



# The Allstate Corporation

Raymond James 2025 Institutional Investors Conference

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## Forward-looking statements and non-GAAP financial information

This presentation contains forward-looking statements and information. This presentation also contains non-GAAP measures that are denoted with an asterisk. You can find the reconciliation of those measures to GAAP measures within our most recent earnings release, investor supplement or on our website, [www.allstateinvestors.com](http://www.allstateinvestors.com), under the “Financials” link.

Additional information on factors that could cause results to differ materially from this presentation is available in the 2024 Form 10-K, our most recent earnings release, and at the end of these slides. These materials are available on our website, [www.allstateinvestors.com](http://www.allstateinvestors.com), under the “Financials” link.

# Allstate Delivers Excellent Returns While Advancing Strategy

## Allstate's Strategy To Create Shareholder Value



## Performance highlights and strategic priorities

- **Delivered excellent financial results in 2024:**
  - Total revenue of \$64.1 billion increased 12.3% compared to prior year
  - Net income of \$4.6 billion for the full year
  - Adjusted net income return on equity\* of 26.8% in 2024
- **Focusing on creating shareholder value in 2025:**
  - Deliver attractive financial returns
  - Transformative Growth to increase Property-Liability market share
  - Expand protection offerings
  - Proactive risk and return / capital management

# Allstate Produced Strong Results and Generated Attractive Returns on Capital

(\$ in millions, except per share data and ratios)

## Full Year Results

**Total revenues: \$64,106**  
(+12.3% to prior year)

**Net income applicable to common shareholders: \$4,550**

**Return on Allstate common shareholders' equity**

	Twelve months ended December 31,	
	2024	Change from prior year
Property-Liability insurance premiums	\$53,866	11.2%
Accident and health insurance premiums and contract charges	1,921	4.1%
Net investment income	3,092	24.8%
Net income applicable to common shareholders	4,550	NM
Adjusted net income*	4,906	NM
Per diluted common share		
– Net income	16.99	NM
– Adjusted net income*	18.32	NM
Net income	25.8%	27.8 pts
Adjusted net income*	26.8%	25.3 pts

Growth in both auto and homeowners insurance

Property-Liability underwriting profit improvement and higher investment income

NM = Not meaningful

# Transformative Growth Improves Customer Value and Expands Customer Access

Multi-year initiative to build a low-cost digital insurer with broad distribution

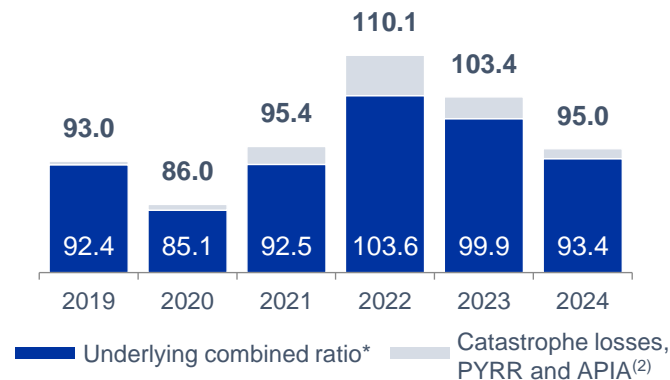
Transformative Growth:		Key accomplishments:
<b>Improve Customer Value</b>	<ul style="list-style-type: none"> <li>Lowered cost structure to improve competitive price position</li> <li>Deploying differentiated Affordable, Simple and Connected products</li> </ul>	<ul style="list-style-type: none"> <li>Reduced adjusted expense ratio* from 27.9 in 2019 to 23.1 in 2024</li> <li>Launched Allstate branded new Affordable, Simple and Connected auto and homeowners insurance products in 31 and 4 states, respectively</li> <li>New middle market standard and preferred auto and homeowners products (Custom360®) available through independent agents in 30 states</li> <li>Redesigned Allstate mobile app with personalized and value-added features</li> </ul>
<b>Expand Customer Access</b>	<ul style="list-style-type: none"> <li>Only major carrier with competitive offering in branded agent, direct and independent agent distribution                             <ul style="list-style-type: none"> <li>Improved Allstate agent productivity at a lower cost</li> <li>Expanding Allstate direct sales capabilities, along with lower pricing</li> <li>Increased independent agent business through National General acquisition</li> </ul> </li> </ul>	<p>Broader distribution supports increase from 2019 to 2024</p> <p> <span style="color: blue;">■</span> Exclusive agent                                <span style="color: gray;">■</span> Independent agent                                <span style="color: green;">■</span> Direct                         </p> <p>Personal lines new issued applications</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>5.5 million</p> </div> <div style="font-size: 2em;">▶</div> <div style="text-align: center;">  <p>9.7 million</p> </div> </div> <p>Personal lines policies in force</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>33.5 million</p> </div> <div style="font-size: 2em;">▶</div> <div style="text-align: center;">  <p>37.3 million</p> </div> </div>

