

## Cincinnati Financial (CINF)

**\$165.19** (Stock Price as of 01/08/2026)

Price Target (6-12 Months): **\$169.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

Neutral

(Since: 02/08/24)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**2-Buy**

Zacks Style Scores:

VGM: B

Value: B

Growth: B

Momentum: D

## Summary

Cincinnati Financial continues to grow through a disciplined expansion of Cincinnati Re, which is making a nice contribution to its overall earnings, better pricing, strong renewal, solid retention and exposure growth. A higher volume of written policies with a focus on earning new business through agent-focused business model should drive long-term premium growth. It is building an agent network to sell its policies. This is because an agent-driven business is proving to be a more effective driver of growth and, therefore, holds promise for the long term. Strong cash flow continued to boost investment income, adding to the benefit of rising bond yields. Consistent cash flow strengthens liquidity and supports shareholder-friendly actions. However, exposure to cat loss makes earnings volatile. Escalating expenses can also hinder margin expansion.

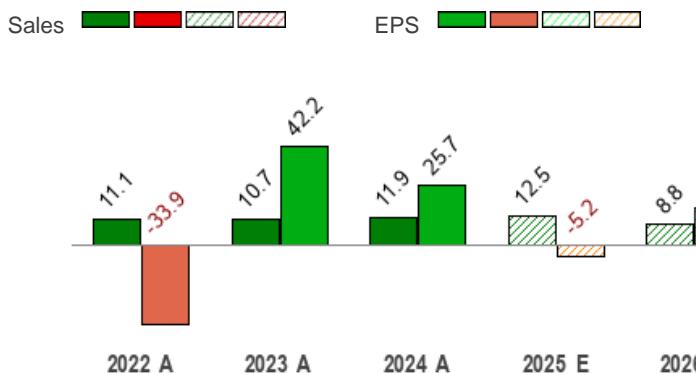
## Price, Consensus & Surprise<sup>(1)</sup>



## Data Overview

52 Week High-Low	<b>\$169.86 - \$123.02</b>
20 Day Average Volume (sh)	<b>500,944</b>
Market Cap	<b>\$25.8 B</b>
YTD Price Change	<b>1.1%</b>
Beta	<b>0.66</b>
Dividend / Div Yld	<b>\$3.48 / 2.1%</b>
Industry	<b><a href="#">Insurance - Property and Casualty</a></b>
Zacks Industry Rank	<b>Top 45% (110 out of 244)</b>
Last EPS Surprise	<b>41.8%</b>
Last Sales Surprise	<b>0.8%</b>
EPS F1 Est- 4 week change	<b>0.0%</b>
Expected Report Date	<b>02/09/2026</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>21.4</b>
P/E F1	<b>23.0</b>
PEG F1	<b>4.8</b>
P/S TTM	<b>2.1</b>

## Sales and EPS Growth Rates (Y/Y %)<sup>(2)</sup>



## Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	2,956 E	3,003 E	3,057 E	3,162 E	12,179 E
2025	2,633 A	2,775 A	2,873 A	2,908 E	11,189 E
2024	2,323 A	2,407 A	2,562 A	2,654 A	9,946 A

## EPS Estimates<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	1.93 E	1.51 E	1.81 E	3.07 E	8.32 E
2025	-0.24 A	1.97 A	2.85 A	2.61 E	7.19 E
2024	1.72 A	1.29 A	1.42 A	3.14 A	7.58 A

\*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/08/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 01/05/2026.

## Overview

Cincinnati Financial Corporation, formed in 1968 with its headquarters in Fairfield, OH, markets property and casualty insurance. Cincinnati Financial owns three subsidiaries: The Cincinnati Insurance Company, CSU Producer Resources Inc. and CFC Investment Company. In addition, the parent company has an investment portfolio. The Cincinnati Insurance Company owns four additional insurance subsidiaries. The standard market property casualty insurance group includes two of those subsidiaries – The Cincinnati Casualty Company and The Cincinnati Indemnity Company. This group writes a broad range of business, homeowner and auto policies. The Cincinnati Insurance Company also conducts the business of our reinsurance assumed operations, known as Cincinnati Re. Other subsidiaries of The Cincinnati Insurance Company include: The Cincinnati Life Insurance Company providing life insurance policies and fixed annuities and The Cincinnati Specialty Underwriters Insurance Company offering excess and surplus lines insurance products.

