

# The Travelers Companies, Inc. Fourth Quarter and Full Year 2009 Results

#### **Explanatory Note**

This presentation contains, and management may make, certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, may be forward-looking statements. Specifically, earnings guidance, statements about our share repurchase plans (which repurchase plans depend on a variety of factors, including our financial position, earnings, capital requirements of our operating subsidiaries, legal requirements, regulatory constraints and other factors), statements about the potential impact of recent or future disruption in the investment markets and other economic conditions on our investment portfolio and underwriting results are forward looking, and we may make forward-looking statements about: our results of operations (including, among others, premium volume, premium rates (either for new or renewal business), net and operating income, investment income, return on equity, expected current returns and combined ratio) and financial condition (including, among others, invested assets and liquidity); the sufficiency of our asbestos and other reserves (including, among others, asbestos claim payment patterns); the cost and availability of reinsurance coverage; catastrophe losses; investment performance; investment, economic and underwriting market conditions; and strategic initiatives. Such statements are subject to risks and uncertainties, many of which are difficult to predict and generally beyond our control, that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements.

Some of the factors that could cause actual results to differ include, but are not limited to, the following: catastrophe losses could materially and adversely affect our business; financial disruption or a prolonged economic downturn may materially and adversely affect our business; our investment portfolio may suffer reduced returns or material losses; we may not be able to collect all amounts due to us from reinsurers, and reinsurance coverage may not be available to us in the future at commercially reasonable rates or at all; we are exposed to credit risk in certain of our business operations; if actual claims exceed our loss reserves, or if changes in the estimated level of loss reserves are necessary, our financial results could be materially and adversely affected; our business could be harmed because of our potential exposure to asbestos and environmental claims and related litigation; we are exposed to, and may face adverse developments involving, mass tort claims such as those relating to exposure to potentially harmful products or substances; the effects of emerging claim and coverage issues on our business are uncertain; the intense competition that we face could harm our ability to maintain or increase our business volumes and our profitability; increased competition based on price (resulting, for example, from increased price sensitivity of customers due to the economic downturn or from increased use of price comparison rating technologies by personal auto agents) could lead to reduced revenues and reduced margins; the insurance industry and we are the subject of a number of investigations by state and federal authorities in the United States, and we cannot predict the outcome of these investigations or the impact on our business practices or financial results; our businesses are heavily regulated, and changes in regulation may reduce our profitability and limit our growth; a downgrade in our claims-paying and debt ratings could adversely impact our business volumes, adversely impact our ability to access the capital markets and increase our borrowing costs; the inability of our insurance subsidiaries to pay dividends to our holding company in sufficient amounts would harm our ability to meet our obligations and to pay future shareholder dividends; disruptions to our relationships with our independent agents and brokers could adversely affect us; loss of or significant restriction on the use of credit scoring in the pricing and underwriting of Personal Insurance products could reduce our future profitability; we are subject to a number of risks associated with our business outside the United States; we could be adversely affected if our controls to ensure compliance with guidelines, policies and legal and regulatory standards are not effective; our business success and profitability depend, in part, on effective information technology systems and on continuing to develop and implement improvements in technology; some strategic initiatives, including our direct to consumer initiatives in Personal Insurance, are long-term in nature and may negatively impact our loss and loss adjustment expense ratios and underwriting expense ratios as we invest, and these initiatives may not be successful; our efforts to develop new markets or expand in targeted markets may not be successful; if we experience difficulties with technology, data security and/or outsourcing relationships, our ability to conduct our business could be negatively impacted; and acquisitions and integration of acquired businesses may result in operating difficulties and other unintended consequences.

For a more detailed discussion of these factors, see the information under the caption "Risk Factors" in our most recent annual report on Form 10-K filed with the Securities and Exchange Commission and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our most recent annual report on Form 10-K and our quarterly report on Form 10-Q filed with the Securities and Exchange Commission.

Our forward-looking statements speak only as of the date of this presentation or as of the date they are made, and we undertake no obligation to update forward-looking statements.

In this presentation, we may refer to some non-GAAP financial measures, including, among others, operating income, operating income per diluted share, operating income excluding catastrophes, operating return on equity, underwriting gain (loss), GAAP combined ratio excluding catastrophes and prior year development and adjusted and tangible book value per common share. For a reconciliation of these measures to the most comparable GAAP measures and a glossary of financial measures, we refer you to the press release and financial supplement that we have made available in connection with this presentation which is available on the Travelers website under the investor section (www.travelers.com).



