<u>\$ 617</u>	<u>\$ 690</u>	<u>\$ 482</u>

The Allstate Corporation
Analysis of Deferred Policy Acquisition Costs

(\$ in millions)

Change in Deferred Policy Acquisition Costs
For the three months ended March 31, 2018

	Beginning balance Dec. 31, 2017	Acquisition costs deferred	Amortization before adjustments ⁽¹⁾⁽²⁾	Amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged ⁽²⁾	Amortization (acceleration) deceleration for changes in assumptions ⁽²⁾	Effect of unrealized capital gains and losses	Ending balance March 31, 2018
Allstate Protection	\$ 1,510	\$ 1,062	\$ (1,088)	\$ -	\$ -	\$ -	\$ 1,484
Service Businesses	954	279 ⁽³⁾	(110) ⁽³⁾	-	-	-	1,113
Allstate Life							
Traditional life and accident and health	465	14	(11)	-	-	-	468
Interest-sensitive life	687	16	(20)	(2)	-	79	750
Subtotal	1,152	30	(31)	(2)	-	79	1,228
Allstate Benefits							
Traditional life and accident and health	403	35	(35)	-	-	-	403
Interest-sensitive life	139	5	(6)	-	-	1	149
Subtotal	542	40	(41)	-	-	1	542
Allstate Annuities							
Fixed annuity	33	-	(1)	-	-	-	32
Consolidated	\$ 4,191	\$ 1,411	\$ (1,271)	\$ (2)	\$ -	\$ 80	\$ 4,409

Change in Deferred Policy Acquisition Costs
For the three months ended March 31, 2017

	Beginning balance Dec. 31, 2016	Acquisition costs deferred	Amortization before adjustments ⁽¹⁾⁽²⁾	Amortization relating to realized capital gains and losses and valuation changes on embedded derivatives not hedged ⁽²⁾	Amortization (acceleration) deceleration for changes in assumptions ⁽²⁾	Effect of unrealized capital gains and losses	Ending balance March 31, 2017
Allstate Protection	\$ 1,432	\$ 984	\$ (1,022)	\$ -	\$ -	\$ -	\$ 1,394
Service Businesses	756	165 ⁽⁴⁾	(68)	-	-	-	853
Allstate Life							
Traditional life and accident and health	438	15	(9)	-	-	-	444
Interest-sensitive life	762	17	(23)	(4)	-	(17)	755
Subtotal	1,200	32	(32)	(4)	-	(17)	1,187
Allstate Benefits							
Traditional life and accident and health	382	34	(35)	-	-	-	381
Interest-sensitive life	144	5	(6)	-	-	1	144
Subtotal	526	39	(41)	-	-	-	524
Allstate Annuities							
Fixed annuity	40	-	(2)	-	-	-	38
Consolidated	\$ 3,954	\$ 1,220	\$ (1,165)	\$ (4)	\$ -	\$ (17)	\$ 3,998

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

⁽²⁾ Included as a component of amortization of DAC on the Condensed Consolidated Statements of Operations.

⁽³⁾ As a result of the adoption of the revenue from contracts with customers accounting standard, SquareTrade recorded an increase of approximately \$160 million in acquisition costs deferred and \$30 million of amortization which SquareTrade is deemed to be the principal in the transaction.

⁽⁴⁾ Includes \$66 million recorded in connection with the SquareTrade acquisition on January 3, 2017.

The Allstate Corporation
Policies in Force and Other Statistics

Policies in Force statistics (in thousands) ⁽¹⁾	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Allstate Protection				
Allstate brand				
Auto	19,617	19,580	19,513	19,548
Homeowners	6,093	6,088	6,071	6,075
Landlord	692	694	697	703
Renter	1,599	1,588	1,578	1,564
Condominium	663	663	662	662
Other	1,276	1,278	1,275	1,270
Other personal lines	4,230	4,223	4,212	4,199
Commercial lines	238	245	251	262
Total	30,178	30,136	30,047	30,084
Esurance brand				
Auto	1,399	1,352	1,369	1,388
Homeowners	84	79	76	69
Other personal lines	45	44	45	47
Total	1,528	1,475	1,490	1,504
Encompass brand				
Auto	517	530	548	571
Homeowners	248	254	262	273
Other personal lines	83	85	88	91
Total	848	869	898	935
Allstate Protection Policies in Force	32,554	32,480	32,435	32,523
Service Businesses				
SquareTrade	41,806	38,719	34,078	31,258
Allstate Roadside Services	692	699	708	724
Allstate Dealer Services	4,026	4,088	4,130	4,139
Total	46,524	43,506	38,916	36,121
Allstate Life	2,018	2,026	2,019	2,020
Allstate Benefits	4,260	4,033	4,035	4,064
Allstate Annuities	225	231	236	240
Total Policies in Force	<u>85,581</u>	<u>82,276</u>	<u>77,641</u>	<u>74,968</u>
Agency Data ⁽²⁾				
Total Allstate agencies ⁽³⁾	12,300	12,400	12,200	12,200
Licensed sales professionals ⁽⁴⁾	24,700	24,800	23,900	24,000
Allstate independent agencies ⁽⁵⁾	2,500	2,400	2,400	2,300

(1) 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.
- Non-proprietary products offered by Ivantage (insurance agency) and Answer Financial (independent insurance agency) are not included.
- Allstate Roadside Services reflects memberships in force and do not include their wholesale partners as the customer relationship is managed by the wholesale partner ("TPAs") as the customer relationship is managed by the TPAs.
- SquareTrade represents active consumer product protection plans.
- Allstate Life insurance policies and Allstate Annuities in force reflect the number of contracts in force excluding sold blocks of business that remain on the balance sheet of the business being effected through reinsurance arrangements.
- Allstate Benefits reflects certificate counts as opposed to group counts.

(2) Rounded to the nearest hundred.

(3) Total Allstate agencies represents exclusive Allstate agencies and financial representatives in the United States and employee producers in Canada.

(4) Employees of Allstate agencies who are licensed to sell Allstate products.

(5) Includes 605 and 703 engaged Allstate independent agencies ("AIAs") as of March 31, 2018 and December 31, 2017, respectively. Engaged AIAs, as currently defined, must achieve a minimum number of new policies written.

The Allstate Corporation
Premiums Written for Allstate Protection and Service Businesses

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	March 2017
Allstate Protection					
Allstate brand ⁽¹⁾					
Auto	\$ 5,151	\$ 4,956	\$ 5,096	\$ 4,925	\$ 4,8
Homeowners	1,465	1,694	1,921	1,847	1,4
Landlord	121	132	138	130	1
Renter	69	68	86	75	-
Condominium	59	65	71	68	-
Other	126	145	159	168	1
Other personal lines	375	410	454	441	3
Commercial lines	137	125	116	124	1
Total	<u>7,128</u>	<u>7,185</u>	<u>7,587</u>	<u>7,337</u>	<u>6,7</u>
Esurance brand					
Auto	470	389	427	386	4
Homeowners	21	19	24	20	-
Other personal lines	2	2	2	2	-
Total	<u>493</u>	<u>410</u>	<u>453</u>	<u>408</u>	<u>4</u>
Encompass brand					
Auto	118	128	141	148	1
Homeowners	86	95	108	112	-
Other personal lines	19	20	22	25	-
Total	<u>223</u>	<u>243</u>	<u>271</u>	<u>285</u>	<u>2</u>
Total Allstate Protection					
Auto	5,739	5,473	5,664	5,459	5,4
Homeowners	1,572	1,808	2,053	1,979	1,5
Other personal lines	396	432	478	468	3
Commercial lines	137	125	116	124	1
Total	<u>7,844</u>	<u>7,838</u>	<u>8,311</u>	<u>8,030</u>	<u>7,4</u>
Discontinued Lines and Coverages	-	-	-	-	-
Total Property-Liability	<u>\$ 7,844</u>	<u>\$ 7,838</u>	<u>\$ 8,311</u>	<u>\$ 8,030</u>	<u>\$ 7,4</u>
Service Businesses					
SquareTrade	130 ⁽⁵⁾	156	104	85	-
Allstate Roadside Services	65	60	68	66	-
Allstate Dealer Services	92	93	100	108	1
Total	<u>287</u>	<u>309</u>	<u>272</u>	<u>259</u>	<u>2</u>
Total premiums written	<u>\$ 8,131</u>	<u>\$ 8,147</u>	<u>\$ 8,583</u>	<u>\$ 8,289</u>	<u>\$ 7,7</u>
Non-Proprietary Premiums					
Ivantage ⁽³⁾	\$ 1,679	\$ 1,643	\$ 1,609	\$ 1,584	\$ 1,5
Answer Financial ⁽⁴⁾	148	137	153	148	1
⁽¹⁾ Canada premiums included in Allstate brand					
Auto	\$ 186	\$ 196	\$ 236	\$ 228	\$ 1
Homeowners	50	59	69	65	-
Other personal lines	14	15	19	16	-
Total	<u>\$ 250</u>	<u>\$ 270</u>	<u>\$ 324</u>	<u>\$ 309</u>	<u>\$ 2</u>

⁽²⁾ There are no premiums written for Arity, which is part of the Service Businesses segment.

⁽³⁾ Represents non-proprietary premiums under management as of the end of the period related to personal and commercial line products offered Ivantage when an Allstate product is not available. Fees for the three months ended March 31, 2018 were \$37.2 million.

⁽⁴⁾ Represents non-proprietary premiums written for the period. Commissions earned for the three months ended March 31, 2018 were \$17.3 million.

The Allstate Corporation
Catastrophe Losses

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	March 31, 2017
Allstate Protection					
Allstate brand					
Auto	\$ (1)	\$ 33	\$ 366	\$ 208	\$ 61
Homeowners	300	480	383	650	571
Other personal lines	27	20	65	57	51
Commercial lines	3	2	13	2	1
Total	329	535	827	917	704
Esurance brand					
Auto	2	-	15	15	4
Homeowners	1	1	2	9	4
Other personal lines	-	-	-	-	-
Total	3	1	17	24	8
Encompass brand					
Auto	1	-	1	7	4
Homeowners	26	59	11	42	61
Other personal lines	2	3	-	3	1
Total	29	62	12	52	66
Total Allstate Protection					
Auto	2	33	382	230	71
Homeowners	327	540	396	701	641
Other personal lines	29	23	65	60	61
Commercial lines	3	2	13	2	1
Total	361	598	856	993	774
Discontinued Lines and Coverages	-	-	-	-	-
Total Property-Liability	\$ 361	\$ 598	\$ 856	\$ 993	\$ 774
Service Businesses ⁽¹⁾	\$ -	\$ 1	\$ 5	\$ -	\$ -
Total catastrophe losses	\$ 361	\$ 599	\$ 861	\$ 993	\$ 774

⁽¹⁾ Catastrophe losses relate to Allstate Dealer Services.

The Allstate Corporation
Prior Year Reserve Reestimates

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	March 31, 2017
Prior Year Reserve Reestimates ⁽¹⁾					
Allstate Protection					
Auto	\$ (100)	\$ (154)	\$ (189)	\$ (61)	\$ (61)
Homeowners	32	(45)	(42)	(20)	(20)
Other personal lines	(6)	1	-	(9)	-
Commercial lines	20	12	7	(2)	-
Total	<u>(54)</u>	<u>(186)</u>	<u>(224)</u>	<u>(92)</u>	<u>(62)</u>
Discontinued Lines and Coverages					
	3	3	88	3	-
Total Property-Liability	<u>\$ (51)</u>	<u>\$ (183)</u>	<u>\$ (136)</u>	<u>\$ (89)</u>	<u>\$ (62)</u>
Service Businesses					
	-	1	1	-	-
Total prior year reserve reestimates	<u>\$ (51)</u>	<u>\$ (182)</u>	<u>\$ (135)</u>	<u>\$ (89)</u>	<u>\$ (62)</u>
Allstate Protection by Brand					
Allstate brand	\$ (60)	\$ (176)	\$ (221)	\$ (83)	\$ (100)
Esurance brand	-	-	(1)	(1)	-
Encompass brand	6	(10)	(2)	(8)	-
Total	<u>\$ (54)</u>	<u>\$ (186)</u>	<u>\$ (224)</u>	<u>\$ (92)</u>	<u>\$ (100)</u>
Catastrophe Losses included in Prior Year Reserve Reestimates					
Allstate Protection					
Allstate brand	\$ (4)	\$ (7)	\$ (7)	\$ (4)	\$ (4)
Esurance brand	-	-	-	(1)	-
Encompass brand	8	(1)	-	(2)	-
Total	<u>\$ 4</u>	<u>\$ (8)</u>	<u>\$ (7)</u>	<u>\$ (7)</u>	<u>\$ (4)</u>
Effect of Prior Year Reserve Reestimates on Combined Ratio ⁽¹⁾⁽²⁾					
Allstate Protection					
Auto	(1.2)	(1.9)	(2.4)	(0.8)	(1.2)
Homeowners	0.4	(0.5)	(0.5)	(0.3)	(0.3)
Other personal lines	(0.1)	-	-	(0.1)	-
Commercial lines	0.2	0.1	0.1	-	-
Total	<u>(0.7)</u>	<u>(2.3)</u>	<u>(2.8)</u>	<u>(1.2)</u>	<u>(1.8)</u>
Discontinued Lines and Coverages					
	-	0.1	1.1	0.1	-
Total Property-Liability	<u>(0.7)</u>	<u>(2.2)</u>	<u>(1.7)</u>	<u>(1.1)</u>	<u>(1.8)</u>
Service Businesses					
	-	-	-	-	-
Total prior year reserve reestimates	<u>(0.7)</u>	<u>(2.2)</u>	<u>(1.7)</u>	<u>(1.1)</u>	<u>(1.8)</u>
Allstate Protection by brand					
Allstate brand	(0.8)	(2.2)	(2.8)	(1.1)	(1.2)
Esurance brand	-	-	-	-	-
Encompass brand	0.1	(0.1)	-	(0.1)	-
Total	<u>(0.7)</u>	<u>(2.3)</u>	<u>(2.8)</u>	<u>(1.2)</u>	<u>(1.2)</u>

⁽¹⁾ Favorable reserve reestimates are shown in parentheses.

⁽²⁾ Calculated using the total premiums earned for Allstate Protection, Discontinued Lines and Coverages and Service Businesses for the respective period.

