



CNA Financial Corporation Second Quarter 2018 Results

July 30, 2018



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Second Quarter Highlights

- Net income of \$270 million or \$0.99 per share; YTD \$2.06 per share
- Core Income of \$270 million or \$0.99 per share, includes \$23m non-recurring IT charge; YTD \$2.02 per share
- Combined ratio of 93.8%, YTD 93.5%
- Underlying combined ratio of 95.3%, YTD 94.3%
- Underlying loss ratio of 61.4%, YTD 60.7%
- Expense ratio of 33.5%, YTD 33.2%
- Net written premiums growth of 4%, YTD 7%

Capital Management

- Quarterly dividend increased 17% to **\$0.35** per share
- Book value per share ex AOCI of \$44.29
 - A 4% increase from year end 2017, adjusting for dividends

Financial Performance

Core Income up 13% in the second quarter and 16% year-to-date

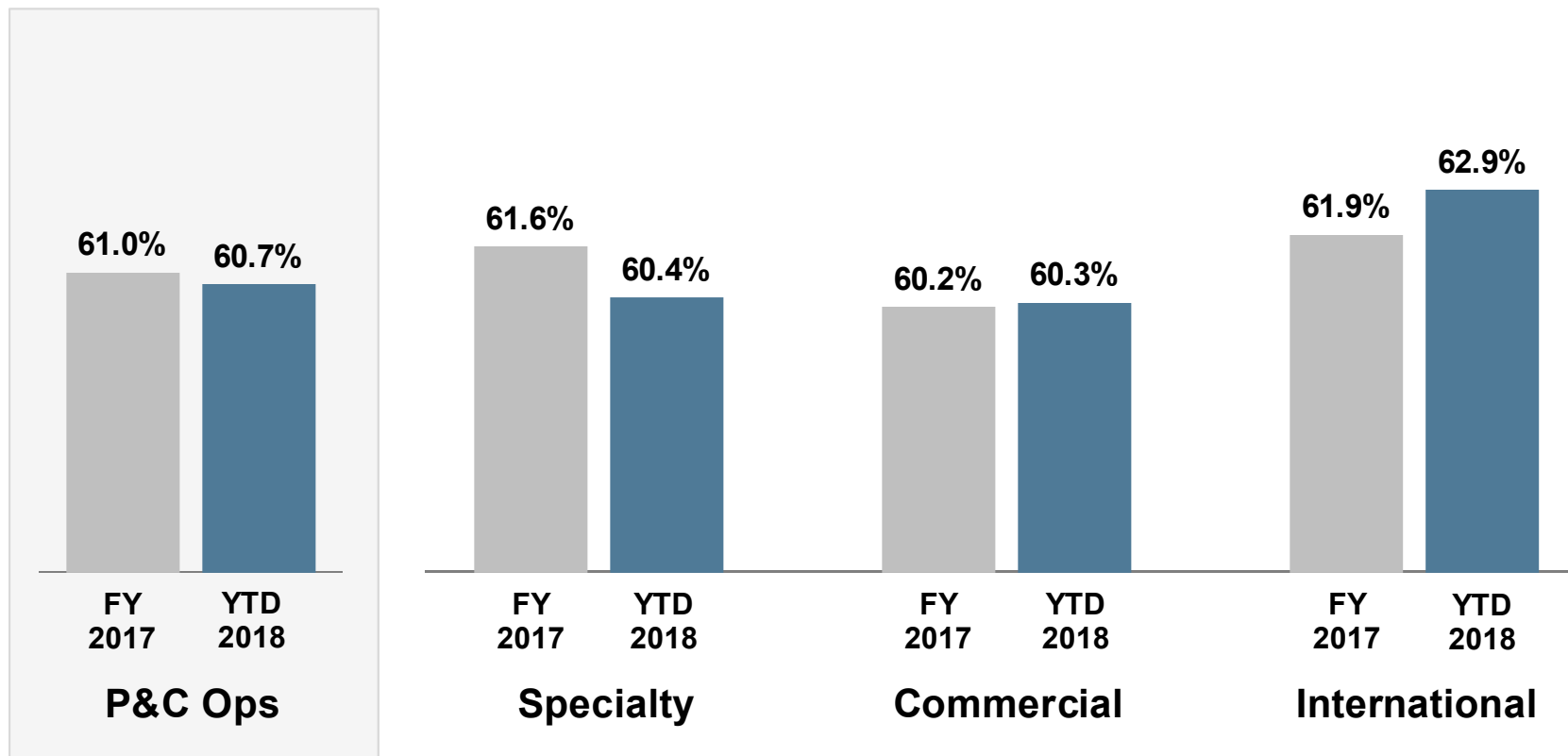
(In millions, except per share data)

