

# The Travelers Companies, Inc.

**Third Quarter 2010 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 the Company's share repurchase plans and statements about the potential impact of investment markets and other economic conditions on the Company's investment portfolio and underwriting results, among others, are forward looking, and the Company may also make forward-looking statements about, among other things, its results of operations and financial condition (including, among other things, premium volume, premium rates, net and operating income, investment income and performance, return on equity, and expected current returns and combined ratios); the sufficiency of the Company's asbestos and other reserves (including, among other things, asbestos claim payment patterns); the impact of emerging claims issues; the cost and availability of reinsurance coverage; catastrophe losses; the impact of investment, economic and underwriting market conditions; and strategic initiatives. The Company cautions investors that such statements are subject to risks and uncertainties, many of which are difficult to predict and generally beyond the Company's 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 the Company's results of operations. its financial position and/or liquidity, and could adversely impact the Company's ratings, the Company's ability to raise capital and the availability and cost of reinsurance; during or following a period of financial market disruption or prolonged economic downturn, the Company's business could be materially and adversely affected; the Company's investment portfolio may suffer reduced returns or material losses, including as a result of a challenging economic environment that impacts the credit of municipal or other issuers in the company's portfolio; if actual claims exceed the Company's loss reserves, or if changes in the estimated level of loss reserves are necessary, the Company's financial results could be materially and adversely affected; the Company's business could be harmed because of its potential exposure to asbestos and environmental claims and related litigation; the Company is 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 the Company's business are uncertain; the intense competition that the Company faces could harm its ability to maintain or increase its business volumes and profitability; the Company may not be able to collect all amounts due to it from reinsurers, and reinsurance coverage may not be available to the Company in the future at commercially reasonable rates or at all; the Company is exposed to credit risk in certain of its business operations; the Company's businesses are heavily regulated and changes in regulation (including as a result of the adoption of financial services reform legislation) may reduce the Company's profitability and limit its growth; a downgrade in the Company's claims-paying and financial strength ratings could adversely impact the Company's business volumes, adversely impact the Company's ability to access the capital markets and increase the Company's borrowing costs; the inability of the Company's insurance subsidiaries to pay dividends to the Company's holding company in sufficient amounts would harm the Company's ability to meet its obligations and to pay future shareholder dividends; disruptions to the Company's relationships with its independent agents and brokers could adversely affect the Company; the Company's efforts to develop new products (including its direct to consumer initiative in Personal Insurance) or expand in targeted markets may not be successful, may create enhanced risks and may adversely impact results; the Company's business success and profitability depend, in part, on effective information technology systems and on continuing to develop and implement improvements in technology; if the Company experiences difficulties with technology, data security and/or outsourcing relationships the Company's ability to conduct its business could be negatively impacted; acquisitions and integration of acquired businesses may result in operating difficulties and other unintended consequences; the Company is subject to a number of risks associated with conducting business outside the United States; the Company could be adversely affected if its controls to ensure compliance with guidelines, policies and legal and regulatory standards are not effective; the Company's businesses may be adversely affected if it is unable to hire and retain qualified employees; loss of or significant restriction on the use of credit scoring in the pricing and underwriting of Personal Insurance products could reduce the Company's future profitability; and the operation of the Company's repurchase plans depend on a variety of factors, including the Company's financial position, earnings, capital requirements of the Company's operating subsidiaries, legal requirements, regulatory constraints, catastrophe losses, other investment opportunities (including mergers and acquisitions), market conditions and other factors.

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 our forward-looking statements. 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 and quarterly report on Form 10-Q 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.

In this presentation, we may refer to some non-GAAP financial measures. 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) and our most recent annual report on Form 10-K filed with the Securities and Exchange Commission.