# Auto Profit Improvement Restored Target Margins and Homeowners Insurance Generated Attractive Returns

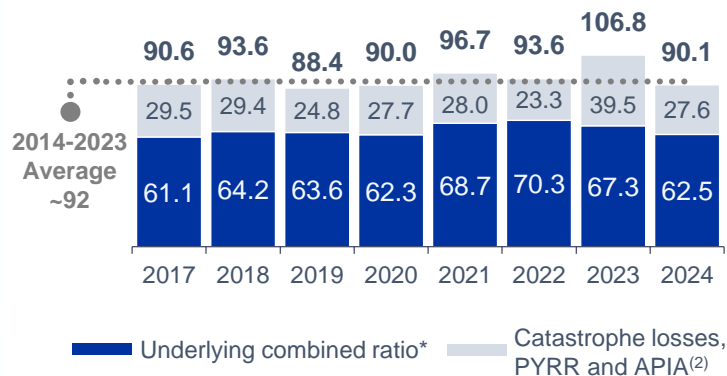
## Property-Liability income highlights

(in millions)	2024	Var To PY
Property-Liability underwriting income	\$3,080	NM
– Auto Insurance	\$1,810	\$2,919
– Homeowners Insurance	\$1,319	\$2,122
– All Other <sup>(1)</sup>	(\$49)	\$223
<hr/>		
Property-Liability combined ratio	94.3	(10.2) pts
– Auto Insurance	95.0	(8.4) pts
– Homeowners Insurance	90.1	(16.7) pts
– All Other <sup>(1)</sup>	101.2	(6.1) pts

Allstate Protection Auto Profitability



Allstate Protection Homeowners Profitability



<sup>(1)</sup> Results include other personal lines, commercial, other business lines, Answer Financial and Run-Off Property-Liability

<sup>(2)</sup> Reflects combined ratio impact of catastrophe losses, prior year reserve reestimates and amortization of purchased intangibles

# Auto Policies In Force Below Prior Year; Homeowners Growth Continues

Focus is on increasing auto policies in force by continuing to increase new business and improving retention

Homeowners growth partially offsets decrease in total Property-Liability

## Property-Liability policies in force – January 31, 2025

(in thousands)	Results for period ending			January 31, 2025 Variance to	
	January 31, 2025	December 31, 2024	January 31, 2024	Prior Month	Prior Year
Auto	24,835	24,936	25,155	(0.4)%	(1.3)%
Homeowners	7,521	7,511	7,341	0.1%	2.5%
Other personal lines	4,866	4,870	4,850	(0.1)%	0.3%
Commercial lines	204	213	280	(4.2)%	(27.1)%
<b>Total</b>	<b>37,426</b>	<b>37,530</b>	<b>37,626</b>	<b>(0.3)%</b>	<b>(0.5)%</b>

## Focus on growing insurance policies in force

- Proactively contacting existing customers to lower the cost of protection to increase retention
- Completing the implementation of Affordable, Simple and Connected auto and homeowners insurance products leveraging most sophisticated rating plans
- Increasing new business through aggressive marketing, product expansion and broader distribution