The company presents its results through five separate operating segments:

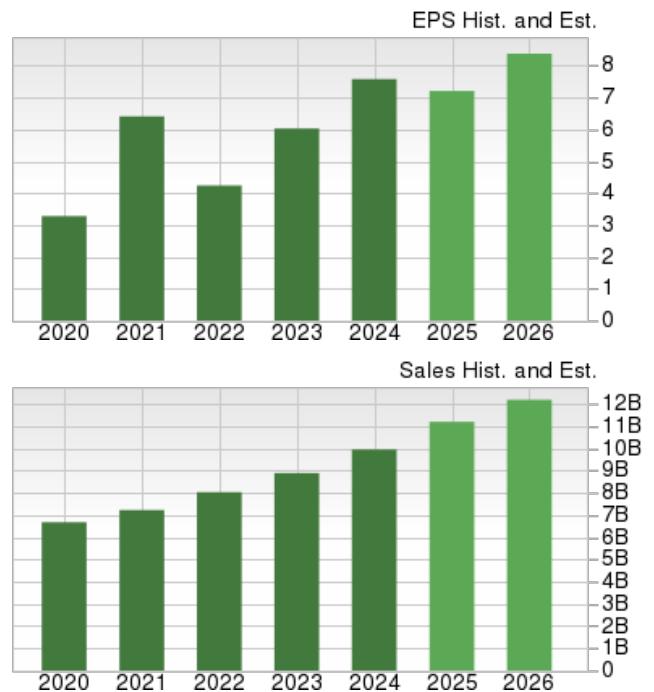
Commercial Lines Insurance segment (54.4% of 2024 revenues) provides property and casualty insurance through five commercial business lines – Commercial casualty, Commercial property, Commercial auto, Workers' compensation and other commercial lines.

Personal Lines Insurance segment (31.8%) functions through three separate lines of business – Personal auto, Home owners and other personal lines.

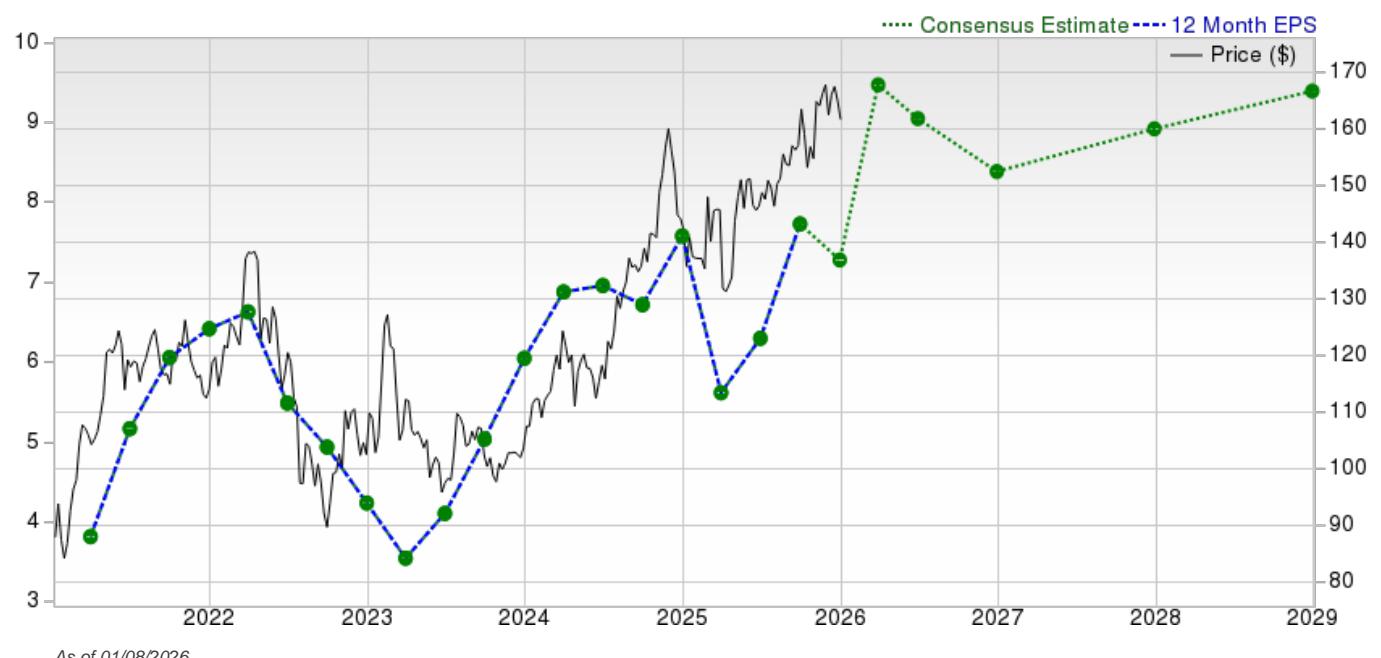
Life Insurance segment (6.1%) offers insurance products through its subsidiary, the Cincinnati Life Insurance Company. Four lines of business within this segment – Term life insurance, Universal life insurance, Worksite products and Whole life insurance ? account for most part of the segment revenues. In addition, Cincinnati Life markets Disability income insurance, Deferred annuities and Immediate annuities.

