



**Management's Discussion & Analysis of  
Financial Condition and Results of Operations**

**Quarter Ended September 30, 2018**

## *Management's Discussion & Analysis of Financial Condition and Results of Operations*

The following discussion highlights significant factors influencing results of operations and changes in financial position of Liberty Mutual Holding Company Inc., the parent corporation of the Liberty Mutual Insurance group of entities (the "Company" or "LMHC"), for the three and nine months ended September 30, 2018 and 2017. This Management's Discussion & Analysis of Financial Condition and Results of Operations ("MD&A") should be read in conjunction with the Company's December 31, 2017 Audited Consolidated Financial Statements and September 30, 2018 Unaudited Consolidated Financial Statements located on the Company's Investor Relations website at [www.libertymutualgroup.com/investors](http://www.libertymutualgroup.com/investors). The Company's discussions related to net income are presented in conformity with U.S. generally accepted accounting principles ("GAAP") on an after-tax basis. All other discussions are presented on a pre-tax GAAP basis, unless otherwise noted. Further, the Company notes that it may make material information regarding the Company available to the public, from time to time, via the Company's Investor Relations website at [www.libertymutualgroup.com/investors](http://www.libertymutualgroup.com/investors) (or any successor site).

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## Cautionary Statement Regarding Forward Looking Statements

This report contains forward looking statements that are intended to enhance the reader's ability to assess the Company's future financial and business performance. Forward looking statements include, but are not limited to, statements that represent the Company's beliefs concerning future operations, strategies, financial results or other developments, and contain words and phrases such as "may," "expects," "should," "believes," "anticipates," "estimates," "intends" or similar expressions. Because these forward looking statements are based on estimates and assumptions that are subject to significant business, economic and competitive uncertainties, many of which are beyond the Company's control or are subject to change, actual results could be materially different.

Some of the factors that could cause actual results to differ include, but are not limited to the following: the occurrence of catastrophic events (including terrorist acts, hurricanes, hail, tornados, tsunamis, earthquakes, floods, snowfall and winter conditions); inadequacy of loss reserves; adverse developments involving asbestos, environmental or toxic tort claims and litigation; adverse developments in the cost, availability or ability to collect reinsurance; disruptions to the Company's relationships with its independent agents and brokers; financial disruption or a prolonged economic downturn; the performance of the Company's investment portfolios; a rise in interest rates; risks inherent in the Company's alternative investments in private limited partnerships ("LP"), limited liability companies ("LLC"), commercial mortgages and direct investments in natural resources; difficulty in valuing certain of the Company's investments; subjectivity in the determination of the amount of impairments taken on the Company's investments; unfavorable outcomes from litigation and other legal proceedings, including the effects of emerging claim and coverage issues and investigations by state and federal authorities; the Company's exposure to credit risk in certain of its business operations; the Company's inability to obtain price increases or maintain market share due to competition or otherwise; inadequacy of the Company's pricing models; changes to insurance laws and regulations; changes in the amount of statutory capital that the Company must hold to maintain its financial strength and credit ratings; regulatory restrictions on the Company's ability to change its methods of marketing and underwriting in certain areas; assessments for guaranty funds and mandatory pooling arrangements; a downgrade in the Company's claims-paying and financial strength ratings; the ability of the Company's subsidiaries to pay dividends to the Company; inflation, including inflation in medical costs and automobile and home repair costs; the cyclical nature of the property and casualty insurance industry; political, legal, operational and other risks faced by the Company's international business; potentially high severity losses involving the Company's surety products; loss or significant restriction on the Company's ability to use credit scoring in the pricing and underwriting of personal lines policies; inadequacy of the Company's controls to ensure compliance with legal and regulatory standards; changes in federal or state tax laws; risks arising out of the Company's securities lending program; the Company's utilization of information technology systems and its implementation of technology innovations; difficulties with technology or data security; insufficiency of the Company's business continuity plan in the event of a disaster; the Company's ability to successfully integrate operations, personnel and technology from its acquisitions; insufficiency of the Company's enterprise risk management models and modeling techniques; and changing climate conditions. The Company's forward looking statements speak only as of the date of this report or as of the date they are made and should be regarded solely as the Company's current plans, estimates and beliefs. For a detailed discussion of these and other cautionary statements, visit the Company's Investor Relations website at [www.libertymutualgroup.com/investors](http://www.libertymutualgroup.com/investors). The Company undertakes no obligation to update these forward looking statements.

## EXECUTIVE SUMMARY

The following highlights do not address all of the matters covered in the other sections of Management’s Discussion & Analysis of Financial Condition and Results of Operations or contain all of the information that may be important to the investing public. This summary should be read in conjunction with the other sections of Management’s Discussion & Analysis of Financial Condition and Results of Operations and the Company’s 2018 Unaudited Consolidated Financial Statements.

### Consolidated Results of Operations

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Net written premium (“NWP”)	\$10,189	\$9,854	3.4%	\$29,694	\$27,928	6.3%
Pre-tax operating income (loss) before partnerships, LLC and other equity method income	312	(1,290)	NM	1,176	(1,170)	NM
Partnerships, LLC and other equity method income	186	205	(9.3)	693	471	47.1
Net realized (losses) gains	(104)	177	NM	(8)	346	NM
Ironshore Inc. (“Ironshore”) acquisition & integration costs	(7)	(38)	(81.6)	(31)	(74)	(58.1)
Restructuring costs	(26)	(23)	13.0	(57)	(23)	147.8
Loss on extinguishment of debt	(5)	-	NM	(8)	(1)	NM
Discontinued operations, net of tax	-	52	(100.0)	530	161	NM
Consolidated net income (loss)	283	(664)	NM	1,912	(186)	NM
Less: Net income attributable to non-controlling interest	1	1	-	1	2	(50.0)
Net income (loss) attributable to LMHC	282	(665)	NM	1,911	(188)	NM
Cash flow provided by continuing operations	\$1,256	\$733	71.4%	\$2,412	\$1,464	64.8%

NM = Not Meaningful

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change (Points)	2018	2017	Change (Points)
Combined ratio before catastrophes <sup>1</sup> , net incurred losses attributable to prior years <sup>2</sup> , and current accident year re-estimation <sup>3</sup>	95.0%	93.1%	1.9	94.2%	93.9%	0.3
Combined ratio <sup>4</sup>	99.5%	117.2%	(17.7)	98.8%	107.3%	(8.5)

1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Net incurred losses attributable to prior years is defined as incurred losses attributable to prior years (including prior year losses related to catastrophes and prior year catastrophe reinstatement premium) including earned premium attributable to prior years.

