



The Hartford's Third Quarter 2024 Financial Results

The Hartford Financial Services Group, Inc. | October 24, 2024





SAFE HARBOR STATEMENT

Certain statements made in this presentation should be considered forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. These include statements about The Hartford's future results of operations. We caution investors that these forward-looking statements are not guarantees of future performance, and actual results may differ materially. Investors should consider the important risks and uncertainties that may cause actual results to differ, including those discussed in The Hartford's news release issued on October 24, 2024, The Hartford's Quarterly Reports on Form 10-Q, The Hartford's 2023 Annual Report on Form 10-K, and other filings we make with the U.S. Securities and Exchange Commission. We assume no obligation to update this presentation, which speaks as of today's date.

The discussion in this presentation of The Hartford's financial performance includes financial measures that are not derived from generally accepted accounting principles (GAAP). Information regarding these non-GAAP financial measures is provided in the appendix to this presentation, the news release issued on October 24, 2024 and The Hartford's Investor Financial Supplement for third quarter 2024 and previous periods which are available at the Investor Relations section of The Hartford's website at <https://ir.thehartford.com>.

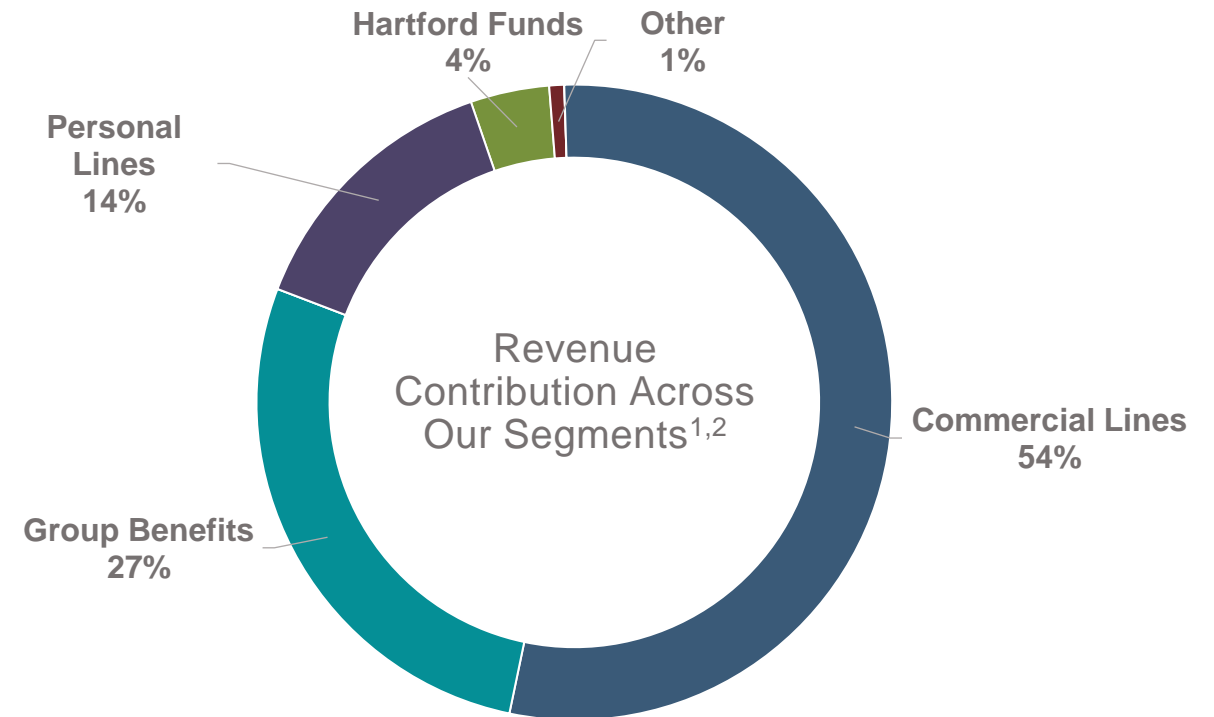
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THE HARTFORD

Diversified insurer with core strengths and market leadership

- ▶ **Market leader** in desirable segments with high return characteristics
- ▶ Delivering consistently strong results across **diversified businesses** with significant contribution from investment portfolio
- ▶ Leveraging **core strengths** of underwriting excellence, risk management, claims, products and distribution
- ▶ Investing in **differentiating capabilities** to strengthen competitive advantage to enable profitable growth
- ▶ **Ethics, people and performance** driven culture



Unique portfolio of complementary underwriting businesses all contributing to our success.

¹ Revenue contribution is for the trailing 12-months for the period ended September 30, 2024

² "Other" includes revenue of \$69 million for Property & Casualty Other Operations and \$155 million for Corporate



THIRD QUARTER 2024 – DISCIPLINED EXECUTION

The Hartford delivered...

Growth:

- ▶ P&C net written premium growth of 10%, including 9% in Commercial Lines and 12% in Personal Lines
- ▶ Group Benefits fully insured ongoing premium growth of 2%

Profitability:

- ▶ Commercial Lines combined ratio of 92.2 and underlying combined ratio¹ of 88.6
- ▶ Group Benefits core earnings margin¹ of 8.7%

Balance sheet & capital management:

- ▶ Proactive capital management – repurchased \$400 million of shares and paid \$138 million in common stockholder dividends
- ▶ Year to date, the company has returned \$1.5 billion to stockholders including \$1.1 billion in share repurchases and \$419 million in common stockholder dividends paid
- ▶ Announced an 11% increase to the quarterly common dividend per share

Superior risk-adjusted returns:

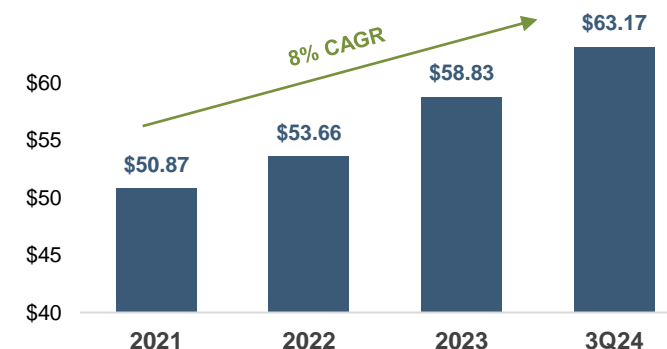
- ▶ 17.4% core earnings return on equity (ROE)^{1,3}

High Quality Investment Portfolio:

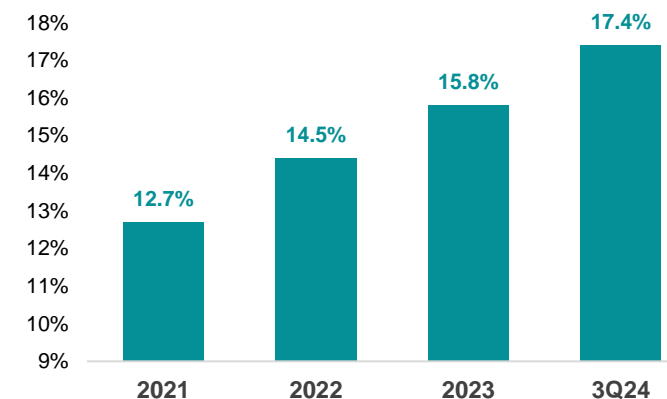
- ▶ A+ average credit rating with net investment income of \$659 million, before tax, benefiting from a higher level of invested assets and the impact of reinvesting at higher rates