The Allstate Corporation
Property-Liability Results

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Premiums written	\$ 7,844	\$ 7,838	\$ 8,311	\$ 8,030	\$
Decrease (increase) in unearned premiums	209	139	(456)	(239)	
Other	(34)	(6)	41	16	
Premiums earned	8,019	7,971	7,896	7,807	
Other revenue	174	170	185	181	
Claims and claims expense	(5,058)	(5,190)	(5,441)	(5,607)	
Amortization of deferred policy acquisition costs	(1,088)	(1,091)	(1,060)	(1,032)	
Operating costs and expenses	(1,067)	(1,127)	(1,084)	(1,033)	
Restructuring and related charges	(21)	(18)	(12)	(51)	
Underwriting income	959	715	484	265	
Net investment income	337	415	368	387	
Income tax expense on operations	(268)	(373)	(271)	(207)	
Realized capital gains and losses, after-tax	(75)	73	54	56	
Gain on disposition of operations, after-tax	-	2	1	6	
Tax Legislation expense	-	(65)	-	-	
Net income applicable to common shareholders	\$ 953	\$ 767	\$ 636	\$ 507	\$
Catastrophe losses	\$ 361	\$ 598	\$ 856	\$ 993	\$
Amortization of purchased intangible assets	\$ 1	\$ 2	\$ 2	\$ 1	\$
Operating ratios					
Claims and claims expense ("loss") ratio	63.0	65.1	68.9	71.8	
Expense ratio ⁽¹⁾	25.0	25.9	25.0	24.8	
Combined ratio	88.0	91.0	93.9	96.6	
Loss ratio	63.0	65.1	68.9	71.8	
Less: effect of catastrophe losses	4.5	7.5	10.9	12.7	
effect of prior year non-catastrophe reserve reestimates	(0.7)	(2.2)	(1.6)	(1.0)	
Underlying loss ratio *	59.2	59.8	59.6	60.1	
Expense ratio ⁽¹⁾	25.0	25.9	25.0	24.8	
Less: effect of amortization of purchased intangible assets	-	-	-	-	
Expense ratio, excluding the effect of amortization of purchased intangible assets	25.0	25.9	25.0	24.8	
Reconciliation of combined ratio to underlying combined ratio					
Combined ratio	88.0	91.0	93.9	96.6	
Effect of catastrophe losses	(4.5)	(7.5)	(10.9)	(12.7)	
Effect of prior year non-catastrophe reserve reestimates	0.7	2.2	1.6	1.0	
Effect of amortization of purchased intangible assets	-	-	-	-	
Underlying combined ratio *	84.2	85.7	84.6	84.9	
Effect of restructuring and related charges on combined ratio	0.3	0.2	0.2	0.7	
Effect of Discontinued Lines and Coverages on combined ratio	-	-	1.1	0.1	

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Property-Liability Underwriting Results by Area of Business

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Property-Liability Underwriting Summary				
Allstate Protection	\$ 962	\$ 719	\$ 572	\$ 270
Discontinued Lines and Coverages	(3)	(4)	(88)	(5)
Underwriting income	<u>\$ 959</u>	<u>\$ 715</u>	<u>\$ 484</u>	<u>\$ 265</u>
Allstate Protection Underwriting Summary				
Premiums written	\$ 7,844	\$ 7,838	\$ 8,311	\$ 8,030
Premiums earned	\$ 8,019	\$ 7,971	\$ 7,896	\$ 7,807
Other revenue	174	170	185	181
Claims and claims expense	(5,055)	(5,187)	(5,353)	(5,604)
Amortization of deferred policy acquisition costs	(1,088)	(1,091)	(1,060)	(1,032)
Operating costs and expenses	(1,067)	(1,126)	(1,084)	(1,031)
Restructuring and related charges	(21)	(18)	(12)	(51)
Underwriting income	<u>\$ 962</u>	<u>\$ 719</u>	<u>\$ 572</u>	<u>\$ 270</u>
Catastrophe losses	<u>\$ 361</u>	<u>\$ 598</u>	<u>\$ 856</u>	<u>\$ 993</u>
Operating ratios				
Loss ratio	63.0	65.1	67.8	71.8
Expense ratio ⁽¹⁾	25.0	25.9	25.0	24.7
Combined ratio	<u>88.0</u>	<u>91.0</u>	<u>92.8</u>	<u>96.5</u>
Effect of catastrophe losses on combined ratio	<u>4.5</u>	<u>7.5</u>	<u>10.9</u>	<u>12.7</u>
Effect of restructuring and related charges on combined ratio	<u>0.3</u>	<u>0.2</u>	<u>0.2</u>	<u>0.7</u>
Discontinued Lines and Coverages Underwriting Summary				
Premiums written	\$ -	\$ -	\$ -	\$ -
Premiums earned	\$ -	\$ -	\$ -	\$ -
Claims and claims expense	(3)	(3)	(88)	(3)
Operating costs and expenses	-	(1)	-	(2)
Underwriting loss	<u>\$ (3)</u>	<u>\$ (4)</u>	<u>\$ (88)</u>	<u>\$ (5)</u>
Effect of Discontinued Lines and Coverages on the Property-Liability combined ratio	<u>-</u>	<u>-</u>	<u>1.1</u>	<u>0.1</u>
Allstate Protection Underwriting Income (Loss) by Brand				
Allstate brand	\$ 957	\$ 737	\$ 562	\$ 308
Esurance brand	3	(1)	(19)	(26)
Encompass brand	4	(17)	29	(12)
Answer Financial	(2)	-	-	-
Underwriting income	<u>\$ 962</u>	<u>\$ 719</u>	<u>\$ 572</u>	<u>\$ 270</u>

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Property-Liability Catastrophe Experience

Catastrophe by Size of Event
(\$ in millions)

Three months ended March 31, 2018

Size of catastrophe	Number of events	%	Claims and claims expense	%	Combined ratio impact
Greater than \$250 million	-	-	-	-	-
\$101 million to \$250 million	1	9.1	122	33.8	1.5
\$50 million to \$100 million	2	18.2	152	42.1	1.9
Less than \$50 million	8	72.7	83	23.0	1.1
Total	11	100.0	357	98.9	4.5
Prior year reserve reestimates			4	1.1	-
Total catastrophe losses			\$ 361	100.0	4.5

Effect of Catastrophe Losses on the Combined Ratio ⁽¹⁾

	Effect of all catastrophe losses on the combined ratio					Premiums earned year-to-date	Total catastrophe losses by year	Total catastrophe losses by year	Excludes th catastrophe los earthquakes a
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Year				
2009	7.8	12.5	6.2	5.0	7.9	\$ 26,194	\$ 2,069	\$ 2,159	
2010	10.0	9.8	5.9	8.3	8.5	25,957	2,207	2,272	
2011	5.2	36.2	16.7	1.0	14.7	25,942	3,815	3,298	
2012	3.9	12.3	3.1	15.7	8.8	26,737	2,345	1,324	
2013	5.3	9.4	1.8	1.7	4.5	27,618	1,251	1,352	
2014	6.3	13.0	7.1	1.3	6.9	28,929	1,993	2,000	
2015	4.0	10.6	3.5	4.7	5.7	30,309	1,719	1,749	
2016	10.9	12.5	6.2	3.9	8.4	30,727	2,571	2,419	
2017	10.1	12.7	10.9	7.5	10.3	31,433	3,228	2,611	
2018	4.5					8,019	361	385	
Average	6.8	14.3	6.8	5.5	8.4				

⁽¹⁾ Catastrophe losses and the effect on the combined ratio were updated for 2017 and 2016 to remove Service Businesses from the calculation. The periods include historical Property-Liability results, which include Allstate Protection, Discontinued Lines and Coverages and Service Businesses. The effect on the calculated using the total premiums earned.

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

	Three months ended March 31, 2018 ⁽¹⁾			Three months ended December 31, 2017			Number of locations
	Number of locations ⁽⁷⁾	Total brand (%) ⁽⁸⁾	Location specific (%) ⁽⁹⁾	Number of locations	Total brand (%)	Location specific (%)	
Allstate brand							
Auto ⁽²⁾⁽³⁾⁽⁴⁾	24	0.3	2.4	25	1.2 ⁽¹⁰⁾	5.4 ⁽¹⁰⁾	17
Homeowners ⁽⁵⁾⁽⁶⁾	14	1.1	4.9	11	0.2	1.5	8
Esurance brand							
Auto	3	0.2	4.6	7	0.6	5.0	16
Homeowners	5	1.7	7.5	4	5.1	14.3	-
Encompass brand							
Auto	4	0.3	3.0	8	1.7	5.7	8
Homeowners	3	0.1	2.0	7	0.9	4.5	6
	Three months ended June 30, 2017			Three months ended March 31, 2017			Number of locations
	Number of locations	Total brand (%)	Location specific (%)	Number of locations	Total brand (%)	Location specific (%)	
Allstate brand							
Auto ⁽²⁾⁽³⁾⁽⁴⁾	23	0.7	3.2	18	1.7 ⁽¹⁰⁾	5.3 ⁽¹⁰⁾	23
Homeowners ⁽⁵⁾⁽⁶⁾	3	0.1	2.0	14	1.0	4.2	12
Esurance brand							
Auto	12	1.7	5.6	7	0.7	5.3	13
Homeowners	-	-	-	-	-	-	1
Encompass brand							
Auto	11	2.3	7.5	5	1.4	7.2	8
Homeowners	9	2.8	8.9	3	0.2	3.4	6

⁽¹⁾ Rate changes include changes approved based on our net cost of reinsurance. These rate changes do not reflect initial rates filed for insurance subsidiaries initially writing business. Based on the District of Columbia and Canadian provinces, rate changes approved for Allstate brand, Esurance brand and Encompass brand for the three month period ending March 31, 2018 are estimated to not include rating plan enhancements, including the introduction of discounts and surcharges that result in no change in the overall rate level in a location.

⁽²⁾ Impacts of Allstate brand auto effective rate changes as a percentage of total brand prior year-end premiums written were 1.2%, 0.5%, 0.4%, 1.8%, 1.1% and 1.1% for the three months ended September 30, 2017, June 30, 2017, March 31, 2017 and December 31, 2016, respectively. Rate changes are included in the effective calculations in the period the rate change is effective.

⁽³⁾ Allstate brand auto rate changes were 2.6%, 4.0%, 4.1%, 4.7%, 7.2% and 7.2% for the trailing twelve months ended March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

⁽⁴⁾ Allstate brand auto rate changes were cumulatively \$2.2 billion or 11.5% for year-to-date 2018, and 2017 and 2016.

⁽⁵⁾ Impacts of Allstate brand homeowners effective rate changes as a percentage of total brand prior year-end premiums written were 1.0%, 0.1%, 0.6%, 0.1%, 0.9% and 0.6% for the three months ended September 30, 2017, June 30, 2017, March 31, 2017 and December 31, 2016, respectively.

⁽⁶⁾ Allstate brand homeowner rate changes were cumulatively \$265 million or 4.0% for year-to-date 2018, and 2017 and 2016.

⁽⁷⁾ Allstate brand auto and homeowners operates in 50 states, the District of Columbia, and 5 Canadian provinces. Esurance brand auto operates in 43 states and 2 Canadian provinces. Esurance brand auto and homeowners operates in 39 states and the District of Columbia.

⁽⁸⁾ Represents the impact in the states, the District of Columbia and Canadian provinces where rate changes were approved during the period as a percentage of total brand prior year-end premiums written.

⁽⁹⁾ Represents the impact in the states, the District of Columbia and Canadian provinces where rate changes were approved during the period as a percentage of its respective total prior year-end premiums written.

⁽¹⁰⁾ Includes a rate increase in California in first and fourth quarter 2017. Excluding California, Allstate brand auto total brand and location specific rate changes were 1.1% and 4.7%, respectively, in fourth quarter 2017.

The Allstate Corporation
Allstate Brand Profitability Measures

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Net premiums written	\$ 7,128	\$ 7,185	\$ 7,587	\$ 7,337
Net premiums earned				
Auto	\$ 5,046	\$ 5,003	\$ 4,950	\$ 4,884
Homeowners	1,727	1,725	1,707	1,691
Other personal lines	420	419	414	411
Commercial lines	136	128	124	118
Total	<u>7,329</u>	<u>7,275</u>	<u>7,195</u>	<u>7,104</u>
Other revenue				
Auto	\$ 54	\$ 53	\$ 54	\$ 54
Homeowners	11	12	10	10
Other personal lines	28	30	38	33
Commercial lines	2	-	2	3
Other business lines ⁽¹⁾	41	39	45	45
Total	<u>136</u>	<u>134</u>	<u>149</u>	<u>145</u>
Incurred losses				
Auto	\$ 3,204	\$ 3,289	\$ 3,455	\$ 3,442
Homeowners	997	1,052	988	1,273
Other personal lines	258	226	312	258
Commercial lines	108	89	103	86
Total	<u>4,567</u>	<u>4,656</u>	<u>4,858</u>	<u>5,059</u>
Expenses				
Auto	\$ 1,317	\$ 1,363	\$ 1,288	\$ 1,282
Homeowners	410	433	410	381
Other personal lines	144	158	158	148
Commercial lines	37	37	38	37
Other business lines ⁽¹⁾	33	25	30	34
Total	<u>1,941</u>	<u>2,016</u>	<u>1,924</u>	<u>1,882</u>
Underwriting income (loss)				
Auto	\$ 579	\$ 404	\$ 261	\$ 214
Homeowners	331	252	319	47
Other personal lines	46	65	(18)	38
Commercial lines	(7)	2	(15)	(2)
Other business lines	8	14	15	11
Total	<u>957</u>	<u>737</u>	<u>562</u>	<u>308</u>
Loss ratio	62.3	64.0	67.5	71.2
Expense ratio ⁽²⁾	24.6	25.9	24.7	24.5
Combined ratio	<u>86.9</u>	<u>89.9</u>	<u>92.2</u>	<u>95.7</u>
Loss ratio	62.3	64.0	67.5	71.2
Less: effect of catastrophe losses	4.5	7.4	11.5	12.9
effect of prior year non-catastrophe reserve reestimates	(0.8)	(2.3)	(3.0)	(1.1)
Underlying loss ratio *	<u>58.6</u>	<u>58.9</u>	<u>59.0</u>	<u>59.4</u>
Expense ratio ⁽²⁾	24.6	25.9	24.7	24.5
Less: effect of amortization of purchased intangible assets	-	-	-	-
Expense ratio, excluding the effect of amortization of purchased intangible assets	<u>24.6</u>	<u>25.9</u>	<u>24.7</u>	<u>24.5</u>
Reconciliation of combined ratio to underlying combined ratio				
Combined ratio	86.9	89.9	92.2	95.7
Effect of catastrophe losses	(4.5)	(7.4)	(11.5)	(12.9)
Effect of prior year non-catastrophe reserve reestimates	0.8	2.3	3.0	1.1
Effect of amortization of purchased intangible assets	-	-	-	-
Underlying combined ratio *	<u>83.2</u>	<u>84.8</u>	<u>83.7</u>	<u>83.9</u>
Effect of prior year reserve reestimates on combined ratio	(0.8)	(2.4)	(3.1)	(1.2)
Effect of advertising expenses on combined ratio	1.6	2.0	2.1	1.9

⁽¹⁾ Other business lines primarily include Ivtantage and represents commissions earned and other costs and expenses.

⁽²⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Allstate Brand Statistics ⁽¹⁾

	Three months ended			
	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
New Issued Applications (in thousands) ⁽²⁾				
Auto	714	620	651	639
Homeowners	187	177	198	199
Average Premium - Gross Written (\$) ⁽³⁾				
Auto	564	561	556	544
Homeowners	1,212	1,206	1,203	1,192
Average Premium - Net Earned (\$) ⁽⁴⁾				
Auto	516	512	507	495
Homeowners	1,131	1,131	1,119	1,106
Annualized Average Premium (\$) ⁽⁵⁾				
Auto	1,029	1,022	1,015	995
Homeowners	1,134	1,133	1,125	1,117
Average Underlying Loss (Incurred Pure Premium) and Expense * (\$) ⁽⁶⁾				
Auto	926	963	925	925
Homeowners	720	679	689	666
Renewal Ratio (%) ⁽⁷⁾				
Auto	88.3	87.8	87.7	87.4
Homeowners	87.5	87.5	87.5	87.0
Auto Claim Frequency (% change year-over-year) ⁽⁸⁾				
Bodily injury gross	(2.0)	(2.9)	(5.6)	(4.7)
Bodily injury paid ⁽⁹⁾	(15.2)	(13.2)	(9.1)	(23.7)
Property damage gross	(2.5)	(4.1)	(8.0)	(5.2)
Property damage paid	(3.0)	(5.2)	(9.0)	(3.4)
Auto Paid Claim Severity (% change year-over-year) ⁽¹⁰⁾				
Bodily injury ⁽⁹⁾	15.8	17.6	15.0	28.3
Property damage	4.7	6.7	4.9	1.6
Homeowners Excluding Catastrophe Losses (% change year-over-year)				
Gross claim frequency ⁽⁸⁾	(1.1)	(2.9)	(2.6)	6.0
Paid claim frequency ⁽⁸⁾	(4.0)	(3.7)	(5.4)	7.1
Paid claim severity	14.4	8.1	8.1	(0.2)

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

⁽²⁾ New Issued Applications: Item counts of automobiles or homeowners insurance applications for insurance policies that were issued during the period, regardless of whether the customer was previously insured by another Allstate Protection brand. Allstate brand includes automobiles added by existing customers when they exceed the (currently 10) on a policy.