Excess and Surplus Insurance segment (7.7%) covers small to mid-sized business risks with unique characteristics that are difficult to profitably insure in the standard commercial lines market. Its coverages include Commercial casualty and Commercial property.

The Investments segment invests in publicly traded fixed-maturity, equity and short-term investments.



As of 01/05/2026



As of 01/08/2026

## Reasons To Buy:

- ▲ Cincinnati Financial's Commercial Lines Insurance segment has been consistently witnessing growth over the past several quarters, led by price increases and several growth initiatives, which include the expansion of Cincinnati Re and Cincinnati Global. CINF seeks to maintain appropriate pricing discipline for both new and renewal businesses. The company intends to grow the commercial lines segment through additional agency appointments, expansion of local field presence, enhanced expertise and a robust product catalog that meets the needs of a larger percentage of agencies' total commercial portfolio. The company believes that initiatives to improve pricing precision and lower loss costs will continue to benefit commercial lines' profitability.
- ▲ Net written premiums have been increasing over the past many years, evident from its 2018-2024 CAGR of almost 9.1%. The growth is attributable largely to premium growth initiatives, price increases and a higher level of insured exposures, as well as the contribution from Cincinnati Re and Cincinnati Global Underwriting Ltd. The premium growth initiatives from prior years have provided an ongoing favorable effect on growth during the current year, particularly as newer agency relationships mature over time. We expect Cincinnati Re to continue delivering a favorable performance, which might help the insurer diversify its business for a much smoother performance over a period of time.
- ▲ Cincinnati Financial remains committed to executing its strategic initiatives that will help improve pricing precision. The company expects future property casualty underwriting results will continue to benefit from price increases and its ongoing initiatives, which include the expansion of Cincinnati Re and Cincinnati Global, to improve pricing precision. Pricing precision and broad-based rate increases are expected to help the combined ratio remain at a profitable level over the long term. Additionally, the company continued to use predictive analytics tools and segmentation while leveraging local relationships with its agents. Notably, pricing and segmentation have improved exponentially over the last 10 years.
- ▲ Since its inception in 2008, Cincinnati Financial's Excess and Surplus (E&S) line has been performing well. E&S net written premiums increased at a seven-year (2018-2024) CAGR of 14.8%. Total revenues growth is aided by higher earned premiums. Net written premiums continued to grow, including increases in both agency renewal and new business written premiums. Renewal written premiums should gain from higher renewal pricing. Technology and data are also being used to identify new exposures in emerging businesses that need insurance protection or other value-added services. The company's strategy of providing superior service is expected to help the segment grow and improve profitability. Despite a soft market environment, the segment has been able to achieve rate increases consistently for the last few years. We expect this trend to continue, given the improving excess and surplus lines market.
- ▲ Appointing new agencies is one of the several strategic initiatives adopted by the company to drive growth. Banking on its agent-centered business model, the company is focused on earning new business through a combination of quality service and expansion of insurance products for clients of those agencies. New agency appointments during 2025 and 2024 produced a \$72 million increase in standard lines new business for the first nine months of 2025 compared with the same period of 2024.
- ▲ Cincinnati Financial has been witnessing net investment income growth for the last few years. Investment income, net of expenses, is driven by higher interest income. Cash flow, in addition to higher bond yields, again, boosted investment income growth. The company expects its investment philosophy and initiatives can drive investment income growth and lead to a total return on equity investment portfolio over a five-year period that exceeds the five-year return of the S&P 500 Index. Strong cash flow continued to boost investment income, adding to the benefit of rising bond yields. Given a better rate environment, the company believes that its investment portfolio mix provides an appropriate balance of income stability and growth with capital appreciation potential.
- ▲ Cincinnati Financial's consistent cash flow continues to boost liquidity. In terms of capital management, Cincinnati Financial has returned capital to shareholders through share buybacks, regular cash dividends as well as special dividends. Through 2024, the company had increased the annual cash dividend rate for 64 consecutive years, a record which is believed to be matched by only seven other U.S. publicly traded companies. In January 2025, the board increased the regular quarterly dividend by 7%, setting the stage for the 65th consecutive year of increasing cash dividends. The dividend increases reflected strong operating performance and signaled management's and the board's positive outlook and confidence in outstanding capital, liquidity and financial flexibility. Its dividend yield of 2.1% is better than the industry average of 0.2%, making the stock an attractive pick for yield-seeking investors.
- ▲ Cincinnati Financial's debt levels have remained relatively stable in the past few years. Long-term debt was \$790 million as of Sept 30, 2025, which remained unchanged from 2024-end. The company's debt-to-capital ratio was 5% as of Sept. 30, 2025, which improved 50 bps from the end of 2024. The company's cash and cash equivalents of \$1.5 billion as of Sept 30, 2025, are sufficient for the company to meet its debt obligations. However, the company's times interest earned of 50.4 in the third quarter of 2025 was poor when compared with the 2024-end figure of 54.9, implying that its earnings are insufficient to cover interest obligations.