### **Long-term Financial Strategy**



# Create Shareholder Value Objective: Mid-Teens ROE Over Time

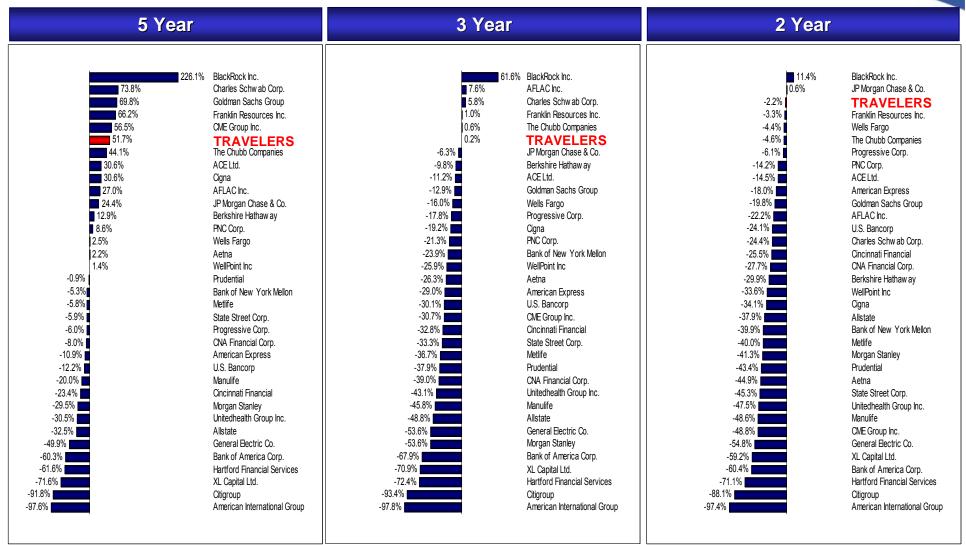


### Fourth Quarter 2009 Highlights

- Record net income of \$1.285 billion and record net and operating income per diluted share of \$2.36 and \$2.12, respectively
  - Operating income of \$1.155 billion
  - Net and operating income per diluted share increased 75% and 34%, respectively from prior year quarter.
  - Return on equity of 18.5% and operating return on equity of 18.0%
  - Strong underwriting results in all three business segments. Consolidated GAAP combined ratio of 83.4%
  - Net favorable prior year reserve development of \$328 million after-tax (\$501 million pre-tax)
  - Catastrophes of \$10 million after-tax (\$16 million pre-tax)
  - After-tax net investment income at highest level since fourth quarter 2007
- Total revenues of \$6.5 billion, up 11% from the prior year quarter
- Net written premiums of \$5.188 billion, declined 4% from the prior year quarter attributable to lower levels of economic activity resulting in reduced insured exposures
- > Impact of renewal rates changes on premium remained positive across all three business segments
- Book value per share of \$52.54
  - Increased 3% from September 30, 2009 after \$1.55 billion of common share repurchases and \$175 million of common stock dividends
  - Increased 22% from December 31, 2008 after \$3.30 billion of common share repurchases and \$690 million of common stock dividends
- All financial strength indicators at or better than target levels



# Total Return: 20 Largest S&P Financial Companies<sup>1</sup> and Other Selected Financial Companies (as of December 31, 2009)



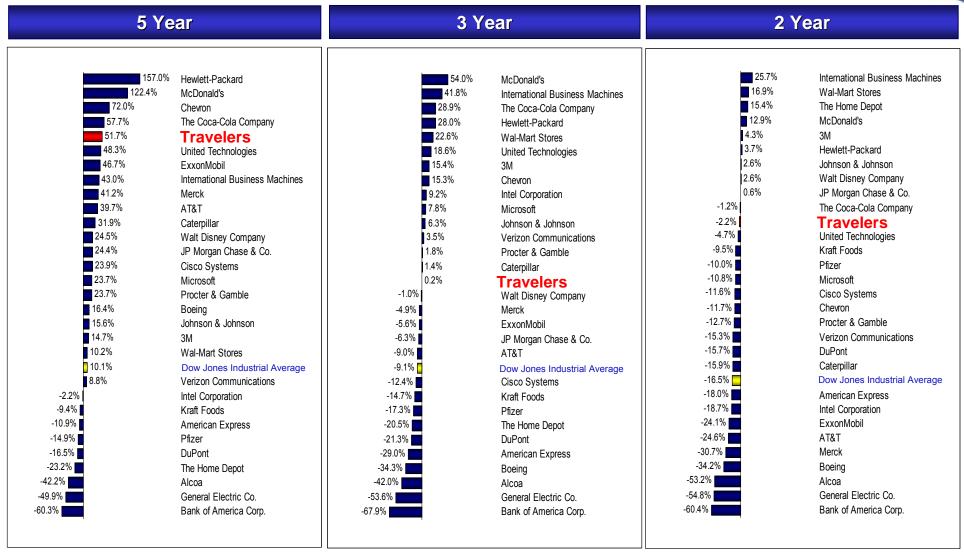
<sup>&</sup>lt;sup>1</sup> By Market Capitalization as of January 25, 2010



Note: **Total return** is a concept used to compare the performance of a company's stock over time and is the ratio of the net stock price change plus the cumulative amount of dividends over the specified time period, assuming dividend reinvestment, to the stock price at the beginning of the time period. Total return to shareholders is not included as an indication of future performance. Source: SNL Financial. Dow Jones & Company

#### Total Return: Dow Jones Industrial Average Components

(as of December 31, 2009)





Note: **Total return** is a concept used to compare the performance of a company's stock over time and is the ratio of the net stock price change plus the cumulative amount of dividends over the specified time period, assuming dividend reinvestment, to the stock price at the beginning of the time period. Total return to shareholders is not included as an indication of future performance. Source: Thomson Reuters, SNL Financial, Dow Jones & Company

### **Very Strong Financial Position**

(\$ and shares in millions, except per share amounts)