Maximizing Value Creation for All Stakeholders

Book Value Per Diluted Share
(ex AOCI)^{1,2}



Core Earnings ROE^{1,3}



¹ Denotes financial measure not calculated based on GAAP

² Accumulated other comprehensive income

³ ROE based on trailing 12-month average common equity, ex. AOCI and trailing 12-month core earnings



3Q24 CORE EARNINGS¹ OF \$752 MILLION, EPS^{1,2} OF \$2.53, ROE^{1,3} OF 17.4%

Core Earnings (loss) By Segment <i>(\$ in millions, except per share amounts)</i>	3Q24	3Q23	Change ⁴
Commercial Lines	\$534	\$542	(1)%
Personal Lines	33	(8)	NM
P&C Other Operations	10	11	(9)%
Property & Casualty Total	577	545	6%
Group Benefits	154	170	(9)%
Hartford Funds	47	45	4%
Sub-total	778	760	2%
Corporate	(26)	(52)	50%
Core earnings	752	708	6%
Net realized gains (losses), before tax	(12)	(76)	84%
Restructuring and other costs, before tax	(1)	(1)	—%
Integration and other non-recurring M&A costs, before tax	(2)	(2)	—%
Change in deferred gain on retroactive reinsurance, before tax	26	—	NM
Income tax benefit (expense)	(2)	16	NM
Net income available to common stockholders	761	645	18%
Add back: Preferred stock dividends	6	6	—%
Net Income	\$767	\$651	18%
Core earnings per diluted share	\$2.53	\$2.29	10%
Net income available to common stockholders per diluted share	\$2.56	\$2.09	22%
Wtd. avg. diluted shares outstanding	297.5	309.0	(4)%
Common shares outstanding and dilutive potential common shares	295.7	306.8	(4)%
Book value per diluted share	\$56.39	\$43.50	30%
Book value per diluted share (excluding AOCI) ¹	\$63.17	\$57.12	11%
Net income ROE, last 12 months	20.0%	17.7%	2.3 pts
Core earnings ROE, last 12 months	17.4%	14.9%	2.5 pts

¹ Denotes financial measure not calculated based on GAAP

² Core earnings per diluted share (EPS)

³ Core earnings ROE

⁴ The Hartford defines increases or decreases greater than or equal to 200%, or changes from a net gain to a net loss position, or vice versa, as "NM" or not meaningful

3Q24 KEY BUSINESS HIGHLIGHTS VS. 3Q23

PROPERTY & CASUALTY

Strong contribution from Commercial Lines with growth across the segment

Written premiums
\$4.2B ▲ **10%**

Combined ratio (%)
94.5 ▲ **0.5 pts**

Underlying combined ratio¹ (%)
89.7 ▼ **0.6 pts**

Commercial Lines	\$3.3B ▲ 9%	92.2 ▲ 2.0 pts.	88.6 ▲ 0.8 pts.
Small Commercial	\$1.3B ▲ 10%	91.6 ▲ 3.9 pts.	89.3 ▼ 0.4 pts.
Middle & Large Commercial	\$1.1B ▲ 8%	97.0 ▲ 2.5 pts.	90.2 ▲ 2.1 pts.
Global Specialty	\$0.8B ▲ 9%	87.4 ▼ 1.5 pts.	85.3 ▲ 1.0 pts.
Personal Lines	\$970M ▲ 12%	102.5 ▼ 5.4 pts.	93.7 ▼ 5.3 pts.
Auto	\$649M ▲ 9%	105.7 ▼ 5.1 pts.	101.5 ▼ 7.0 pts.
Homeowners	\$321M ▲ 18%	94.7 ▼ 6.7 pts.	75.4 ▼ 2.7 pts.

Group Benefits

Core earnings margin¹ of 8.7% and an increase in premiums deliver profitable growth

Fully Insured Ongoing Premiums
\$1.6B ▲ **2%**

Core earnings margin
8.7% ▼ **1.1 pts.**

Life loss ratio (%)
77.5% ▼ **2.7 pts.**

Disability loss ratio (%)
67.9% ▲ **0.6 pts.**

¹ Denotes financial measure not calculated based on GAAP

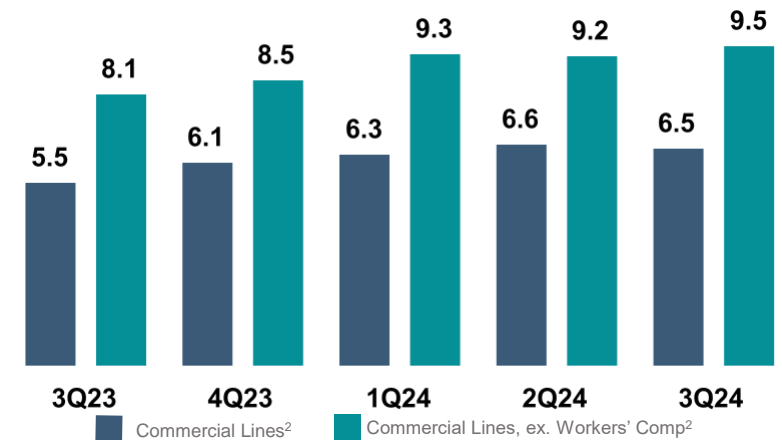


COMMERCIAL LINES

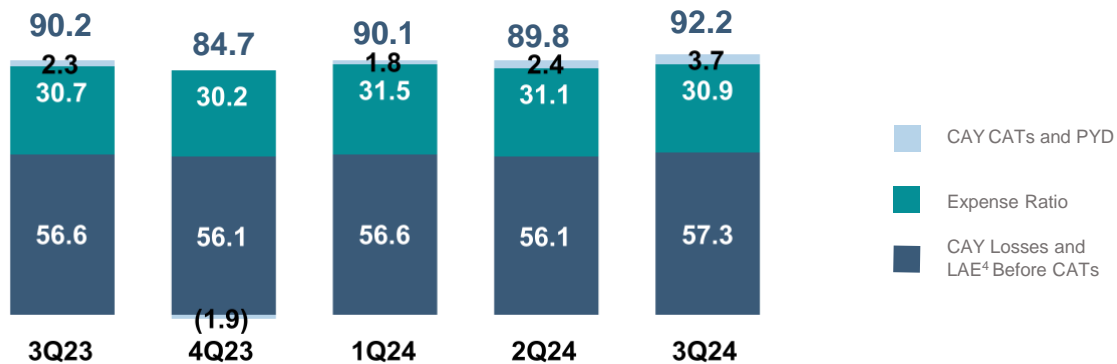
Strong contributions from each business continue to deliver profitable growth

- ▶ Written premiums of \$3.3 billion in 3Q24 were up 9% from 3Q23 with increases across the segment, strong double-digit new business growth in Middle Market and Small Commercial, and the effect of renewal written price increases
- ▶ Excluding workers' compensation, renewal written price increases of 9.5% is up 30 bps from 2Q24. Workers' compensation renewal written pricing between 3Q24 and 2Q24 was slightly down
- ▶ Combined ratio of 92.2 in 3Q24 compared to 90.2 in 3Q23 and underlying combined ratio¹ of 88.6 in 3Q24 compared to 87.8 in 3Q23
- ▶ Underlying combined ratio of 88.6 increased from 87.8 in 3Q23 primarily due to a 0.7 point increase in the underlying loss and loss adjustment expense ratio¹