	Second Quarter			Year to Date		
	2018	2017	Change	2018	2017	Change
Revenues	\$2,574	\$2,366	9%	\$5,109	\$4,696	9%
Core income	270	239	13%	551	474	16%
Net income	270	272	(1%)	561	532	5%
Diluted earnings per common share:						
Core Income	\$0.99	\$0.88	13%	\$2.02	\$1.74	16%
Net income	0.99	1.00	(1%)	2.06	1.96	5%
Core ROE	9.1%	8.0%	1.1 pts	9.1%	7.9%	1.2 pts

	Jun 30, 2018	Dec 31, 2017	Change
Book value per common share	\$42.06	\$45.15	(7%)
Book value per common share ex AOCI	44.29	45.02	(2%)
Dividends paid (YTD)	2.60	3.10	

Underlying Loss Ratio

Improvement from FY 2017 driven by Specialty, partially offset by Q2 large property loss experience in International



Property & Casualty Operations

Strong underwriting results and top line growth

(In millions, except ratios)

	Second Quarter		Year to Date	
	2018	2017	2018	2017
Net written premium	\$1,769	\$1,702	\$3,582	\$3,334
<i>NWP change (% year over year)</i>	<i>4%</i>		<i>7%</i>	
Underwriting gain (loss)	\$105	\$103	\$218	\$146
Loss ratio excl. catastrophes and development	61.4%	60.5%	60.7%	61.3%
Impact of catastrophes	1.6%	2.4%	1.8%	2.3%
Impact of development-related items	(3.1%)	(3.5%)	(2.6%)	(2.9%)
Loss ratio	59.9%	59.4%	59.9%	60.7%
Expense ratio	33.5%	33.8%	33.2%	34.3%
<i>Acquisition expense</i>	<i>20.0%</i>	19.1%	<i>19.7%</i>	19.4%
<i>Underwriting expense</i>	<i>13.5%</i>	14.7%	<i>13.5%</i>	14.9%
Dividend ratio	0.4%	0.3%	0.4%	0.3%
Combined ratio	93.8%	93.5%	93.5%	95.3%
Combined ratio excl. catastrophes and development	95.3%	94.6%	94.3%	95.9%

Specialty

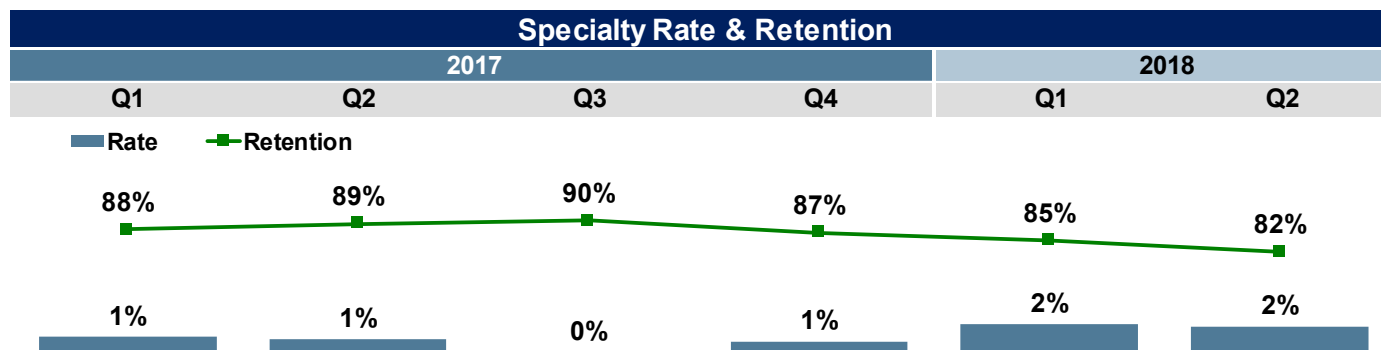
Improved underwriting results driven by loss ratio