	Decem	ber 31	l.
	 2009		2008
Debt	\$ 6,527	\$	6,181
Preferred equity	79		89
Common equity <sup>1</sup>	 25,475		25,374
Total capital <sup>1</sup>	\$ 32,081	\$	31,644
Debt to capital 1	20.3%		19.5%
Common shares outstanding	520.3		585.1
Book value per common share	\$ 52.54	\$	43.12
Adjusted book value per common share <sup>1</sup>	\$ 48.96	\$	43.37
Tangible book value per common share <sup>1</sup>	\$ 41.49	\$	36.58
Statutory surplus	\$ 23,195	\$	21,491
Holding company liquidity	\$ 2,144	\$	2,146

<sup>&</sup>lt;sup>1</sup> Excludes net unrealized investment gains and losses



#### **Capital**

- At or above target levels for all rating agencies
- > Continued to generate excess capital and repurchase shares
  - \$1.55 billion of share repurchases in fourth quarter 2009

#### Leverage

- > Debt to capital ratio of 20.3% approximates target level
- > Low level of maturing debt
  - 2010 \$273 million
  - 2011 \$ 11 million \ Can self-fund all maturing debt
  - 2012 \$250 million

#### Liquidity

Holding company liquidity was almost twice the company's target level

#### Very high quality investment portfolio

- Net unrealized investment gains of \$1.9 billion after-tax (\$2.8 billion pre-tax) at year-end 2009
- Net realized investment gains of \$130 million after-tax (\$189 million pre-tax) in fourth quarter 2009
  - Other-than-temporary impairments of only \$16 million after-tax (\$25 million pre-tax) in fourth quarter 2009

#### **Consolidated Performance**

(\$ in millions, except per share amounts, after-tax)

	Fourth Quarter				Full Year						
	 2009		2008	Change	_	2009	_	2008	Change		
Operating income	\$ 1,155	\$	939	23 %	\$	3,600	;	\$ 3,195	13 %		
per diluted share <sup>1</sup>	\$ 2.12	\$	1.58	34 %	\$	6.29	;	\$ 5.26	20 %		
Included the following items:											
Net favorable prior year reserve development	\$ 328	\$	189		\$	868	;	\$ 1,000			
Catastrophe (losses) / reduction of loss, net of reinsurance	(10)		56			(297)		(919)			
Current year re-estimation <sup>2</sup>	52		(27)			-		-			
Resolution of prior year tax matters	1		-			89		-			
Tax benefit related to sale of subsidiary <sup>3</sup>	 _		89			-	_	89			
Total Items	\$ 371	\$	307		\$	660	:	\$ <u>170</u>			
Loss and loss adjustment ratio	51.1	%	54.9 %			57.3	%	59.4 %			
Underwriting expense ratio	 32.3		31.0			31.9		32.5			
GAAP combined ratio <sup>4</sup>	83.4	%	85.9 %	2.5 pts		89.2	%	91.9 %	2.7 pts		
GAAP combined ratio excluding incremental impact of direct to consumer initiative	82.9	%	85.7 %			88.7	%	91.7 %	]		
Net favorable prior year reserve development	9.4		5.1			6.2		7.1			
Catastrophes, net of reinsurance	(0.3)		1.6			(2.1)		(6.5)			
Current year re-estimation <sup>2</sup>	1.5		(8.0)			-		-			
Adjusted GAAP combined ratio	94.0	%	91.8 %	(2.2) pts		93.3	%	92.5 %	(0.8) pts		

<sup>&</sup>lt;sup>1</sup> In accordance with updated guidance on determining whether instruments granted in share-based payment transactions are participating securities, which was effective January 1, 2009, all prior-period diluted EPS data has been restated to reflect the retrospective application of this guidance.

<sup>&</sup>lt;sup>4</sup> A benefit to the reported GAAP combined ratio is indicated as a positive item, and a charge is indicated as a negative item.



<sup>&</sup>lt;sup>2</sup> Re-estimation of the current year loss ratios for the first three quarters of the respective year.

<sup>&</sup>lt;sup>3</sup> In December 2008, the company completed the sale of its subsidiary Unionamerica Holdings, Ltd.

#### **Net Investment Income**

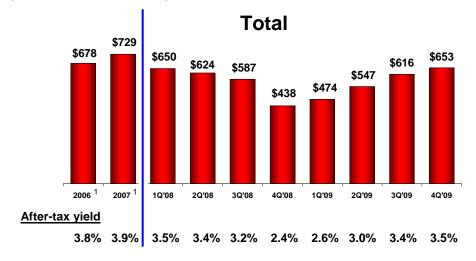
(\$ in millions, after-tax)

Total

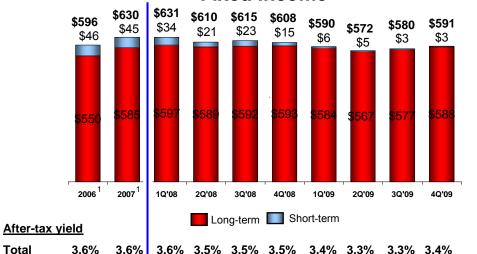
Short-term 3.6%

TRAVELERS

3.8%

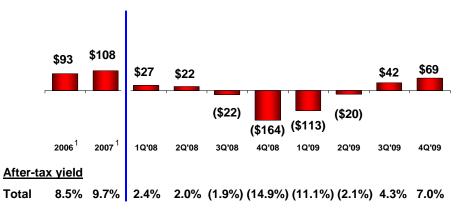


- > Long-term fixed income portfolio continued to produce steady returns
- > Net investment income from the short-term portion of fixed income portfolio impacted by very low interest rates
- Non-fixed income portfolio (primarily private) equity funds, real estate partnerships and hedge funds) produced a positive return