Note: Beginning in February, Property-Liability disclosures were expanded to include monthly policies in force for January to provide additional information on growth trends. Disclosures will be posted on our investor relations website ([www.allstateinvestors.com](http://www.allstateinvestors.com)) on the third Thursday of every month

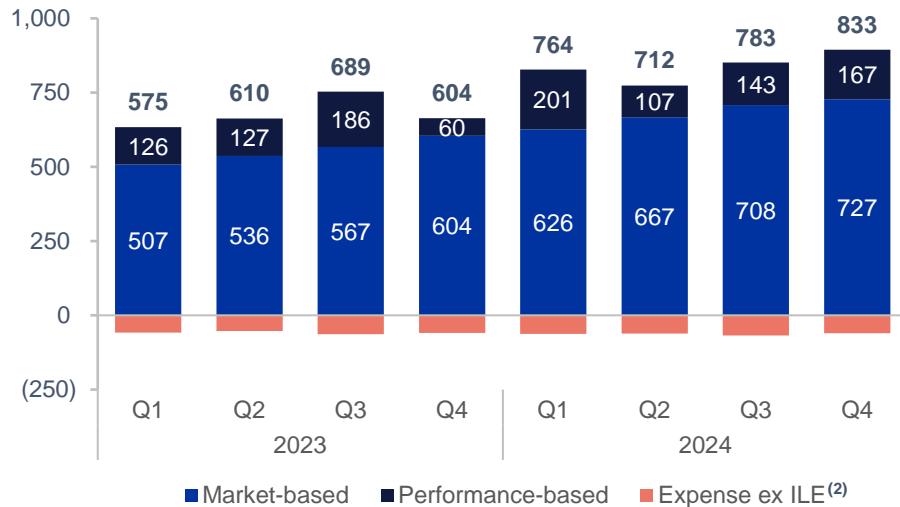
# Income from Investment Portfolio Increased

Market-based benefiting from portfolio growth and higher fixed income yields

Market-based (MB) equity investments increased to \$3.3B or 5% of the portfolio at year-end 2024

## Net investment income and earned yield

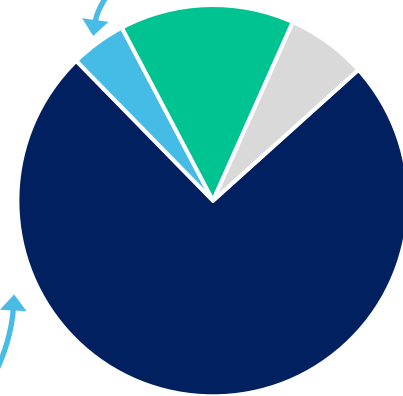
(\$ in millions)



Fixed Income Earned Yield <sup>(1)</sup>	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	3.4	3.6	3.7	4.0	4.1	4.3	4.3	4.4

## Portfolio asset allocations<sup>(3)</sup>

As of 12/31/2024



\$72.6 billion portfolio

- MB interest-bearing: Investment grade, government and short-term
- MB equity investments
- Performance-based
- MB interest-bearing: Below investment grade

Fixed income portfolio duration increased from 4.8 to 5.3 years in 2024

<sup>(1)</sup> Beginning in the third quarter of 2024, calculations include investments held for sale

<sup>(2)</sup> Investee level expenses (ILE) comprised of asset level operating expenses are netted against market-based and performance-based income