3 Re-estimation of the current accident year loss reserves for the six months ended June 30, 2017.

4 The combined ratio, expressed as a percentage, is a measure of underwriting profitability. This measure should only be used in conjunction with, and not in lieu of, underwriting income and may not be comparable to other performance measures used by the Company’s competitors. The combined ratio is computed as the sum of the following property and casualty ratios: the ratio of claims and claim adjustment expense less managed care income to earned premium; the ratio of insurance operating costs plus amortization of deferred policy acquisition costs less third-party administration income and fee income (primarily related to the Company’s involuntary market servicing carrier operations) and installment charges to earned premium; and the ratio of policyholder dividends to earned premium. Provisions for uncollectible premium and reinsurance are not included in the combined ratio unless related to an asbestos and environmental commutation and certain other run off. Restructuring and Ironshore acquisition and integration costs are not included in the combined ratio.

	<b>As of September 30,</b>	<b>As of December 31,</b>	
<b>\$ in Millions</b>	<b>2018</b>	<b>2017</b>	<b>Change</b>
Short-term debt	\$-	\$11	(100.0%)
Long-term debt	8,255	8,314	(0.7)
Total debt	\$8,255	\$8,325	(0.8%)
Unassigned equity	\$23,865	\$21,687	10.0%
Accumulated other comprehensive loss	(2,878)	(1,026)	180.5
Non-controlling interest	27	27	-
Total equity	\$21,014	\$20,688	1.6%

### **Subsequent Events**

Management has assessed material subsequent events through November 1, 2018, the date the financial statements were available to be issued.

## CONSOLIDATED RESULTS OF OPERATIONS

The Company has identified consolidated pre-tax operating income (“PTOI”), and PTOI before partnerships, LLC and other equity method income as non-GAAP financial measures. PTOI is defined by the Company as pre-tax income excluding net realized gains, loss on extinguishment of debt, extraordinary items, discontinued operations, integration, other acquisition and restructuring related costs and cumulative effects of changes in accounting principles. PTOI before partnerships, LLC and other equity method income is defined as PTOI excluding LP and LLC results recognized on the equity method and revenue and expenses from direct investments in natural resources. PTOI before partnerships, LLC and other equity method income and PTOI are considered by the Company to be appropriate indicators of underwriting and operating results and are consistent with the way the Company internally evaluates performance. Net realized gains and partnerships, LLC and other equity method investment results are significantly impacted by both discretionary and economic factors and are not necessarily indicative of operating results, and the timing and amount of integration, other acquisition and restructuring related costs and the extinguishment of debt are not connected to the management of the insurance and underwriting aspects of the Company’s business. Income taxes are significantly impacted by permanent differences. References to NWP represent the amount of premium recorded for policies issued during a fiscal period including audits, retrospectively rated premium related to loss sensitive policies, and assumed premium, less ceded premium. Assumed and ceded reinsurance premiums include premium adjustments for reinstatement of coverage when a loss has used some portion of the reinsurance provided, generally under catastrophe treaties (“reinstatement premium”), and changes in estimated premium. In addition, the majority of workers compensation premium is adjusted to the “booked as billed” method through the Corporate and Other segment. The Company believes that NWP is a performance measure useful to investors as it generally reflects current trends in the Company’s sale of its insurance products.

The Company’s discussions related to net income are presented on an after-tax GAAP basis. All other discussions are presented on a pre-tax GAAP basis, unless otherwise noted.

Property and casualty operations’ investment income is allocated to the businesses based on planned ordinary investment income returns by investment category. Effective in 2017, the amount allocated to the businesses was updated to better reflect the current yield environment. The difference between allocated net investment income and actual net investment income is included in Corporate and Other.

On May 3, 2018, the Company’s Spanish subsidiary, Liberty Seguros Compania de Seguros y Reaseguros S.A., completed the sale of its entire 99.44% interest in its Turkish insurance affiliate, Liberty Sigorta A.S., to Talanx International.

On May 1, 2018, the Company completed the sale of Liberty Life Assurance Company of Boston (“LLAC”), which provides group disability, group life, individual life and annuity products, to Lincoln Financial Group. The results of LLAC are presented as discontinued operations in the accompanying Consolidated Statements of Operations and are no longer included within Liberty Mutual Benefits (formerly in Commercial Insurance) or within Corporate and Other. The prior periods have been restated to reflect this change.

On January 19, 2018, the Company announced the realignment of its businesses to enhance its ability to meet the changing needs of consumer and business customers. The Company’s realignment featured the following changes:

- Global Risk Solutions brings together Liberty’s Global Specialty, Ironshore (formerly in Global Specialty), National Insurance (formerly in Commercial Insurance) and the Global Reinsurance Strategy Group (formerly in Corporate and Other) into a single business. Dennis J. Langwell, formerly the Company’s Chief Financial Officer, has been appointed to lead Global Risk Solutions.
- Global Retail Markets combines Global Consumer Markets with Business Insurance and Accident and Health organizations (both formerly in Commercial Insurance). Timothy Sweeney, formerly the President of Global Consumer Markets, has been appointed to lead Global Retail Markets.
- Christopher L. Peirce, formerly the President of Global Specialty, has been appointed Liberty’s Chief Financial Officer.

On December 22, 2017, the U.S. enacted the Tax Cuts and Jobs Act of 2017 (the “Act”). The Act reduces the U.S. Federal corporate income tax rate from 35% to 21%, requires companies to pay a one-time transition tax on earnings

of certain foreign subsidiaries that were previously tax deferred and creates new taxes on certain foreign-sourced earnings. More details can be found in “Critical Accounting Estimates” under “Deferred Income Taxes”.

On May 1, 2017, the Company acquired Ironshore for approximately \$2.9 billion. Transaction related costs primarily consist of non-recurring banking, legal, tax, and accounting expenses. These expenses and integration related costs are reflected on the Consolidated Statements of Operations separately. Concurrent with the acquisition, the Company combined its existing Liberty International Underwriters’ U.S. business and Ironshore’s U.S. specialty lines business under the Ironshore brand. Effective May 1, 2017, the Company also entered into a reinsurance transaction with National Indemnity Company (“NICO”), a subsidiary of Berkshire Hathaway Inc., on a combined aggregate excess of loss agreement providing coverage for substantially all of Ironshore’s reserves (“Ironshore Reinsurance”). On May 2, 2017, Ironshore exercised its option to redeem in full its outstanding \$250 million Ironshore Holdings (US) Inc. 8.5% Senior Notes maturing in 2020 in accordance with the contractual make whole provisions.

On April 17, 2017, the Company completed the acquisition of TRU Services, LLC, specializing in providing medical stop loss products to mid and large-size medical plan sponsors. The transaction is not material to the Company.

On March 27, 2017, Liberty Mutual Finance Europe DAC (“LMFE”) issued €500 million par value of Senior Notes due 2024 (the “2024 Notes”). Interest is payable annually at a fixed rate of 1.75%. The 2024 Notes mature on March 27, 2024.

On February 27, 2017, the United Kingdom’s Ministry of Justice announced a reduction in the discount rate utilized for certain lump sum personal injury compensation claims from 2.5% to (.75%) effective March 20, 2017. The Company’s reserve estimation process provided for the impact of a range of events such as this.