# **Long-Term Financial Strategy**



# **Create Shareholder Value**

Objective: Mid-Teens ROE Over Time



# **Third Quarter 2010 Highlights**

- ➤ Net income per diluted share and operating income per diluted share of \$2.11 and \$1.81, an increase of 28% and 12%, respectively
  - Net and operating income of \$1.005 billion and \$858 million
  - Net income included a net realized investment gain of \$133 million after-tax (\$205 million pre-tax) from sale of substantially all of company's common stock holdings in Verisk Analytics, Inc.
- > Return on equity and operating return on equity of 15.0% and 14.3%, respectively
- Results reflect strong underwriting and solid investment performance
  - Consolidated GAAP combined ratio of 90.6%
  - Net favorable prior year reserve development of \$147 million after-tax (\$222 million pre-tax), compared to \$202 million after-tax (\$309 million pre-tax) in prior year quarter. Completed annual asbestos claim review
  - Catastrophes of \$77 million after-tax (\$117 million pre-tax), compared to \$103 million after-tax (\$158 million pre-tax) in prior year quarter
  - · Net investment income down modestly from prior year quarter
- > Total revenues of \$6.482 billion, an increase of 2% from prior year quarter
- ➤ Net written premiums of \$5.462 billion, an increase of 2% from prior year quarter
- Book value per common share of \$59.11
  - Increased 6% from June 30, 2010 after \$600 million of common share repurchases and \$169 million of common stock dividends
  - Increased 15% from September 30, 2009 after \$4.950 billion of common share repurchases and \$685 million of common stock dividends



## **Very Strong Financial Position**

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

	Sep	tember 30, 2010	Dec	ember 31, 2009
Debt	\$	6,252	\$	6,527
Preferred equity		70		79
Common equity <sup>1</sup>		24,235		25,475
Total capital <sup>1</sup>	\$	30,557	\$	32,081
Debt-to-capital <sup>1</sup>		20.5%		20.3%
Common shares outstanding		460.5		520.3
Book value per common share	\$	59.11	\$	52.54
Adjusted book value per common share <sup>1</sup>	\$	52.62	\$	48.96
Tangible book value per common share 1,2	\$	44.30	\$	41.49
Statutory surplus	\$	20,868	\$	23,195
Holding company liquidity	\$	2,816	\$	2,144

<sup>&</sup>lt;sup>1</sup> Excludes net unrealized investment gains, net of taxes

#### Capital

- At or above target levels for all rating agencies
- Continued to generate excess capital and repurchase common shares
  - Share repurchases in third quarter 2010 and year-to-date 2010 of \$600 million and \$3.4 billion, respectively

#### Leverage

- > Debt-to-capital ratio of 20.5% approximates target level
- > Low level of maturing debt
  - 2011 \$9 million
    2012 \$250 million
    2013 \$500 million

#### Liquidity

Holding company liquidity was more than two times the company's target level

### Very high quality investment portfolio

- Net unrealized investment gains of \$3.0 billion after-tax (\$4.6 billion pre-tax) at end of third quarter 2010
- Net realized investment gains of \$147 million after-tax (\$226 million pre-tax) in third quarter 2010



<sup>&</sup>lt;sup>2</sup> Excludes the after-tax value of goodwill and other intangible assets

## **Municipal Bond Portfolio**

(\$ in millions)

#### As of September 30, 2010

State	 General	 al General oligation	R	evenue	Total ir Value	Average Rating <sup>1</sup> o Travelers' Holdings
Texas	\$ 459	\$ 2,389	\$	1,412	\$ 4,260	Aaa/Aa1
California	97	1,693		439	2,229	Aa2
Illinois	189	1,048		571	1,808	Aa1
Washington	439	803		398	1,640	Aa1
Virginia	193	647		737	1,577	Aaa/Aa1
Florida	498	84		913	1,495	Aa1
Arizona	-	550		706	1,256	Aaa/Aa1
Georgia	424	446		337	1,207	Aaa/Aa1
Maryland	320	588		248	1,156	Aaa/Aa1
New York	34	224		886	1,144	Aa1
Minnesota	293	681		147	1,121	Aaa/Aa1
Ohio	371	350		399	1,120	Aa1
Colorado	-	815		237	1,052	Aa1
Michigan	151	354		541	1,046	Aa1
Massachusetts	242	9		795	1,046	Aaa/Aa1
North Carolina	420	476		125	1,021	Aaa
All other <sup>2</sup>	2,761	3,015		4,321	10,097	Aa1
Excluding Pre-refunded	\$ 6,891	\$ 14,172	\$	13,212	\$ 34,275	Aa1
Pre-refunded	 2,009	1,753		3,388	7,150	Aaa/Aa1
<b>Total Municipal Exposure</b>	\$ 8,900	\$ 15,925	\$	16,600	\$ 41,425	Aa1

- High quality portfolio actively managed based on risk / reward
- Gross unrealized gains of \$2.8billion
- Gross unrealized losses of only \$8 million

#### Approximately 96% of municipal bond holdings rated Aa3 or higher

<sup>&</sup>lt;sup>1</sup> Rated using external ratings agencies or by the company when a public rating does not exist. Ratings shown are the higher of the rating of the underlying issuer or the insurer in the case of securities enhanced by third-party insurance for the payment of principal and interest in the event of issuer default.