⁽³⁾ Average Premium - Gross Written: Gross premiums written divided by issued item count. Gross premiums written include the impacts from discounts, surcharge, reinsurance premiums and exclude the impacts from mid-term premium adjustments and premium refund accruals. Average premiums represent the appropriate policy term, which is 6 months for auto and 12 months for homeowners.

⁽⁴⁾ 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, 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.

⁽⁵⁾ Calculated by annualizing net earned premium reported in the quarter and year-to-date divided by policies in force at quarter end.

⁽⁶⁾ Average underlying loss (incurred pure premium) and expense is calculated as the underlying combined ratio multiplied by the annualized average premium.

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

⁽⁸⁾ Paid claim frequency is calculated as annualized notice counts closed with payment in the period divided by the average of policies in force with the applicable policy term. Gross claim frequency is calculated as annualized notice counts received in the period divided by the average of policies in force with the applicable policy term. Gross claim frequency includes all actual notice counts, regardless of their current status (open or closed) or their ultimate disposition (closed with a payment or without payment). Frequency statistics exclude counts associated with catastrophe events. The percent change in paid or gross claim frequency is calculated as the increase or decrease in the paid or gross claim frequency in the current period compared to the same period in the prior year, divided by the prior year paid or gross claim frequency.

⁽⁹⁾ Bodily injury claim process changes in the second half of 2016 related to enhanced documentation of injuries and related medical treatments are having a related impact on the percent change in paid claim frequency and severity due to payment mix and claim closure patterns. These process changes and the related impacts on the percent change in paid claim frequency and severity have begun to moderate, but are still impacting comparative trends.

⁽¹⁰⁾ Paid claim severity is calculated by dividing the sum of paid losses and loss expenses by claims closed with a payment during the period. The percent change in paid claim severity is calculated as the amount of increase or decrease in paid claim severity in the current period compared to the same period in the prior year, divided by the prior year paid claim severity.

The Allstate Corporation
Esurance Profitability Measures and Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Net premiums written	\$ 493	\$ 410	\$ 453	\$ 408
Net premiums earned				
Auto	\$ 411	\$ 411	\$ 411	\$ 411
Homeowners	20	19	19	16
Other personal lines	2	2	2	2
Total	433	432	432	429
Other revenue				
Auto	\$ 20	\$ 17	\$ 17	\$ 17
Homeowners	-	-	-	-
Other personal lines	-	-	-	-
Total	20	17	17	17
Incurred losses				
Auto	\$ 309	\$ 322	\$ 322	\$ 324
Homeowners	11	9	14	21
Other personal lines	1	1	1	1
Total	321	332	337	346
Expenses				
Auto	\$ 121	\$ 111	\$ 121	\$ 117
Homeowners	7	6	9	8
Other personal lines	1	1	1	1
Total	129	118	131	126
Underwriting income (loss)				
Auto	\$ 1	\$ (5)	\$ (15)	\$ (13)
Homeowners	2	4	(4)	(13)
Other personal lines	-	-	-	-
Total	3	(1)	(19)	(26)
Loss ratio	74.1	76.8	78.0	80.7
Expense ratio ⁽¹⁾	25.2	23.4	26.4	25.4
Combined ratio	99.3	100.2	104.4	106.1
Loss ratio	74.1	76.8	78.0	80.7
Less: effect of catastrophe losses	0.7	0.2	3.9	5.6
effect of prior year non-catastrophe reserve reestimates	-	-	(0.2)	-
Underlying loss ratio *	73.4	76.6	74.3	75.1
Expense ratio ⁽¹⁾	25.2	23.4	26.4	25.4
Less: effect of amortization of purchased intangible assets	0.2	0.2	0.2	-
Expense ratio, excluding the effect of amortization of purchased intangible assets	25.0	23.2	26.2	25.4
Reconciliation of combined ratio to underlying combined ratio				
Combined ratio	99.3	100.2	104.4	106.1
Effect of catastrophe losses	(0.7)	(0.2)	(3.9)	(5.6)
Effect of prior year non-catastrophe reserve reestimates	-	-	0.2	-
Effect of amortization of purchased intangible assets	(0.2)	(0.2)	(0.2)	-
Underlying combined ratio *	98.4	99.8	100.5	100.5
Effect of prior year reserve reestimates on combined ratio	-	-	(0.2)	(0.2)
Effect of advertising expenses on combined ratio	8.1	6.7	9.3	8.6
Policies in Force (in thousands)				
Auto	1,399	1,352	1,369	1,388
Homeowners	84	79	76	69
Other personal lines	45	44	45	47
Total	1,528	1,475	1,490	1,504
New Issued Applications (in thousands)				
Auto	158	105	116	120
Homeowners	8	7	10	9
Other personal lines	8	6	6	7
Total	174	118	132	136
Average Premium - Gross Written (\$)				
Auto (6-month policy)	605	586	574	564
Homeowners (12-month policy)	970	901	924	910
Renewal Ratio (%)				
Auto	83.5	82.2	81.8	81.9
Homeowners	84.4	85.7	85.8	86.1

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Encompass Brand Profitability Measures and Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Net premiums written	\$ 223	\$ 243	\$ 271	\$ 285
Net premiums earned				
Auto	\$ 134	\$ 137	\$ 140	\$ 143
Homeowners	101	104	106	108
Other personal lines	22	23	23	23
Total	<u>257</u>	<u>264</u>	<u>269</u>	<u>274</u>
Other revenue				
Auto	\$ 1	\$ -	\$ 1	\$ 1
Homeowners	-	1	-	-
Other personal lines	-	-	-	-
Total	<u>1</u>	<u>2</u>	<u>1</u>	<u>1</u>
Incurred losses				
Auto	\$ 86	\$ 88	\$ 91	\$ 105
Homeowners	66	100	54	84
Other personal lines	15	11	13	10
Total	<u>167</u>	<u>199</u>	<u>158</u>	<u>199</u>
Expenses				
Auto	\$ 45	\$ 42	\$ 44	\$ 47
Homeowners	34	34	32	34
Other personal lines	8	8	7	7
Total	<u>87</u>	<u>84</u>	<u>83</u>	<u>88</u>
Underwriting income (loss)				
Auto	\$ 4	\$ 7	\$ 6	\$ (8)
Homeowners	1	(29)	20	(10)
Other personal lines	(1)	5	3	6
Total	<u>4</u>	<u>(17)</u>	<u>29</u>	<u>(12)</u>
Loss ratio	65.0	75.4	58.7	72.6
Expense ratio ⁽¹⁾	33.4	31.0	30.5	31.8
Combined ratio	<u>98.4</u>	<u>106.4</u>	<u>89.2</u>	<u>104.4</u>
Loss ratio	65.0	75.4	58.7	72.6
Less: effect of catastrophe losses	11.3	23.4	4.5	19.0
effect of prior year non-catastrophe reserve reestimates	(0.8)	(3.4)	(0.8)	(2.2)
Underlying loss ratio *	<u>54.5</u>	<u>55.4</u>	<u>55.0</u>	<u>55.8</u>
Expense ratio ⁽¹⁾	33.4	31.0	30.5	31.8
Less: effect of amortization of purchased intangible assets	-	-	-	-
Expense ratio, excluding the effect of amortization of purchased intangible assets	<u>33.4</u>	<u>31.0</u>	<u>30.5</u>	<u>31.8</u>
Reconciliation of combined ratio to underlying combined ratio				
Combined ratio	98.4	106.4	89.2	104.4
Effect of catastrophe losses	(11.3)	(23.4)	(4.5)	(19.0)
Effect of prior year non-catastrophe reserve reestimates	0.8	3.4	0.8	2.2
Underlying combined ratio *	<u>87.9</u>	<u>86.4</u>	<u>85.5</u>	<u>87.6</u>
Effect of prior year reserve reestimates on combined ratio	2.3	(3.8)	(0.8)	(2.9)
Effect of advertising expenses on combined ratio	-	0.4	0.4	-
Policies in Force (in thousands)				
Auto	517	530	548	571
Homeowners	248	254	262	273
Other personal lines	83	85	88	91
Total	<u>848</u>	<u>869</u>	<u>898</u>	<u>935</u>
New Issued Applications (in thousands)				
Auto	17	14	13	13
Homeowners	8	7	8	8
Average Premium - Gross Written (\$)				
Auto (12-month policy)	1,116	1,111	1,087	1,065
Homeowners (12-month policy)	1,698	1,706	1,703	1,667
Renewal Ratio (%)				
Auto	71.8	72.6	72.0	74.2
Homeowners	78.5	77.6	77.7	78.7

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Auto Profitability Measures by Brand

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Allstate brand auto				
Net premiums written	\$ 5,151	\$ 4,956	\$ 5,096	\$ 4,925
Net premiums earned	\$ 5,046	\$ 5,003	\$ 4,950	\$ 4,884
Other revenue	54	53	54	54
Incurred losses	(3,204)	(3,289)	(3,455)	(3,442)
Expenses	(1,317)	(1,363)	(1,288)	(1,282)
Underwriting income	<u>\$ 579</u>	<u>\$ 404</u>	<u>\$ 261</u>	<u>\$ 214</u>
Loss ratio	63.5	65.7	69.8	70.5
Less: effect of catastrophe losses	-	0.7	7.3	4.2
effect of prior year non-catastrophe reserve reestimates	(1.5)	(3.0)	(3.7)	(1.2)
Underlying loss ratio *	<u>65.0</u>	<u>68.0</u>	<u>66.2</u>	<u>67.5</u>
Expense ratio ⁽¹⁾	25.0	26.2	24.9	25.1
Combined ratio	88.5	91.9	94.7	95.6
Effect of catastrophe losses	-	(0.7)	(7.3)	(4.2)
Effect of prior year non-catastrophe reserve reestimates	1.5	3.0	3.7	1.2
Underlying combined ratio *	<u>90.0</u>	<u>94.2</u>	<u>91.1</u>	<u>92.6</u>
Esurance brand auto				
Net premiums written	\$ 470	\$ 389	\$ 427	\$ 386
Net premiums earned	\$ 411	\$ 411	\$ 411	\$ 411
Other revenue	20	17	17	17
Incurred losses	(309)	(322)	(322)	(324)
Expenses	(121)	(111)	(121)	(117)
Underwriting income (loss)	<u>\$ 1</u>	<u>\$ (5)</u>	<u>\$ (15)</u>	<u>\$ (13)</u>
Loss ratio	75.2	78.3	78.3	78.9
Less: effect of catastrophe losses	0.5	-	3.6	3.6
effect of prior year non-catastrophe reserve reestimates	0.3	-	-	0.3
Underlying loss ratio *	<u>74.4</u>	<u>78.3</u>	<u>74.7</u>	<u>75.0</u>
Expense ratio ⁽¹⁾	24.6	22.9	25.3	24.3
Combined ratio	99.8	101.2	103.6	103.2
Effect of catastrophe losses	(0.5)	-	(3.6)	(3.6)
Effect of prior year non-catastrophe reserve reestimates	(0.3)	-	-	(0.3)
Effect of amortization of purchased intangible assets	(0.2)	(0.2)	(0.2)	-
Underlying combined ratio *	<u>98.8</u>	<u>101.0</u>	<u>99.8</u>	<u>99.3</u>
Encompass brand auto				
Net premiums written	\$ 118	\$ 128	\$ 141	\$ 148
Net premiums earned	\$ 134	\$ 137	\$ 140	\$ 143
Other revenue	1	-	1	1
Incurred losses	(86)	(88)	(91)	(105)
Expenses	(45)	(42)	(44)	(47)
Underwriting income (loss)	<u>\$ 4</u>	<u>\$ 7</u>	<u>\$ 6</u>	<u>\$ (8)</u>
Loss ratio	64.2	64.2	65.0	73.4
Less: effect of catastrophe losses	0.7	-	0.7	4.9
effect of prior year non-catastrophe reserve reestimates	-	(3.6)	-	-
Underlying loss ratio *	<u>63.5</u>	<u>67.8</u>	<u>64.3</u>	<u>68.5</u>
Expense ratio ⁽¹⁾	32.8	30.7	30.7	32.2
Combined ratio	97.0	94.9	95.7	105.6
Effect of catastrophe losses	(0.7)	-	(0.7)	(4.9)
Effect of prior year non-catastrophe reserve reestimates	-	3.6	-	-
Underlying combined ratio *	<u>96.3</u>	<u>98.5</u>	<u>95.0</u>	<u>100.7</u>

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Homeowners Profitability Measures by Brand

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Allstate brand homeowners				
Net premiums written	\$ 1,465	\$ 1,694	\$ 1,921	\$ 1,847
Net premiums earned	\$ 1,727	\$ 1,725	\$ 1,707	\$ 1,691
Other revenue	11	12	10	10
Incurred losses	(997)	(1,052)	(988)	(1,273)
Expenses	(410)	(433)	(410)	(381)
Underwriting income	<u>\$ 331</u>	<u>\$ 252</u>	<u>\$ 319</u>	<u>\$ 47</u>
Loss ratio	57.7	61.0	57.9	75.3
Less: effect of catastrophe losses	17.3	27.8	22.4	38.4
effect of prior year non-catastrophe reserve reestimates	-	(2.3)	(2.3)	(1.0)
Underlying loss ratio *	<u>40.4</u>	<u>35.5</u>	<u>37.8</u>	<u>37.9</u>
Expense ratio ⁽¹⁾	23.1	24.4	23.4	21.9
Combined ratio	80.8	85.4	81.3	97.2
Effect of catastrophe losses	(17.3)	(27.8)	(22.4)	(38.4)
Effect of prior year non-catastrophe reserve reestimates	-	2.3	2.3	1.0
Underlying combined ratio *	<u>63.5</u>	<u>59.9</u>	<u>61.2</u>	<u>59.8</u>
Esurance brand homeowners				
Net premiums written	\$ 21	\$ 19	\$ 24	\$ 20
Net premiums earned	\$ 20	\$ 19	\$ 19	\$ 16
Other revenue	-	-	-	-
Incurred losses	(11)	(9)	(14)	(21)
Expenses	(7)	(6)	(9)	(8)
Underwriting income (loss)	<u>\$ 2</u>	<u>\$ 4</u>	<u>\$ (4)</u>	<u>\$ (13)</u>
Loss ratio	55.0	47.3	73.7	131.3
Less: effect of catastrophe losses	5.0	5.2	10.5	56.3
effect of prior year non-catastrophe reserve reestimates	(5.0)	-	(5.2)	-
Underlying loss ratio *	<u>55.0</u>	<u>42.1</u>	<u>68.4</u>	<u>75.0</u>
Expense ratio ⁽¹⁾	35.0	31.6	47.4	50.0
Combined ratio	90.0	78.9	121.1	181.3
Effect of catastrophe losses	(5.0)	(5.2)	(10.5)	(56.3)
Effect of prior year non-catastrophe reserve reestimates	5.0	-	5.2	-
Underlying combined ratio *	<u>90.0</u>	<u>73.7</u>	<u>115.8</u>	<u>125.0</u>
Encompass brand homeowners				
Net premiums written	\$ 86	\$ 95	\$ 108	\$ 112
Net premiums earned	\$ 101	\$ 104	\$ 106	\$ 108
Other revenue	-	1	-	-
Incurred losses	(66)	(100)	(54)	(84)
Expenses	(34)	(34)	(32)	(34)
Underwriting income (loss)	<u>\$ 1</u>	<u>\$ (29)</u>	<u>\$ 20</u>	<u>\$ (10)</u>
Loss ratio	65.3	96.2	50.9	77.8
Less: effect of catastrophe losses	25.7	56.7	10.3	38.9
effect of prior year non-catastrophe reserve reestimates	(1.0)	1.0	-	-
Underlying loss ratio *	<u>40.6</u>	<u>38.5</u>	<u>40.6</u>	<u>38.9</u>
Expense ratio ⁽¹⁾	33.7	31.7	30.2	31.5
Combined ratio	99.0	127.9	81.1	109.3
Effect of catastrophe losses	(25.7)	(56.7)	(10.3)	(38.9)
Effect of prior year non-catastrophe reserve reestimates	1.0	(1.0)	-	-
Underlying combined ratio *	<u>74.3</u>	<u>70.2</u>	<u>70.8</u>	<u>70.4</u>