(In millions, except ratios)

	Second Quarter		Year to Date	
	2018	2017	2018	2017
Net written premium	\$688	\$701	\$1,374	\$1,371
<i>NWP change (% year over year)</i>	<i>(2%)</i>		<i>0%</i>	
Underwriting gain (loss)	\$91	\$65	\$174	\$109
Loss ratio excl. catastrophes and development	60.5%	61.0%	60.4%	61.9%
Impact of catastrophes	0.5%	0.9%	0.5%	0.7%
Impact of development-related items	(6.4%)	(3.8%)	(5.5%)	(3.0%)
Loss ratio	54.6%	58.1%	55.4%	59.6%
Expense ratio	32.0%	32.0%	31.6%	32.0%
<i>Acquisition expense</i>	<i>20.8%</i>	20.1%	<i>20.5%</i>	20.0%
<i>Underwriting expense</i>	<i>11.2%</i>	11.9%	<i>11.1%</i>	12.0%
Dividend ratio	0.2%	0.2%	0.2%	0.1%
Combined ratio	86.8%	90.3%	87.2%	91.7%
Combined ratio excl. catastrophes and development	92.7%	93.2%	92.2%	94.0%

Specialty Production Metrics

Excellent rate/retention execution across Specialty



New Business (\$m)	\$55	\$62	\$60	\$65	\$81	\$92
Healthcare						
Rate	3%	5%	1%	8%	9%	6%
Retention	82%	86%	86%	80%	81%	73%
Mgmt & Prof Liability						
Rate	1%	0%	(1%)	(1%)	0%	1%
Retention	89%	90%	91%	89%	86%	85%
Surety						
Net Written Premiums	\$116	\$129	\$127	\$105	\$127	\$134
Warranty & Alt. Risks						
Revenues	\$134	\$138	\$140	\$140	\$280 ¹	\$289 ¹

Note: Rate and retention metrics on renewed business are not applicable for Surety and Warranty

¹ Revenues for Warranty & Alternative Risks increased in Q1 2018 due to the implementation of ASU 2014-09, *Revenue from Contracts with Customers*. Other expenses were increased by a corresponding amount such that the net impact to the income statement was not significant. Excluding the impact of adopting the new accounting guidance, revenues for Warranty & Alternative Risks would have been \$143 million for Q1 and \$146 million for Q2.