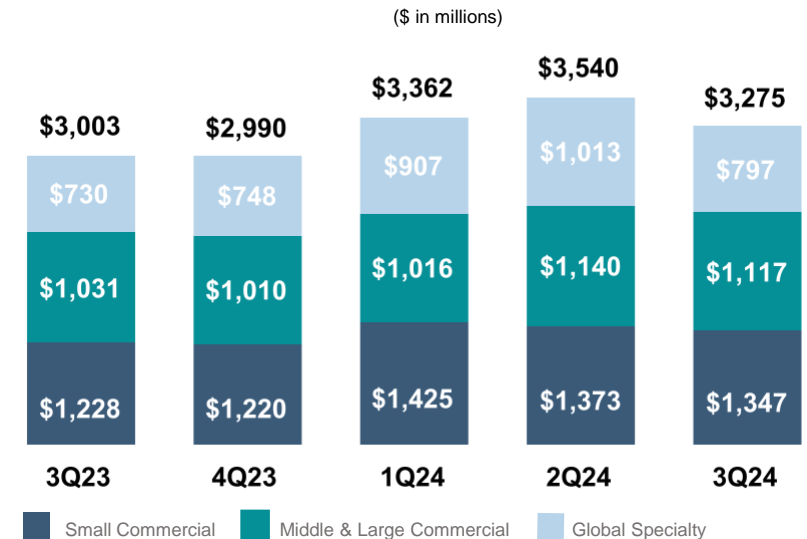
Commercial Lines Renewal Written Pricing %



Commercial Lines Combined Ratio³



Commercial Lines Written Premiums⁵



¹ Denotes financial measure not calculated based on GAAP

² Excludes Middle Market loss sensitive and programs businesses, Global Re, offshore energy policies, credit and political risk insurance policies, political violence and terrorism policies, and any business under which the managing agent of our Lloyd's Syndicate 1221 delegates underwriting authority to coverholders and other third parties

³ Combined ratio includes policyholder dividends ratio

⁴ Loss adjustment expense (LAE)

⁵ Commercial Lines written premiums include immaterial amounts from Other Commercial

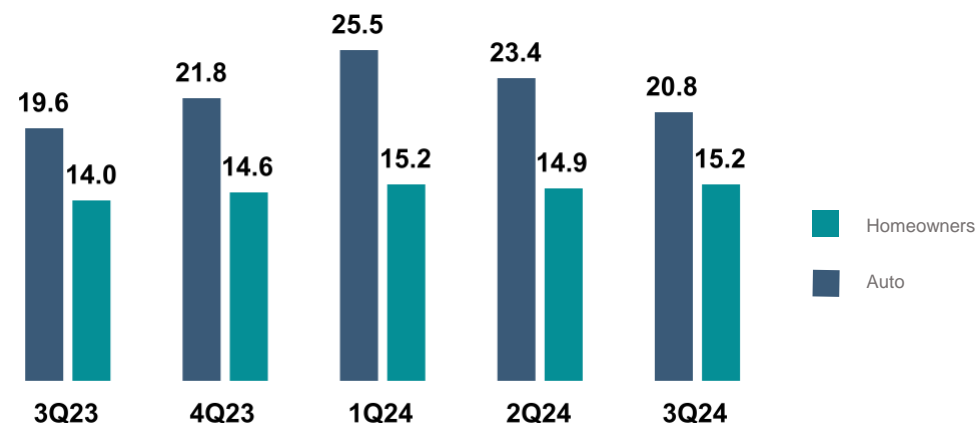


PERSONAL LINES

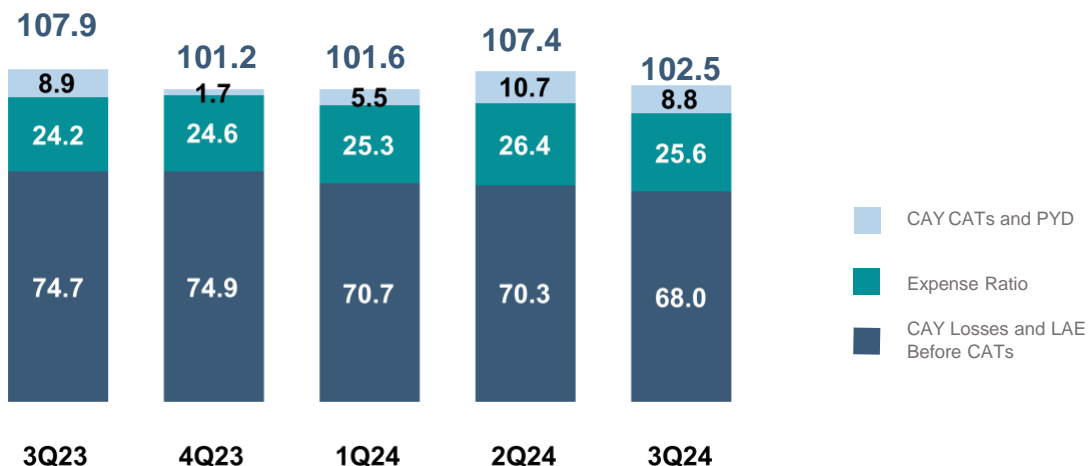
Continued improvement in the underlying combined ratio¹

- ▶ Written premiums of \$970 million increased by 12% compared to 3Q23
- ▶ Renewal written price increase in auto of 20.8% in 3Q24 compared to 23.4% in 2Q24, and in homeowners, 15.2% in 3Q24 compared to 14.9% in 2Q24
- ▶ Combined ratio of 102.5 in 3Q24 improved from 107.9 in 3Q23, primarily due to a 6.7 point improvement in the underlying loss and loss adjustment expense ratio¹ and a change from unfavorable PYD in 3Q23 to favorable PYD of 1.6 points in 3Q24
- ▶ Underlying combined ratio¹ of 93.7 improved from 99.0 in 3Q23 primarily due to improvement in the underlying loss and loss adjustment expense ratio in auto and homeowners

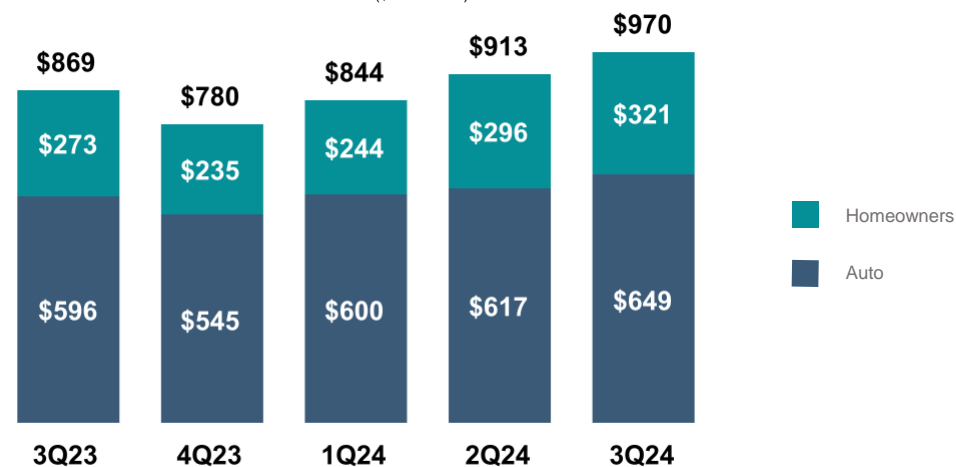
Personal Lines Renewal Written Price Increase %