⁽¹⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Other Personal Lines Profitability Measures by Brand ⁽¹⁾

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Allstate brand other personal lines				
Net premiums written	\$ 375	\$ 410	\$ 454	\$ 441
Net premiums earned	\$ 420	\$ 419	\$ 414	\$ 411
Other revenue	28	30	38	33
Incurred losses	(258)	(226)	(312)	(258)
Expenses	(144)	(158)	(158)	(148)
Underwriting income (loss)	<u>\$ 46</u>	<u>\$ 65</u>	<u>\$ (18)</u>	<u>\$ 38</u>
Loss ratio	61.4	53.9	75.3	62.8
Less: effect of catastrophe losses	6.4	4.8	15.7	13.9
effect of prior year non-catastrophe reserve reestimates	(0.7)	1.9	0.7	(0.2)
Underlying loss ratio *	<u>55.7</u>	<u>47.2</u>	<u>58.9</u>	<u>49.1</u>
Expense ratio ⁽²⁾	27.6	30.6	29.0	28.0
Combined ratio	89.0	84.5	104.3	90.8
Effect of catastrophe losses	(6.4)	(4.8)	(15.7)	(13.9)
Effect of prior year non-catastrophe reserve reestimates	0.7	(1.9)	(0.7)	0.2
Underlying combined ratio *	<u>83.3</u>	<u>77.8</u>	<u>87.9</u>	<u>77.1</u>
Esurance brand other personal lines				
Net premiums written	\$ 2	\$ 2	\$ 2	\$ 2
Net premiums earned	\$ 2	\$ 2	\$ 2	\$ 2
Other revenue	-	-	-	-
Incurred losses	(1)	(1)	(1)	(1)
Expenses	(1)	(1)	(1)	(1)
Underwriting income	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Loss ratio	50.0	50.0	50.0	50.0
Less: effect of catastrophe losses	-	-	-	-
effect of prior year non-catastrophe reserve reestimates	-	-	-	(50.0)
Underlying loss ratio *	<u>50.0</u>	<u>50.0</u>	<u>50.0</u>	<u>100.0</u>
Expense ratio ⁽²⁾	50.0	50.0	50.0	50.0
Combined ratio	100.0	100.0	100.0	100.0
Effect of catastrophe losses	-	-	-	-
Effect of prior year non-catastrophe reserve reestimates	-	-	-	50.0
Underlying combined ratio *	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>150.0</u>
Encompass brand other personal lines				
Net premiums written	\$ 19	\$ 20	\$ 22	\$ 25
Net premiums earned	\$ 22	\$ 23	\$ 23	\$ 23
Other revenue	-	1	-	-
Incurred losses	(15)	(11)	(13)	(10)
Expenses	(8)	(8)	(7)	(7)
Underwriting (loss) income	<u>\$ (1)</u>	<u>\$ 5</u>	<u>\$ 3</u>	<u>\$ 6</u>
Loss ratio	68.2	47.8	56.5	43.5
Less: effect of catastrophe losses	9.1	13.0	-	13.0
effect of prior year non-catastrophe reserve reestimates	(4.6)	(21.7)	(8.7)	(26.1)
Underlying loss ratio *	<u>63.7</u>	<u>56.5</u>	<u>65.2</u>	<u>56.6</u>
Expense ratio ⁽²⁾	36.3	30.5	30.5	30.4
Combined ratio	104.5	78.3	87.0	73.9
Effect of catastrophe losses	(9.1)	(13.0)	-	(13.0)
Effect of prior year non-catastrophe reserve reestimates	4.6	21.7	8.7	26.1
Underlying combined ratio *	<u>100.0</u>	<u>87.0</u>	<u>95.7</u>	<u>87.0</u>

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

⁽²⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Commercial Lines Profitability Measures ⁽¹⁾

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Net premiums written	\$ 137 ⁽²⁾	\$ 125	\$ 116	\$ 124	\$
Net premiums earned	\$ 136 ⁽²⁾	\$ 128	\$ 124	\$ 118	\$
Other revenue	2	-	2	3	
Incurred losses	(108)	89	103	86	
Expenses	(37)	37	38	37	
Underwriting (loss) income	<u>\$ (7)</u>	<u>\$ 2</u>	<u>\$ (15)</u>	<u>\$ (2)</u>	\$
Loss ratio	79.4	69.5	83.1	72.9	
Expense ratio ⁽³⁾	25.7	28.9	29.0	28.8	
Combined ratio	<u>105.1</u>	<u>98.4</u>	<u>112.1</u>	<u>101.7</u>	-
Reconciliation of combined ratio to underlying combined ratio					
Combined ratio	105.1	98.4	112.1	101.7	
Effect of catastrophe losses on combined ratio	(2.2)	(1.6)	(10.5)	(1.7)	
Effect of prior year non-catastrophe reserve reestimates	(15.4)	(9.3)	(4.8)	0.8	
Underlying combined ratio [*]	<u>87.5</u>	<u>87.5</u>	<u>96.8</u>	<u>100.8</u>	-
Effect of prior year reserve reestimates on combined ratio	14.7	9.3	5.6	(1.7)	
Effect of catastrophe losses included in prior year reserve reestimates on combined ratio	(0.7)	-	0.8	(0.9)	

⁽¹⁾ Commercial lines are all Allstate brand products.

⁽²⁾ Includes the partnership agreement with Uber effective March 1, 2018 to provide commercial auto insurance coverage in Illinois, New Jersey and VA. The premium recorded does not include deposits from Uber that will be refunded to Uber at the end of the policy term.

⁽³⁾ Other revenue is deducted from other costs and expenses in the expense ratio calculation.

The Allstate Corporation
Discontinued Lines and Coverages Reserves

(\$ in millions)	Three months ended	Twelve months ended December 31,			
(net of reinsurance)	March 31, 2018	2017	2016	2015	2014
Asbestos claims					
Beginning reserves	\$ 884	\$ 912	\$ 960	\$ 1,014	\$ 1,0
Incurred claims and claims expense	-	61	67	39	-
Claims and claims expense paid	(18)	(89)	(115)	(93)	-
Ending reserves	<u>\$ 866</u>	<u>\$ 884</u>	<u>\$ 912</u>	<u>\$ 960</u>	<u>\$ 1,0</u>
Claims and claims expense paid as a percent of ending reserves	2.1%	10.1%	12.6%	9.7%	8.
Environmental claims					
Beginning reserves	\$ 166	\$ 179	\$ 179	\$ 203	\$ 2
Incurred claims and claims expense	-	10	23	1	-
Claims and claims expense paid	(4)	(23)	(23)	(25)	-
Ending reserves	<u>\$ 162</u>	<u>\$ 166</u>	<u>\$ 179</u>	<u>\$ 179</u>	<u>\$ 2</u>
Claims and claims expense paid as a percent of ending reserves	2.5%	13.9%	12.8%	14.0%	9.
Other claims ⁽¹⁾					
Beginning reserves	\$ 357	\$ 354	\$ 377	\$ 395	\$ 4
Incurred claims and claims expense	3	25	15	13	-
Claims and claims expense paid	(9)	(22)	(38)	(31)	-
Ending reserves	<u>\$ 351</u>	<u>\$ 357</u>	<u>\$ 354</u>	<u>\$ 377</u>	<u>\$ 3</u>
Claims and claims expense paid as a percent of ending reserves	2.6%	6.2%	10.7%	8.2%	9.
Total claims ⁽²⁾					
Beginning reserves	\$ 1,407	\$ 1,445	\$ 1,516	\$ 1,612	\$ 1,6
Incurred claims and claims expense	3	96	105	53	1
Claims and claims expense paid	(31)	(134)	(176)	(149)	(1
Ending reserves	<u>\$ 1,379</u>	<u>\$ 1,407</u>	<u>\$ 1,445</u>	<u>\$ 1,516</u>	<u>\$ 1,6</u>
Claims and claims expense paid as a percent of ending reserves	2.2%	9.5%	12.2%	9.8%	9.

⁽¹⁾ Other claims include other mass torts, workers' compensation, commercial and other.

⁽²⁾ The 3-year survival ratio for the combined asbestos, environmental and other claims was 9.5, 9.2, 9.2, 10.6, 12.0 and 14.2 for the annualized three-months of 2017, 2016, 2015, 2014 and 2013, respectively, and is calculated by taking the ending reserves divided by net payments made during the year.

The Allstate Corporation
Service Businesses Segment Results ⁽¹⁾

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Net premiums written	\$ 287	\$ 309	\$ 272	\$ 259
Net premiums earned	\$ 267	\$ 231	\$ 225	\$ 211
Intersegment insurance premiums and service fees	29	28	26	28
Other revenue	16	16	17	17
Net investment income	5	5	4	4
Realized capital gains and losses	(4)	-	-	-
Claims and claims expense	(93)	(90)	(106)	(83)
Amortization of deferred policy acquisition costs	(110)	(79)	(78)	(71)
Operating costs and expenses	(119)	(132)	(115)	(116)
Amortization of purchased intangible assets	(21)	(23)	(23)	(23)
Restructuring and related charges	(1)	(11)	(1)	(1)
Income tax benefit	7	150	19	11
Net (loss) income applicable to common shareholders	\$ (24)	\$ 95	\$ (32)	\$ (23)
Realized capital gains and losses, after-tax	3	-	-	-
Amortization of purchased intangible assets, after-tax	16	15	15	15
Tax Legislation benefit	-	(134)	-	-
Adjusted net loss	\$ (5)	\$ (24)	\$ (17)	\$ (8)
Allstate Roadside Services				
Net premiums written	\$ 65	\$ 60	\$ 68	\$ 66
Net premiums earned	\$ 64	\$ 64	\$ 69	\$ 67
Intersegment insurance premiums and service fees	8	8	7	8
Other revenue	2	1	2	2
Net investment income	-	-	1	-
Claims and claims expense	(35)	(35)	(38)	(35)
Amortization of deferred policy acquisition costs	(1)	(4)	(4)	(4)
Operating costs and other expenses	(44)	(45)	(44)	(45)
Restructuring and related charges	(1)	-	(1)	(1)
Income tax benefit	2	8	3	3
Net loss	\$ (5)	\$ (3)	\$ (5)	\$ (5)
Tax Legislation benefit	-	(4)	-	-
Adjusted net loss	\$ (5)	\$ (7)	\$ (5)	\$ (5)
Allstate Dealer Services				
Net premiums written	\$ 92	\$ 93	\$ 100	\$ 108
Net premiums earned	\$ 80	\$ 79	\$ 78	\$ 74
Other revenue	14	14	15	15
Net investment income	4	4	3	4
Realized capital gains and losses	(2)	-	-	-
Claims and claims expense	(17)	(18)	(27)	(20)
Amortization of deferred policy acquisition costs	(64)	(62)	(63)	(57)
Operating costs and other expenses	(14)	(17)	(13)	(13)
Income tax benefit (expense)	-	70	3	(1)
Net income (loss)	\$ 1	\$ 70	\$ (4)	\$ 2
Realized capital gains and losses, after-tax	1	-	-	-
Tax Legislation benefit	-	(70)	-	-
Adjusted net income (loss)	\$ 2	\$ -	\$ (4)	\$ 2
Arity ⁽²⁾				
Intersegment service fees	\$ 21	\$ 20	\$ 19	\$ 20
Net investment income	-	-	-	-
Operating costs and other expenses	(26)	(25)	(26)	(27)
Income tax benefit (expense)	1	(3)	3	1
Net (loss) income	\$ (4)	\$ (8)	\$ (4)	\$ (6)
Tax Legislation expense	-	2	-	-
Adjusted net (loss) income	\$ (4)	\$ (6)	\$ (4)	\$ (6)

⁽¹⁾ Service Businesses results include SquareTrade. Further details related to SquareTrade results are on page 29.

⁽²⁾ There are no premiums written or earned for Arity.

The Allstate Corporation
SquareTrade Results

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Net premiums written	\$ 130	\$ 156	\$ 104	\$ 85
Net premiums earned	\$ 123 ⁽³⁾	\$ 88	\$ 78	\$ 70
Other revenue	-	1	-	-
Net investment income	1	1	-	-
Realized capital gains and losses	(2)	-	-	-
Claims and claims expense	(41)	(37)	(40)	(29) ⁽⁴⁾
Amortization of deferred policy acquisition costs	(45) ⁽³⁾	(13)	(11)	(10)
Other costs and expenses	(35)	(45)	(33)	(30)
Amortization of purchased intangible assets	(21)	(23)	(23)	(23)
Restructuring and related charges	-	(11)	-	-
Income tax benefit	4	75	10	8
Net (loss) income applicable to common shareholders	\$ (16)	\$ 36	\$ (19)	\$ (14)
Realized capital gains and losses, after-tax	2	-	-	-
Amortization of purchased intangible assets, after-tax	16	15	15	15
Tax Legislation benefit	-	(62)	-	-
Adjusted net income (loss)	\$ 2	\$ (11)	\$ (4)	\$ 1
Fair value adjustments, after-tax ⁽¹⁾	2	3	2	3
Adjusted net income (loss), excluding purchase accounting adjustments *	\$ 4	\$ (8)	\$ (2)	\$ 4
Protection Plans in Force (in thousands) ⁽²⁾	41,806	38,719	34,078	31,258
New Issued Protection Plans (in thousands)	5,564	8,210	5,122	3,586

⁽¹⁾ In connection with the acquisition, purchase accounting adjustments made to recognize the acquired assets and liabilities at their fair value for unearned contractual liability insurance policy premium expenses, and commissions paid to retailers recorded as of the acquisition date are earned over the life of the contracts or approximately three years.

⁽²⁾ Protection plan terms generally range between one and five years with an average term of three years.

⁽³⁾ As a result of the adoption of the revenue from contracts with customers accounting standard, SquareTrade recognized \$30 million of net premiums earned corresponding increase in amortization of deferred policy acquisition costs related to protection plans sold directly to retailers for which SquareTrade is the principal in the transaction.

⁽⁴⁾ Includes a \$6 million favorable adjustment for loss experience.