Commercial

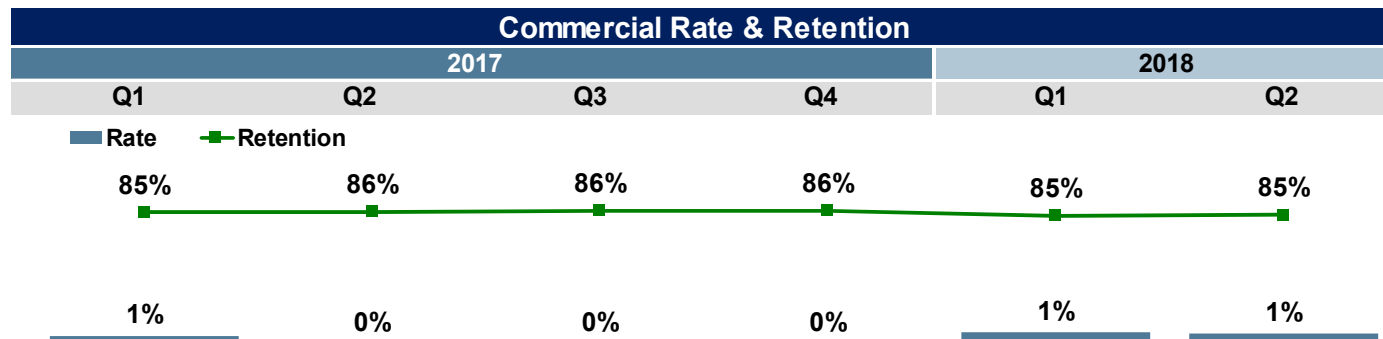
Higher underlying loss ratio partially offset by expense ratio; YTD underlying combined ratio improved 2.5pts

(In millions, except ratios)

	Second Quarter		Year to Date	
	2018	2017	2018	2017
Net written premium	\$810	\$782	\$1,642	\$1,506
<i>NWP change (% year over year)</i>	<i>4%</i>		<i>9%</i>	
Underwriting gain (loss)	\$25	\$37	\$47	\$27
Loss ratio excl. catastrophes and development	60.8%	59.0%	60.3%	60.6%
Impact of catastrophes	2.5%	4.7%	3.2%	4.3%
Impact of development-related items	(0.9%)	(4.1%)	(0.8%)	(3.2%)
Loss ratio	62.4%	59.6%	62.7%	61.7%
Expense ratio	33.5%	34.4%	33.4%	35.8%
<i>Acquisition expense</i>	<i>17.9%</i>	17.2%	<i>17.9%</i>	18.1%
<i>Underwriting expense</i>	<i>15.6%</i>	17.2%	<i>15.5%</i>	17.7%
Dividend ratio	0.7%	0.6%	0.7%	0.5%
Combined ratio	96.6%	94.6%	96.8%	98.0%
Combined ratio excl. catastrophes and development	95.0%	94.0%	94.4%	96.9%

Commercial Production Metrics

Stable rate increases and retention levels from first quarter



New Business (\$m)	\$140	\$154	\$138	\$136	\$181	\$157
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Middle Market

Rate	0%	(1%)	(1%)	(1%)	0%	0%
Retention	87%	89%	87%	87%	84%	85%

Small Business

Rate	1%	2%	2%	2%	1%	0%
Retention	80%	79%	80%	80%	82%	82%

Other

Rate	2%	1%	(1%)	1%	2%	2%
Retention	86%	82%	88%	87%	88%	85%

International

Deterioration in underlying results driven by a number of large property losses in Canada

(In millions, except ratios)

	Second Quarter		Year to Date	
	2018	2017	2018	2017
Net written premium	\$271	\$219	\$566	\$457
<i>NWP change (% year over year)</i>	24%		24%	
<i>NWP change ex FX (% year over year)</i>	19%		16%	
Underwriting gain (loss)	(\$11)	\$1	(\$3)	\$10
Loss ratio excl. catastrophes and development	65.9%	63.8%	62.9%	61.7%
Impact of catastrophes	1.6%	(0.5%)	1.3%	0.6%
Impact of development-related items	(0.7%)	(0.5%)	(0.5%)	(1.7%)
Loss ratio	66.8%	62.8%	63.7%	60.6%
Expense ratio	37.9%	37.3%	37.1%	37.1%
<i>Acquisition expense</i>	23.7%	22.3%	22.9%	22.0%
<i>Underwriting expense</i>	14.2%	15.0%	14.2%	15.1%
Dividend ratio	0.0%	0.0%	0.0%	0.0%
Combined ratio	104.7%	100.1%	100.8%	97.7%
Combined ratio excl. catastrophes and development	103.8%	101.1%	100.0%	98.8%