Personal Lines Combined Ratio



Written Premiums (\$ in millions)



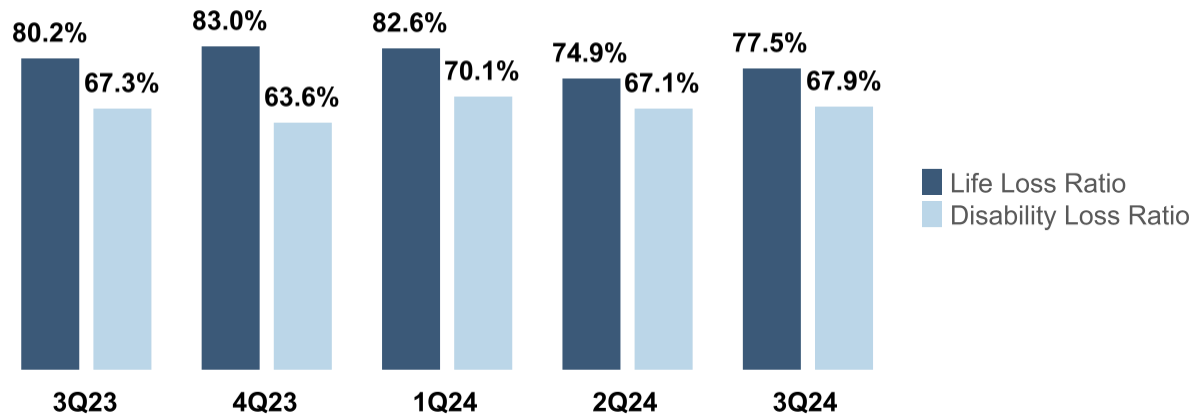
¹ Denotes financial measure not calculated based on GAAP

GROUP BENEFITS

Excellent results in 3Q24 with a core earnings margin¹ of 8.7%

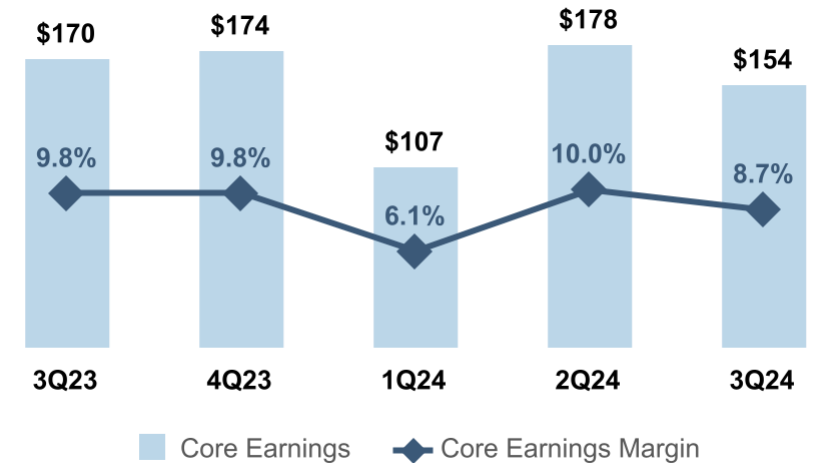
- ▶ Core earnings margin¹ of 8.7% in 3Q24 benefitting from fully insured premium growth and continued strong group life and group disability results
- ▶ The loss ratio of 70.2 was flat from 3Q23:
 - ▶ Group life loss ratio of 77.5 improved 2.7 points largely driven by lower mortality
 - ▶ Group disability loss ratio of 67.9 compared with 67.3 in 3Q23, largely due to a higher loss ratio in paid family and medical leave products, partially offset by a favorable change in the long-term disability recovery rate assumption of 2.2 points
- ▶ 3Q24 fully insured ongoing premiums increased 2%, including an increase in exposure on existing accounts, new business sales, and persistency in excess of 90%, though slightly below the prior year period

Loss Ratio



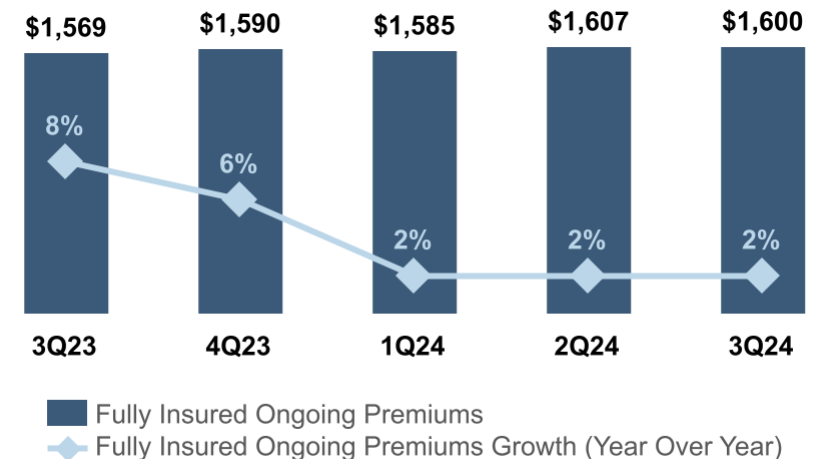
Core Earnings¹ and Core Earnings Margin

(\$ in millions)



Fully Insured Ongoing Premiums & Growth

(\$ in millions)