TRAVELERS

<sup>&</sup>lt;sup>2</sup> No other single state in the aggregate accounted for 3.0% or more of the total excluding pre-refunded of \$34,275.

## **Consolidated Performance**

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

		Ţ	hird	Quarte	ľ				Υ	'ear	-to-Date	
	 2010	_		2009	-	Change		2010			2009	Change
Operating income	\$ 858		\$	914		(6) %	\$	2,179		\$	2,445	(11) %
per diluted share	\$ 1.81		\$	1.61		12 %	\$	4.39		\$	4.21	4 %
Included the following items:												
Net favorable prior year reserve development	\$ 147		\$	202			\$	590		\$	540	
Catastrophes, net of reinsurance	(77)			(103)				(674)			(287)	
Current year re-estimation <sup>1</sup>	7			46				_			-	
Resolution of prior year tax matters	 -			-				-			88	
Total Items	\$ 77	=	\$	145	=		\$	(84)		\$_	341	
Loss and loss adjustment ratio	58.7	%		57.0	%			61.9	%		59.4 %	
Underwriting expense ratio	 31.9	_		32.7	_			32.1			31.8	
GAAP combined ratio <sup>2</sup>	90.6	%		89.7	%	(0.9) pts		94.0	%		91.2 %	(2.8) pts
GAAP combined ratio excluding incremental impact of direct to consumer initiative	89.7	%		89.1	%			93.3	%		90.6 %	
Net favorable prior year reserve development	4.1			5.7				5.6			5.1	
Catastrophes, net of reinsurance	(2.2)			(2.9)				(6.4)			(2.7)	
Current year re-estimation <sup>1</sup>	0.2			1.3				-			-	
Adjusted GAAP combined ratio	 92.7	- %		93.8	- %	1.1 pts	_	93.2	%		93.6 %	0.4 pts

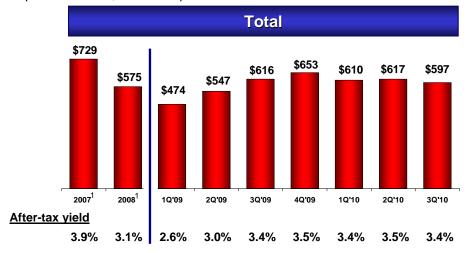


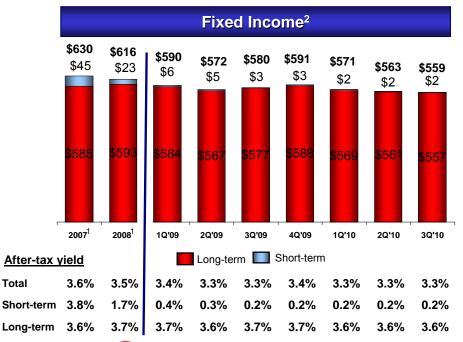
<sup>&</sup>lt;sup>1</sup> Re-estimation of the current year loss ratios for the first two quarters of the respective year.

<sup>&</sup>lt;sup>2</sup> A benefit to the reported GAAP combined ratio is indicated as a positive item, and a charge is indicated as a negative item.

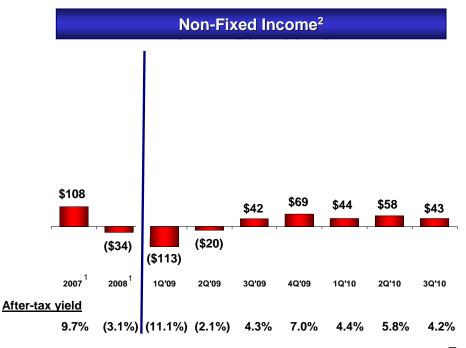
### **Net Investment Income**

(\$ in millions, after-tax)