On January 5, 2017, the Company completed the sale of its 10 St. James and 75 Arlington properties. The Company has entered into a sale lease back agreement for such properties with a term of 15 years and resulting in a net lease obligation of \$258 million. The sale resulted in a gain of \$297 million, of which \$188 million was deferred over the terms of the lease and \$109 million was recognized in the Consolidated Statements of Operations.

The Company’s two businesses are as follows:

- Global Retail Markets combines the Company’s local expertise in growth markets outside the U.S. with strong and scalable U.S. capabilities in order to take advantage of opportunities to grow its business globally. Global Retail Markets is organized into the following three market segments: U.S., West, and East.
- Global Risk Solutions offers a wide array of property, casualty, specialty and reinsurance coverage distributed through brokers and independent agents globally. Global Risk Solutions is organized into the following four market segments: Liberty Specialty Markets, National Insurance, North America Specialty, and Global Surety.

## Overview – Consolidated

Consolidated NWP by significant line of business was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Private passenger automobile	\$3,656	\$3,645	0.3%	\$10,664	\$10,347	3.1%
Homeowners	1,821	1,756	3.7	4,986	4,826	3.3
Global Risk Solutions specialty insurance <sup>1</sup>	1,202	1,098	9.5	3,378	2,593	30.3
Global Risk Solutions reinsurance	624	528	18.2	2,026	1,664	21.8
Commercial multiple-peril	598	566	5.7	1,684	1,640	2.7
Workers compensation	485	493	(1.6)	1,578	1,554	1.5
Commercial automobile	520	507	2.6	1,558	1,508	3.3
General liability	424	404	5.0	1,249	1,225	2.0
Surety	230	207	11.1	692	640	8.1
Commercial property	237	196	20.9	594	554	7.2
Global Risk Solutions inland marine	131	141	(7.1)	400	409	(2.2)
Corporate reinsurance <sup>2</sup>	(145)	(68)	113.2	(313)	(143)	118.9
Other <sup>3</sup>	406	381	6.6	1,198	1,111	7.8
<b>Total NWP</b>	<b>\$10,189</b>	<b>\$9,854</b>	<b>3.4%</b>	<b>\$29,694</b>	<b>\$27,928</b>	<b>6.3%</b>

1 Specialty insurance is reported within Global Risk Solutions and includes marine, energy, construction, aviation, property, casualty, warranty and indemnity, excess casualty, directors and officers, errors and omissions, environmental impairment liability, railroad, trade credit, excess and surplus property, crisis management, contingent lines and other.

2 NWP associated with internal reinsurance assumed into Corporate, net of corporate external placements.

3 Primarily includes NWP from allied lines, domestic inland marine, and life and health reported within Global Retail Markets.

NWP for the three months ended September 30, 2018 was \$10.189 billion, an increase of \$335 million over the same period in 2017.

Significant changes by major line of business for the three months ended September 30, 2018 include:

- Homeowners' NWP increased \$65 million. The increase reflects rate increases within Global Retail Markets' U.S. market segment.
- Global Risk Solutions specialty insurance increased \$104 million. The increase reflects new business growth and favorable rate increases, partially offset by additional reinsurance purchased in the current year.
- Global Risk Solutions reinsurance NWP increased \$96 million. The increase reflects new business growth and favorable rate increases, partially offset by net inwards reinstatement premiums earned in 2017 that did not recur in 2018.
- Commercial property NWP increased \$41 million. The increase reflects favorable rate increases.
- Corporate reinsurance NWP decreased \$77 million. The decrease reflects an accounting change to book ceded written premium for excess of loss contracts at inception of the contract and the net impact of increased property catastrophe reinsurance costs.

NWP for the nine months ended September 30, 2018 was \$29.694 billion, an increase of \$1.766 billion over the same period in 2017.

Significant changes by major line of business for the nine months ended September 30, 2018 include:

- Private passenger automobile NWP increased \$317 million. The increase reflects increased rate to keep pace with U.S. industry loss cost trends, organic growth and higher retention in Global Retail Markets' East and West market segments.



- Homeowners' NWP increased \$160 million. The increase reflects rate increases within Global Retail Markets' U.S. market segment.
- Global Risk Solutions specialty insurance increased \$785 million. The increase reflects the Ironshore acquisition, new business growth, favorable rate increases, and favorable foreign exchange due to the weakening of the U.S. dollar versus the euro and British pound as compared to the average rates in 2017. These increases are partially offset by additional reinsurance purchased in the current year.
- Global Risk Solutions reinsurance NWP increased \$362 million. The increase reflects new business growth, favorable rate increases and favorable foreign exchange due to the weakening of the U.S. dollar versus the euro and British pound as compared to the average rates in 2017. These increases were partially offset by net inwards reinstatement premiums earned in 2017 that did not recur in 2018.
- Corporate reinsurance NWP decreased \$170 million. The decrease reflects the net impact of increased property catastrophe reinsurance costs and an accounting change to book ceded written premium for excess of loss contracts at inception of the contract.

More detailed explanations of the changes in NWP by line of business are included in the related discussion of financial results for each segment.

Consolidated NWP by business was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Global Retail Markets	\$7,209	\$7,034	2.5%	\$20,992	\$20,181	4.0%
Global Risk Solutions	3,150	2,875	9.6	9,016	7,884	14.4
Corporate and Other	(170)	(55)	NM	(314)	(137)	129.2
Total NWP	\$10,189	\$9,854	3.4%	\$29,694	\$27,928	6.3%
Foreign exchange effect on growth			(0.8)			0.3
NWP growth excluding foreign exchange <sup>1</sup>			4.2%			6.0%

<sup>1</sup> Determined by assuming constant foreign exchange rates between periods.  
NM = Not Meaningful

Major drivers of NWP growth were as follows:

\$ in Millions	Three Months Ended September 30,				Nine Months Ended September 30,			
	2018	2017	\$ Change	Points Attribution	2018	2017	\$ Change	Points Attribution
Components of growth:								
Domestic personal automobile	3,012	2,987	25	0.3	8,745	8,532	213	0.8
Domestic homeowners	1,772	1,706	66	0.7	4,832	4,687	145	0.5
Global Retail Markets East   West (ex foreign exchange) <sup>1</sup>	1,110	1,039	71	0.7	3,148	2,934	214	0.8
Global Risk Solutions specialty insurance (ex foreign exchange) <sup>1</sup>	1,207	1,098	109	1.1	3,332	2,593	739	2.6
Global Risk Solutions reinsurance (ex foreign exchange) <sup>1</sup>	627	528	99	1.0	1,998	1,664	334	1.2
Domestic workers compensation	460	469	(9)	(0.1)	1,476	1,459	17	0.1
Surety	223	198	25	0.3	674	617	57	0.2
Global Risk Solutions inland marine (ex foreign exchange) <sup>1</sup>	132	141	(9)	(0.1)	395	409	(14)	(0.1)
Corporate reinsurance (ex foreign exchange) <sup>1,2</sup>	(145)	(68)	(77)	(0.8)	(313)	(143)	(170)	(0.6)
Other lines	1,867	1,756	111	1.1	5,318	5,176	142	0.5
Foreign exchange <sup>1</sup>	(76)	-	(76)	(0.8)	89	-	89	0.3
<b>Total NWP</b>	<b>\$10,189</b>	<b>\$9,854</b>	<b>\$335</b>	<b>3.4</b>	<b>\$29,694</b>	<b>\$27,928</b>	<b>\$1,766</b>	<b>6.3</b>