The Allstate Corporation
Allstate Life Segment Results and Other Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	M
Premiums	\$ 146	\$ 149	\$ 141	\$ 140	\$
Contract charges	181	175	175	179	\$
Other revenue ⁽¹⁾	26	33	26	28	\$
Net investment income	122	127	119	123	\$
Contract benefits	(205)	(210)	(173)	(187)	\$
Interest credited to contractholder funds	(70)	(71)	(71)	(71)	\$
Amortization of deferred policy acquisition costs	(31)	(27)	(25)	(35)	\$
Operating costs and expenses	(86)	(98)	(82)	(86)	\$
Restructuring and related charges	-	(1)	(1)	-	\$
Income tax expense on operations	(14)	(20)	(35)	(28)	\$
Adjusted net income	69	57	74	63	\$
Realized capital gains and losses, after-tax	(2)	-	1	-	\$
DAC and DSI amortization relating to realized capital gains and losses, after-tax	(2)	(2)	(2)	(3)	\$
Tax Legislation benefit	-	332	-	-	\$
Net income applicable to common shareholders	\$ 65	\$ 387	\$ 73	\$ 60	\$
Premiums and Contract Charges by Product					
Traditional life insurance premiums	\$ 146	\$ 148	\$ 141	\$ 139	\$
Accident and health insurance premiums	-	1	-	1	\$
Interest-sensitive life insurance contract charges	181	175	175	179	\$
Total	<u>\$ 327</u>	<u>\$ 324</u>	<u>\$ 316</u>	<u>\$ 319</u>	<u>\$</u>
Proprietary Life Insurance Policies Sold by Allstate Agencies ⁽²⁾	24,771	43,318	28,962	31,447	
Policies in Force (in thousands) ⁽³⁾					
Life insurance					
Allstate agencies	1,897	1,903	1,893	1,891	
Closed channels	119	121	123	126	
Accident and health insurance	2	2	3	3	
Total	<u>2,018</u>	<u>2,026</u>	<u>2,019</u>	<u>2,020</u>	

⁽¹⁾ Includes gross dealer concessions received in connection with Allstate exclusive agencies and exclusive financial specialists sales of non-proprietary products, including mutual funds, fixed and variable annuities, disability insurance and long-term care insurance.

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

⁽³⁾ Reflect the number of contracts in force.

The Allstate Corporation
Allstate Life Analysis of Net Income

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Benefit spread					
Premiums	\$ 146	\$ 149	\$ 141	\$ 140	\$
Cost of insurance contract charges ⁽¹⁾	126	119	121	123	
Contract benefits	(205)	(210)	(173)	(187)	
Total benefit spread	<u>67</u>	<u>58</u>	<u>89</u>	<u>76</u>	
Investment spread					
Net investment income	122	127	119	123	
Interest credited to contractholder funds	(70)	(71)	(71)	(71)	
Total investment spread	<u>52</u>	<u>56</u>	<u>48</u>	<u>52</u>	
Surrender charges and contract maintenance expense fees ⁽¹⁾	55	56	54	56	
Other revenue	26	33	26	28	
Realized capital gains and losses	(3)	1	2	1	
Amortization of deferred policy acquisition costs	(33)	(30)	(29)	(39)	
Operating costs and expenses	(86)	(98)	(82)	(86)	
Restructuring and related charges	-	(1)	(1)	-	
Income tax (expense) benefit	(13)	312	(34)	(28)	
Net income applicable to common shareholders	<u>\$ 65</u>	<u>\$ 387</u>	<u>\$ 73</u>	<u>\$ 60</u>	\$ =
⁽¹⁾ Reconciliation of contract charges					
Cost of insurance contract charges	\$ 126	\$ 119	\$ 121	\$ 123	\$
Surrender charges and contract maintenance expense fees	55	56	54	56	
Total contract charges	<u>\$ 181</u>	<u>\$ 175</u>	<u>\$ 175</u>	<u>\$ 179</u>	\$ =

The Allstate Corporation
Allstate Life
Return on Equity

(\$ in millions)

	Twelve months ended	
	March 31, 2018	Dec. 31, 2017
Return on Equity		
Numerator:		
Net income applicable to common shareholders ⁽¹⁾⁽²⁾	\$ <u>585</u>	\$ <u>577</u>
Denominator:		
Ending equity ⁽²⁾⁽³⁾	\$ <u>2,513</u>	\$ <u>2,591</u>
Return on equity	<u>23.3</u> %	<u>22.3</u>
 Adjusted Net Income Return on Adjusted Equity *		
Numerator:		
Adjusted net income ⁽¹⁾	\$ <u>263</u>	\$ <u>253</u>
Denominator:		
Ending equity ⁽²⁾⁽³⁾	\$ 2,513	\$ 2,591
Less: Unrealized net capital gains and losses	142	234
Goodwill	175	175
Adjusted ending equity	\$ <u>2,196</u>	\$ <u>2,182</u>
Adjusted net income return on adjusted equity *	<u>12.0</u> %	<u>11.6</u>

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

⁽²⁾ Includes a \$332 million benefit related to Tax Legislation.

⁽³⁾ Ending equity has been used due to the changes in reportable segments, which was effective October 2017.

The Allstate Corporation
Allstate Life Reserves and Contractholder Funds

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Reserve for life-contingent contract benefits				
Traditional life insurance	\$ 2,467	\$ 2,460	\$ 2,426	\$ 2,420
Accident and health insurance	170	176	178	180
Total	<u>\$ 2,637</u>	<u>\$ 2,636</u>	<u>\$ 2,604</u>	<u>\$ 2,600</u>
Contractholders funds, beginning balance	\$ 7,608	\$ 7,559	\$ 7,514	\$ 7,497
Deposits	240	243	236	243
Interest credited	70	71	71	70
Benefits, withdrawals and other adjustments				
Benefits	(59)	(58)	(54)	(66)
Surrenders and partial withdrawals	(67)	(64)	(62)	(63)
Contract charges	(176)	(177)	(175)	(176)
Net transfers from separate accounts	2	1	-	2
Other adjustments	(15)	33	29	7
Total benefits, withdrawals and other adjustments	<u>(315)</u>	<u>(265)</u>	<u>(262)</u>	<u>(296)</u>
Contractholder funds, ending balance	<u>\$ 7,603</u>	<u>\$ 7,608</u>	<u>\$ 7,559</u>	<u>\$ 7,514</u>

The Allstate Corporation
Allstate Benefits Segment Results and Other Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	M
Premiums	\$ 258	\$ 244	\$ 244	\$ 241	\$
Contract charges	28	29	29	28	-
Net investment income	19	18	18	19	-
Contract benefits	(149)	(143)	(142)	(143)	-
Interest credited to contractholder funds	(8)	(9)	(8)	(9)	-
Amortization of deferred policy acquisition costs	(41)	(37)	(31)	(33)	-
Operating costs and expenses	(72)	(70)	(65)	(64)	-
Restructuring and related charges	-	(2)	(1)	-	-
Income tax expense on operations	(7)	(10)	(16)	(14)	-
Adjusted net income	28	20	28	25	-
Realized capital gains and losses, after-tax	(2)	(1)	1	-	-
Tax Legislation benefit	-	51	-	-	-
Net income applicable to common shareholders	\$ 26	\$ 70	\$ 29	\$ 25	\$
Benefit ratio ⁽¹⁾	52.1	52.4	52.0	53.2	-
Operating expense ratio ⁽²⁾	25.2	25.6	23.8	23.8	-

⁽¹⁾ Benefit ratio is contract benefits divided by premiums and contract charges.

⁽²⁾ Operating expense ratio is operating costs and expenses divided by premiums and contract charges.

The Allstate Corporation
Allstate Benefits Segment Premium and Other Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	M
Premiums and Contract Charges by Product					
Life	\$ 38	\$ 40	\$ 41	\$ 37	\$
Accident	74	68	70	71	
Critical illness	121	117	116	116	
Short-term disability	27	26	27	25	
Other health	26	22	19	20	
Total	<u>\$ 286</u>	<u>\$ 273</u>	<u>\$ 273</u>	<u>\$ 269</u>	<u>\$</u>
New Annualized Premium Sales by Product ⁽¹⁾					
Life	\$ 8	\$ 18	\$ 10	\$ 11	\$
Accident	21	55	21	21	
Critical illness	25	74	22	23	
Short-term disability	10	13	9	10	
Other health	12	35	7	8	
Total	<u>\$ 76</u>	<u>\$ 195</u>	<u>\$ 69</u>	<u>\$ 73</u>	<u>\$</u>
Annualized Premium Inforce ⁽²⁾	<u>\$ 1,237</u>	<u>\$ 1,185</u>	<u>\$ 1,187</u>	<u>\$ 1,193</u>	<u>\$</u>
Policies in Force (in thousands) ⁽³⁾					
Life insurance	468	458	460	466	
Accident and health insurance	3,792	3,575	3,575	3,598	
Total	<u>4,260</u>	<u>4,033</u>	<u>4,035</u>	<u>4,064</u>	<u></u>

⁽¹⁾ New annualized premium sales reflects annualized premiums at initial customer enrollment (including new accounts and new employees or policy accounts), reduced by an estimate for certain policies that are expected to lapse. A significant portion of Allstate Benefits business is seasonally variable, with a significant portion of the fourth quarter during many clients' annual employee benefits enrollment.

⁽²⁾ Premium amount paid annually for all active policies, which have not been cancelled.

⁽³⁾ Individual life and accident and health insurance policies reflect the number of contracts in force. Group life and accident and health insurance reflect certificate counts as opposed to group counts.

The Allstate Corporation
Allstate Benefits
Return on Equity

(\$ in millions)

Twelve months ended

Return on Equity

Numerator:

Net income applicable to common shareholders ⁽¹⁾⁽²⁾

	March 31, 2018	Dec. 31, 2017
Net income applicable to common shareholders ⁽¹⁾⁽²⁾	\$ 150	\$ 146

Denominator:

Ending equity ^{(2) (3)}

Ending equity ^{(2) (3)}	\$ 803	\$ 801
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Return on equity

Return on equity	18.7 %	18.2
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Adjusted Net Income Return on Adjusted Equity *

Numerator:

Adjusted net income ⁽¹⁾

Adjusted net income ⁽¹⁾	\$ 101	\$ 95
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Denominator:

Ending equity ⁽²⁾⁽³⁾

Ending equity ⁽²⁾⁽³⁾	\$ 803	\$ 801
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Less: Unrealized net capital gains and losses

Less: Unrealized net capital gains and losses	8	57
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Goodwill

Goodwill	96	96
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Adjusted ending equity

Adjusted ending equity	\$ 699	\$ 648
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Adjusted net income return on adjusted equity *

Adjusted net income return on adjusted equity *	14.4 %	14.7
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⁽¹⁾ Net income applicable to common shareholders and adjusted net income reflect a trailing twelve-month period.

⁽²⁾ Includes a \$51 million benefit related to Tax Legislation.

⁽³⁾ Ending equity has been used due to the changes in reportable segments, which was effective October 2017.

The Allstate Corporation
Allstate Annuities Segment Results and Other Statistics

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Contract charges	\$ 3	\$ 4	\$ 4	\$ 3
Net investment income	290	338	324	354
Contract benefits	(150)	(154)	(141)	(156)
Interest credited to contractholder funds	(87)	(90)	(94)	(93)
Amortization of deferred policy acquisition costs	(1)	(2)	(2)	(1)
Operating costs and expenses	(9)	(9)	(9)	(8)
Restructuring and related charges	-	-	1	(1)
Income tax expense on operations	(11)	(32)	(28)	(33)
Adjusted net income	35	55	55	65
Realized capital gains and losses, after-tax	(23)	22	11	(3)
Valuation changes on embedded derivatives not hedged, after-tax	4	2	(1)	(1)
Gain on disposition of operations, after-tax	1	1	1	-
Tax Legislation benefit	-	182	-	-
Net income applicable to common shareholders	\$ 17	\$ 262	\$ 66	\$ 61
Policies in Force (in thousands) ⁽¹⁾				
Deferred annuities	137	142	145	148
Immediate annuities	88	89	91	92
	<u>225</u>	<u>231</u>	<u>236</u>	<u>240</u>

⁽¹⁾ Allstate Annuities in force reflect the number of contracts in force excluding sold blocks of business that remain on the balance sheet due to the disposition being effected through reinsurance arrangements.

The Allstate Corporation
Allstate Annuities Analysis of Net Income

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	N
Benefit spread					
Cost of insurance contract charges ⁽¹⁾	\$ 2	\$ 3	\$ 3	\$ 1	\$
Contract benefits excluding the implied interest on immediate annuities with life contingencies ⁽²⁾	(26)	(29)	(17)	(30)	
Total benefit spread	<u>(24)</u>	<u>(26)</u>	<u>(14)</u>	<u>(29)</u>	
Investment spread					
Net investment income ⁽³⁾	290	338	324	354	
Implied interest on immediate annuities with life contingencies ⁽²⁾	(124)	(125)	(124)	(126)	
Interest credited to contractholder funds	(83)	(88)	(95)	(95)	
Total investment spread	<u>83</u>	<u>125</u>	<u>105</u>	<u>133</u>	
Surrender charges and contract maintenance expense fees ⁽¹⁾	1	1	1	2	
Realized capital gains and losses	(29)	33	18	(5)	
Amortization of deferred policy acquisition costs	(1)	(2)	(2)	(1)	
Operating costs and expenses	(9)	(9)	(9)	(8)	
Restructuring and related charges	-	-	1	(1)	
Gain on disposition of operations	1	1	1	2	
Income tax (expense) benefit	(5)	139	(35)	(32)	
Net income applicable to common shareholders	<u>\$ 17</u>	<u>\$ 262</u>	<u>\$ 66</u>	<u>\$ 61</u>	<u>\$</u>
⁽¹⁾ Reconciliation of contract charges					
Cost of insurance contract charges	\$ 2	\$ 3	\$ 3	\$ 1	\$
Surrender charges and contract maintenance expense fees	1	1	1	2	
Total contract charges	<u>\$ 3</u>	<u>\$ 4</u>	<u>\$ 4</u>	<u>\$ 3</u>	<u>\$</u>
⁽²⁾ Reconciliation of contract benefits					
Contract benefits excluding the implied interest on immediate annuities with life contingencies	\$ (26)	\$ (29)	\$ (17)	\$ (30)	\$
Implied interest on immediate annuities with life contingencies	(124)	(125)	(124)	(126)	
Total contract benefits	<u>\$ (150)</u>	<u>\$ (154)</u>	<u>\$ (141)</u>	<u>\$ (156)</u>	<u>\$</u>
⁽³⁾ Performance-based net investment income	<u>\$ 97</u>	<u>\$ 142</u>	<u>\$ 115</u>	<u>\$ 137</u>	<u>\$</u>

The Allstate Corporation
Allstate Annuities
Return on Equity

(\$ in millions)

Twelve months ended

	March 31, 2018	Dec. 31, 2017
Return on Equity		
Numerator:		
Net income applicable to common shareholders ⁽¹⁾⁽²⁾	\$ <u>406</u>	\$ <u>418</u>
Denominator:		
Ending equity ^{(2) (3)}	\$ <u>5,005</u>	\$ <u>4,947</u>
Return on equity	<u>8.1 %</u>	<u>8.4</u>
Adjusted Net Income Return on Adjusted Equity *		
Numerator:		
Adjusted net income ⁽¹⁾	\$ <u>210</u>	\$ <u>204</u>
Denominator:		
Ending equity ⁽²⁾⁽³⁾	\$ 5,005	\$ 4,947
Less: Unrealized net capital gains and losses	<u>278</u>	<u>607</u>
Adjusted ending equity	\$ <u>4,727</u>	\$ <u>4,340</u>
Adjusted net income return on adjusted equity *	<u>4.4 %</u>	<u>4.7</u>
Adjusted net income return on adjusted equity by product		
Deferred annuities	10.5 %	11.3
Immediate annuities	3.7 %	3.8

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

⁽²⁾ Includes a \$182 million benefit related to Tax Legislation.