Life & Group

Essentially breakeven in the second quarter and year-to-date

(In millions)

	Second Quarter		Year to Date	
	2018	2017	2018	2017
Net earned premiums	\$131	\$135	\$265	\$268
Net investment income	198	195	398	392
Other revenues	\$ -	\$ -	1	1
Total operating revenues	329	330	664	661
Total claims, benefits and expenses	358	361	693	725
Core income (loss)	(10)	5	4	9

Financial Strength

Balance sheet remains strong

(In millions, except per share data or otherwise noted)

	Jun 30, 2018	Dec 31, 2017
Debt	\$2,709	\$2,858
Common equity	11,415	12,244
Total capital	\$14,124	\$15,102
Debt-to-capital	19.2%	18.9%
Book value per common share excluding AOCI	\$44.29	\$45.02
Dividends per share paid (YTD)	\$2.60	\$3.10
Holding company cash	\$506	\$639
Total investments	\$45.2b	\$46.9b
Statutory surplus	\$10.5b	\$10.7b

Capital

- Conservative capital structure
- All capital metrics at or better than target levels

Leverage

- Low debt-to-capital ratio
- Well balanced debt maturity profile

Liquidity

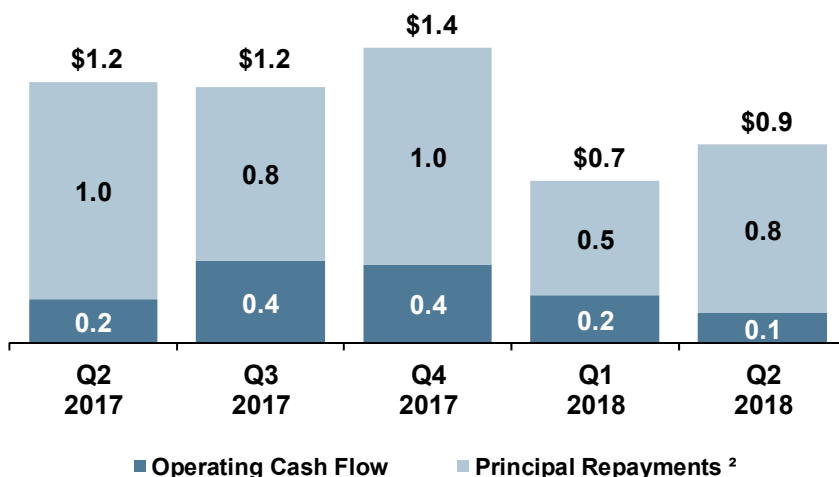
- Liquidity profile remains very strong
- \$136 million quarterly operating cash flow

Strong Liquidity Profile

Ample operating cash flow and liquidity

Operating Company Liquidity ¹

\$b



Holding Co. Liquidity & Obligations

\$m

As of June 30, 2018

2018 Operating company dividend capacity	\$1,073
Less: Last twelve months dividends	(950)
Current operating company dividend capacity	\$123
Holding company cash	506
Availability under credit facility	250
Net corporate sources	\$879
Interest expense on outstanding debt	\$131
Common quarterly dividends (\$0.35/share)	366
Estimated annual pre-tax corporate obligations	\$498

¹ Excludes availability under Federal Home Loan Bank facility

² Principal repayments from investments include maturities, prepayments from structured securities, calls and bank debt pay-downs

Investment Management

Well diversified and liquid investment portfolio

June 30, 2018	Carrying Value		Unrealized
Asset Class (\$m)	\$	%	Gains (Losses) \$
Short Term	1,308	3%	-
US Government	127	0%	-
Agency RMBS	4,223	9%	(60)
Foreign Government	437	1%	1
Investment Grade Corp	16,630	38%	731
Tax Exempt Muni	9,168	20%	810
Taxable Muni	2,841	6%	343
CMBS and ABS	3,629	8%	(10)
Non Agency RMBS	725	2%	47
Below Investment Grade Corp	2,005	4%	4
Common and Preferred Equity	783	2%	1
Mortgage Loans	865	2%	-
Limited Partnerships / Other	2,411	5%	-
Total Invested Assets¹	45,152	100%	1,867