1 Determined by assuming constant foreign exchange rates between periods.

2 NWP associated with internal reinsurance assumed into Corporate, net of corporate external placements.

Consolidated NWP by geographic distribution channels was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
U.S.	\$8,128	\$8,158	(0.4%)	\$23,601	\$22,685	4.0%
International	2,061	1,696	21.5	6,093	5,243	16.2
<b>Total NWP</b>	<b>\$10,189</b>	<b>\$9,854</b>	<b>3.4%</b>	<b>\$29,694</b>	<b>\$27,928</b>	<b>6.3%</b>

For a more complete description of the Company's business operations, products and distribution channels, and other material information, please visit the Company's Investor Relations web site at [www.libertymutualgroup.com/investors](http://www.libertymutualgroup.com/investors).

**Results of Operations – Consolidated**

<b>\$ in Millions</b>	<b>Three Months Ended September 30,</b>			<b>Nine Months Ended September 30,</b>		
	<b>2018</b>	<b>2017</b>	<b>Change</b>	<b>2018</b>	<b>2017</b>	<b>Change</b>
Revenues	\$10,408	\$10,367	0.4%	\$31,012	\$29,181	6.3%
PTOI before catastrophes, net incurred losses attributable to prior years, current accident year re-estimation and partnerships, LLC and other equity method income	\$745	\$944	(21.1%)	\$2,489	\$2,428	2.5%
Catastrophes <sup>1</sup>	(479)	(1,801)	(73.4)	(1,344)	(3,156)	(57.4)
Net incurred losses attributable to prior years:						
- Asbestos and environmental <sup>2</sup>	(255)	(153)	66.7	(268)	(162)	65.4
- All other <sup>2,3</sup>	301	(250)	NM	299	(280)	NM
Current accident year re-estimation <sup>4</sup>	-	(30)	(100.0)	-	-	-
Pre-tax operating income (loss) before partnerships, LLC and other equity method income	312	(1,290)	NM	1,176	(1,170)	NM
Partnerships, LLC and other equity method income <sup>5</sup>	186	205	(9.3)	693	471	47.1
Pre-tax operating income (loss)	498	(1,085)	NM	1,869	(699)	NM
Net realized (losses) gains	(104)	177	NM	(8)	346	NM
Ironshore acquisition & integration costs	(7)	(38)	(81.6)	(31)	(74)	(58.1)
Restructuring costs	(26)	(23)	13.0	(57)	(23)	147.8
Loss on extinguishment of debt	(5)	-	NM	(8)	(1)	NM
Pre-tax income (loss)	356	(969)	NM	1,765	(451)	NM
Income tax expense (benefit)	73	(253)	NM	383	(104)	NM
Consolidated net income (loss) from continuing operations	283	(716)	NM	1,382	(347)	NM
Discontinued operations, net of tax	-	52	(100.0)	530	161	NM
Consolidated net income (loss)	283	(664)	NM	1,912	(186)	NM
Less: Net income attributable to non-controlling interest	1	1	-	1	2	(50.0)
Net income (loss) attributable to LMHC	\$282	(\$665)	NM	\$1,911	(\$188)	NM
Cash flow provided by continuing operations before pension contributions	\$1,256	\$734	71.1%	\$2,412	\$1,867	29.2%
Pension contributions	-	(1)	(100.0)	-	(403)	(100.0)
Cash flow provided by continuing operations	\$1,256	\$733	71.4%	\$2,412	\$1,464	64.8%

1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Asbestos and environmental is gross of the related adverse development reinsurance (the “NICO Reinsurance Transaction”), and All other includes all cessions related to the NICO Reinsurance Transaction, which is described further in “Reinsurance”.

3 Net of earned premium and reinstatement premium attributable to prior years of \$54 million and \$59 million for the three and nine months ended September 30, 2018, and \$12 million and \$2 million for the same periods in 2017.

4 Re-estimation of the current accident year loss reserves for the six months ended June 30, 2017.

5 Partnerships, LLC and other equity method income includes LP, LLC and other equity method income within net investment income in the accompanying Consolidated Statements of Operations and revenue and expenses from direct investments in natural resources.

NM = Not Meaningful

Partnerships, LLC and Other Equity Method Income	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
\$ in Millions						
LP, LLC and other equity method income <sup>1</sup>	\$176	\$218	(19.3%)	\$659	\$503	31.0%
Direct investment in natural resources revenues <sup>2</sup>	84	57	47.4	265	167	58.7
Direct investment in natural resources expenses <sup>3</sup>	(74)	(70)	5.7	(231)	(199)	16.1
Partnerships, LLC and other equity method income	\$186	\$205	(9.3%)	\$693	\$471	47.1%

1 Included within net investment income in the accompanying Consolidated Statements of Operations.

2 Included within fee & other revenues in the accompanying Consolidated Statements of Operations.

3 Included within operating costs and expenses in the accompanying Consolidated Statements of Operations.

Net Investment Income	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
\$ in Millions				
Taxable interest income	\$429	\$383	\$1,241	\$1,112
Tax-exempt interest income	43	58	137	186
Dividends	18	13	48	47
LP, LLC and other equity method income	176	218	659	503
Commercial mortgage loans	18	20	54	58
Other investment income	3	4	6	6
Gross investment income	687	696	2,145	1,912
Investment expenses <sup>1</sup>	(60)	(56)	(175)	(159)
Total net investment income	\$627	\$640	\$1,970	\$1,753

1 Fees paid to external managers are included within the components of gross investment income.

Net Realized (Losses) Gains \$ in Millions	Sales & Dispositions	Impairments	Change in Derivatives Value	Total
<b>Three Months Ended September 30, 2018:</b>				
Fixed maturities	(\$11)	(\$23)	\$-	(\$34)
Equities	5	(2)	-	3
Other	144	(257)	40	(73)
Total	\$138	(\$282)	\$40	(\$104)
<b>Three Months Ended September 30, 2017:</b>				
Fixed maturities	\$59	\$-	\$-	\$59
Equities	143	(32)	-	111
Other	3	(1)	5	7
Total	\$205	(\$33)	\$5	\$177