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



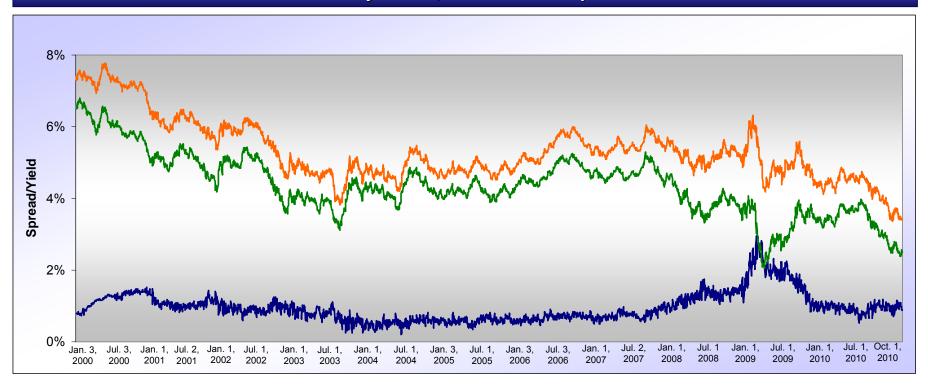


<sup>12007</sup> and 2008 data equals quarterly average

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

## **Interest Rate Environment**

## 10 Year – Treasury Yields, AA Industrial Spreads & Yields



-10 Year AA Industrial Spread

-10 Year Treasury Yield

—10 Year AA Industrial Yield



## **Interest Rate Environment**

(\$ in millions)

# Illustration of an Impact on Net Investment Income if Today's Interest Rate Environment Persists for Next 3 Years

### **Projected Long-Term Fixed Income Maturities**

	 2011	2012	2013
Amounts in dollars	\$ 6,300	\$ 5,800	\$ 5,400
Percentage of fixed income portfolio	10%	10%	9%
Tax equivalent yield	4.8%	5.0%	5.1%

Estimated Impact on After-Tax Net Investment Income of Reinvesting 2011 through 2013 maturities at <u>Today's</u> 10-Year Interest Rates: Approximately 150bps Lower

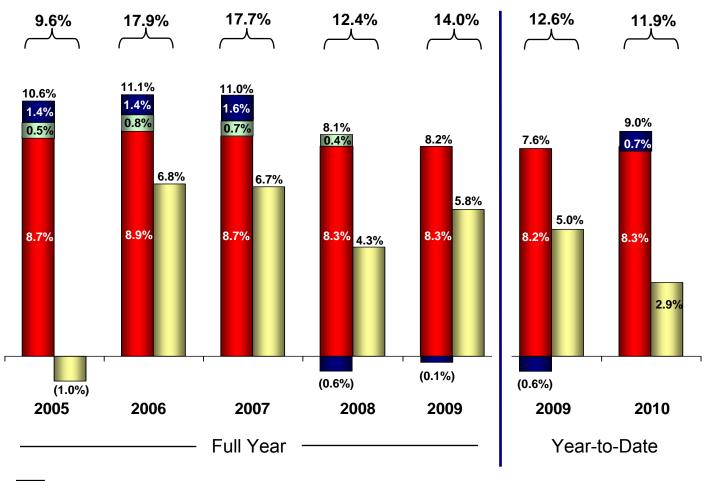
	2	011	2	012	 2013
Impact of:					
2010 maturities <sup>1</sup>	\$	(18)	\$	(18)	\$ (18)
2011 maturities		(31)		(62)	(62)
2012 maturities				(28)	(56)
2013 maturities					(26)
Reduction in NII as compared to 2010 <sup>2</sup>	\$	(49)	\$	(108)	\$ (162)



<sup>&</sup>lt;sup>1</sup> Incremental impact from reinvestment of 2010 maturities that took place throughout the year rather than on the first day of the year.

<sup>&</sup>lt;sup>2</sup> Assumes all other variables, including average assets, mix, credit quality and duration, remain constant.

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



- For the first nine months of 2010, 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
- For the first nine months of 2010, underwriting income contributed 2.9 points to the operating return on equity, a decrease from the prior year quarter primarily due to higher catastrophe losses
- From January 1, 2005 through September 30, 2010, average annual operating return on equity was approximately 14.1%

- Long-term fixed investment portfolio investment income less holding company interest expense
- Short-term fixed investment portfolio investment income
- Non-fixed investment portfolio investment income / (loss)
- Underwriting gain / (loss) and other