⁽³⁾ Ending equity has been used due to the changes in reportable segments, which was effective October 2017.

The Allstate Corporation
Allstate Annuities Reserves and Contractholder Funds

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Reserve for life-contingent contract benefits				
Immediate fixed annuities with life contingencies:				
Sub-standard structured settlements and group pension terminations ⁽¹⁾	\$ 5,135	\$ 5,284	\$ 5,027	\$ 5,031
Standard structured settlements and SPIA ⁽²⁾	3,491	3,565	3,525	3,541
Subtotal ⁽³⁾	<u>8,626</u>	<u>8,849</u>	<u>8,552</u>	<u>8,572</u>
Other	81	85	92	91
Total	<u>\$ 8,707</u>	<u>\$ 8,934</u>	<u>\$ 8,644</u>	<u>\$ 8,663</u>
Contractholder funds				
Deferred fixed annuities	\$ 7,883	\$ 8,128	\$ 8,341	\$ 8,521
Immediate fixed annuities without life contingencies ⁽⁴⁾	2,656	2,700	2,744	2,791
Other	104	108	119	111
Total	<u>\$ 10,643</u>	<u>\$ 10,936</u>	<u>\$ 11,204</u>	<u>\$ 11,421</u>
Contractholders funds, beginning balance	\$ 10,936	\$ 11,204	\$ 11,428	\$ 11,661
Deposits	4	5	6	1
Interest credited	82	88	94	91
Benefits, withdrawals and other adjustments				
Benefits	(156)	(149)	(163)	(161)
Surrenders and partial withdrawals	(201)	(197)	(165)	(181)
Contract charges	(2)	(3)	(3)	(1)
Net transfers from separate accounts	-	-	-	-
Other adjustments	(20)	(12)	7	-
Total benefits, withdrawals and other adjustments	<u>(379)</u>	<u>(361)</u>	<u>(324)</u>	<u>(343)</u>
Contractholder funds, ending balance	<u>\$ 10,643</u>	<u>\$ 10,936</u>	<u>\$ 11,204</u>	<u>\$ 11,421</u>

⁽¹⁾ Includes structured settlement annuities for severe injuries or other health impairments which significantly reduced their life expectancy at the time the annuity was issued to sponsors of terminated pension plans.

⁽²⁾ Includes life-contingent structured settlement annuities for annuitants with standard life expectancy and single premium immediate annuities with life contingencies.

⁽³⁾ To the extent that unrealized gains on fixed income securities would result in a premium deficiency had those gains actually been realized, a premium deficiency would be recorded as a reduction of the reserve for life-contingent contract benefits with certain immediate annuities with life contingencies. Liabilities of \$119 million and \$315 million are included in the reserve for life-contingent contract benefits with certain immediate annuities with life contingencies as of March 31, 2018 and December 31, 2017, respectively. The offset to this liability is recorded as a reduction of the unrealized net capital gains in other comprehensive income. The liability was zero for all other periods presented here.

⁽⁴⁾ Includes period certain structured settlements and single premium immediate annuities without life contingencies.

The Allstate Corporation
Corporate and Other Segment Results

(\$ in millions)

	Three months ended				Mar 2018
	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Net investment income	\$ 13	\$ 10	\$ 10	\$ 10	\$
Operating costs and expenses	(8)	(44) ⁽¹⁾	(93) ⁽¹⁾	(9)	\$
Interest expense	(83)	(84)	(82)	(83)	\$
Income tax benefit on operations	17	43	60	31	\$
Preferred stock dividends	(29)	(29)	(29)	(29)	\$
Adjusted net loss	(90)	(104)	(134)	(80)	\$
Realized capital gains and losses, after-tax	(1)	(4)	-	-	\$
Business combination expenses, after-tax	-	-	(1)	-	\$
Goodwill impairment	-	(125)	-	-	\$
Tax Legislation expense	-	(128)	-	-	\$
Net loss applicable to common shareholders	\$ (91)	\$ (361)	\$ (135)	\$ (80)	\$

⁽¹⁾ Includes a pension settlement loss of \$36 million and \$86 million for the three months ended December 31, 2017 and September 30, 2017, respectively.

**The Allstate Corporation
Consolidated Investments**

(\$ in millions)	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	Mar 2
Consolidated Investments					
Fixed income securities, at fair value:					
Tax-exempt	\$ 6,310	\$ 6,010	\$ 5,479	\$ 5,520	\$
Taxable	50,364	52,982	53,912	53,136	
Equity securities ^{(1) (2)}	6,986	6,621	6,434	6,117	
Mortgage loans	4,679	4,534	4,322	4,336	
Limited partnership interests ⁽³⁾	7,434	6,740	6,600	6,206	
Short-term, at fair value	3,424	1,944	2,198	2,175	
Other	4,092	3,972	3,826	3,815	
Total	<u>\$ 83,289</u>	<u>\$ 82,803</u>	<u>\$ 82,771</u>	<u>\$ 81,305</u>	<u>\$</u>
Fixed income securities, amortized cost:					
Tax-exempt	\$ 6,379	\$ 6,011	\$ 5,440	\$ 5,482	\$
Taxable	49,830	51,514	52,168	51,419	
Ratio of fair value to amortized cost	100.8 %	102.6 %	103.1 %	103.1 %	
Short-term, amortized cost	\$ 3,424	\$ 1,944	\$ 2,198	\$ 2,175	\$

⁽¹⁾ Equity securities may include investments in exchange traded and mutual funds whose underlying investments are fixed income securities.

⁽²⁾ Beginning January 1, 2018, equity securities are reported at fair value with changes in fair value recognized in realized capital gains and losses.

⁽³⁾ As of March 31, 2018, we have commitments to invest in additional limited partnership interests totaling \$3.2 billion.

**The Allstate Corporation
Investments by Segment**

(\$ in millions)

As of March 31, 2018

	Property- Liability	Service Businesses	Allstate Life	Allstate Benefits	Allstate Annuities	Cr ar
Investments by Segment						
Fixed income securities, at fair value:						
Tax-exempt	\$ 5,710	\$ 2	\$ -	\$ -	\$ 52	\$
Taxable	23,988	776	7,683	1,132	14,974	
Equity securities ^{(1) (2)}	5,239	136	7	97	1,497	
Mortgage loans	421	-	1,859	202	2,197	
Limited partnership interests	4,029	-	-	-	3,404	
Short-term, at fair value	1,216	52	252	41	386	
Other	1,854	-	1,205	313	720	
Total	<u>\$ 42,457</u>	<u>\$ 966</u>	<u>\$ 11,006</u>	<u>\$ 1,785</u>	<u>\$ 23,230</u>	<u>\$</u>
Fixed income securities, amortized cost:						
Tax-exempt	\$ 5,781	\$ 2	\$ -	\$ -	\$ 52	\$
Taxable	24,198	786	7,395	1,122	14,503	
Ratio of fair value to amortized cost	99.1 %	98.7 %	103.9 %	100.9 %	103.2 %	%
Short-term, amortized cost	\$ 1,216	\$ 52	\$ 252	\$ 41	\$ 386	\$
Fixed income securities portfolio duration (in years) ⁽³⁾	3.50	3.15	5.69	4.89	4.06	

⁽¹⁾ Equity securities may include investments in exchange traded and mutual funds whose underlying investments are fixed income securities.

⁽²⁾ Beginning January 1, 2018, equity securities are reported at fair value with changes in fair value recognized in realized capital gains and losses.

⁽³⁾ Duration measures the price sensitivity of assets and liabilities to changes in interest rates.

The Allstate Corporation
Unrealized Net Capital Gains and Losses by Type

(\$ in millions)	March 31, 2018			December 31, 2017		
	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾
Fixed income securities						
U.S. government and agencies	\$ 33	\$ 3,406	101.0	\$ 36	\$ 3,616	101.0
Municipal	165	8,569	102.0	275	8,328	103.4
Corporate	152	41,851	100.4	1,030	44,026	102.4
Foreign government	11	979	101.1	16	1,021	101.6
Asset-backed securities ("ABS")	1	1,197	100.1	6	1,272	100.5
Residential mortgage-backed securities ("RMBS")	97	550	121.4	98	578	120.4
Commercial mortgage-backed securities ("CMBS")	4	99	104.2	4	128	103.2
Redeemable preferred stock	2	23	109.5	2	23	109.5
Total fixed income securities	465	56,674	100.8	1,467	58,992	102.6
Equity securities ⁽²⁾	-	6,986	n/a	1,160	6,621	121.2
Short-term investments	-	3,424	100.0	-	1,944	100.0
Derivatives	(1)	103	n/a	(1)	127	n/a
EMA limited partnership interests ⁽³⁾	1	n/a	n/a	1	n/a	n/a
Unrealized net capital gains and losses, pre-tax	465			2,627		
Amounts recognized for:						
Insurance reserves ⁽⁴⁾	(119)			(315)		
DAC and DSI ⁽⁵⁾	(109)			(196)		
Amounts recognized	(228)			(511)		
Deferred income taxes	(50)			(454)		
Unrealized net capital gains and losses, after-tax	\$ 187			\$ 1,662		

	June 30, 2017			March 31, 2017		
	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾	Unrealized net capital gains and losses	Fair value	Fair value as a percent of amortized cost ⁽¹⁾
Fixed income securities						
U.S. government and agencies	\$ 63	\$ 3,426	101.9	\$ 66	\$ 4,395	101.5
Municipal	312	7,855	104.1	258	7,507	103.6
Corporate	1,244	44,251	102.9	992	43,535	102.3
Foreign government	28	1,047	102.7	32	1,027	103.2
ABS	6	1,243	100.5	3	1,265	100.2
RMBS	92	641	116.8	83	672	114.1
CMBS	7	170	104.3	5	211	102.4
Redeemable preferred stock	3	23	115.0	3	24	114.3
Total fixed income securities	1,755	58,656	103.1	1,442	58,636	102.5
Equity securities ⁽²⁾	796	6,117	115.0	659	5,685	113.1
Short-term investments	-	2,175	100.0	-	2,753	100.0
Derivatives	(1)	108	n/a	-	108	n/a
EMA limited partnership interests ⁽³⁾	(1)	n/a	n/a	-	n/a	n/a
Unrealized net capital gains and losses, pre-tax	2,549			2,101		
Amounts recognized for:						
Insurance reserves ⁽⁴⁾	-			-		
DAC and DSI ⁽⁵⁾	(198)			(165)		
Amounts recognized	(198)			(165)		
Deferred income taxes	(825)			(680)		
Unrealized net capital gains and losses, after-tax	\$ 1,526			\$ 1,256		

- ⁽¹⁾ The comparison of percentages from period to period may be distorted by investment transactions such as sales, purchases and impairment write-downs.
- ⁽²⁾ Beginning January 1, 2018, due to the adoption of the recognition and measurement accounting standard, equity securities are measured at fair value with changes in fair value recognized in re
- ⁽³⁾ Unrealized net capital gains and losses for limited partnership interests represent the Company's share of EMA limited partnerships' other comprehensive income. Fair value and amortized cost
- ⁽⁴⁾ 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 reinvest premium deficiency. This adjustment primarily relates to structured settlement annuities with life contingencies (a type of immediate fixed annuities).
- ⁽⁵⁾ 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 p

The Allstate Corporation
Net Investment Income, Yields and Realized Capital Gains and Losses (Pre-Tax)

(\$ in millions)

Three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Net Investment Income					
Fixed income securities	\$ 508	\$ 514	\$ 519	\$ 527	\$
Equity securities	34	44	37	49	
Mortgage loans	51	49	52	50	
Limited partnership interests ("LP")	180	293	223	253	
Short-term	12	9	9	6	
Other	66	62	58	60	
Investment income, before expense	851	971	898	945	
Less: Investment expense	(65)	(58)	(55)	(48)	
Net investment income	<u>\$ 786</u>	<u>\$ 913</u>	<u>\$ 843</u>	<u>\$ 897</u>	\$
Interest-bearing investments ⁽¹⁾	\$ 622	\$ 623	\$ 627	\$ 631	\$
Equity securities	34	44	37	49	
LP and other alternative investments ⁽²⁾	195	304	234	265	
Investment income, before expense	<u>\$ 851</u>	<u>\$ 971</u>	<u>\$ 898</u>	<u>\$ 945</u>	\$
Pre-Tax Yields ⁽³⁾					
Fixed income securities	3.6 %	3.6 %	3.6 %	3.7 %	
Equity securities	2.5	3.2	2.7	3.8	
Mortgage loans	4.4	4.4	4.8	4.6	
Limited partnership interests	10.1	17.5	13.9	16.6	
Total portfolio	4.1	4.8	4.5	4.7	
Interest-bearing investments	3.7	3.7	3.7	3.8	
Realized Capital Gains and Losses (Pre-tax) by Transaction Type					
Impairment write-downs ⁽⁴⁾	\$ (1)	\$ (8)	\$ (23)	\$ (28)	\$
Change in intent write-downs ⁽⁴⁾	-	(5)	(5)	(22)	
Net other-than-temporary impairment losses recognized in earnings	(1)	(13)	(28)	(50)	
Sales ⁽⁴⁾	(42)	146	148	139	
Valuation of equity investments ⁽⁴⁾	(83)	-	-	-	
Valuation and settlements of derivative instruments	(8)	(6)	(17)	(8)	
Total	<u>\$ (134)</u>	<u>\$ 127</u>	<u>\$ 103</u>	<u>\$ 81</u>	\$
Total Return on Investment Portfolio ⁽⁵⁾					
Income	0.9 %	1.1 %	1.0 %	1.1 %	
Valuation-interest bearing	(1.3)	(0.4)	0.2	0.5	
Valuation-equity owned	(0.1)	0.4	0.3	0.2	
Total	<u>(0.5) %</u>	<u>1.1 %</u>	<u>1.5 %</u>	<u>1.8 %</u>	
Average Investment Balances (in billions) ⁽⁶⁾	<u>\$ 81.0</u>	<u>\$ 80.1</u>	<u>\$ 79.4</u>	<u>\$ 78.9</u>	\$

⁽¹⁾ Comprise fixed income securities, mortgage loans, short-term investments, and other investments including bank and agent loans and derivatives.

⁽²⁾ Comprise limited partnership interests and other alternative investments, including real estate investments classified as other investments.

⁽³⁾ Quarterly pre-tax yield is calculated as annualized quarterly investment income, before investment expense divided by the average of the current and prior quarter investment balances. Year-to-date pre-tax yield is calculated as annualized year-to-date investment income, before investment expense divided by the average of the current and prior quarter investment balances at the beginning of the year and the end of each quarter during the year. For the purposes of the pre-tax yield calculation, income from real estate and other consolidated investments is net of investee level expenses (depreciation and asset level operating expenses reported in investment expense) and equity securities investment balances exclude unrealized capital gains and losses. Equity securities investment balances use cost in the calculation.

⁽⁴⁾ Due to the adoption of the recognition and measurement accounting standard, equity securities are reported at fair value with changes in fair value recognized in earnings, and are no longer included in impairment write-downs, change in intent write-downs and sales.