Net Realized (Losses) Gains \$ in Millions	Sales & Dispositions	Impairments	Change in Derivatives Value	Total
<b>Nine Months Ended September 30, 2018:</b>				
Fixed maturities	(\$55)	(\$29)	\$-	(\$84)
Equities	13	(6)	-	7
Other	340	(298)	27	69
Total	\$298	(\$333)	\$27	(\$8)
<b>Nine Months Ended September 30, 2017:</b>				
Fixed maturities	\$111	(\$15)	\$-	\$96
Equities	281	(66)	-	215
Other	114	(75)	(4)	35
Total	\$506	(\$156)	(\$4)	\$346

### Third Quarter Results:

Pre-tax operating income (loss) before partnerships, LLC and other equity method income for the three months ended September 30, 2018 was \$312 million versus (\$1.290) billion for the same period in 2017. The change reflects lower current year catastrophe losses, the profit margin on growth in earned premium, and Ironshore integration savings. Additionally, the change reflects net incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail). These changes were partially offset by higher employee related expenses and higher current year non-catastrophe loss activity in Global Retail Markets and Global Risk Solutions.

Partnerships, LLC and other equity method income, including operating income from direct investments in natural resources, for the three months ended September 30, 2018 was \$186 million, a decrease of \$19 million from the same period in 2017. The decrease reflects less favorable valuations and distributions in energy, metals and mining, and other private equity LP, LLC and other equity method investments in 2018 as compared to the same period in 2017. The decrease was partially offset by more favorable net operating income from direct investments in oil and gas in 2018 as compared to the same period in 2017.

Revenues for the three months ended September 30, 2018 were \$10.408 billion, an increase of \$41 million over the same period in 2017. The major components of revenues are net premium earned, net investment income, net realized (losses) gains, and fee and other revenues.

Net premium earned for the three months ended September 30, 2018 was \$9.622 billion, an increase of \$288 million over the same period in 2017. The increase primarily reflects the premium earned associated with the changes in NWP previously discussed and growth during the last three months of 2017.

Net investment income for the three months ended September 30, 2018 was \$627 million, a decrease of \$13 million from the same period in 2017. The decrease reflects less favorable valuations and distributions in energy, metals and mining and other private equity LP, LLC and other equity method investments in 2018 as compared to the same period in 2017. The decrease was partially offset by a higher net invested asset base driven in part by the extraordinary dividend related to the sale of LLAC in 2018 as compared to the same period in 2017.

Net realized (losses) gains for the three months ended September 30, 2018 were (\$104) million versus \$177 million for the same period in 2017. The net realized losses in the current quarter were primarily driven by a \$232 million impairment on an energy investment, partially offset by a \$148 million gain from the sale of a privately held equity security. The prior period was impacted by equity gains realized from sales due to portfolio repositioning in 2017 that did not recur in 2018.

Fee and other revenues for the three months ended September 30, 2018 were \$263 million, an increase of \$47 million over the same period in 2017. The increase reflects higher oil and gas revenues as a result of increased prices and production.

Claims, benefits and expenses for the three months ended September 30, 2018 were \$10.014 billion, a decrease of \$1.261 billion from the same period in 2017. The decrease reflects lower current year catastrophe losses and Ironshore integration savings. Additionally, the decrease reflects incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail). These decreases were partially offset by higher employee related expenses, attritional losses due to business growth, and higher current year non-catastrophe loss activity in Global Retail Markets and Global Risk Solutions.

Income tax expense (benefit) on continuing operations for the three months ended September 30, 2018 was \$73 million versus (\$253) million for the same period in 2017. The Company's effective tax rate on continuing operations for the three months ended September 30, 2018 was 21%, compared to 26% for the same period in 2017. For the three months ended September 30, 2018 the Company reported an income tax expense on pre-tax income compared to an income tax benefit on a pre-tax loss for the three months ended September 30, 2017.

Discontinued operations, net of tax, for the three months ended September 30, 2018 were zero versus \$52 million for the same period in 2017. The activity in 2017 represents the operations of LLAC, which was sold on May 1, 2018.

Net income (loss) attributable to LMHC for the three months ended September 30, 2018 was \$282 million versus (\$665) million for the same period in 2017.

Cash flow provided by continuing operations for the three months ended September 30, 2018 was \$1.256 billion, an increase of \$523 million over the same period in 2017. The increase reflects an Ironshore reinsurance payment and pension funding in 2017 that did not recur in 2018, as well as higher premium collections in Global Retail Markets. These increases were partially offset by loss payments related to the Ironshore acquisition, unfavorable paid loss activity in Global Retail Markets and increased property catastrophe reinsurance costs.

#### Year-to-date Results:

Pre-tax operating income (loss) before partnerships, LLC and other equity method income for the nine months ended September 30, 2018 was \$1.176 billion versus (\$1.170) billion for the same period in 2017. The change reflects lower current year catastrophe losses, the profit margin on growth in earned premium, favorable non-catastrophe losses in U.S. private passenger automobile in Global Retail Markets, and lower current year non-catastrophe loss activity and the Ironshore acquisition and related integration savings in Global Risk Solutions. Additionally, the change reflects net incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail). These changes were partially offset by higher employee related expenses, higher non-catastrophe losses in U.S. homeowners in Global Retail Markets, and higher current accident year commercial lines liability losses in Global Risk Solutions.

Partnerships, LLC and other equity method income, including operating income from direct investments in natural resources, for the nine months ended September 30, 2018 was \$693 million, an increase of \$222 million over the same period in 2017. The increase reflects more favorable valuations and distributions across the LP, LLC, and other equity

method investments as well as more favorable net operating income from direct investments in oil and gas in 2018 as compared to the same period in 2017.

Revenues for the nine months ended September 30, 2018 were \$31.012 billion, an increase of \$1.831 billion over the same period in 2017. The major components of revenues are net premium earned, net investment income, net realized (losses) gains, and fee and other revenues.

Net premium earned for the nine months ended September 30, 2018 was \$28.270 billion, an increase of \$1.802 billion over the same period in 2017. The increase primarily reflects the premium earned associated with the changes in NWP previously discussed and growth during the last three months of 2017.

Net investment income for the nine months ended September 30, 2018 was \$1.970 billion, an increase of \$217 million over the same period in 2017. The increase reflects more favorable valuations and distributions across the LP, LLC and other equity method investments in 2018 as compared to the same period in 2017. The increase also reflects a higher invested asset base in 2018 as compared to the same period in 2017, driven in part by the extraordinary dividend related to the sale of LLAC in 2018.

Net realized (losses) gains for the nine months ended September 30, 2018 were (\$8) million versus \$346 million for the same period in 2017. The net realized losses in the current period were primarily driven by impairments on natural resource investments and corporate real estate as well as fixed maturity net losses, partially offset by a \$162 million gain as a result of the acquisition of a previously held equity method investment and a \$148 million gain from the sale of a privately held equity security. The gains in the prior period included a \$109 million gain on the sale of company-owned real estate as well as equity gains realized from sales due to portfolio repositioning that did not recur in 2018.