Strong performance at Commercial Lines segment, low leverage, ample capital, consistent cash flow generation, favorable reserve release, share repurchases should drive growth for Cincinnati Financial.

## Reasons To Sell:

- ▼ Though Cincinnati Financial has a diversified geographic profile, its business is significantly concentrated in the Midwest region, which is prone to catastrophes. As such, the company's operations have substantial catastrophe loss, which makes its earnings volatile. Significant catastrophic events in the near future could further increase the company's losses, keeping the combined ratio under pressure. Cincinnati Financial expects to generate a GAAP combined ratio over any five-year period that is consistently within the range of 92% to 98%. Though Cincinnati Financial transfers part of its risk to reinsurers through property-casualty treaties yet, exposure to cat occurrences will always remain a concern given the unpredictability of the magnitude of losses.
- ▼ The company has been witnessing an increase in expenses over the past many years due to a rise in insurance loss and policyholder benefits as well as underwriting, acquisition and insurance expenses, resulting in margin contraction. The company must strive to manage costs, else the margins could shrink.
- ▼ Return on invested capital is a profitability metric that measures how effectively the company is allocating funds to profitable investments. Cincinnati Financial's return on invested capital of 3.82% compared unfavorably with the industry average of 5.90%. This shows the company's inefficiency in allocating capital to profitable projects.

Exposure to catastrophe loss inducing underwriting volatility and rising expenses that result in margin contraction are some of the headwinds faced by the company.

## Last Earnings Report

### Cincinnati Financial Q3 Earnings and Revenues Top, Premiums Rise Y/Y

Cincinnati Financial Corporation reported third-quarter 2025 operating income of \$2.85 per share, which surpassed the Zacks Consensus Estimate by 41.8%. The bottom line increased 100.7% year over year. The quarterly results of CINF were aided by premium growth initiatives, price increases and higher interest income from fixed-maturity securities.

#### Operational Update

Total operating revenues in the quarter under review were \$2.9 billion, which improved 12.1% year over year. This improvement was driven by higher earned premiums, investment income and other revenues. The top line beat the consensus mark by 0.8%. Net written premiums climbed 9% year over year to \$2.5 billion, driven by premium growth initiatives, price increases and a higher level of insured exposures, as well as contributions to growth from Cincinnati Re and Cincinnati Global.

Investment income, net of expenses, increased 14% year over year to \$295 million and was higher than our estimate of \$291.6 million. It was due to an increase in interest income from fixed-maturity securities and an increase in equity portfolio dividends. The Zacks Consensus Estimate was pegged at \$300.3 million. Total benefits and expenses of Cincinnati Financial increased 14.5% year over year to \$2.3 billion, primarily due to higher underwriting, acquisition and insurance expenses. Our estimate was \$2.5 billion.

In its property & casualty (P&C) insurance business, CINF witnessed an underwriting income of \$293 million, which increased nearly fivefold from the year-ago period. The combined ratio, a measure of underwriting profitability, improved 920 basis points (bps) year over year to 88.2. Our estimate was pinned at 98.

#### Quarterly Segment Update

**Commercial Lines Insurance:** Total revenues of \$1.2 billion increased 8% year over year, driven by an 8% rise in premiums earned. Our estimate was \$1.3 billion and the Zacks Consensus Estimate was \$1.2 billion. Underwriting income was \$111 million, which jumped nearly 37% year over year. The combined ratio improved 190 bps year over year to 91.9. Our estimate was pegged at 92.7.

**Personal Lines Insurance:** Total revenues of \$839 million increased 23% year over year on account of a 24% rise in premiums earned. Our estimate was \$900.9 million, while the Zacks Consensus Estimate was pegged at \$852.6 million. The company reported an underwriting profit of \$99 million against an underwriting loss of \$22 million incurred in the year-earlier period. The combined ratio improved 2210 bps year over year to 88.2.