⁽⁵⁾ Total return on investment portfolio is calculated from GAAP results, including the total of net investment income, realized capital gains and losses, the change in net capital gains and losses, and the change in the difference between fair value and carrying value of mortgage loans, cost method limited partnership interests and other consolidated investments.

⁽⁶⁾ Average investment balances for the quarter are calculated as the average of the current and prior quarter investment balances. Year-to-date average investment balances are calculated as the average of investment balances at the beginning of the year and the end of each quarter during the year. For purposes of investment balances calculation, unrealized capital gains and losses on fixed income securities are excluded and equity securities investment balances are calculated as the average of the current and prior quarter investment balances.

The Allstate Corporation
Net Investment Income, Yields and Realized Capital Gains and Losses (Pre-Tax) by Segment

(\$ in millions)

Three months ended March 31, 2018

	Property- Liability	Service Businesses	Allstate Life	Allstate Benefits	Allstate Annuities
Net Investment Income					
Fixed income securities	\$ 227	\$ 4	\$ 88	\$ 12	\$ 165
Equity securities	26	1	-	-	7
Mortgage loans	4	-	20	2	25
Limited partnership interests ("LP")	84	-	-	-	96
Short-term	6	-	2	-	2
Other	29	-	17	5	14
Investment income, before expense	376	5	127	19	309
Less: Investment expense	(39)	-	(5)	-	(19)
Net investment income	\$ 337	\$ 5	\$ 122	\$ 19	\$ 290
Net investment income, after-tax	\$ 275	\$ 4	\$ 100	\$ 15	\$ 228
Interest-bearing investments ⁽¹⁾	\$ 256	\$ 4	\$ 127	\$ 19	\$ 201
Equity securities	26	1	-	-	7
LP and other alternative investments ⁽²⁾	94	-	-	-	101
Investment income, before expense	\$ 376	\$ 5	\$ 127	\$ 19	\$ 309
Pre-Tax Yields ⁽³⁾					
Fixed income securities	2.9 %	2.2 %	4.8 %	4.2 %	4.5 %
Equity securities	2.5	1.8	4.0	2.9	2.4
Mortgage loans	3.8	-	4.4	4.4	4.5
Limited partnership interests	8.8	-	-	-	11.7
Total portfolio	3.4	2.1	4.8	4.5	5.4
Interest-bearing investments	3.0	2.2	4.8	4.6	4.5
Realized Capital Gains and Losses (Pre-tax) by transaction type					
Impairment write-downs ⁽⁴⁾	\$ -	\$ -	\$ -	\$ -	\$ (1)
Change in intent write-downs ⁽⁴⁾	-	-	-	-	-
Net other-than-temporary impairment losses recognized in earnings	-	-	-	-	(1)
Sales ⁽⁴⁾	(35)	(1)	(2)	-	(3)
Valuation of equity investments ⁽⁴⁾	(55)	(3)	(1)	(2)	(22)
Valuation and settlements of derivative instruments	(5)	-	-	-	(3)
Total	\$ (95)	\$ (4)	\$ (3)	\$ (2)	\$ (29)

⁽¹⁾ Comprised of fixed income securities, mortgage loans, short-term investments, and other investments including bank and agent loans and derivatives.

⁽²⁾ Comprised of limited partnership interests and other alternative investments, including real estate investments classified as other investments.

⁽³⁾ Quarterly pre-tax yield is calculated as annualized quarterly investment income, before investment expense divided by the average of the current and prior quarter investment balance calculation, income for directly held real estate and other consolidated investments is net of investee level expenses (depreciation and asset level operating expenses reported in securities investment balances exclude unrealized capital gains and losses. Equity securities investment balances use cost in the calculation.

⁽⁴⁾ Due to the adoption of the recognition and measurement accounting standard, equity securities are reported at fair value with changes in fair value recognized in valuation of equity in impairment write-downs, change in intent write-downs and sales.

The Allstate Corporation
Investment Position and Results by Strategy

(\$ in millions)

As of or for the three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	
Market-Based ("MB") ⁽¹⁾					
Investment Position					
Interest-bearing investments	\$ 67,934	\$ 68,648	\$ 69,070	\$ 68,331	\$
Equity securities ⁽²⁾	6,818	6,483	6,336	6,021	\$
LP and other alternative investments ⁽³⁾	828	738	694	591	\$
Total	<u>\$ 75,580</u>	<u>\$ 75,869</u>	<u>\$ 76,100</u>	<u>\$ 74,943</u>	<u>\$</u>
Investment income					
Interest-bearing investments	\$ 619	\$ 620	\$ 625	\$ 629	\$
Equity securities	34	44	37	45	\$
LP and other alternative investments	1	1	1	-	\$
Investment income, before expense	<u>654</u>	<u>665</u>	<u>663</u>	<u>674</u>	<u>\$</u>
Investee level expenses ⁽⁴⁾	<u>(2)</u>	<u>(1)</u>	<u>(1)</u>	<u>(2)</u>	<u>\$</u>
Income for yield calculation	<u>\$ 652</u>	<u>\$ 664</u>	<u>\$ 662</u>	<u>\$ 672</u>	<u>\$</u>
Market-based pre-tax yield	3.5 %	3.6 %	3.6 %	3.7 %	
Realized capital gains and losses (pre-tax) by transaction type					
Impairment write-downs ⁽⁵⁾	\$ (1)	\$ (8)	\$ (7)	\$ (19)	\$
Change in intent write-downs ⁽⁵⁾	-	(5)	(5)	(22)	\$
Net other-than-temporary impairment losses recognized in earnings	(1)	(13)	(12)	(41)	\$
Sales ⁽⁵⁾	(42)	141	148	129	\$
Valuation of equity investments ⁽⁵⁾	(83)	-	-	-	\$
Valuation and settlements of derivative instruments	-	1	(12)	(1)	\$
Total	<u>\$ (126)</u>	<u>\$ 129</u>	<u>\$ 124</u>	<u>\$ 87</u>	<u>\$</u>
Performance-Based ("PB") ⁽⁶⁾					
Investment Position					
Interest-bearing investments	\$ 115	\$ 120	\$ 130	\$ 129	\$
Equity securities	168	138	98	96	\$
LP and other alternative investments	7,426	6,676	6,443	6,137	\$
Total	<u>\$ 7,709</u>	<u>\$ 6,934</u>	<u>\$ 6,671</u>	<u>\$ 6,362</u>	<u>\$</u>
Investment income					
Interest-bearing investments	\$ 3	\$ 3	\$ 2	\$ 2	\$
Equity securities	-	-	-	4	\$
LP and other alternative investments	194	303	233	265	\$
Investment income, before expense	<u>197</u>	<u>306</u>	<u>235</u>	<u>271</u>	<u>\$</u>
Investee level expenses	<u>(16)</u>	<u>(10)</u>	<u>(8)</u>	<u>(8)</u>	<u>\$</u>
Income for yield calculation	<u>\$ 181</u>	<u>\$ 296</u>	<u>\$ 227</u>	<u>\$ 263</u>	<u>\$</u>
Performance-based pre-tax yield	9.9 %	17.4 %	14.0 %	16.8 %	
Realized capital gains and losses (pre-tax) by transaction type					
Impairment write-downs	\$ -	\$ -	\$ (16)	\$ (9)	\$
Change in intent write-downs	-	-	-	-	\$
Net other-than-temporary impairment losses recognized in earnings	-	-	(16)	(9)	\$
Sales	-	5	-	10	\$
Valuation of equity investments	-	-	-	-	\$
Valuation and settlements of derivative instruments	(8)	(7)	(5)	(7)	\$
Total	<u>\$ (8)</u>	<u>\$ (2)</u>	<u>\$ (21)</u>	<u>\$ (6)</u>	<u>\$</u>

⁽¹⁾ Market-based strategy seeks to deliver predictable earnings aligned to business needs and take advantage of short-term opportunities primarily through private fixed income investments and public equity securities.

⁽²⁾ Equity securities may include investments in exchange traded and mutual funds whose underlying investments are fixed income securities.

⁽³⁾ Market-based investments include publicly traded equity securities classified as limited partnerships.

⁽⁴⁾ When calculating the pre-tax yields, investee level expenses are netted against income for directly held real estate and other consolidated investments.

⁽⁵⁾ Due to the adoption of the recognition and measurement accounting standard, equity securities are reported at fair value with changes in fair value recognition valuation of equity investments, and are no longer included in impairment write-downs, change in intent write-downs and sales.

⁽⁶⁾ Performance-based strategy seeks to deliver attractive risk-adjusted returns and supplement market risk with idiosyncratic risk primarily through investment in equity and real estate.

The Allstate Corporation
Investment Position and Results by Strategy by Segment

(\$ in millions)

As of or for the three months ended March 31, 2018

	Property- Liability	Service Businesses	Allstate Life	Allstate Benefits	Allstate Annuities
Market-based ("MB") ⁽¹⁾					
Investment Position					
Interest-bearing investments	\$ 32,508	\$ 830	\$ 10,999	\$ 1,688	\$ 18,075
Equity securities ⁽²⁾	5,138	136	7	97	1,430
LP and other alternative investments ⁽³⁾	588	-	-	-	239
Total	<u>\$ 38,234</u>	<u>\$ 966</u>	<u>\$ 11,006</u>	<u>\$ 1,785</u>	<u>\$ 19,744</u>
Investment income					
Interest-bearing investments	\$ 254	\$ 4	\$ 127	\$ 19	\$ 200
Equity securities	26	1	-	-	7
LP and other alternative investments	1	-	-	-	-
Investment income, before expense	281	5	127	19	207
Investee level expenses ⁽⁴⁾	(2)	-	-	-	-
Income for yield calculation	<u>\$ 279</u>	<u>\$ 5</u>	<u>\$ 127</u>	<u>\$ 19</u>	<u>\$ 207</u>
Market-based pre-tax yield	2.9 %	2.1 %	4.8 %	4.5 %	4.3 %
Realized capital gains and losses (pre-tax) by transaction type					
Impairment write-downs ⁽⁵⁾	\$ -	\$ -	\$ -	\$ -	\$ (1)
Change in intent write-downs ⁽⁵⁾	-	-	-	-	-
Net other-than-temporary impairment losses recognized in earnings	-	-	-	-	(1)
Sales ⁽⁵⁾	(35)	(1)	(2)	-	(3)
Valuation of equity investments ⁽⁵⁾	(55)	(3)	(1)	(2)	(22)
Valuation and settlements of derivative instruments	(1)	-	-	-	1
Total	<u>\$ (91)</u>	<u>\$ (4)</u>	<u>\$ (3)</u>	<u>\$ (2)</u>	<u>\$ (25)</u>
Performance-based ("PB") ⁽⁶⁾					
Investment Position					
Interest-bearing investments	\$ 93	\$ -	\$ -	\$ -	\$ 22
Equity securities	101	-	-	-	67
LP and other alternative investments	4,029	-	-	-	3,397
Total	<u>\$ 4,223</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,486</u>
Investment income					
Interest-bearing investments	\$ 2	\$ -	\$ -	\$ -	\$ 1
Equity securities	-	-	-	-	-
LP and other alternative investments	93	-	-	-	101
Investment income, before expense	95	-	-	-	102
Investee level expenses	(11)	-	-	-	(5)
Income for yield calculation	<u>\$ 84</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 97</u>
Performance-based pre-tax yield	8.4 %	N/A	N/A	N/A	11.6 %
Realized capital gains and losses (pre-tax) by transaction type					
Impairment write-downs	\$ -	\$ -	\$ -	\$ -	\$ -
Change in intent write-downs	-	-	-	-	-
Net other-than-temporary impairment losses recognized in earnings	-	-	-	-	-
Sales	-	-	-	-	-
Valuation of equity investments	-	-	-	-	-
Valuation and settlements of derivative instruments	(4)	-	-	-	(4)
Total	<u>\$ (4)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (4)</u>

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

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

(3) Market-based investments include publicly traded equity securities classified as limited partnerships.

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

(5) Due to the adoption of the recognition and measurement accounting standard, equity securities are reported at fair value with changes in fair value recognized in valuation of longer included in impairment write-downs, change in intent write-downs and sales.

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

The Allstate Corporation
Performance-Based Investments

(\$ in millions)

As of or for the three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017
Investment position				
Limited partnerships				
Private equity	\$ 5,437	\$ 4,752	\$ 4,650	\$ 4,333
Real estate	1,212	1,293	1,296	1,320
PB - limited partnerships	<u>6,649</u>	<u>6,045</u>	<u>5,946</u>	<u>5,653</u>
Non-LP				
Private equity	249	210	170	171
Real estate	811	679	555	538
PB - non-LP	<u>1,060</u>	<u>889</u>	<u>725</u>	<u>709</u>
Total				
Private equity	5,686	4,962	4,820	4,504
Real estate	2,023	1,972	1,851	1,858
Total PB	<u>\$ 7,709</u>	<u>\$ 6,934</u>	<u>\$ 6,671</u>	<u>\$ 6,362</u>
Investment income				
Limited partnerships				
Private equity	\$ 177	\$ 219	\$ 183	\$ 209
Real estate	3	74	40	44
PB - limited partnerships	<u>180</u>	<u>293</u>	<u>223</u>	<u>253</u>
Non-LP				
Private equity	2	3	2	5
Real estate	15	10	10	13
PB - non-LP	<u>17</u>	<u>13</u>	<u>12</u>	<u>18</u>
Total				
Private equity	179	222	185	214
Real estate	18	84	50	57
Total PB	<u>\$ 197</u>	<u>\$ 306</u>	<u>\$ 235</u>	<u>\$ 271</u>
Investee level expenses	<u>\$ (16)</u>	<u>\$ (10)</u>	<u>\$ (8)</u>	<u>\$ (8)</u>
Realized capital gains and losses				
Limited partnerships				
Private equity	\$ -	\$ (3)	\$ (17)	\$ (8)
Real estate	-	2	-	4
PB - limited partnerships	<u>-</u>	<u>(1)</u>	<u>(17)</u>	<u>(4)</u>
Non-LP				
Private equity	(8)	(7)	(4)	(11)
Real estate	-	6	-	9
PB - non-LP	<u>(8)</u>	<u>(1)</u>	<u>(4)</u>	<u>(2)</u>
Total				
Private equity	(8)	(10)	(21)	(19)
Real estate	-	8	-	13
Total PB	<u>\$ (8)</u>	<u>\$ (2)</u>	<u>\$ (21)</u>	<u>\$ (6)</u>
Pre-Tax Yield	9.9 %	17.4 %	14.0 %	16.8 %
Internal Rate of Return ⁽¹⁾				
10 Year	9.0 %	8.6 %	8.5 %	8.3 %
5 Year	13.0 %	12.8 %	12.7 %	11.9 %

⁽¹⁾ The internal rate of return ("IRR") is one of the measures we use to evaluate the performance of these investments. The IRR represents the rate of return on an investment, considering the cash flows paid and received and, until the investment is fully liquidated, the estimated value of investment holdings at the end of the measurement period. The calculated IRR for any measurement period is highly influenced by the values of the portfolio at the beginning and end of the period, which reflect the estimated value of the investments as of such dates. As a result, the IRR can vary significantly for different measurement periods based on macroeconomic or other events that affect the estimated beginning or ending portfolio value, such as the global financial crisis. Our IRR calculation method may differ from those used by other investors. The recognition of income in the financial statements may differ significantly from the cash distributions and changes in the value of these investments.