## **Business Insurance**: Performance

		Third	Quarter					Yea	r-to-Date	
	 2010		2009	Chan	ge		2010		2009	Change
Operating income	\$ 543	\$	668	(19)	%	\$	1,677	\$	1,775	(6) %
Loss and loss adjustment ratio	60.5 %	, 0	53.5 %				59.6 %		56.3 %	
Underw riting expense ratio	31.6		33.0				32.2		32.1	
GAAP combined ratio <sup>1</sup>	92.1 %	, <u> </u>	86.5 %	(5.6)	pts		91.8 %		88.4 %	(3.4) pts
Net favorable prior year reserve development	3.8		9.5				8.1		8.0	
Catastrophes, net of reinsurance	(2.0)		(3.1)				(4.6)		(1.9)	
Current year re-estimation <sup>2</sup>	0.4		2.8				_		-	
Adjusted GAAP combined ratio	94.3 %	0	95.7 %	1.4	pts	_	95.3 %		94.5 %	(0.8) pts
Net Written Premiums										
Select Accounts	\$ 664	\$	655	1	%	\$	2,082	\$	2,118	(2) %
Commercial Accounts	655		609	8			1,942		1,883	3
National Accounts	173		197	(12)	)		593		683	(13)
Industry-Focused Underw riting	590		564	5			1,743		1,762	(1)
Target Risk Underw riting	342		360	(5)	)		1,223		1,240	(1)
Specialized Distribution	222		221	-			684		690	(1)
Business Insurance Core	2,646		2,606	2	%		8,267		8,376	(1) %
Business Insurance Other	5		5				13		11	
Total Business Insurance	\$ 2,651	\$	2,611	2	%	\$	8,280	\$	8,387	(1) %



<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 two quarters of the respective year.

## Business Insurance (ex. National Accounts)

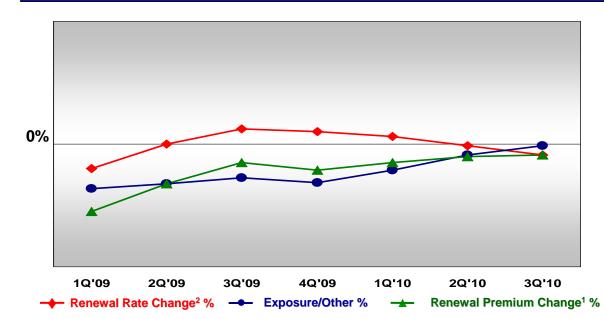
### Illustrative Business Statistics

(\$ in millions)		20	09			2010	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Retention	84%	82%	81%	80%	82%	82%	83%
Renewal premium change <sup>1</sup>	(4%)	(3%)	(1%)	(2%)	(1%)	(1%)	(1%)
New business	\$ 559	\$ 605	\$ 527	\$ 488	\$ 542	\$ 561	\$ 555

**Strong retention** 

New business driven by higher flow

### Renewal Premium Change: Rate Versus Exposure/Other



Renewal premium change generally stable with recent quarters



<sup>&</sup>lt;sup>1</sup> Represents the estimated change in average premium on policies that renew, including rate and exposure changes.

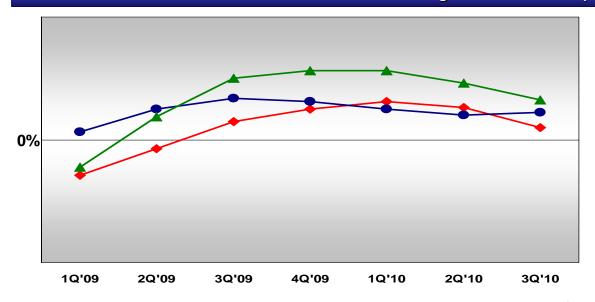
<sup>&</sup>lt;sup>2</sup> Represents the estimated change in average premium on policies that renew, excluding exposure changes. Note: Statistics are subject to change based on a number of factors, including changes in actuarial estimates.

# **Business Insurance:** Select Accounts Illustrative Business Statistics

(\$ in millions)		20	09			2010	_
	1Q	2Q	3Q	4Q	1Q	2Q	<b>3Q</b>
Retention	82%	81%	79%	77%	77%	78%	<b>79%</b>
Renewal premium change <sup>1</sup>	(2%)	1%	4%	5%	5%	4%	3%
New business	\$ 152	\$ 158	\$ 135	\$ 117	\$ 123	\$ 140	\$ 135

Improved retention and new business from recent quarters

#### Renewal Premium Change: Rate Versus Exposure/Other



Renewal rate change moderated from prior quarters but still positive





<sup>&</sup>lt;sup>1</sup> Represents the estimated change in average premium on policies that renew, including rate and exposure changes.