**Excess and Surplus Lines Insurance:** Total revenues of \$157 million grew 11% year over year, aided by 11% higher earned premiums. Our estimate was \$168.7 million, while the Zacks Consensus Estimate was pegged at \$178.8 million. Underwriting profit jumped 138% year over year to \$19 million. Our estimate was pinned at \$14.2 million. The combined ratio improved 550 bps year over year to 98.8. Our estimate was 92.1.

**Life Insurance:** Total revenues were \$135 million, up 5% year over year. The Zacks Consensus Estimate was pegged at \$95.1 million. Our estimate was \$83.5 million. Total benefits and expenses decreased 4% year over year to \$99 million due to lower contract holders' benefits incurred and lower underwriting expenses incurred.

#### Financial Update

As of Sept. 30, 2025, Cincinnati Financial had total assets worth \$40.6 billion, up 11.1% from the level at the end of 2024. Total debt was \$815 million as of Sept. 30, 2025, which remained unchanged from the 2024-end level.

The company's debt-to-capital ratio was 5% as of Sept. 30, 2025, which improved 50 bps from the end of 2024. As of Sept. 30, 2025, CINF's book value per share was \$98.76, up 12% from 2024-end.

FY Quarter Ending	12/31/2025
Earnings Reporting Date	Oct 27, 2025
Sales Surprise	0.79%
EPS Surprise	41.79%
Quarterly EPS	2.85
Annual EPS (TTM)	7.72

## Recent News

### Cincinnati Financial Declares Quarterly Dividend — Aug 23, 2025

The board of directors of Cincinnati Financial declared a quarterly dividend of 87 cents per share. The dividend will be paid out on Oct. 15 to shareholders of record as of Sept. 23.

## Valuation

Cincinnati Financial shares are up 10.5% in the last six-month period and up 13.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 2.2% and up 7.7% in the last six-month period, respectively. Over the past year, the Zacks sub-industry and sector are up 8.2% and up 16.6%, respectively.

The S&P 500 index is up 12.9% in the last six-month period and up 16.9% in the past year.

The stock is currently trading at 1.64X trailing 12-month book value, which compares to 1.48X for the Zacks sub-industry, 4.32X for the Zacks sector and 8.52X for the S&P 500 index.

Over the past five years, the stock has traded as high as 1.9X and as low as 1.25X, with a 5-year median of 1.58X. Our Neutral recommendation indicates that the stock will perform better than the market. Our \$169 price target reflects 1.72X trailing 12-month book value.

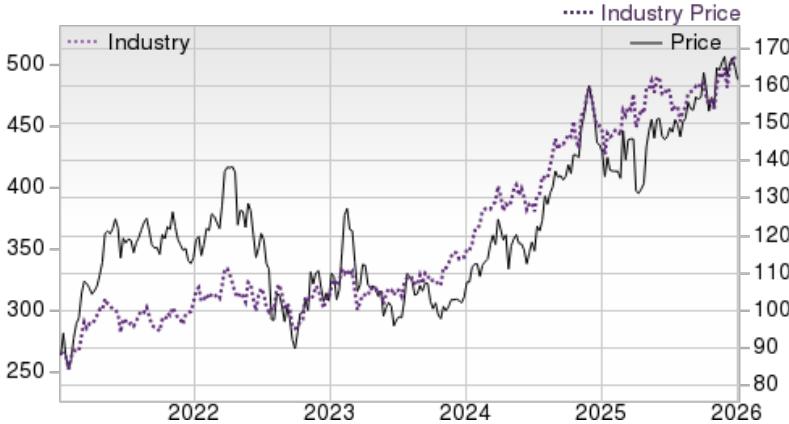
The table below shows the summary of valuation data for CINF

Valuation Multiples - CINF					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	1.64	1.48	4.32	8.52
	5-Year High	1.9	1.73	4.38	9.13
	5-Year Low	1.25	1.17	2.87	6.57
	5-Year Median	1.58	1.45	3.53	8.04
P/S F12M	Current	2.07	2.23	9.08	5.59
	5-Year High	3.12	10.43	10.06	5.59
	5-Year Low	1.66	1.69	6.69	3.82
	5-Year Median	2.01	2.11	8.41	5.04
P/E F12M	Current	19.26	27.54	17.39	23.11
	5-Year High	29.39	31.85	18.28	23.8
	5-Year Low	16.15	23.33	12.36	15.74
	5-Year Median	20.78	27.84	16.11	21.21