Fixed Income<sup>2</sup>

#### Non-Fixed Income<sup>2</sup>



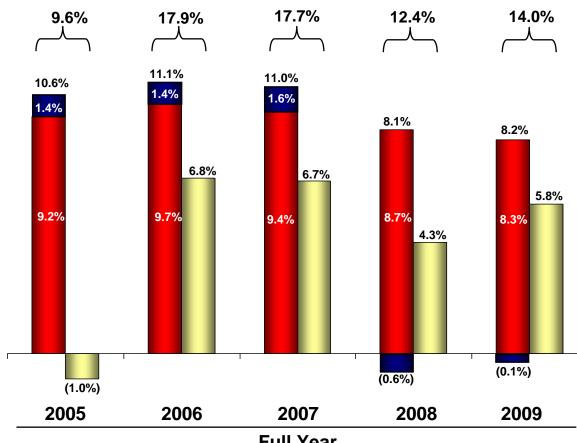
2.6% 1.7% 1.7% 1.1% 0.4% 0.3% 0.2% 0.2%

3.7% 3.6% 3.7% 3.7% 3.6% 3.7% 3.7%

<sup>&</sup>lt;sup>1</sup>2006 and 2007 data equals quarterly average

<sup>&</sup>lt;sup>2</sup> Excludes investment expenses

### **Components of Operating Return on Equity**



**Full Year** 

- Fixed investment portfolio investment income less holding company interest expense Non-fixed investment portfolio investment income / (loss)
- Underwriting gain / (loss) and other
- TRAVELERS.

- > For the full year 2009, investment income from the fixed income portfolio, net of interest expense on holding company debt, contributed 8.3 points to the operating return on equity, a decline from the prior year period primarily due to lower short-term interest rates
- > For the full year 2009, underwriting income contributed 5.8 points to the operating return on equity, an increase from the prior year period due to more normal catastrophe losses
- > From January 1, 2005 through December 31, 2009, average annual operating return on equity was approximately 14.4%

### **Business Insurance - Performance**

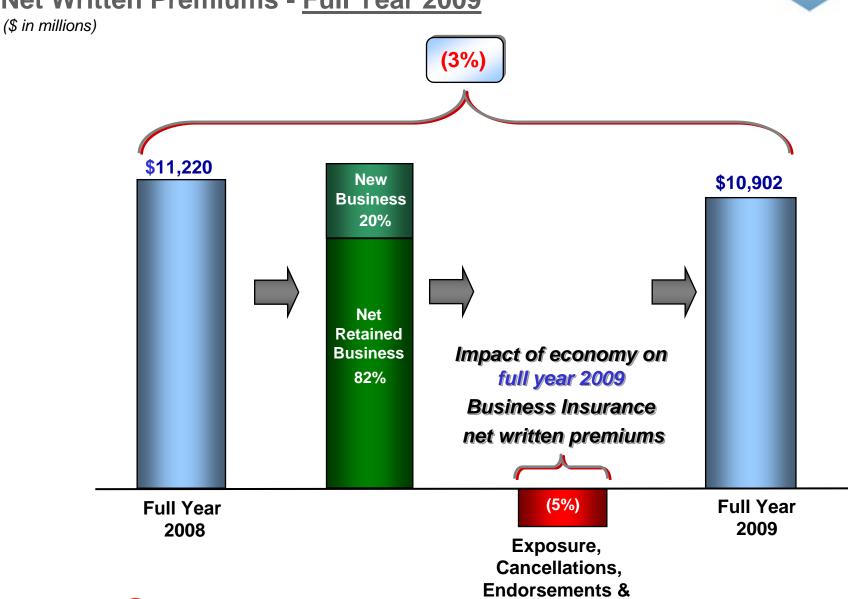
(\$ in millions)

		Fo	urth	Quarter				Ful	l Year		
		2009		2008	Char	nge	 2009		2008	Chan	nge
Operating income	\$	815	\$	619	32	%	\$ 2,590	\$	2,338	11	%
Loss and loss adjustment ratio		46.3 %		54.6 %			53.9 %	6	57.7 %		
Underwriting expense ratio		32.5		31.1			 32.2		32.5		
GAAP combined ratio <sup>1</sup>		78.8 %		85.7 %	6.9	pts	86.1 %	6	90.2 %	4.1	pts
Net favorable prior year reserve development		13.6		7.3			9.3		10.0		
Catastrophes, net of reinsurance		(0.7)		8.0			(1.6)		(6.3)		
Current year re-estimation <sup>2</sup>		3.3		(0.6)			 <u> </u>		<u> </u>		
Adjusted GAAP combined ratio	_	95.0 %		93.2 %	(1.8	) pts	 93.8 %	<u></u>	93.9 %	0.1	pts
Net Written Premiums											
Select Accounts	\$	638	\$	662			\$ 2,756	\$	2,756		
Commercial Accounts		610		666			2,493		2,524		
National Accounts		219		269			902		996		
Industry-Focused Underwriting		517		586			2,279		2,396		
Target Risk Underwriting		328		359			1,568		1,593		
Specialized Distribution		199		208			 889		939		
<b>Business Insurance Core</b>		2,511		2,750	(9	) %	10,887		11,204	(3	) %
Business Insurance Other		4_		6_			 15		16_		
Total Business Insurance	\$	2,515	\$	2,756	(9	) %	\$ 10,902	\$	11,220	(3	) %



**TRAVELERS**1 A benefit to the reported GAAP combined ratio is indicated as a positive item, and a charge is indicated as a negative item.
2 Re-estimation of the current year loss ratios for the first three quarters of the respective year.