Fee and other revenues for the nine months ended September 30, 2018 were \$780 million, an increase of \$166 million over the same period in 2017. The increase reflects higher oil and gas revenues as a result of increased prices and production.

Claims, benefits and expenses for the nine months ended September 30, 2018 were \$29.151 billion, a decrease of \$383 million from the same period in 2017. The decrease reflects lower current year catastrophe losses, favorable non-catastrophe losses in U.S. private passenger automobile in Global Retail Markets, and lower current year non-catastrophe loss activity and Ironshore integration savings in Global Risk Solutions. Additionally, the decrease reflects incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail). These decreases were partially offset by attritional losses due to business growth, higher employee related expenses, higher non-catastrophe losses in U.S. homeowners in Global Retail Markets, and the Ironshore acquisition and higher current accident year commercial lines liability losses in Global Risk Solutions.

Income tax expense (benefit) on continuing operations for the nine months ended September 30, 2018 was \$383 million versus (\$104) million for the same period in 2017. The Company's effective tax rate on continuing operations for the nine months ended September 30, 2018 was 22%, compared to 23% for the same period in 2017. For the nine months ended September 30, 2018 the Company reported an income tax expense on pre-tax income compared to an income tax benefit on a pre-tax loss for the nine months ended September 30, 2017. The Company's effective tax rate on continuing operations differs from the U.S. Federal statutory rate of 21% primarily due to the impact of non-U.S. operations, partially offset by tax-exempt investment income.

Discontinued operations, net of tax, for the nine months ended September 30, 2018 were \$530 million, an increase of \$369 million over the same period in 2017. This was primarily driven by the net gain recognized on the sale of LLAC.

Net income (loss) attributable to LMHC for the nine months ended September 30, 2018 was \$1.911 billion versus (\$188) million for the same period in 2017.

Cash flow provided by continuing operations for the nine months ended September 30, 2018 was \$2.412 billion, an increase of \$948 million over the same period in 2017. The increase reflects higher premium collections and favorable catastrophe payments in Global Retail Markets, and an Ironshore reinsurance payment and pension funding in 2017

that did not recur in 2018. These increases were partially offset by loss payments related to the Ironshore acquisition and increased property catastrophe reinsurance costs.

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change (Points)	2018	2017	Change (Points)
<b>CONSOLIDATED</b>						
<b>Combined ratio before catastrophes, net incurred losses attributable to prior years and current accident year re-estimation</b>						
Claims and claim adjustment expense ratio	65.5%	64.6%	0.9	64.5%	64.4%	0.1
Underwriting expense ratio	29.5	28.5	1.0	29.7	29.5	0.2
Subtotal	95.0	93.1	1.9	94.2	93.9	0.3
Catastrophes <sup>1</sup>	5.0	19.5	(14.5)	4.8	12.0	(7.2)
Net incurred losses attributable to prior years:						
- Asbestos and environmental	2.6	1.7	0.9	0.9	0.7	0.2
- All other <sup>2</sup>	(3.1)	2.6	(5.7)	(1.1)	0.7	(1.8)
Current accident year re-estimation <sup>3</sup>	-	0.3	(0.3)	-	-	-
<b>Total combined ratio<sup>4</sup></b>	<b>99.5%</b>	<b>117.2%</b>	<b>(17.7)</b>	<b>98.8%</b>	<b>107.3%</b>	<b>(8.5)</b>

1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Net of earned premium and reinstatement premium attributable to prior years.

3 Re-estimation of the current accident year loss reserves for the six months ended June 30, 2017.

4 The combined ratio, expressed as a percentage, is a measure of underwriting profitability. This measure should only be used in conjunction with, and not in lieu of, underwriting income and may not be comparable to other performance measures used by the Company's competitors. The combined ratio is computed as the sum of the following property and casualty ratios: the ratio of claims and claim adjustment expense less managed care income to earned premium; the ratio of insurance operating costs plus amortization of deferred policy acquisition costs less third-party administration income and fee income (primarily related to the Company's involuntary market servicing carrier operations) and installment charges to earned premium; and the ratio of policyholder dividends to earned premium. Provisions for uncollectible premium and reinsurance are not included in the combined ratio unless related to an asbestos and environmental commutation and certain other run off. Restructuring and Ironshore acquisition and integration costs are not included in the combined ratio.

### Third Quarter Results:

The consolidated combined ratio before catastrophes, net incurred losses attributable to prior years and current accident year re-estimation for the three months ended September 30, 2018 was 95.0%, an increase of 1.9 points over the same period in 2017. The increase in the claims and claim adjustment expense ratio reflects the impact of higher current year non-catastrophe loss activity in Global Retail Markets and Global Risk Solutions. The increase in the underwriting expense ratio reflects higher employee related expenses, partially offset by growth in earned premium and Ironshore integration savings.

Including the impact of catastrophes, net incurred losses attributable to prior years and current accident year re-estimation, the total combined ratio for the three months ended September 30, 2018 was 99.5%, a decrease of 17.7 points from the same period in 2017. The decrease primarily reflects lower current year catastrophe losses and net incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail), partially offset by the increases in the combined ratio previously discussed.



#### Year-to-date Results:

The consolidated combined ratio before catastrophes and net incurred losses attributable to prior years for the nine months ended September 30, 2018 was 94.2%, an increase of 0.3 points over the same period in 2017. The increase in the claims and claim adjustment expense ratio reflects higher non-catastrophe losses in U.S. homeowners in Global Retail Markets and higher current accident year commercial lines liability losses in Global Risk Solutions, partially offset by favorable non-catastrophe losses in U.S. private passenger automobile in Global Retail Markets and lower current year non-catastrophe loss activity in Global Risk Solutions. The increase in the underwriting expense ratio reflects higher employee related expenses, partially offset by growth in earned premium and Ironshore integration savings.

Including the impact of catastrophes and net incurred losses attributable to prior years, the total combined ratio for the nine months ended September 30, 2018 was 98.8%, a decrease of 8.5 points from the same period in 2017. The decrease reflects lower current year catastrophe losses and net incurred losses attributable to prior years strengthening in 2017 that did not recur in 2018 (refer to the related discussion of financial results for each segment for more detail), partially offset by the increases in the combined ratio previously discussed.

## GLOBAL RETAIL MARKETS

### *Overview – Global Retail Markets*

In January 2018, the Company announced the realignment of its businesses to enhance its ability to meet the changing needs of consumer and business customers. Global Consumer Markets, comprising U.S. Consumer Markets and East | West Consumer Markets, combined with the Business Insurance and Accident and Health organizations (both formerly in Commercial Insurance) to form Global Retail Markets. Global Retail Markets combines the Company's local expertise in growth markets outside the U.S. with strong and scalable U.S. capabilities in order to take advantage of opportunities to grow its business globally. Global Retail Markets comprises three market segments: U.S., West, and East.