As of 01/02/2026

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Top 45% (110 out of 244)



## Top Peers<sup>(1)</sup>

Company (Ticker)	Rec	Rank
Markel Group Inc. (MKL)	Outperform	3
Arch Capital Group L... (ACGL)	Neutral	3
American Financial G... (AFG)	Neutral	4
The Allstate Corpora... (ALL)	Neutral	3
Chubb Limited (CB)	Neutral	3
CNA Financial Corpor... (CNA)	Neutral	3
RLI Corp. (RLI)	Neutral	4
RenaissanceRe Holdin... (RNR)	Neutral	3

## Industry Comparison<sup>(1)</sup> Industry: Insurance - Property And Casualty

	CINF	X Industry	S&P 500	CB	CNA	RNR
<b>Zacks Recommendation (Long Term)</b>	Neutral	-	-	Neutral	Neutral	Neutral
<b>Zacks Rank (Short Term)</b>	2	-	-	3	3	3
<b>VGM Score</b>	B	-	-	D	C	B
Market Cap	25.77 B	4.52 B	40.73 B	123.18 B	12.72 B	12.89 B
# of Analysts	7	3	22	11	2	6
Dividend Yield	2.11%	0.51%	1.37%	1.24%	3.91%	0.57%
<b>Value Score</b>	B	-	-	B	A	B
Cash/Price	0.06	0.13	0.04	0.06	0.21	2.51
EV/EBITDA	8.24	8.26	15.01	10.87	10.71	-4.67
PEG Ratio	4.79	2.17	2.04	3.27	3.94	6.64
Price/Book (P/B)	1.67	1.58	3.44	1.58	1.12	1.20
Price/Cash Flow (P/CF)	19.46	12.30	15.54	13.78	10.76	5.74
P/E (F1)	22.84	10.61	18.81	12.14	9.80	7.71
Price/Sales (P/S)	2.13	1.33	3.07	2.11	0.86	1.06
Earnings Yield	5.07%	9.43%	5.30%	8.24%	10.21%	12.97%
Debt/Equity	0.06	0.14	0.57	0.20	0.26	0.21
Cash Flow (\$/share)	8.49	4.63	8.98	22.71	4.37	48.68
<b>Growth Score</b>	B	-	-	D	C	A
Hist. EPS Growth (3-5 yrs)	10.49%	18.53%	8.24%	25.94%	8.37%	146.22%
Proj. EPS Growth (F1/F0)	-5.15%	4.45%	9.21%	5.51%	0.62%	-19.24%
Curr. Cash Flow Growth	24.72%	15.00%	7.00%	-3.64%	1.46%	49.59%
Hist. Cash Flow Growth (3-5 yrs)	11.62%	11.62%	7.49%	11.38%	4.31%	46.03%
Current Ratio	0.30	0.50	1.19	0.27	0.28	1.40
Debt/Capital	5.42%	13.30%	38.14%	17.19%	20.78%	45.74%
Net Margin	17.57%	10.57%	12.77%	16.53%	6.71%	14.23%
Return on Equity	8.51%	16.51%	17.03%	12.93%	12.78%	16.83%
Sales/Assets	0.32	0.34	0.53	0.23	0.22	0.23
Proj. Sales Growth (F1/F0)	12.50%	5.38%	5.30%	6.50%	6.20%	3.20%
<b>Momentum Score</b>	D	-	-	D	D	F
Daily Price Chg	1.32%	1.08%	0.01%	2.08%	0.94%	1.98%
1 Week Price Chg	-2.00%	-1.92%	1.11%	-1.09%	-1.86%	-3.26%
4 Week Price Chg	0.10%	0.29%	0.30%	2.29%	1.36%	3.37%
12 Week Price Chg	9.12%	7.22%	4.41%	16.69%	4.19%	10.97%
52 Week Price Chg	16.57%	15.96%	16.95%	17.38%	-1.07%	10.33%
20 Day Average Volume	500,944	197,335	2,445,854	1,538,046	363,555	352,290
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	-0.01%	0.00%	-1.68%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	0.07%	0.00%	-1.68%
(F1) EPS Est 12 week change	0.48%	0.40%	0.47%	1.75%	0.31%	-0.16%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.21%	0.00%	-0.03%