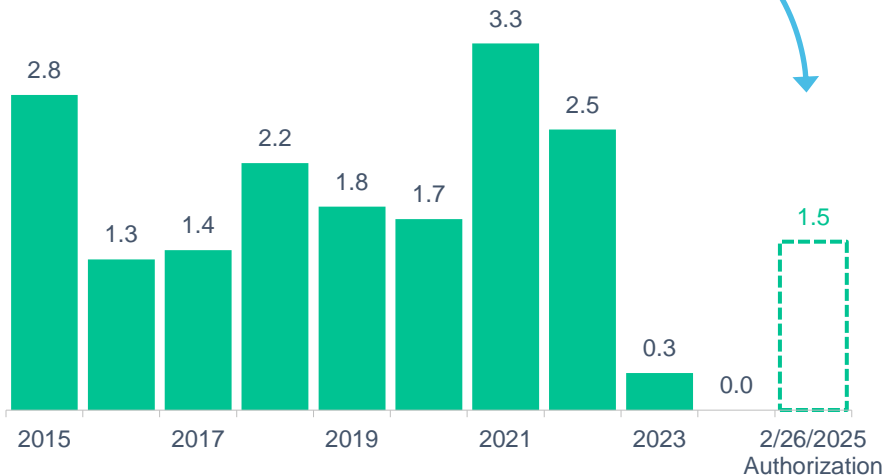
<sup>(3)</sup> Excluding Pension Plan and Third-party. Fixed Income ETFs, classified as equity on the balance sheet, are shown in respective fixed income categories

# Capital Deployment Strategy Supports Growth and Provides Strong Cash Returns to Shareholders

Authorized \$1.5 billion share repurchase program of outstanding common stock reflecting expected capital from the pending sale of the Employer Voluntary Benefits business

Share repurchases since 2015

(\$ in billions)



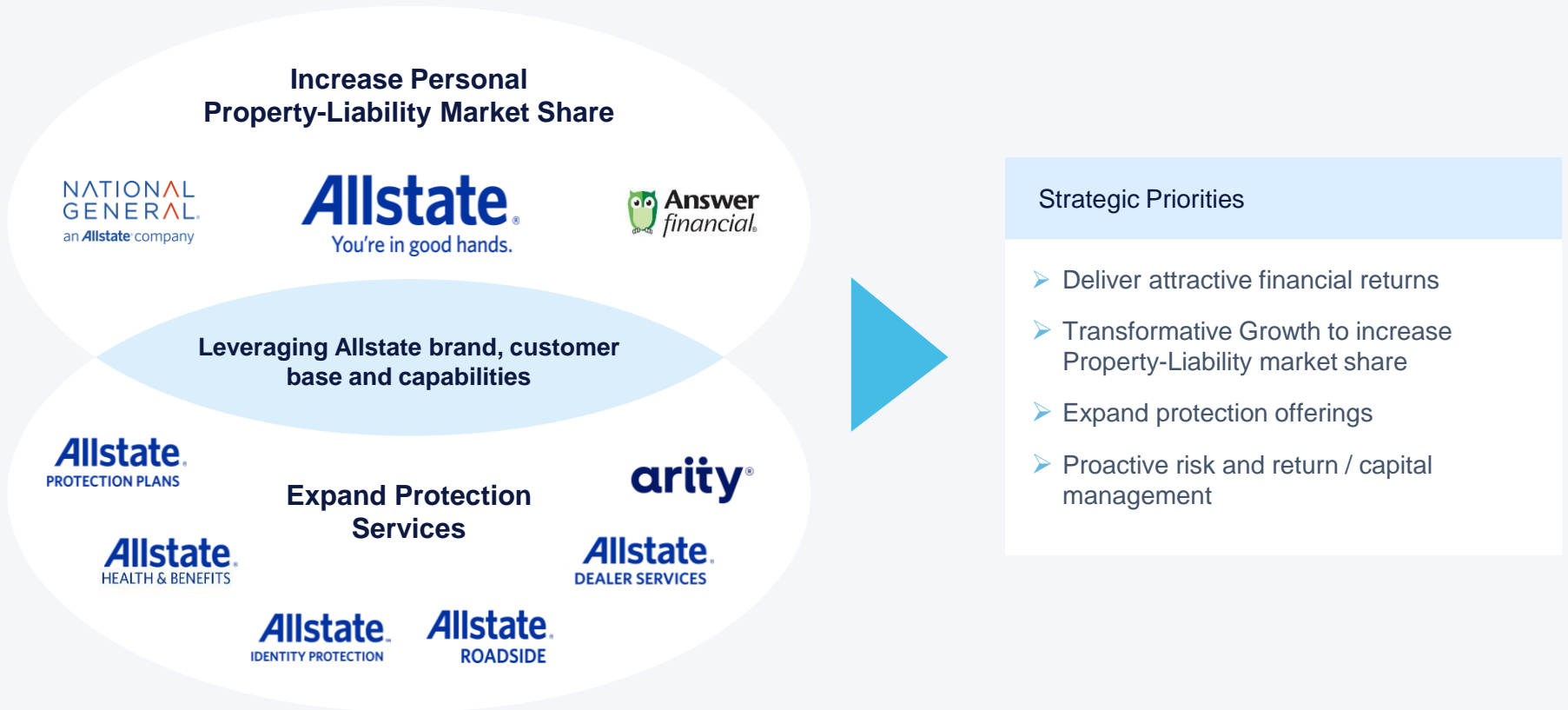
Quarterly common dividend per share since 2015