¹ Denotes financial measure not calculated based on GAAP

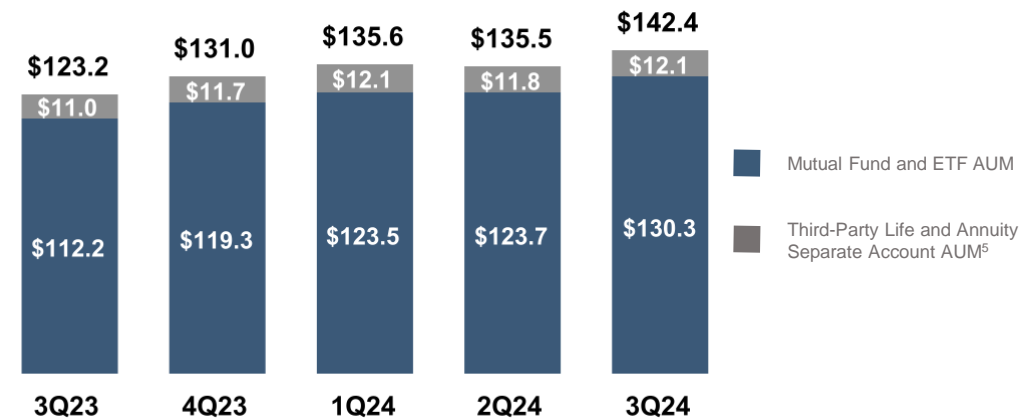


HARTFORD FUNDS

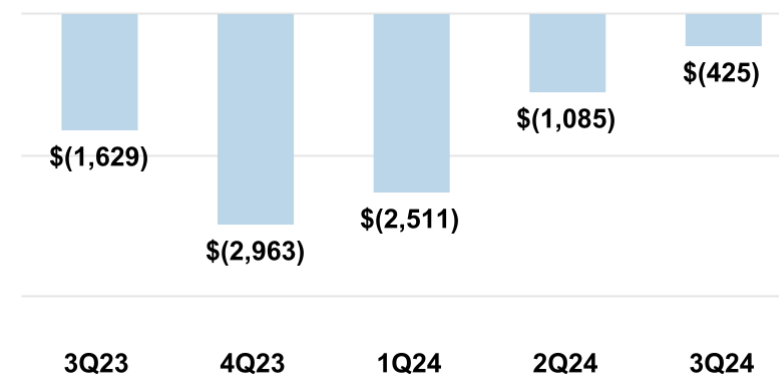
High return, fee generating business

- ▶ Core earnings¹ of \$47 million in 3Q24 compared to \$45 million in 3Q23
- ▶ Mutual fund and Exchange-traded funds (ETF) net outflows² of \$0.4 billion in 3Q24, compared with net outflows of \$1.6 billion in 3Q23
- ▶ 68% of overall funds are outperforming peers on a 1-year basis³, 48% on a 3-year basis³, 63% on a 5-year basis³ and 63% on a 10-year basis³
- ▶ 39% of funds are rated 4 or 5 stars by Morningstar as of September 30, 2024
 - 79% are rated 3 stars or better

Total AUM⁴
(\$ in billions)



Mutual Fund and ETF Net Flows²
(\$ in millions)



¹ Denotes financial measure not calculated based on GAAP

² Includes Mutual fund AUM (mutual funds sold through retail, bank trust, registered investment advisor and 529 plan channels) and ETFs. Excludes third-party Life and Annuity Separate Account

³ Hartford Funds (non HLS) and ETFs on Morningstar net of fees basis at September 30, 2024

⁴ Includes Mutual Fund, ETF and third-party life and annuity separate account AUM as of end of period

⁵ Represents AUM of the life and annuity business sold in May 2018 that are still managed by Hartford Funds

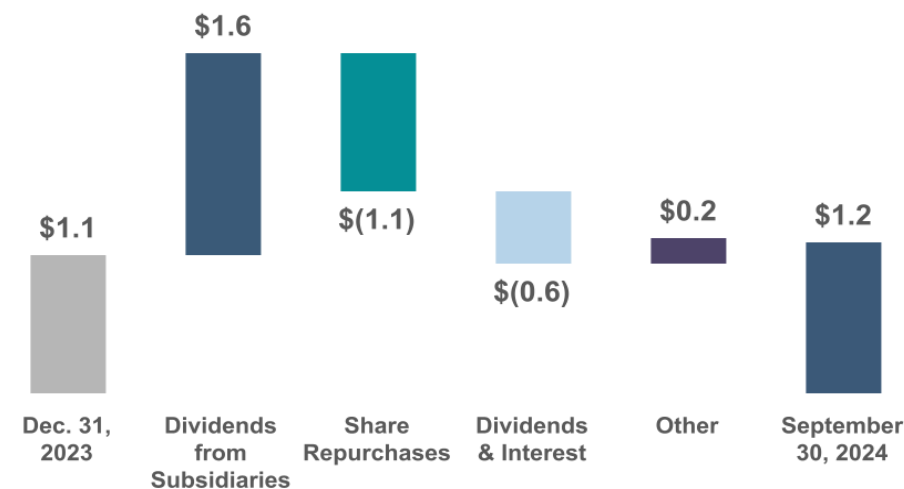
CORPORATE

Core loss¹ of \$26 million compared to a core loss of \$52 million in 3Q23

Components of Corporate Core Losses

(\$ in millions)	3Q23	4Q23	1Q24	2Q24	3Q24
Net investment income, after tax	\$10	\$14	\$13	\$11	\$14
Interest expense, after tax	(40)	(39)	(40)	(40)	(39)
Preferred stock dividends	(6)	(5)	(5)	(5)	(6)
All others ^{2,3} , after tax	(16)	(6)	7	2	5
Corporate core losses	\$(52)	\$(36)	\$(25)	\$(32)	\$(26)

Corporate Holding Company Resources (\$ in billions)



¹ Denotes financial measure not calculated based on GAAP

² Includes investment management fees and expenses related to managing third-party business, incurred losses related to run-off structured settlement and terminal funding agreement liabilities and other corporate expenses

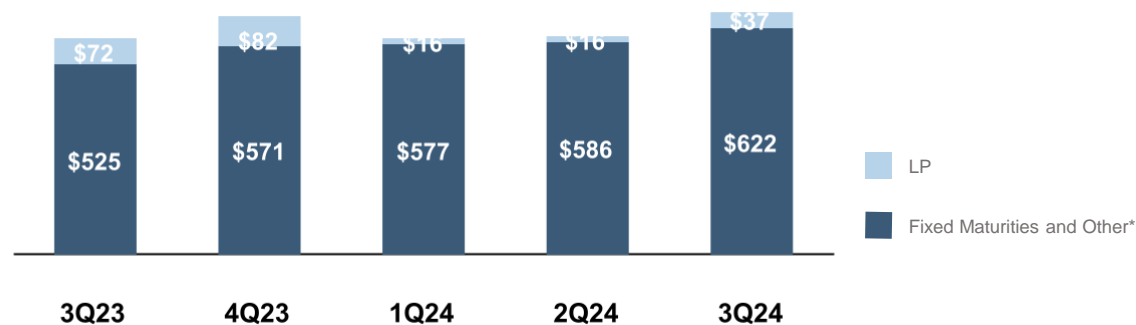
³ For the third quarter of 2023, includes an after tax \$11 million capital-based state tax expense covering several years recorded in the 2023 period related to recently released guidance

THE INVESTMENT PORTFOLIO

High quality and diversified

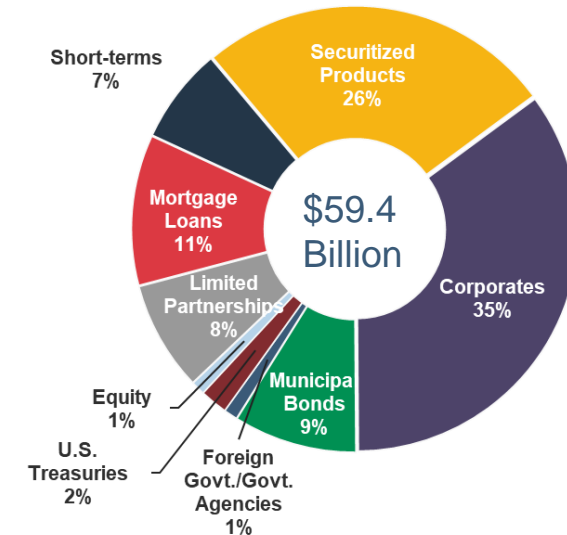
- ▶ Net investment income of \$659 million increased from \$597 million in 3Q23, benefiting from the impact of reinvesting at higher rates and a higher level of invested assets
- ▶ LP¹ annualized yield of 3.0%, or \$37 million of net investment income, before tax.
- ▶ High quality portfolio, 94% of the credit portfolio is investment grade, with ~72% of fixed maturities rated A or better, and an average credit rating of A+
- ▶ Investment portfolio designed to generate attractive risk adjusted returns to support our financial goals and objectives