## Analyst Earnings Model<sup>(2)</sup>

### Cincinnati Financial Corporation (CINF)

In \$MM, except per share data

FY Ends December 31st	2020A	2021A	2022A	2023A	2024A	2025E					2026E					2027E	
	FY	FY	FY	FY	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY		
	Dec-20	Dec-21	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	Dec-26	Dec-27	
<b>Income Statement</b>																	
Earned Premiums	\$5,980.0	\$6,482.0	\$7,225.0	\$7,958.0	\$8,889.0	\$2,344.0	\$2,480.0	\$2,567.0	\$2,572.4	\$9,963.4	\$2,630.7	\$2,670.8	\$2,710.7	\$2,765.3	\$10,777.4	\$11,277.5	
Investment Income	\$670.0	\$714.0	\$781.0	\$894.0	\$1,025.0	\$280.0	\$285.0	\$295.0	\$326.8	\$1,186.8	\$315.9	\$323.6	\$336.9	\$386.5	\$1,362.9	\$1,569.2	
Investment Gains & Losses	\$865.0	\$2,409.0	(\$1,467.0)	\$1,127.0	\$1,391.0	(\$67.0)	\$473.0	\$853.0	(\$63.5)	\$1,195.5	\$55.7	\$891.2	\$335.9	(\$20.9)	\$1,261.9	\$1,141.5	
Other Revenue	\$21.0	\$25.0	\$24.0	\$34.0	\$32.0	\$9.0	\$10.0	\$11.0	\$9.0	\$39.0	\$9.8	\$9.0	\$9.8	\$9.8	\$38.3	\$41.3	
<b>Total Revenue</b>	<b>\$7,536.0</b>	<b>\$9,630.0</b>	<b>\$6,563.0</b>	<b>\$10,013.0</b>	<b>\$11,337.0</b>	<b>\$2,566.0</b>	<b>\$3,248.0</b>	<b>\$3,726.0</b>	<b>\$2,844.6</b>	<b>\$12,384.6</b>	<b>\$3,012.1</b>	<b>\$3,894.5</b>	<b>\$3,393.2</b>	<b>\$3,140.6</b>	<b>\$13,440.5</b>	<b>\$14,029.5</b>	
<b>Total Operating Revenue</b>	<b>\$6,671.0</b>	<b>\$7,221.0</b>	<b>\$8,030.0</b>	<b>\$8,886.0</b>	<b>\$9,946.0</b>	<b>\$2,633.0</b>	<b>\$2,775.0</b>	<b>\$2,873.0</b>	<b>\$2,908.2</b>	<b>\$11,189.2</b>	<b>\$2,956.4</b>	<b>\$3,003.3</b>	<b>\$3,057.3</b>	<b>\$3,161.6</b>	<b>\$12,178.5</b>	<b>\$12,888.0</b>	
Insurance Losses and Contract Holders' Benefits	\$4,134.0	\$3,936.0	\$5,019.0	\$5,274.0	\$5,737.0	\$1,968.0	\$1,660.0	\$1,540.0	\$1,644.8	\$6,812.8	\$1,823.8	\$1,912.3	\$1,898.2	\$1,718.0	\$7,352.4	\$7,789.6	
Underwriting, Acquisition and Insurance Expenses	\$1,829.0	\$1,951.0	\$2,162.0	\$2,384.0	\$2,657.0	\$702.0	\$709.0	\$754.0	\$718.3	\$2,883.3	\$733.1	\$766.0	\$780.4	\$804.3	\$3,083.9	\$3,269.6	
Interest Expenses	\$54.0	\$53.0	\$53.0	\$54.0	\$53.0	\$13.0	\$14.0	\$13.0	\$15.6	\$55.6	\$7.4	\$19.2	\$14.8	\$17.0	\$58.4	\$64.1	
Other Operating Expense	\$20.0	\$20.0	\$23.0	\$25.0	\$32.0	\$11.0	\$10.0	\$6.0	\$10.2	\$37.2	\$7.9	\$12.1	\$7.0	\$11.6	\$38.6	\$42.0	
<b>Total Benefits and Expenses</b>	<b>\$6,037.0</b>	<b>\$5,960.0</b>	<b>\$7,257.0</b>	<b>\$7,737.0</b>	<b>\$8,479.0</b>	<b>\$2,694.0</b>	<b>\$2,393.0</b>	<b>\$2,313.0</b>	<b>\$2,388.8</b>	<b>\$9,788.8</b>	<b>\$2,572.2</b>	<b>\$2,709.6</b>	<b>\$2,700.5</b>	<b>\$2,551.0</b>	<b>\$10,533.2</b>	<b>\$11,165.3</b>	