Highlights

- High-quality portfolio with an average credit rating of “A”
- Liquidity supports underlying liability characteristics
- Diversified fixed income investment strategy with highest allocation to investment grade corporate
- Net unrealized investment gain of \$1.9 billion pre-tax at June 30, 2018

Effective Portfolio Duration

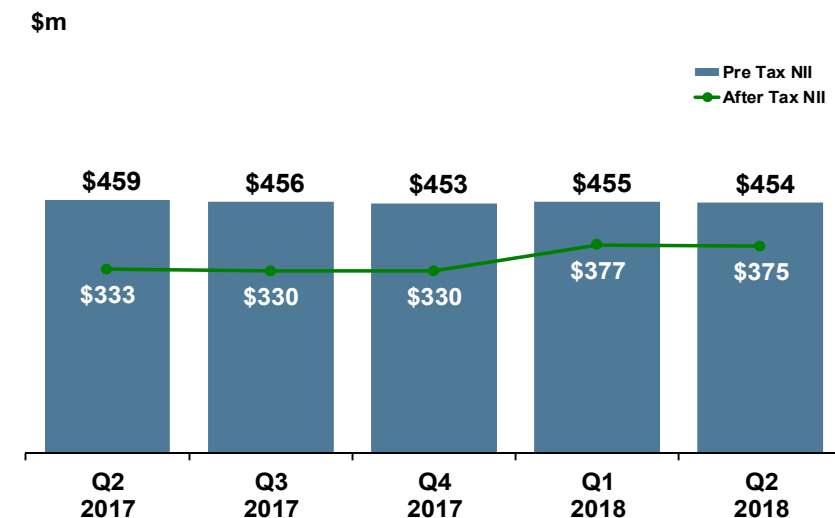
Life & Group Non-Core	8.2 yrs
P&C & Corporate	4.5 yrs
Total	5.9 yrs

¹ Net unrealized gain after shadow adjustment was \$366 million

Net Investment Income

Steady contributions to earnings

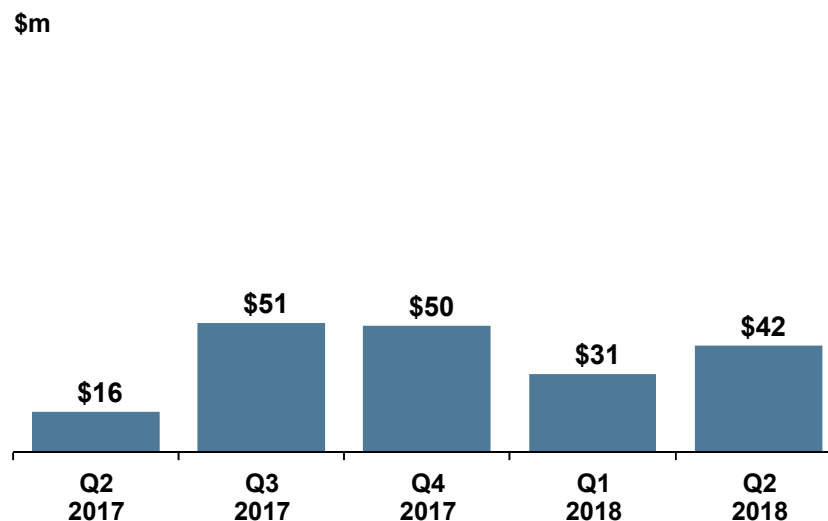
Fixed Income



Fixed Income Securities Annualized Yield After Tax

3.4% 3.4% 3.4% 3.9% 3.9%

Limited Partnerships & Common Equities



Quarterly Return Pre-Tax

0.7% 2.2% 2.2% 1.3% 1.8%