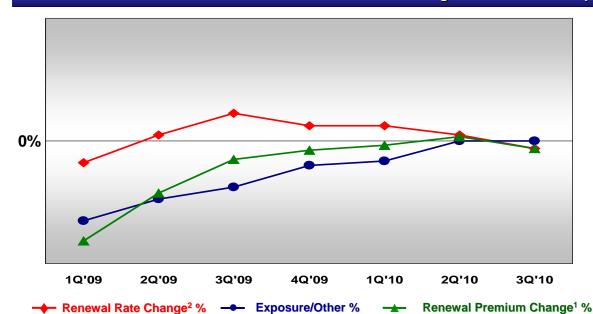
<sup>&</sup>lt;sup>2</sup> Represents the estimated change in average premium on policies that renew, excluding exposure changes. Note: Statistics are subject to change based on a number of factors, including changes in actuarial estimates.

# **Business Insurance:** Commercial Accounts Illustrative Business Statistics

(\$ in millions)		20	09			2010	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Retention	88%	85%	85%	83%	85%	86%	87%
Renewal premium change <sup>1</sup>	(7%)	(3%)	(1%)	(1%)	-%	-%	(1%)
New business	\$ 133	\$ 142	\$ 116	\$ 127	\$ 151	\$ 125	\$ 142

New business improvement driven by continued new product introduction

#### Renewal Premium Change: Rate Versus Exposure/Other



Exposure change continuing to trend positively



<sup>&</sup>lt;sup>1</sup> Represents the estimated change in average premium on policies that renew, including rate and exposure changes.

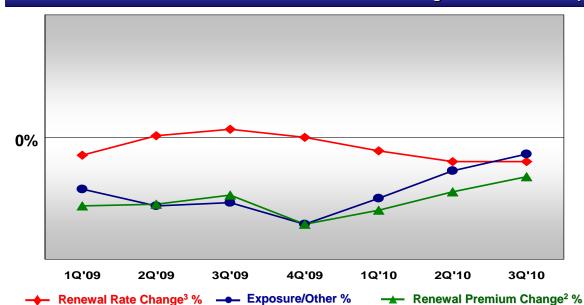
<sup>&</sup>lt;sup>2</sup> Represents the estimated change in average premium on policies that renew, excluding exposure changes. Note: Statistics are subject to change based on a number of factors, including changes in actuarial estimates.

# **Business Insurance:** Other Business Insurance<sup>1</sup> Illustrative Business Statistics

(\$ in millions)		20	09			2010	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Retention	82%	81%	80%	80%	83%	83%	84%
Renewal premium change <sup>2</sup>	(5%)	(4%)	(4%)	(6%)	(5%)	(4%)	(3%)
New business	\$ 274	\$ 305	\$ 276	\$ 244	\$ 268	\$ 296	\$ 278

Continued strong retention and consistent new business

#### Renewal Premium Change: Rate Versus Exposure/Other



Large Property market remains competitive

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

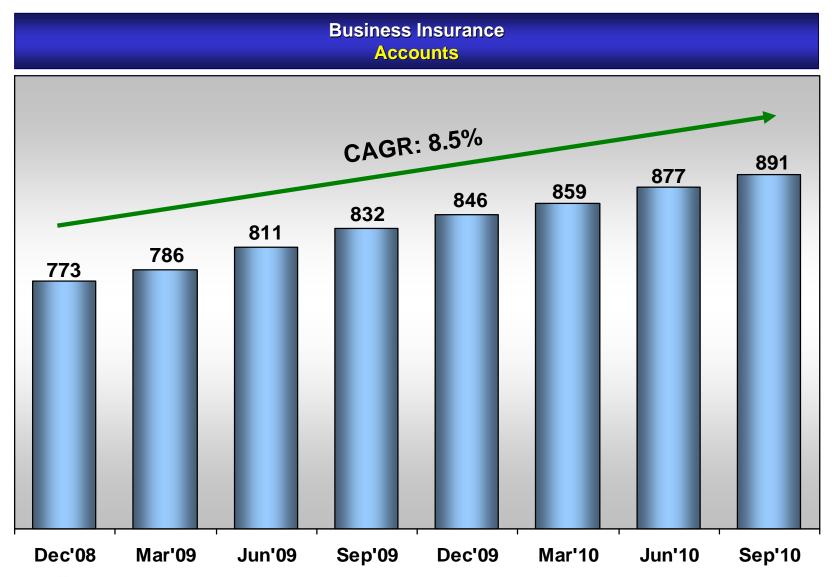
<sup>&</sup>lt;sup>3</sup> Represents the estimated change in average premium on policies that renew, excluding exposure changes. Note: Statistics are subject to change based on a number of factors, including changes in actuarial estimates.



<sup>&</sup>lt;sup>2</sup> Represents the estimated change in average premium on policies that renew, including rate and exposure changes.