Net Investment Income
(\$ in millions)

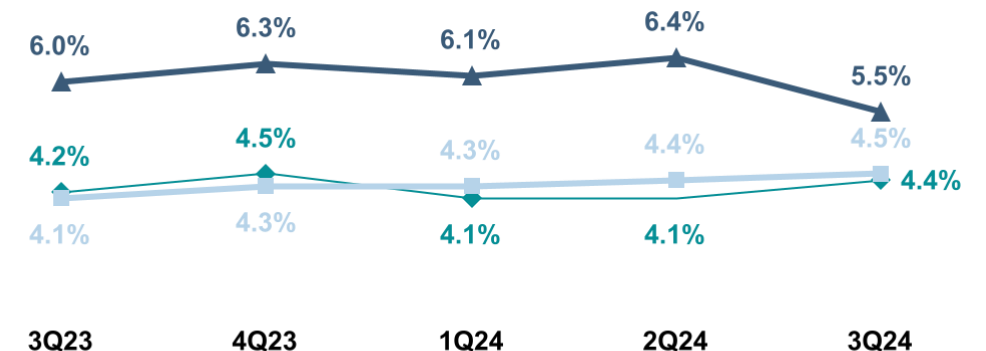


Invested Assets^{3,4} by Sector

\$59.4B as of September 30, 2024



Annualized Investment Yield, Before Tax



* Includes investment expenses of \$22 million, \$22 million, \$27 million, \$23 million and \$22 million in 3Q23, 4Q23, 1Q24, 2Q24 and 3Q24 respectively

¹ Limited partnerships and other alternative investments

² Denotes financial measure not calculated based on GAAP

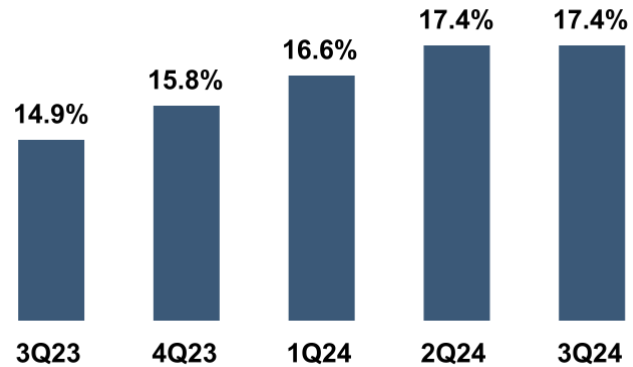
³ Invested assets represents fixed and equity securities at fair value, mortgage loans at amortized cost and LPs based on underlying capital statements

⁴ Securitized Products include Fixed Maturities, FVO

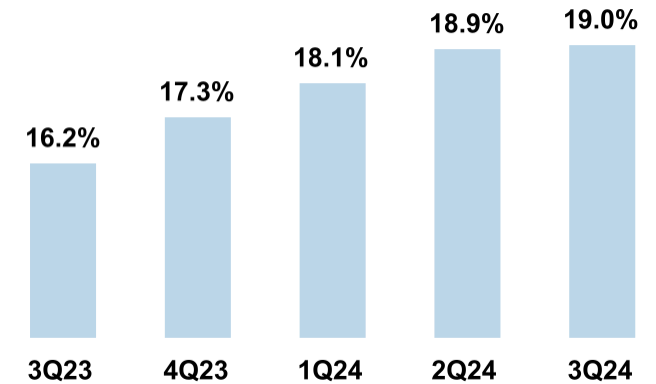


CORE EARNINGS ROE¹ OF 17.4% IN 3Q24

Consolidated Core Earnings ROE



P&C Core Earnings ROE



Net income ROE of 20.0% versus 17.7% in 3Q23

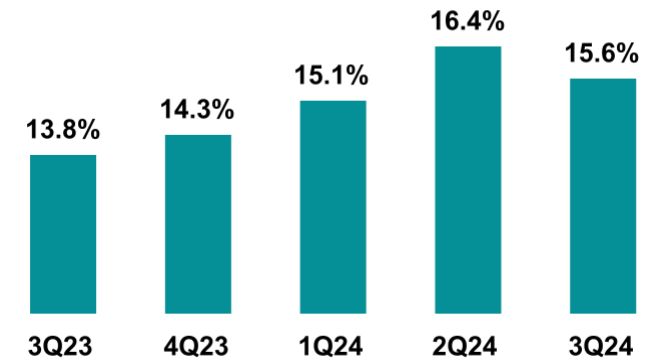
Core earnings ROE of 17.4% versus 14.9% in 3Q23

- 3Q24 trailing 12-month core earnings¹ increased 22% to \$3.15 billion from \$2.58 billion in 3Q23

Core earnings ROE remained strong

- P&C: 19.0% in 3Q24 versus 16.2% in 3Q23
- Group Benefits: 15.6% in 3Q24 versus 13.8% in 3Q23
- Hartford Funds: 37.8% in 3Q24 versus 40.5% in 3Q23

Group Benefits Core Earnings ROE



¹ Denotes financial measure not calculated based on GAAP

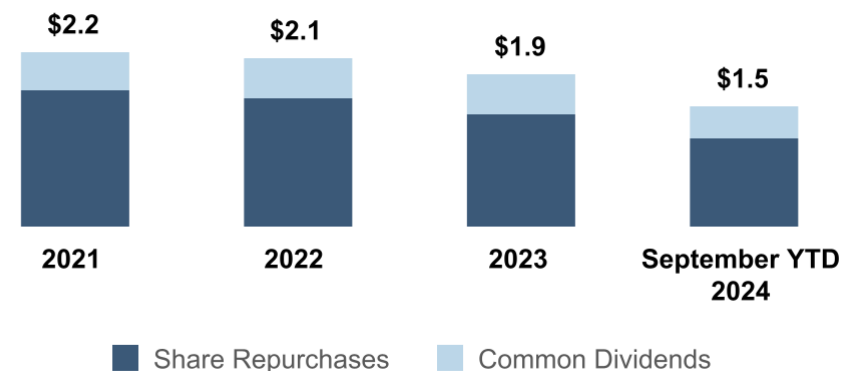


BVPS (EX. AOCI)¹ OF \$63.17 AT SEPTEMBER 30, 2024

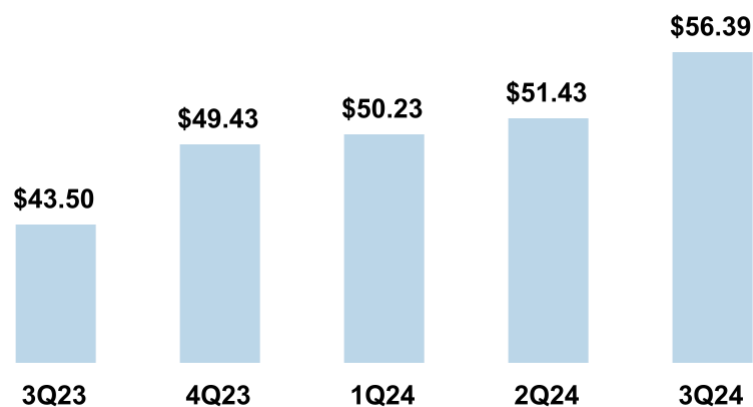
- ▶ Book value per diluted share of \$56.39 increased from \$49.43 at December 31, 2023, principally due to net income in excess of stockholder dividends and lower net unrealized losses on investments within AOCI
- ▶ In 3Q24, the company returned \$538 million to stockholders including \$400 million in share repurchases and \$138 million in common stockholder dividends paid
 - ▶ Year to date, the company has returned \$1.5 billion to stockholders including \$1.1 billion in share repurchases and \$419 million in common stockholder dividends paid
 - ▶ Announced an 11% increase to the quarterly common dividend per share
- ▶ Including common stockholder dividends paid, SVC² was 14% over last 12 months