<b>Pre-Tax Income</b>	<b>\$1,499.0</b>	<b>\$3,670.0</b>	<b>(\$694.0)</b>	<b>\$2,276.0</b>	<b>\$2,858.0</b>	<b>(\$128.0)</b>	<b>\$855.0</b>	<b>\$1,413.0</b>	<b>\$455.8</b>	<b>\$2,595.8</b>	<b>\$439.9</b>	<b>\$1,184.9</b>	<b>\$692.8</b>	<b>\$589.6</b>	<b>\$2,907.2</b>	<b>\$2,864.2</b>	
Income Tax	\$283.0	\$724.0	(\$207.0)	\$433.0	\$566.0	(\$38.0)	\$170.0	\$291.0	\$93.9	\$516.9	\$90.6	\$244.1	\$142.7	\$121.5	\$598.9	\$590.0	
Tax Rate	18.9%	19.7%	29.9%	19.0%	19.8%	29.7%	19.9%	20.6%	20.6%	19.9%	20.6%	20.6%	20.6%	20.6%	20.6%	20.6%	
<b>Net Income</b>	<b>\$1,216.0</b>	<b>\$2,946.0</b>	<b>(\$487.0)</b>	<b>\$1,843.0</b>	<b>\$2,292.0</b>	<b>(\$90.0)</b>	<b>\$685.0</b>	<b>\$1,122.0</b>	<b>\$361.9</b>	<b>\$2,078.9</b>	<b>\$349.3</b>	<b>\$940.8</b>	<b>\$650.0</b>	<b>\$468.2</b>	<b>\$2,308.3</b>	<b>\$2,274.2</b>	
Income Tax on Investment Gains and Losses	\$182.0	\$506.0	(\$308.0)	\$236.0	\$296.0	(\$14.0)	(\$99.0)	\$180.0	(\$13.4)	\$53.6	\$11.8	\$188.1	\$70.9	(\$4.4)	\$266.3	\$240.9	
Tax Rate	21.0%	21.0%	21.0%	20.9%	21.3%	20.9%	(20.9%)	21.1%	21.1%	21.0%	21.1%	21.1%	21.1%	21.1%	21.0%	21.0%	
Investment Gains and Losses, After-tax	\$683.0	\$1,903.0	(\$1,159.0)	\$891.0	\$1,095.0	(\$53.0)	\$374.0	\$673.0	(\$50.1)	\$943.9	\$44.0	\$703.1	\$265.0	(\$16.5)	\$995.6	\$900.6	
<b>Net Income, Non-GAAP</b>	<b>\$533.0</b>	<b>\$1,043.0</b>	<b>\$672.0</b>	<b>\$952.0</b>	<b>\$1,197.0</b>	<b>(\$37.0)</b>	<b>\$311.0</b>	<b>\$449.0</b>	<b>\$412.0</b>	<b>\$1,135.0</b>	<b>\$305.3</b>	<b>\$237.7</b>	<b>\$285.0</b>	<b>\$484.7</b>	<b>\$1,312.7</b>	<b>\$1,373.5</b>	
Basic Shares Outstanding	161.2	161.0	158.8	157.0	156.4	156.4	156.3	156.1	156.1	156.2	156.1	156.1	156.1	156.1	156.1	156.1	
Diluted Shares Outstanding	162.4	162.7	158.8	158.1	157.8	156.4	157.8	157.8	157.8	157.4	157.8	157.8	157.8	157.8	157.8	157.8	
Basic EPS	\$7.55	\$18.29	(\$3.06)	\$11.74	\$14.65	(\$0.57)	\$4.38	\$7.19	\$2.32	\$13.32	\$2.24	\$6.03	\$3.52	\$3.00	\$14.79	\$14.57	
Diluted EPS	\$7.49	\$18.10	(\$3.06)	\$11.66	\$14.53	(\$0.57)	\$4.34	\$7.11	\$2.29	\$13.17	\$2.21	\$5.96	\$3.49	\$2.97	\$14.63	\$14.41	
Diluted EPS, Non-GAAP	\$3.28	\$6.41	\$4.24	\$6.03	\$7.58	(\$0.24)	\$1.97	\$2.85	\$2.61	\$7.19	\$1.93	\$1.51	\$1.81	\$3.07	\$8.32	\$8.71	
Dividend per Share	\$2.40	\$2.52	\$2.76	\$3.00	\$3.24	\$0.87	\$0.87	\$0.87	\$0.87	\$3.48	\$0.87	\$0.87	\$0.87	\$0.87	\$3.48	\$3.48	

## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	<span style="border: 1px solid black; padding: 2px;">B</span>
Growth Score	<span style="border: 1px solid black; padding: 2px;">B</span>
Momentum Score	<span style="border: 1px solid black; padding: 2px;">D</span>
VGM Score	<span style="border: 1px solid black; padding: 2px;">B</span>

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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