## **Business Insurance:** Account Growth

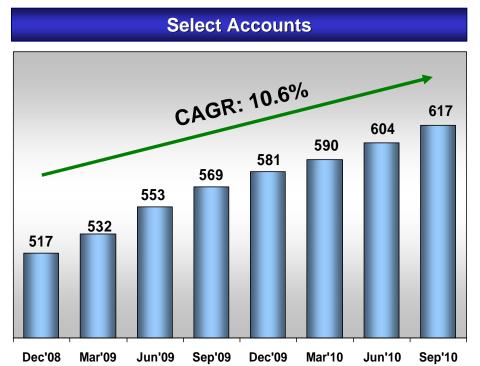
(Accounts in thousands)



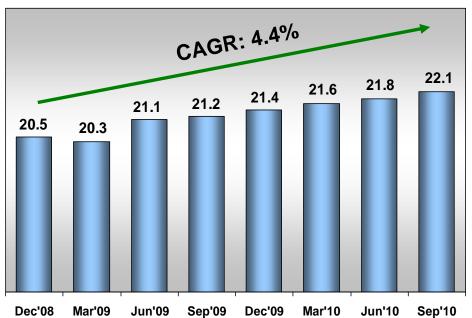


## **Business Insurance:** Account Growth

(Accounts in thousands)



## **Commercial Accounts**





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

			Third	d Quarter				Yea	r-to-Date	
	2	2010	2	2009	Change	:	2010		2009	Change
Operating income	\$	212	\$	167	27 %	\$	470	\$	448	5 %
Loss and loss adjustment ratio		42.2 %		53.3 %			50.8 %		54.1 %	
Underwriting expense ratio		37.4		35.4			36.4		35.8	
GAAP combined ratio <sup>1</sup>		79.6 %		88.7 %	9.1 pts		87.2 %		89.9 %	2.7 pts
Net favorable prior year reserve development		11.8		2.9			8.1		1.9	
Catastrophes, net of reinsurance		0.3		(0.5)			(3.4)		(0.2)	
Adjusted GAAP combined ratio		91.7_%		91.1_%	(0.6) pts		91.9 %		91.6 %	(0.3) pts
Net Written Premiums										
Bond & Financial Products	\$	547	\$	574	(5) %	\$	1,468	\$	1,466	- %
International		261		296	(12)		910	_	881_	3
Total FP&II	\$	808	\$	870	(7) %	\$	2,378	\$	2,347	1 %
Total FP&II - Adjusted for the impact of foreign exchange rates					(6) %					- %



# Financial, Professional & International Insurance Illustrative Business Statistics

		20	09			2010	
	1Q	2Q	3Q	4Q	1Q	2Q	3 <b>Q</b>
Surety							
Gross written premium	\$234	\$255	\$287	\$255	\$247	\$239	<b>\$253</b>
Management Liability							
Retention	84%	83%	81%	80%	81%	82%	84%
Renewal premium change <sup>1</sup>	3%	1%	4%	(1%)	-%	(1%)	(2%)
New business	\$44	\$54	\$45	\$40	\$37	\$38	\$41
nternational <sup>2</sup>							
Retention	80%	75%	78%	76%	76%	79%	<b>70%</b>
Renewal premium change <sup>1</sup>	1%	3%	2%	-%	3%	(1%)	-%
New business	\$67	\$91	\$87	\$76	\$83	\$65	<b>\$58</b>

<sup>&</sup>lt;sup>1</sup> Represents the estimated change in average premium on policies that renew, including rate and exposure changes.

<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

		Third Quarter				Year-to-Date				
	2	2010	2	:009	Change		2010		2009	Change
Operating income	\$	168	\$	149	13 %	\$	246	\$	391	(37) %
Loss and loss adjustment ratio		63.2 %		64.3 %			70.5 %		66.5 %	
Underwriting expense ratio		29.9		30.9			30.0		29.5	
GAAP combined ratio <sup>1</sup>		93.1 %		95.2 %	2.1 pts		100.5 %		96.0 %	(4.5) pts
GAAP combined ratio excluding incremental impact of direct to consumer initiative		90.6 %		93.3 %			98.4 %		94.3 %	
Net favorable prior year reserve development		1.2		1.3			0.9		2.2	
Catastrophes, net of reinsurance		(3.6)		(3.8)			(10.5)		(5.2)	
Current year re-estimation <sup>2</sup>		_		(0.3)			-		-	
Adjusted GAAP combined ratio		90.7_%		92.4_%	1.7 pts		90.9 %		93.0 %	2.1 pts
Net Written Premiums - Agency <sup>3</sup>										
Automobile <sup>4</sup>	\$	952	\$	898		\$	2,810	\$	2,729	
Homeowners & Other		1,024		946_			2,862		2,647	
Total	\$	1,976	\$	1,844	7 %	\$	5,672	\$	5,376	6 %

<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>4</sup> 2010 net written premiums impacted by the introduction of twelve-month policy terms in certain markets.