Capital Returned to Stockholders

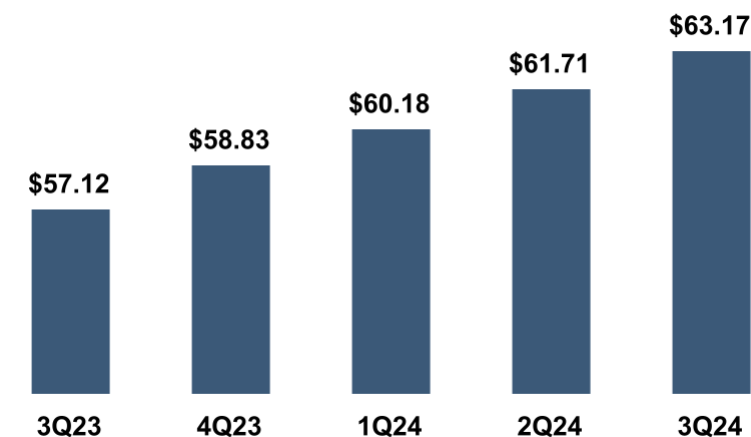
(\$ in billions)



Book Value Per Diluted Share (BVPS)



Book Value Per Diluted Share (ex. AOCI)



¹ Denotes financial measure not calculated based on GAAP

² Stockholder value creation (SVC) in a period is defined as the change in BVPS (ex. AOCI) plus common stockholder dividends paid during the period, divided by BVPS (ex. AOCI) at beginning of period



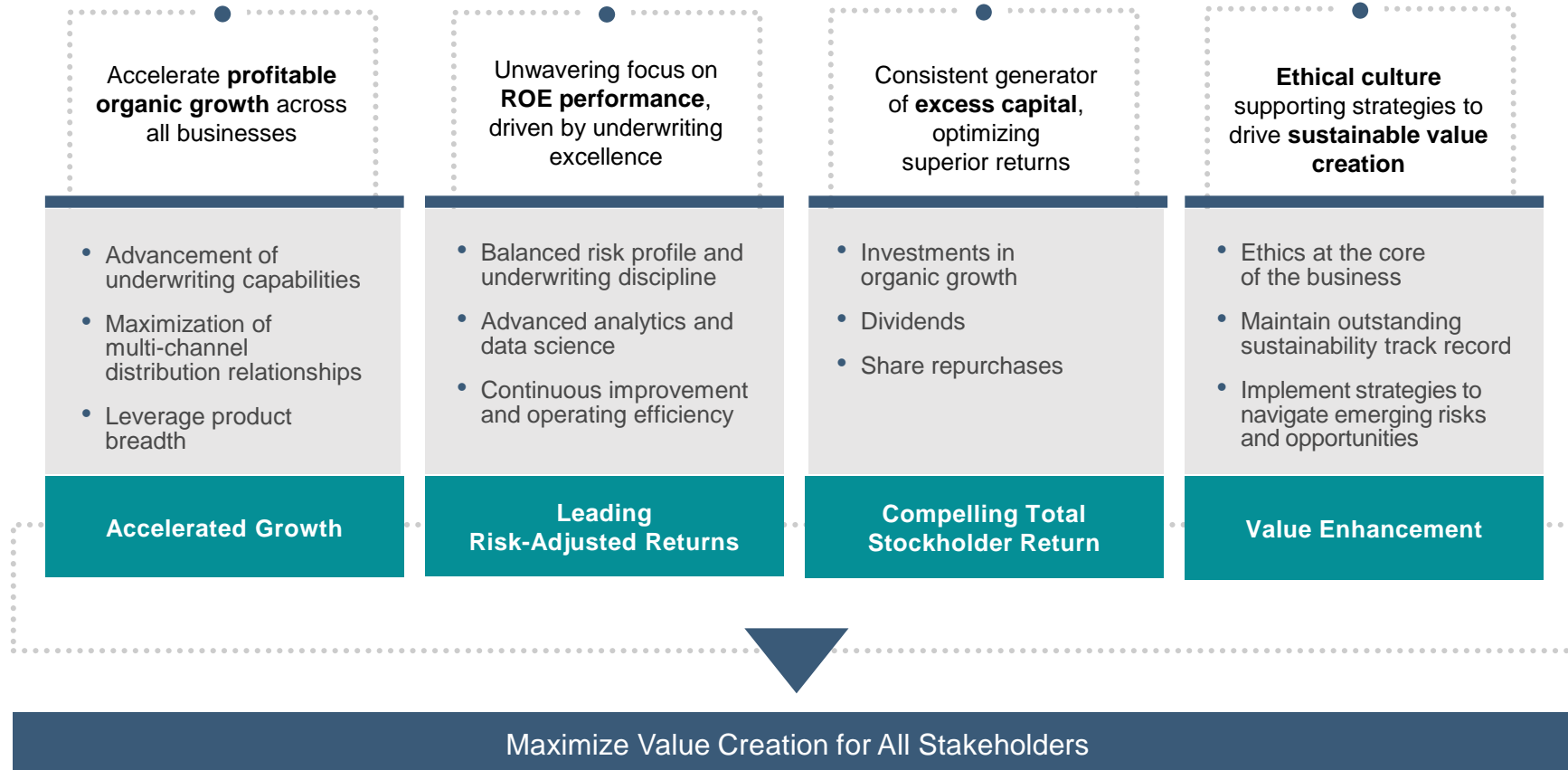
THE HARTFORD'S PRIORITIES

Our focused strategies to produce desired outcomes

- ▶ Advance leading **underwriting capabilities** across our portfolio to offer expanded products and services
- ▶ Emphasize **digital, data and analytics, and data science** that enhance the customer experience and improve underwriting and claims decision making
- ▶ Maximize **distribution channels and product breadth** to increase market share
- ▶ Optimize **organizational efficiency** with a focus on continuous improvement
- ▶ **Balance of excess capital** for organic growth, investments in the business, and return to stockholders through dividends and share repurchases
- ▶ Continue to advance **sustainability** in order to attract and retain top talent and enhance value to stakeholders

STOCKHOLDER VALUE CREATION

A clear roadmap to continue to generate superior risk-adjusted returns





APPENDIX

IMPACT OF DEFERRED GAIN AMORTIZATION

Navigators and Asbestos & Environmental Adverse Development Covers

Adverse Development Covers

Navigators ADC (NAV ADC)

- Cumulatively ceded full limit of \$300 million, before tax.
- \$209 million, before tax, total deferred gain recognized within other liabilities as of December 31, 2023.
- Based on cash recoveries received in the nine-month period ended September 30, 2024, \$87 million, before tax, was amortized of a total estimated \$125 million, before tax, expected in 2024. \$84 million, before tax, is expected in 2025.
- **\$122 million**, before tax, deferred gain remaining on balance sheet as of September 30, 2024 (\$209 million less \$87 million amortization in the nine-month period ended September 30, 2024).