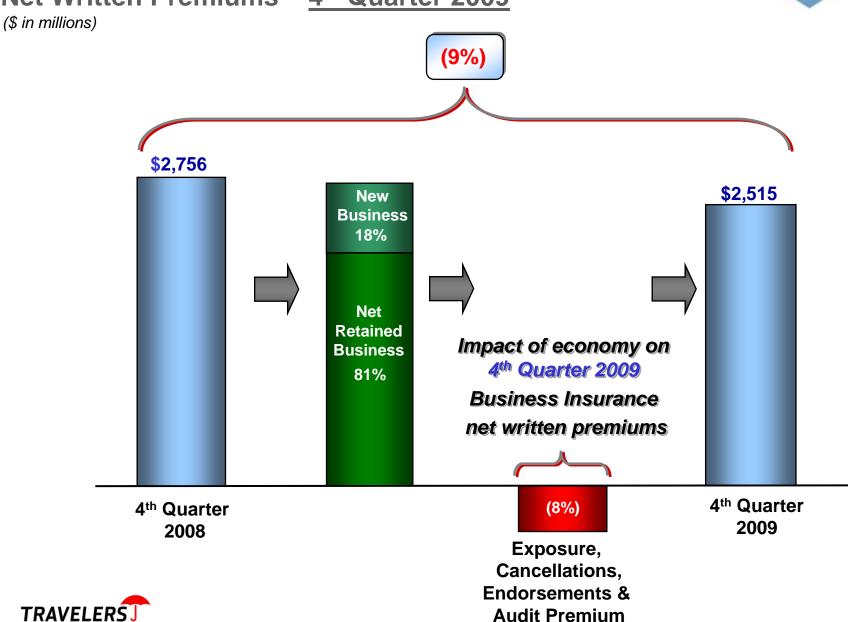
# **Business Insurance: Impact of the Economic Downturn on Net Written Premiums - Full Year 2009**



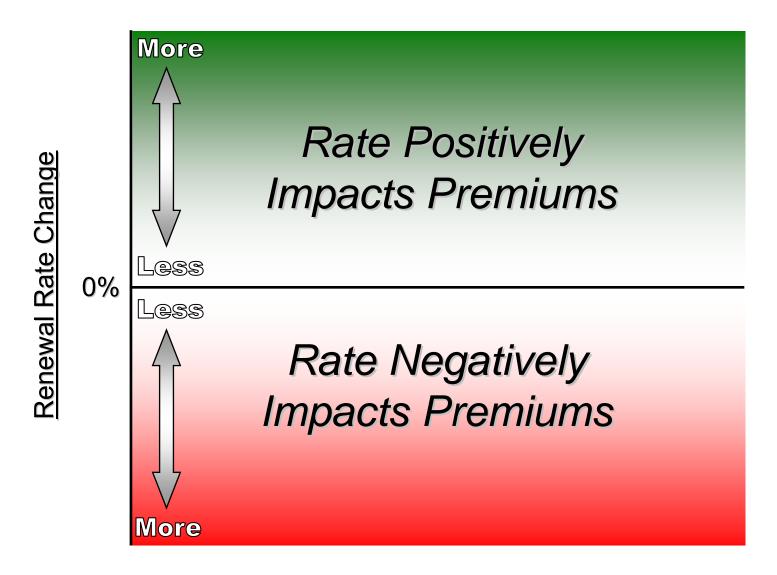
**Audit Premium** 



# Business Insurance: Impact of the Economic Downturn on Net Written Premiums – 4th Quarter 2009



### Impact of Renewal Rate Change on Renewal Premiums





#### **Business Insurance - Illustrative Business Statistics**

#### Retention

	_	20	08		2009					
	_1Q_	_2Q	_3Q	_4Q_	_1Q_	_2Q	_3Q_	4Q		
Select Accounts	81%	80%	82%	81%	81%	80%	79%	<b>79</b> %		
Commercial Accounts	86%	85%	86%	88%	88%	85%	85%	83%		
Other Business Insurance 1	82%	82%	82%	82%	82%	81%	80%	80%		

Retention remains strong, although down slightly from prior year quarter

### Renewal Premium Change <sup>2</sup>

		20	08		2009					
	1Q	2Q	3Q	4Q	_1Q	2Q	3Q	4Q		
Select Accounts	-%	-%	-%	(1%)	-%	1%	3%	4%		
Commercial Accounts	(4%)	(5%)	(6%)	(6%)	(4%)	(2%)	-%	(1%)		
Other Business Insurance <sup>1</sup>	(5%)	(7%)	(6%)	(7%)	(4%)	(4%)	(3%)	(5%)		