Increased quarterly common shareholders dividend by 8.7%



\$24.5 billion returned to shareholders through \$17.4 billion of share repurchases and \$7.1 billion in dividends since 2015

# Allstate's Strategy To Create Shareholder Value





# Forward-looking Statements

This presentation 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. 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. These statements may address, among other things, our strategy for growth, catastrophe exposure management, product development, investment results, regulatory approvals, market position, expenses, financial results, litigation and reserves. We believe that these statements are based on reasonable estimates, assumptions and plans. Forward-looking statements speak only as of the date on which they are made, and we assume no obligation to update any forward-looking statements resulting from new information or future events or developments. In addition, forward-looking statements are subject to certain risks or uncertainties that could cause actual results to 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 include risks related to:

Insurance and Financial Services (1) actual claim costs exceeding current reserves; (2) unexpected increases in claim frequency or severity; (3) catastrophes and severe weather events; (4) limitations in analytical models used for loss cost estimates; (5) price competition and changes in regulation and underwriting standards; (6) regulatory limitations on rate increases and requirements to underwrite business and participate in loss sharing arrangements; (7) market risk and declines in credit quality of our investment portfolios; (8) economic and capital market conditions affecting investments; (9) subjective determination of fair value and amount of credit losses for investments; (10) participation in indemnification programs, including state industry pools and facilities; (11) inability to mitigate the impact associated with changes in capital requirements; (12) a downgrade in financial strength ratings;

Business, Strategy and Operations (13) operations in markets that are highly competitive; (14) changing consumer preferences; (15) new or changing technologies impacting the business; (16) inability to successfully deploy new technologies; (17) Transformative Growth strategy; (18) catastrophe management strategy; (19) restrictions on our subsidiaries’ ability to pay dividends; (20) restrictions under terms of some of our securities on the ability to pay dividends or repurchase stock; (21) the availability and cost of reinsurance; (22) counterparty risk related to reinsurance; (23) acquisitions and divestitures of businesses; (24) intellectual property infringement, misappropriation and third-party claims; (25) reliance on vendors for products, services or protection of data and information (26) inability to attract, develop and retain talent;

Macro, Regulatory and Risk Environment (27) conditions in the global economy and capital markets; (28) restrictions on liquidity or availability of credit on acceptable terms; (29) a large-scale pandemic, the occurrence of terrorism, military actions or political and social unrest or other disruptive or destabilizing events; (30) the failure in cyber or other information security controls; (31) failure of business continuity following a disaster or other event; (32) changing climate and weather conditions; (33) evolving environmental, social and governance standards and expectations; (34) evolving privacy and data security regulations and increased focus on enforcement; (35) failure to manage risk and to timely detect and mitigate a cybersecurity event; (36) restrictive regulations and uncertainty around the interpretation and implementation of regulations in the U.S. and internationally; (37) regulatory reforms and stringent application of existing regulations; (38) losses from legal and regulatory actions; (39) changes in or the application of accounting standards and changes in tax laws; and (40) misconduct or fraudulent acts by employees, agents and third parties.

Additional information concerning these and other factors may be found in our filings with the Securities and Exchange Commission, including the “Risk Factors” section in our most recent annual report on Form 10-K.