Asbestos & Environmental ADC (A&E ADC)

- Cumulatively ceded \$1.438 billion, before tax, with \$62 million of limit remaining.
- **\$788 million**, before tax, has been recorded as a deferred gain within other liabilities as of September 30, 2024.
- Amortization of the deferred gain begins when The Hartford starts collecting recoveries:
 - Recoveries from NICO will be collected once The Hartford has paid cumulative A&E claims since December 31, 2016, above the \$1.7 billion attachment point. Through September 30, 2024, \$1.5 billion has been paid.
- Annual A&E review is conducted during the fourth quarter.

Combined Deferred Gain

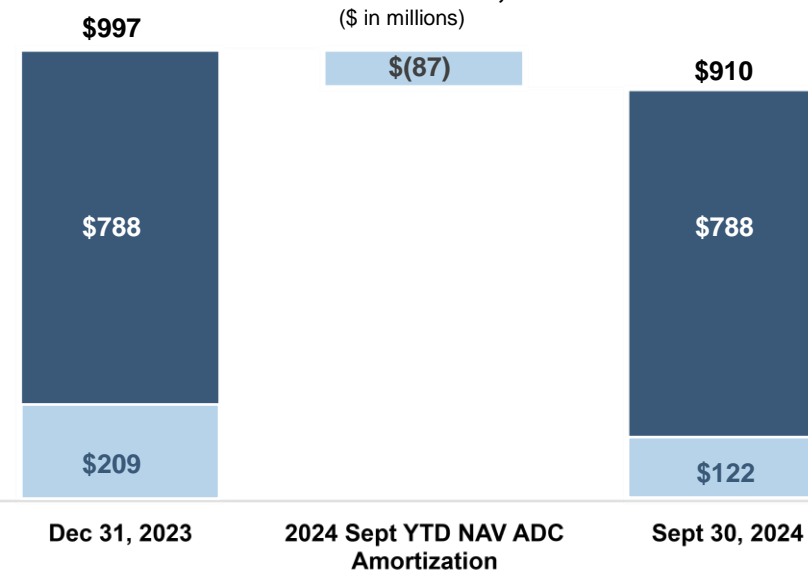
- **\$910 million**, before tax, deferred gain on the balance sheet as of September 30, 2024 (\$122 million NAV ADC + \$788 million A&E ADC).

Financial Impacts of Deferred Gain Amortization

- + Increases Net income and Earnings per common share (EPS)
- + Increases Book value and BVPS
- No impact to Core earnings or Core EPS
- Recorded in the income statement as favorable, non-core prior year development (PYD)

Combined Deferred Gain, before tax

(\$ in millions)



■ A&E ADC ■ NAV ADC



2024 PROPERTY CATASTROPHE TREATIES

Primary Catastrophe Treaty Reinsurance Coverages as of September 30, 2024 [1]

	Portion of losses reinsured	Changes from 2023 program
Per Occurrence Property Catastrophe Treaty from 1/1/2024 to 12/31/2024 [1] [2]		
Losses of \$0 to \$200	None	\$50 million increase in retention
Losses of \$200 to \$350 for earthquakes and named hurricanes and tropical storms [3]	None	Consistent with layer above
Losses of \$200 to \$350 from one event other than earthquakes and named hurricanes and tropical storms [3]	40% of \$150 in excess of \$200	Previously 60% of \$200 in excess of \$150
Losses of \$350 to \$500 from one event (all perils)	75% of \$150 in excess of \$350	No change
Losses of \$500 to \$1.2 billion from one event [4] (all perils)	90% of \$700 in excess of \$500	Increased capacity from \$600 to \$700 million
Per Occurrence Property Catastrophe Bond from 1/1/2024 to 12/31/2026 [5]		
Losses of \$1.1 billion to \$1.4 billion for tropical cyclone and earthquake events [6]	66.67% of \$300 in excess of \$1,100	New
Aggregate Property Catastrophe Treaty for 1/1/2024 to 12/31/2024 [7]		
\$0 to \$750 of aggregate losses	None	No change
\$750 to \$950 of aggregate losses	100%	No change
Workers' Compensation Catastrophe Treaty for 1/1/2024 to 12/31/2024		
Losses of \$0 to \$100 from one event	None	No change
Losses of \$100 to \$450 from one event [8]	80% of \$350 in excess of \$100	No change

¹ These agreements do not cover the assumed reinsurance business which purchases its own retrocessional coverage.

² In addition to the Per Occurrence Property Catastrophe Treaty, for Florida homeowners wind events, The Hartford has purchased the mandatory FHCf reinsurance for the annual period starting June 1, 2024. Retention and coverage varies by writing company. For the 2024 - 2025 period, the writing company with the largest coverage under FHCf is Hartford Insurance Company of the Midwest, with coverage of \$35 in per event losses in excess of a \$19 retention (estimates are based on best available information at this time and are periodically updated as information is made available by Florida).

³ Named hurricanes and tropical storms are defined as any storm or storm system declared to be a hurricane or tropical storm by the US National Hurricane Center, US Weather Prediction Center, or their successor organizations (being divisions of the US National Weather Service).

⁴ Portions of this layer of coverage extend beyond a traditional one-year term.

⁵ For further information on the Company's catastrophe bond, see MD&A - Enterprise Risk Management, Insurance Risk included in the Company's 2023 Form 10-K Annual report.

⁶ Tropical cyclones are defined as a storm or storm system that has been declared by National Weather Service or any division or agency thereof (including the National Hurricane Center or the Weather Prediction Center) or any of their successors to be a hurricane, tropical storm, or tropical depression.

⁷ The aggregate treaty is not limited to a single event; rather, it is designed to provide reinsurance protection for the aggregate of all catastrophe events (up to \$350 per event), either designated by the Property Claim Services office of Verisk or, for international business, net losses arising from two or more risks involved in the same loss occurrence totaling at least \$500 thousand. All catastrophe losses, except assumed reinsurance business losses, apply toward satisfying the \$750 attachment point under the aggregate treaty.

⁸ In addition to the limits shown, the workers' compensation reinsurance includes a non-catastrophe, industrial accident layer, providing coverage for 80% of \$25 in per event losses in excess of a \$25 retention.



DISCUSSION AND RECONCILIATION OF NON-GAAP FINANCIAL MEASURES



DISCUSSION AND RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

The Hartford uses non-GAAP financial measures in this presentation to assist investors in analyzing The Hartford's operating performance for the periods presented herein. Because The Hartford's calculation of these measures may differ from similar measures used by other companies, investors should be careful when comparing The Hartford's non-GAAP financial measures to those of other companies. Definitions and calculations of non-GAAP and other financial measures used in this presentation can be found in The Hartford's news release issued on October 24, 2024, The Hartford's Investor Financial Supplement for third quarter 2024 and previous periods which are available at the Investor Relations section of The Hartford's website at <https://ir.thehartford.com>.