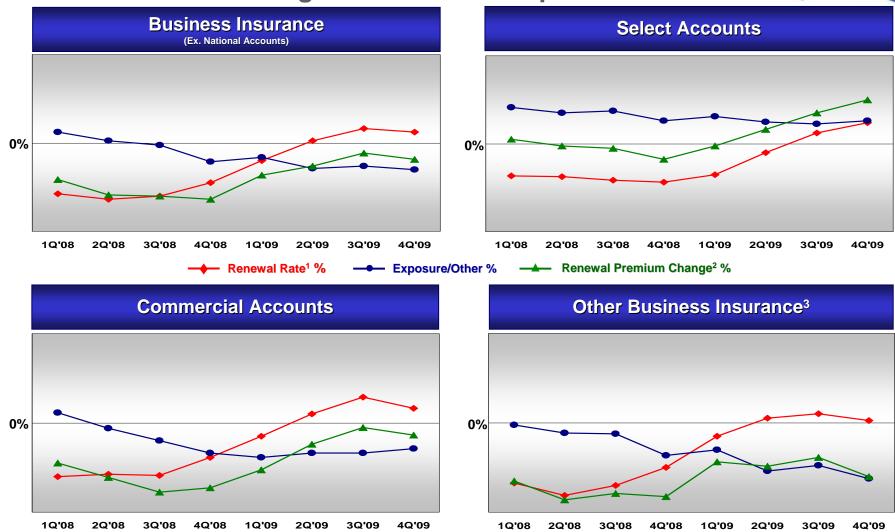
Renewal premium changes improved from prior year quarter

<sup>&</sup>lt;sup>2</sup> Each percentage represents the estimated change in average premium on policies that renew, including rate and exposure changes, versus the average premium on those same policies for their prior term.



<sup>&</sup>lt;sup>1</sup> Includes Industry-Focused Underwriting, Target Risk Underwriting and Specialized Distribution.

### **Business Insurance** Renewal Premium Change: Rate Versus Exposure/Other

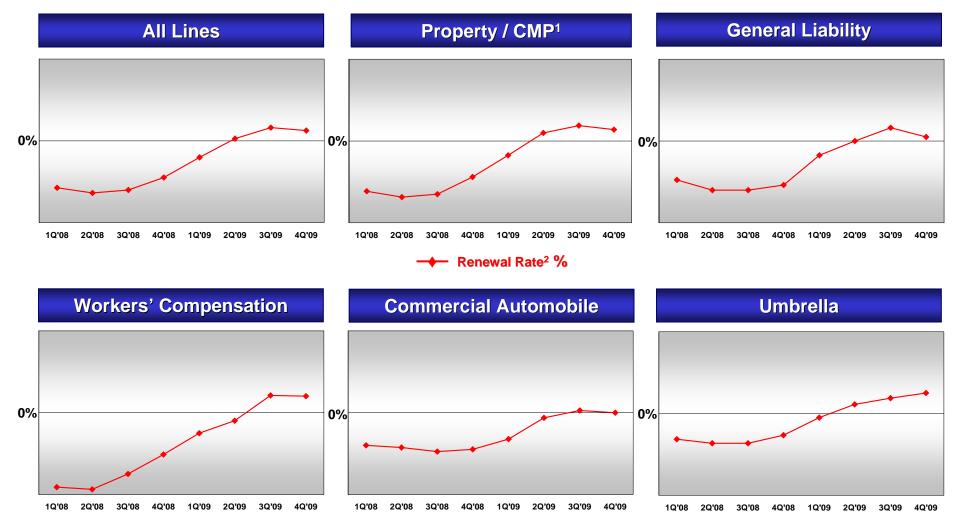


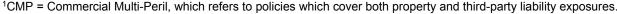
- <sup>1</sup> Each percentage represents the estimated change in average premium on policies that renew, excluding exposure changes, versus the average premium on those same policies for their prior term.
- <sup>2</sup> Each percentage represents the estimated change in average premium on policies that renew, including rate and exposure changes, versus the average premium on those same policies for their prior term.

  <sup>3</sup> Includes Industry-Focused Underwriting, Target Risk Underwriting and Specialized Distribution.



# Business Insurance (ex. National Accounts) Renewal Rate Change By Product Line

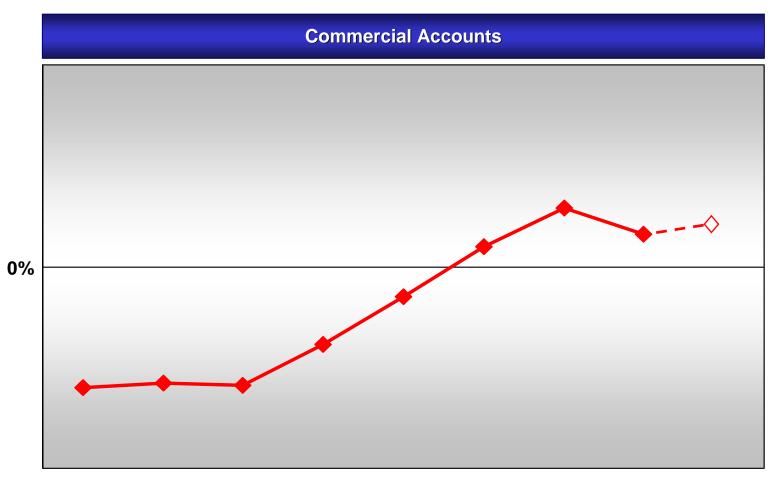




<sup>&</sup>lt;sup>2</sup>Each percentage represents the estimated change in average premium on policies that renew, excluding exposure changes, versus the average premium on those same policies for their prior term.