U.S. consists of Personal Lines (formerly U.S. Consumer Markets) and Business Lines (formerly Business Insurance). U.S. Personal Lines sells automobile, homeowners and other types of property and casualty insurance coverage to individuals in the United States. These products are distributed through approximately 1,900 licensed employee sales representatives, 850 licensed telesales counselors, independent agents, third-party producers, the Internet, and sponsored affinity groups, which are a significant source of new business. U.S. Business Lines serves small commercial customers through an operating model that combines local underwriting, market knowledge and service with the scale advantages of a national company.

West sells property and casualty, health and life insurance products and services to individuals and businesses in Brazil, Colombia, Chile, Ecuador, Spain, Portugal, and Ireland. Private passenger automobile insurance is the single largest line of business.

East sells property and casualty, health and life insurance products and services to individuals and businesses in Thailand, Singapore, Hong Kong, Vietnam, Malaysia, India, China, and Russia. Private passenger automobile insurance is the single largest line of business.

On May 3, 2018, the Company's Spanish subsidiary, Liberty Seguros Compania de Seguros y Reaseguros S.A., completed the sale of its entire 99.44% interest in its Turkish insurance affiliate, Liberty Sigorta A.S., to Talanx International.

Global Retail Markets NWP by market segment was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
U.S.	\$6,167	\$5,995	2.9%	\$17,834	\$17,247	3.4%
West	772	791	(2.4)	2,327	2,213	5.2
East	270	248	8.9	831	721	15.3
Total NWP	\$7,209	\$7,034	2.5%	\$20,992	\$20,181	4.0%
Foreign exchange effect on growth			(1.0)			-
NWP growth excluding foreign exchange <sup>1</sup>			3.5%			4.0%

<sup>1</sup> Determined by assuming constant foreign exchange rates between periods.

Global Retail Markets NWP by line of business was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Private passenger automobile	\$3,656	\$3,645	0.3%	\$10,664	\$10,347	3.1%
Homeowners	1,821	1,756	3.7	4,986	4,826	3.3
Commercial multiple-peril	483	463	4.3	1,489	1,434	3.8
Commercial automobile	346	331	4.5	1,118	1,066	4.9
General liability	195	178	9.6	595	538	10.6
Workers compensation	165	163	1.2	558	539	3.5
Commercial property	129	107	20.6	359	293	22.5
Life and health	93	84	10.7	282	242	16.5
Other <sup>1</sup>	321	307	4.6	941	896	5.0
<b>Total NWP</b>	<b>\$7,209</b>	<b>\$7,034</b>	<b>2.5%</b>	<b>\$20,992</b>	<b>\$20,181</b>	<b>4.0%</b>

<sup>1</sup> Premium related to other personal and commercial lines including personal accident, bonds, small and medium enterprise, and marine and cargo lines of business.

### Third Quarter Results:

NWP for the three months ended September 30, 2018 was \$7.209 billion, an increase of \$175 million over the same period in 2017. The growth was driven by the U.S. segment across all lines of business primarily due to higher average written premiums driven by increased rate and increased new business and higher retention in private passenger automobile in Brazil. The increase was partially offset by foreign exchange primarily due to weakening of the Brazilian real versus the U.S. dollar as compared to the average rates in 2017.

### Year-to-date Results:

NWP for the nine months ended September 30, 2018 was \$20.992 billion, an increase of \$811 million over the same period in 2017. The growth was driven by the U.S. segment across all lines of business primarily due to higher average written premiums driven by increased rate and increased new business and higher retention in private passenger automobile in Brazil, both personal and commercial automobile in China, and commercial property in Chile.

### Results of Operations – Global Retail Markets

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Revenues	\$7,137	\$6,932	3.0%	\$21,138	\$20,201	4.6%
PTOI before catastrophes and net incurred losses attributable to prior years	\$729	\$836	(12.8%)	\$2,266	\$2,168	4.5%
Catastrophes <sup>1</sup>	(283)	(412)	(31.3)	(1,104)	(1,677)	(34.2)
Net incurred losses attributable to prior years	197	(213)	NM	202	(194)	NM
<b>PTOI</b>	<b>\$643</b>	<b>\$211</b>	<b>NM</b>	<b>\$1,364</b>	<b>\$297</b>	<b>NM</b>

<sup>1</sup> Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

NM = Not Meaningful

### Third Quarter Results:

PTOI for the three months ended September 30, 2018 was \$643 million, an increase of \$432 million over the same period in 2017. The increase was driven by lower current year catastrophe losses due to lower severity and profit margin on growth in earned premium due to strong topline growth. Additionally, the increase reflects favorable net incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable net incurred losses attributable to prior years in 2017 due to commercial automobile strengthening. These increases were partially offset by higher non-catastrophe losses in U.S. homeowners.

Revenues for the three months ended September 30, 2018 were \$7.137 billion, an increase of \$205 million over the same period in 2017. The increase reflects the premium earned associated with the changes in NWP previously discussed and growth during the last three months of 2017.

Claims, benefits and expenses for the three months ended September 30, 2018 were \$6.495 billion, a decrease of \$226 million from the same period in 2017. The decrease was driven by lower current year catastrophe losses due to lower severity, as well as favorable incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable incurred losses attributable to prior years in 2017 due to commercial automobile strengthening. These decreases were partially offset higher non-catastrophe losses in U.S. homeowners.

### Year-to-date Results:

PTOI for the nine months ended September 30, 2018 was \$1.364 billion, an increase of \$1.067 billion over the same period in 2017. The increase was driven by lower current year catastrophe losses due to lower severity, profit margin on growth in earned premium due to strong topline results, and favorable non-catastrophe losses in U.S. private passenger automobile. Additionally, the increase reflects favorable net incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable net incurred losses attributable to prior years in 2017 due to commercial automobile strengthening. These increases were partially offset by higher non-catastrophe losses in U.S. homeowners.

Revenues for the nine months ended September 30, 2018 were \$21.138 billion, an increase of \$937 million over the same period in 2017. The increase reflects the premium earned associated with the changes in NWP previously discussed and growth during the last three months of 2017.

Claims, benefits and expenses for the nine months ended September 30, 2018 were \$19.778 billion, a decrease of \$127 million from the same period in 2017. The decrease was primarily driven by lower current year catastrophe losses due to lower severity and favorable non-catastrophe losses in U.S. private passenger automobile. Additionally, the decrease reflects favorable incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable incurred losses attributable to prior years in 2017 due to commercial automobile strengthening. These decreases were partially offset by higher current year non-catastrophe losses driven by business growth and higher non-catastrophe losses in U.S. homeowners.