**The Allstate Corporation
Limited Partnership Interests**

(\$ in millions)

As of or for the three months ended

	March 31, 2018	Dec. 31, 2017	Sept. 30, 2017	June 30, 2017	March 31, 2017
Investment position					
Underlying investment					
Private equity	\$ 5,437	\$ 4,752	\$ 4,650	\$ 4,333	\$ 4,111
Real estate	1,212	1,293	1,296	1,320	1,331
Other	785	695	654	553	511
Total	<u>\$ 7,434</u>	<u>\$ 6,740</u>	<u>\$ 6,600</u>	<u>\$ 6,206</u>	<u>\$ 5,953</u>
Accounting basis					
Equity method ("EMA")	\$ 5,771	\$ 5,413	\$ 5,261	\$ 4,937	\$ 4,611
Fair value ⁽¹⁾	1,663	1,327	1,339	1,269	1,291
Total	<u>\$ 7,434</u>	<u>\$ 6,740</u>	<u>\$ 6,600</u>	<u>\$ 6,206</u>	<u>\$ 5,902</u>
Approximate cumulative pre-tax appreciation ⁽²⁾	\$ 1,347	\$ 854	\$ 858	\$ 787	\$ 611
Investment income					
Underlying investment					
Private equity	\$ 177	\$ 219	\$ 183	\$ 209	\$ 171
Real estate	3	74	40	44	41
Other	-	-	-	-	-
Total	<u>\$ 180</u>	<u>\$ 293</u>	<u>\$ 223</u>	<u>\$ 253</u>	<u>\$ 212</u>
Accounting basis					
Equity method	\$ 103	\$ 246	\$ 159	\$ 202	\$ 181
Fair value ⁽¹⁾	77	47	64	51	31
Total	<u>\$ 180</u>	<u>\$ 293</u>	<u>\$ 223</u>	<u>\$ 253</u>	<u>\$ 212</u>

⁽¹⁾ Beginning January 1, 2018, due to the adoption of the recognition and measurement accounting standard, limited partnerships previously reported using the cost method are now reported at fair value with changes in fair value recognized in net investment income. Prior periods continue to reflect cost method.

⁽²⁾ At March 31, 2018, approximate cumulative pre-tax appreciation includes limited partnerships accounted for under EMA and at fair value. Prior periods included EMA limited partnerships only.

Definitions of Non-GAAP Measures

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

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

- realized capital gains and losses, after-tax, except for periodic settlements and accruals on non-hedge derivative instruments, which are reported with realized capital gains and losses
- valuation changes on embedded derivatives not hedged, after-tax,
- amortization of deferred policy acquisition costs ("DAC") and deferred sales inducements ("DSI"), to the extent they resulted from the recognition of certain realized capital gains and losses on derivatives not hedged, after-tax,
- business combination expenses and the amortization of purchased intangible assets, after-tax,
- gain (loss) on disposition of operations, after-tax, and
- adjustments for other significant non-recurring, infrequent or unusual items, when (a) the nature of the charge or gain is such that it is reasonably unlikely to recur within two years of the prior two years.

Net income applicable to common shareholders is the GAAP measure that is most directly comparable to adjusted net income. We use adjusted net income as an important measure of performance because it reveals trends in our insurance and financial service business that net income does not. Realized capital gains and losses, valuation changes on embedded derivatives not hedged, business combination expenses and the amortization of purchased intangible assets, gain (loss) on disposition of operations, after-tax, and significant non-recurring, infrequent or unusual items are generally driven by business decisions and external economic developments such as capital market conditions, the timing of which is unrelated to the insurance underwriting process. Adjusted net income includes periodic settlements and accruals on certain derivative instruments that are reported in realized capital gains and losses because they are designated as hedges for accounting purposes. These instruments are used for economic hedges and to replicate fixed income securities, and by including them in adjusted net income we provide a measure of 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 risk exposures. Realized capital gains and losses, valuation changes on embedded derivatives not hedged and gain (loss) on disposition of operations are excluded because they are non-recurring in nature and the amortization of purchased intangible assets is excluded because it relates to the acquisition purchase price of a business rather than to our business results or trends. Non-recurring items are excluded because, by their nature, they are not indicative of our business or economic trends. Accordingly, adjusted net income is a variable from period to period and highlights the results from ongoing operations and the underlying profitability of our business. A byproduct of excluding these items to determine adjusted net income is that it provides a better understanding of their significance to net income variability and profitability while recognizing these or similar items may recur in subsequent periods. Adjusted net income is used by management and common shareholders to assess our performance. We use adjusted measures of adjusted net income in incentive compensation. Therefore, we believe it is useful to investors, financial analysts and rating agencies utilize adjusted net income results in their evaluation of our and our industry's financial performance and in their investment decisions, recommendations and conclusions. We note that the price to earnings multiple commonly used by insurance investors is based on net income as the denominator. Adjusted net income should not be considered a substitute for net income applicable to common shareholders and does not reflect the overall profitability of the Company. Adjusted net income to net income applicable to common shareholders is provided in the schedule, "Contribution to Income".

Combined ratio excluding the effect of catastrophes, prior year reserve reestimates and the amortization of purchased intangible assets ("underlying combined ratio") is the difference between four GAAP operating ratios: the combined ratio, the effect of catastrophes on the combined ratio, the effect of prior year non-catastrophe reserve reestimates on the combined ratio, and the effect of amortization of purchased intangible assets on the combined ratio. We believe that this ratio is useful to investors and it is used by management to reveal the trends in our Property-Liability business. Catastrophe losses cause our loss trends to vary significantly between periods as a result of their incidence or severity. Prior year reserve reestimates are caused by unexpected loss development on historical reserves. Amortization of purchased intangible assets is not indicative of our underlying insurance business results or trends. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing and evaluating our performance. The most directly comparable GAAP measure is the combined ratio. The underlying combined ratio should not be used to evaluate the overall underwriting profitability of our business. A reconciliation of the underlying combined ratio to combined ratio is provided in the schedules "Property-Liability Profitability Measures", "Esurance Brand Profitability Measures and Statistics", "Encompass Brand Profitability Measures and Statistics", "Auto Profitability Measures by Brand" and "Other Personal Lines Profitability Measures by Brand", and "SquareTrade Profitability Measures".

Average underlying loss (incurred pure premium) and expense is calculated as the underlying combined ratio (a non-GAAP measure) multiplied by the GAAP quarterly earned premium ("average premium"). We believe that this measure is useful to investors and it is used by management for the same reasons noted above for the underlying combined ratio. A reconciliation of the underlying combined ratio to average underlying loss and expense is provided in the schedule, "Allstate Brand Auto and Homeowners Underlying Loss and Expense".

Definitions of Non-GAAP Measures (continued)

Underlying loss ratio is a non-GAAP ratio, which is computed as the difference between three GAAP operating ratios: the loss ratio, the effect of catastrophes on the combined ratio and reestimates on the combined ratio. We believe that this ratio is useful to investors and it is used by management to reveal the trends that may be obscured by catastrophe losses and to 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 to development on historical reserves. We believe it is useful for investors to evaluate these components separately and in the aggregate when reviewing our underwriting performance. The underlying loss ratio should not be considered a substitute for the loss ratio and does not reflect the overall loss ratio of our business. A reconciliation of underlying loss ratio "Historical Property-Liability Results", "Allstate Brand Profitability Measures", "Esurance Brand Profitability Measures and Statistics", "Encompass Brand Profitability Measures and Statistics", "Homeowners Profitability Measures by Brand" and "Other Personal Lines Profitability Measures by Brand".

Adjusted net income return on common shareholders' equity is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month adjusted net income by the equity balance at the end of the 12-months, after excluding the effect of unrealized net capital gains and losses. Return on common shareholders' equity is the most directly comparable GAAP measure for the same reasons we use adjusted net income, as discussed above. We use average common shareholders' equity excluding the effect of unrealized net capital gains and losses from common shareholders' equity primarily attributable to the Company's earned and realized business operations because it eliminates the effect of items that are unrealized and vary significantly in value, 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 common shareholders' return on common shareholders' equity because it excludes the effect of items that tend to be highly variable from period to period. We believe that this measure is a useful tool for investors when considered along with return on common shareholders' equity because it eliminates the after-tax effects of realized and unrealized net capital gains and losses that 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 a byproduct of excluding the items noted above to determine adjusted net income return on common shareholders' equity from return on common shareholders' equity is the transparency of common shareholders' equity variability and profitability while recognizing these or similar items may recur in subsequent periods. We use adjusted measures of adjusted net income return on common shareholders' equity when evaluating our performance as it represents a reliable, representative and consistent measurement of the industry and the company and management's utilization of capital. Adjusted net income return on common shareholders' equity should not be considered a substitute for return on common shareholders' equity when evaluated by financial analysts, financial and business media organizations and rating agencies utilize adjusted net income return on common shareholders' equity results in their evaluation of our investment decisions, recommendations and communications as it represents a reliable, representative and consistent measurement of the industry and the company and management's utilization of capital. Adjusted net income return on common shareholders' equity can be found in the schedule, "Return on Common Shareholders' Equity".

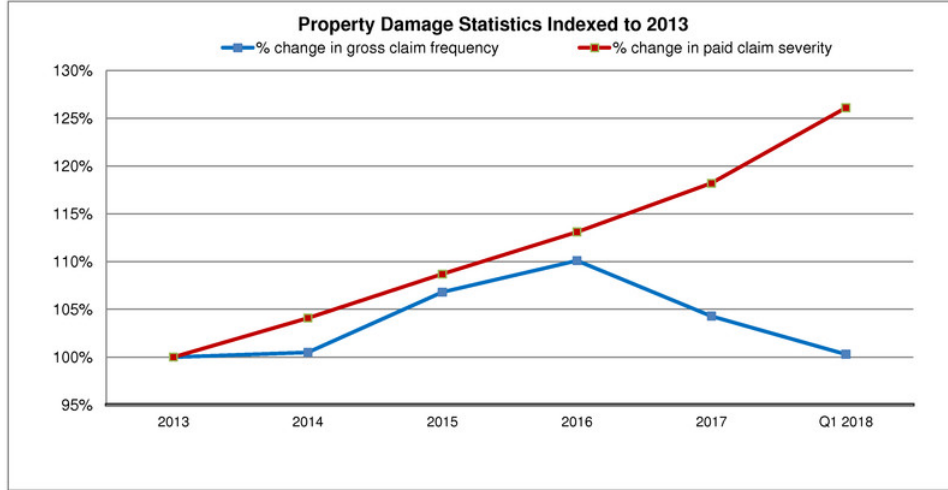
Adjusted net income return on adjusted equity is a ratio that uses a non-GAAP measure. It is calculated by dividing the rolling 12-month adjusted net income by the equity balance, including unrealized net capital gains and losses and goodwill. Return on equity is the most directly comparable GAAP measure. We use equity excluding the effect of unrealized net capital gains and losses and goodwill attributable to the Company's earned and realized business operations. Unrealized net capital gains and losses are excluded because they vary significantly between periods due to conditions like changes in equity prices and interest rates, the amount and timing of which are unrelated to the insurance underwriting process. Goodwill is excluded because it relates to our underlying business results. We believe it is useful for investors to have adjusted net income return on adjusted equity when evaluating our performance as it represents a reliable company and management's utilization of capital. Adjusted net income return on adjusted equity should not be considered a substitute for return on equity and does not reflect the overall profitability of our business. A reconciliation of adjusted net income return on adjusted equity can be found in the schedules, "Allstate Life Return on Equity", "Allstate Benefits Return on Equity" and "Allstate Annuities Return on Equity".

Adjusted net income, excluding purchase accounting adjustments, is a non-GAAP measure, which is computed as net income (loss) applicable to common shareholders, excluding unrealized net capital gains and losses, after-tax, and adjusted for the after-tax income statement effects of acquisition-related purchase accounting fair value adjustments to unearned premium expenses, and commissions paid to retailers. Net income (loss) applicable to shareholders is the GAAP measure that is most directly comparable to adjusted net income, excluding purchase accounting adjustments, as an important measure to evaluate SquareTrade's results of operations. We believe that the measure provides investors with a performance measure because it reveals trends that may be obscured by the amortization of purchased intangible assets, the acquisition-related purchase accounting fair value adjustments, and the amortization of purchased intangible assets is excluded because it relates to the acquisition purchase price and is not indicative of our business results or trends. We adjust for the effect of purchase accounting adjustments because they relate to the acquisition and their effects are not indicative of the underlying business results and trends. Realized capital gains and losses may vary significantly due to business decisions and external economic developments such as capital market conditions, the timing of which is unrelated to SquareTrade's operations. Adjusted net income, excluding purchase accounting adjustments, is used by management along with the other components of net income applicable to common shareholders to evaluate net income applicable to common shareholders, adjusted net income, excluding purchase accounting adjustments, and their components separately an SquareTrade's performance. Adjusted net income, excluding purchase accounting adjustments, should not be considered a substitute for net income applicable to common shareholders' business. A reconciliation of net income (loss) applicable to common shareholders to adjusted net income, excluding purchase accounting adjustments, is provided in the schedule, "SquareTrade Adjusted Net Income".

Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, is a ratio that uses a non-GAAP measure. It is calculated by dividing the book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities and related DAC, DSI and life insurance reserves by total common shares outstanding plus the trend in book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, in conjunction with book value per common share 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, primarily capital market conditions, the magnitude and timing of which are generally not influenced by management, and we believe it enhances understanding and comparison of our business activity and profitability drivers. We note that book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, is a non-GAAP valuation technique. Book value per common share is the most directly comparable GAAP measure. Book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, should not be considered a substitute for book value per common share, and does not reflect the recorded net worth of our business. A reconciliation of book value per common share, excluding the impact of unrealized net capital gains and losses on fixed income securities, and book value per common share can be found in the schedule, "Book Value per Common Share".

The Allstate Corporation
Allstate Brand Auto Claim Frequency Analysis ⁽¹⁾
Property Damage % Change in Gross Claim Frequency and Paid Claim Severity Indexed to 2013

	2014	2015	2016	2017	Q1 2018
% change in gross claim frequency ⁽³⁾	0.5%	6.3%	3.1%	-5.3%	-3.1%
Gross claim frequency indexed to 2013 ⁽²⁾	100.5%	106.8%	110.1%	104.3%	100.0%
% change in paid claim severity ⁽³⁾	4.1%	4.4%	4.1%	4.5%	6.1%
Paid claim severity indexed to 2013 ⁽⁴⁾	104.1%	108.7%	113.1%	118.2%	126.1%



⁽¹⁾ Frequency statistics exclude counts associated with catastrophe events.

⁽²⁾ Gross claim frequency is calculated as annualized notice counts received in the period divided by the average of policies in force with the applicable coverage during the period. Gross claim frequency includes all actual notice counts, regardless of their current status (open or closed) or their ultimate disposition (closed with a payment or closed without payment). The percent change in gross claim frequency is calculated as the amount of increase or decrease in the gross claim frequency in the current period compared to the prior period shown above; divided by the prior period gross claim frequency. The percent change in Q1 2018 is calculated using the gross claim frequency for the three months ended March 31, 2018 compared to the same amount for the twelve months ended December 31, 2017.

⁽³⁾ Gross claim frequency and paid claim severity indexed to 2013 equals the current year gross claim frequency or paid claim severity plus 100%, times the prior year indexed amount beginning with 100% in 2013 rounded.

⁽⁴⁾ Paid claim severity is calculated by dividing the sum of paid losses and loss expenses by claims closed with a payment during the period. The percent change in paid claim severity is calculated as the amount of increase or decrease in the paid claim severity in the current period compared to the prior period shown above; divided by the prior period paid claim severity. The percent change in Q1 2018 is calculated using the paid claim severity for the three months ended March 31, 2018 compared to the same amounts for the twelve months ended December 31, 2017.