# **Business Insurance Commercial Accounts: Renewal Rate Change**



1Q'08 2Q'08 3Q'08 4Q'08 1Q'09 2Q'09 3Q'09 4Q'09 Jan'10

Estimate

→ Renewal Rate¹ %



<sup>1</sup>Each percentage represents the estimated change in average premium on policies that renew, excluding exposure changes, versus the average premium on those same policies for their prior term.

## **Business Insurance - Illustrative Business Statistics**

(\$ in millions)

	New Business											
		20	08		2009							
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Select Accounts	\$ 126	\$ 133	\$ 142	\$ 138	\$ 151	\$ 156	\$ 135	\$ 120				
Commercial Accounts	143	114	114	116	136	146	117	128				
Other Business Insurance <sup>1</sup>	305	294	280	235	275	308	283	<b>253</b>				
Total	\$ 574	\$ 541	\$ 536	\$ 489	\$ 562	\$ 610	\$ 535	\$ 501				
Change from prior year quarter	(6%)	(7%)	(6%)	(4%)	(2%)	13%	-%	2%				



<sup>&</sup>lt;sup>1</sup> Includes Industry-Focused Underwriting, Target Risk Underwriting and Specialized Distribution.

# Financial, Professional & International Insurance (FP&II) Performance

(\$ in millions)

, and the second	F	ourth	Quarter			Ful	l Year	
	 2009	2	2008	Change	 2009		2008	Change
Operating income	\$ 194	\$	154	26 %	\$ 642	\$	649	(1) %
Loss and loss adjustment ratio	46.3 %		52.3 %		52.1 %		51.2 %	
Underwriting expense ratio	 36.8		34.9		 36.0		36.0	
GAAP combined ratio <sup>1</sup>	83.1 %		87.2 %	4.1 pts	88.1 %		87.2 %	(0.9) pts
Net favorable prior year reserve development	13.9		4.2		5.1		8.0	
Catastrophes, net of reinsurance	0.3		1.6		(0.1)		(2.5)	
Current year re-estimation <sup>2</sup>	(0.7)		(0.6)		-		-	
Adjusted GAAP combined ratio	 96.6 %		92.4_%	(4.2) pts	93.1 %		92.7	(0.4) pts
Net Written Premiums <sup>3</sup>								
Bond & Financial Products	\$ 574	\$	570		\$ 2,040	\$	2,126	
International	364_		368_		 1,245	_	1,342_	
Total FP&II	\$ 938	\$	938	- %	\$ 3,285	\$	3,468	(5) %
Total FP&II - Adjusted for the impact of foreign exchange rates				(1) %				(2) %

<sup>&</sup>lt;sup>1</sup> A benefit to the reported GAAP combined ratio is indicated as a positive item, and a charge is indicated as a negative item.

<sup>&</sup>lt;sup>3</sup> In 2Q 2009, results from the surety bond operation in Canada were reclassified from the "Bond & Financial Products" market to the "International" market. All prior period amounts have been restated to reflect this reclassification.



<sup>&</sup>lt;sup>2</sup> Re-estimation of the current year loss ratios for the first three quarter of the respective year.

## Financial, Professional & International Insurance Illustrative Business Statistics

(\$ in millions)

		20	800					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Surety								
Gross written premium	\$284	\$298	\$316	\$234	\$234	\$255	\$287	\$255
lanagement Liability								
Retention	84%	84%	84%	85%	84%	83%	81%	81%
Renewal premium change 1	-%	(1%)	-%	1%	2%	-%	2%	(1%)
New business	\$46	\$52	\$49	\$59	\$45	\$53	\$45	\$41
nternational <sup>2</sup>								
Retention	82%	80%	79%	78%	80%	75%	79%	75%
Renewal premium change 1	(6%)	-%	(1%)	6%	(1%)	3%	2%	1%
New business	\$74	\$124	\$68	\$83	\$67	\$89	\$87	\$77

<sup>&</sup>lt;sup>1</sup> Each percentage represents the estimated change in average premium on policies that renew, including rate and exposure changes, versus the average premium on those same policies for their prior term.

<sup>&</sup>lt;sup>2</sup> Excludes the surety line of business as surety products are sold on a non-recurring, project specific basis.



### **Personal Insurance - Performance**

(\$ in millions)

		Fou	ırth Q	uarter		Full Year						
	2009		20	08	Change		2009		2008	Change		
Operating income	\$ 2	10	\$	226	(7) %	\$	601	\$	465	<b>29</b> %		
Loss and loss adjustment ratio	60	0.4 %		56.8 %			65.0 %		66.2 %			
Underwriting expense ratio	30	0.0		28.8			29.6		30.8			
GAAP combined ratio <sup>1</sup>	90	0.4 %		85.6 %	(4.8) pts		94.6 %		97.0 %	2.4 pts		
GAAP combined ratio excluding incremental impact of direct to consumer initiative	8	39.0 %		84.9 %			92.9 %		96.5 %			
Net favorable prior year reserve development	C	0.8		2.1			1.9		2.1			
Catastrophes, net of reinsurance		_		2.7			(3.9)		(8.9)			
Current year re-estimation <sup>2</sup>		_		(1.2)			-					
Adjusted GAAP combined ratio	<b>9</b> 1	<u>l.2</u> %		89.2 %	(2.0) pts		92.6 %		90.2 %	(2.4) pts		
Net Written Premiums - Agency <sup>3</sup>												
Automobile	\$ 8	57	\$	870		\$	3,586	\$	3,651			
Homeowners & Other	8	61_		814			3,508		3,333			
Total	\$ 1,7	18_	\$	1,684	2 %	\$	7,094	\$	6,984	2 %		

<sup>&</sup>lt;sup>1</sup> A benefit to the reported GAAP combined ratio is indicated as a positive item, and a charge is indicated as a negative item.