Re-estimation of the current year loss ratios for the first two quarters of the respective year.
 Represents business sold through agents, brokers and other intermediaries, and excludes direct to consumer.

## Personal Insurance: Performance

		Third Quarter		Year-to-Date					
	2010	2009	<u>Change</u>	2010	2009	<u>Change</u>			
Agency Automobile 1									
Net Written Premiums <sup>2</sup>	\$ 952	\$ 898	6 %	\$ 2,810	\$ 2,729	3 %			
Loss and loss adjustment ratio	68.7 %	70.2 %		69.3 %	71.0 %				
Underwriting expense ratio	26.2	27.1		26.6	26.9				
GAAP combined ratio	94.9 %	97.3 %	2.4 pts	95.9 %	97.9 %	2.0 pts			
Impact of catastrophes on combined ratio	0.3 %	0.8 %		0.9 %	0.9 %				
Agency Homeowners and Other <sup>1</sup>									
Net Written Premiums	\$ 1,024	\$ 946	8 %	\$ 2,862	\$ 2,647	8 %			
Loss and loss adjustment ratio	57.4 %	57.7 %		71.4 %	61.4 %				
Underwriting expense ratio	28.9	31.3		29.6	28.9				
GAAP combined ratio	86.3 %	89.0 %	2.7 pts	101.0 %	90.3 %	(10.7) pts			
Impact of catastrophes on combined ratio	6.9 %	7.0 %		20.3 %	10.0 %				



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

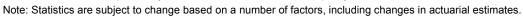
<sup>&</sup>lt;sup>2</sup> 2010 net written premiums impacted by the introduction of twelve-month policy terms in certain markets.

# Personal Insurance Illustrative Business Statistics

	2009				2010			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
agency Automobile <sup>1</sup>								
Retention <sup>2,3</sup>	81%	81%	81%	82%	82%	82%	82%	
Renewal premium change <sup>3,4</sup>	4%	5%	4%	3%	3%	2%	2%	
PIF growth over prior year quarter	-%	(2%)	(3%)	(3%)	(2%)	-%	1%	
New business <sup>5</sup>	\$166	\$152	\$156	\$154	\$171	\$198	<b>\$211</b>	
agency Homeowners and Other <sup>1</sup>								
Retention <sup>2</sup>	85%	85%	85%	86%	86%	87%	86%	
Renewal premium change <sup>4</sup>	6%	7%	7%	8%	7%	7%	9%	
PIF growth over prior year quarter	3%	3%	3%	3%	3%	4%	4%	
New business	\$99	\$123	\$136	\$128	\$114	\$142	\$135	

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

 $<sup>^{\</sup>mbox{\tiny 5}}$  2010 new business impacted by the introduction of twelve-month policy terms in certain markets.





<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.

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

### 2010 Annual Guidance

- > Travelers expects that its full year 2010 operating income per diluted share will be in the range of \$5.75 to \$5.95, as compared to the previously announced range of \$5.20 to \$5.45
- ➤ This guidance includes the reported results for the first nine months of 2010 and estimates for the remainder of 2010 based on a number of assumptions, including:

### **Assumptions**

- ➤ Catastrophe losses of \$1.170 billion pre-tax and \$765 million after-tax, or \$1.58 per diluted share, for the full year which incorporates actual experience for the first nine months of 2010 of \$1.027 billion pre-tax and \$674 million after-tax and projects \$140 million pre-tax and \$90 million after-tax, or \$0.20 per diluted share, for the remainder of the year;
- No additional prior year reserve development, favorable or unfavorable;
- Low single digit percentage decrease in average invested assets (excluding net unrealized investment gains and losses), after taking into account dividends and share repurchases;
- Common share repurchases in a range of \$4.5 billion to \$5.0 billion for the full year; and
- Weighted average diluted shares of approximately 485 million.



### **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, and the accompanying webcast are publicly available on the Travelers website (www.travelers.com). This presentation should be read with the accompanying webcast and the related press release and financial supplement.
- 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.