 $<sup>^{2}</sup>$  Re-estimation of the current year loss ratios for the first three quarters of the respective year.

<sup>&</sup>lt;sup>3</sup> Represents business sold through agents, brokers and other intermediaries, and excludes direct to consumer.

### **Personal Insurance - Performance**

(\$ in millions)

		F	ourtl	h Quar	ter				Fu	III Year		
	 2009	_		2008	_	Change	 2009	_		2008	_	Change
Agency Automobile 1												
Net Written Premium	\$ 857	=	\$	870	=	(1) %	\$ 3,586	=	\$	3,651	=	(2) %
Loss and loss adjustment ratio	74.5	%		71.6	%		71.9	%		70.5	%	
Underw riting expense ratio	 26.4			27.5			 26.8	_		27.5	_	
GAAP combined ratio	100.9	%		99.1	%	(1.8) pts	98.7	%		98.0	%	(0.7) pts
Impact of catastrophes on combined ratio	-	%		-	%		0.7	%		0.5	%	
Agency Homeowners and Other <sup>1</sup>												
Net Written Premium	\$ 861	=	\$	814	=	6 %	\$ 3,508	=	\$	3,333	=	5 %
Loss and loss adjustment ratio	45.4	%		40.2	%		57.3	%		61.4	%	
Underw riting expense ratio	 31.2	_		28.8	_		 29.5	_		33.3	_	
GAAP combined ratio	76.6	%		69.0	%	(7.6) pts	86.8	%		94.7	%	7.9 pts
Impact of catastrophes on combined ratio	_	%		(5.6)	%		7.4	%		18.4	%	



<sup>&</sup>lt;sup>1</sup> Represents business sold through agents, brokers and other intermediaries, and excludes direct to consumer.

#### Personal Insurance – Illustrative Business Statistics

(\$ in millions)

		20	800		2009					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Agency Automobile 1										
Retention <sup>2,3</sup>	83%	83%	82%	81%	81%	81%	82%	82%		
Renewal premium change <sup>3,4</sup>	1%	2%	3%	4%	4%	5%	4%	3%		
PIF growth over prior year quarter	2%	2%	2%	1%	-%	(2%)	(3%)	(3%)		
New business	\$184	\$192	\$190	\$173	\$166	\$152	\$156	\$154		
Agency Homeowners and Other <sup>1</sup>										
Retention <sup>2</sup>	86%	86%	86%	86%	85%	85%	86%	86%		
Renewal premium change <sup>4</sup>	6%	6%	6%	6%	6%	7%	8%	8%		
PIF growth over prior year quarter	3%	3%	3%	3%	3%	3%	3%	3%		
New business	\$96	\$125	\$128	\$107	\$99	\$123	\$136	<b>\$128</b>		

<sup>&</sup>lt;sup>1</sup> Represents business sold through agents, brokers and other intermediaries, and excludes direct to consumer.

<sup>&</sup>lt;sup>4</sup> Each percentage represents the estimated change in average premium on policies that renew, including rate and exposure changes, versus the average premium on those same policies for their prior term.



<sup>&</sup>lt;sup>2</sup> The ratio of expected number of renewal policies that will be retained throughout the annual policy period to the number of available renewal base policies.

<sup>&</sup>lt;sup>3</sup> Statistics for standard voluntary automobile.

#### 2010 Annual Guidance

Operating income per diluted share range of \$5.20 to \$5.55

#### **Guidance assumptions**

- Catastrophe losses of \$600 million pre-tax and \$390 million after-tax, or \$0.80 per diluted share
- No prior year reserve development, favorable or unfavorable
- ➤ Low single digit percentage change in average invested assets (excluding net unrealized investment gains and losses)
- ➤ Common share repurchases of \$3.5 billion to \$4.0 billion for the full year
- Weighted average diluted share count of 485 million to 490 million



### **2010 Annual Guidance**

2009 operating income per diluted share <sup>1</sup>	\$6.29
2009 Impacted by the following items:	
Net favorable prior year reserve development	\$1.53
Resolution of prior year tax matters	\$0.16
Lower than expected level of catastrophe losses	\$0.11
2010 operating income per diluted share guidance	\$5.20 - \$5.55

#### **Disclosure**

- For further information, please see Travelers reports filed with the SEC pursuant to the Securities Exchange Act of 1934 which are available at the SEC's website (www.sec.gov)
- Copies of this presentation and related financial supplement are publicly available on the Travelers website (www.travelers.com)
- From time to time, Travelers may use its website as a channel of distribution of material company information. Financial and other material information regarding the company is routinely posted on and accessible at http://investor.travelers.com. In addition, you may automatically receive email alerts and other information about Travelers by enrolling your email by visiting the "E-mail Alert Service" section at http://investor.travelers.com.