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change (Points)	2018	2017	Change (Points)
<b>GLOBAL RETAIL MARKETS</b>						
<b>Combined ratio before catastrophes and net incurred losses attributable to prior years</b>						
Claims and claim adjustment expense ratio	63.8%	62.0%	1.8	63.2%	62.8%	0.4
Underwriting expense ratio	27.8	28.0	(0.2)	28.1	28.7	(0.6)
Subtotal	91.6	90.0	1.6	91.3	91.5	(0.2)
Catastrophes <sup>1</sup>	4.1	6.2	(2.1)	5.5	8.7	(3.2)
Net incurred losses attributable to prior years	(2.9)	3.2	(6.1)	(1.0)	1.0	(2.0)
<b>Total combined ratio</b>	<b>92.8%</b>	<b>99.4%</b>	<b>(6.6)</b>	<b>95.8%</b>	<b>101.2%</b>	<b>(5.4)</b>

<sup>1</sup> Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

### Third Quarter Results:

The Global Retail Markets combined ratio before catastrophes and net incurred losses attributable to prior for the three months ended September 30, 2018 was 91.6%, an increase of 1.6 points over the same period in 2017. The increase was primarily driven by the claims and claim adjustment expense ratio which reflects the impact of non-catastrophe losses in U.S. homeowners.

Including the impact of catastrophes and net incurred losses attributable to prior years, the total combined ratio for the three months ended September 30, 2018 was 92.8%, a decrease of 6.6 points from the same period in 2017. The decrease was driven by lower current year catastrophe losses due to lower severity and profit margin on growth in earned premium. Additionally, the decrease reflects favorable net incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable net incurred losses attributable to prior years in 2017 due to commercial automobile strengthening. These decreases were partially offset by the changes in the claims and claim adjustment expense ratio previously discussed.

### Year-to-date Results:

The Global Retail Markets combined ratio before catastrophes and net incurred losses attributable to prior years for the nine months ended September 30, 2018 was 91.3%, a decrease of 0.2 points from the same period in 2017. The increase in the claims and claim adjustment expense ratio was driven by non-catastrophe losses in U.S. homeowners, more than offset by favorable non-catastrophe losses in U.S. private passenger automobile and a decrease in the underwriting expense ratio due to earned premium growth.

Including the impact of catastrophes and net incurred losses attributable to prior years, the total combined ratio for the nine months ended September 30, 2018 was 95.8%, a decrease of 5.4 points from the same period in 2017. The decrease was driven by lower catastrophe losses due to lower severity and the changes in the underwriting and claims and claim adjustment expense ratios previously discussed. Additionally, the decrease reflects favorable net incurred losses attributable to prior years in 2018 due to prior year catastrophe reserve releases partially offset by casualty lines strengthening versus unfavorable net incurred losses attributable to prior years in 2017 due to commercial automobile strengthening.

## GLOBAL RISK SOLUTIONS

### *Overview – Global Risk Solutions*

In January 2018, the Company announced the realignment of its businesses to enhance its ability to meet the changing needs of consumer and business customers. Global Risk Solutions brings together Global Specialty including Ironshore and National Insurance into a single business. Global Risk Solutions offers a wide array of property, casualty, specialty and reinsurance coverage distributed through brokers and independent agents globally. Admitted market commercial property and casualty annual premiums in excess of \$150K are included in Global Risk Solutions. The new segments for Global Risk Solutions are as follows:

- Liberty Specialty Markets – Includes Global Risk Solutions business outside of North America.
- National Insurance – Includes U.S. admitted property and casualty in excess of \$150K annual premium.
- North America Specialty – Includes specialty lines and non-admitted property and casualty in North America.
- Global Surety – Leading global provider of contract and commercial surety bonds to businesses of all sizes.
- Other Global Risk Solutions primarily consists of internal reinsurance programs across the Liberty Mutual enterprise.

Global Risk Solutions NWP by market segment was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Liberty Specialty Markets	\$1,185	\$1,089	8.8%	\$3,404	\$2,826	20.5%
National Insurance	1,074	997	7.7	2,831	2,853	(0.8)
North America Specialty	463	412	12.4	1,342	895	49.9
Global Surety	218	194	12.4	658	603	9.1
Other Global Risk Solutions	210	183	14.8	781	707	10.5
Total NWP	\$3,150	\$2,875	9.6%	\$9,016	\$7,884	14.4%
Foreign exchange effect on growth			(0.3)			1.0
NWP growth excluding foreign exchange <sup>1</sup>			9.9%			13.4%

<sup>1</sup> Determined by assuming constant foreign exchange rates between periods.

Global Risk Solutions' major lines of business are as follows:

- (1) Specialty insurance: includes marine, energy, construction, aviation, property, casualty, warranty and indemnity, excess casualty, directors and officers, errors and omissions, environmental impairment liability, railroad, trade credit, excess and surplus property, crisis management, contingent lines and other;
- (2) Reinsurance: includes worldwide multi-line marine, property, casualty, specialty and internal reinsurance;
- (3) Surety: includes contract and commercial surety bonds;
- (4) Inland marine: handset protection coverage for lost or damaged wireless devices;
- (5) Workers compensation, general liability, commercial automobile, commercial property and commercial multiple-peril which encompasses the domestic National Insurance business.

Global Risk Solutions NWP by line of business was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Specialty insurance	\$1,202	\$1,098	9.5%	\$3,378	\$2,593	30.3%
Reinsurance	624	528	18.2	2,026	1,664	21.8
Workers compensation	344	316	8.9	1,014	1,005	0.9
Surety	223	198	12.6	674	617	9.2
General liability	229	226	1.3	654	687	(4.8)
Commercial automobile	174	176	(1.1)	440	442	(0.5)
Inland marine	131	141	(7.1)	400	409	(2.2)
Commercial property	108	89	21.3	235	261	(10.0)
Commercial multiple-peril	115	103	11.7	195	206	(5.3)
Total NWP	\$3,150	\$2,875	9.6%	\$9,016	\$7,884	14.4%

#### Third Quarter Results:

NWP for the three months ended September 30, 2018 was \$3.150 billion, an increase of \$275 million over the same period in 2017. The increase was driven by specialty insurance and reinsurance growth primarily due to new business and favorable rate increases. National Insurance was favorably impacted by an increase in rate across most lines and Surety was favorable due to growth primarily within the contract bond business. These increases were partially offset by additional reinsurance purchased in the current year and net inwards reinstatement premiums earned in 2017 that did not recur in 2018.

#### Year-to-date Results:

NWP for the nine months ended September 30, 2018 was \$9.016 billion, an increase of \$1.132 billion over the same period in 2017. The increase was driven by specialty insurance and reinsurance primarily due to the Ironshore acquisition and growth from targeted new business and favorable rate increases, increased rate across most lines in National Insurance, and growth across all businesses in Surety. Additionally, foreign exchange was favorable due to the weakening of the U.S. dollar versus the euro and British pound as compared to the average rates in 2017. These increases were partially offset by additional reinsurance purchased in the current year and net inwards reinstatement premiums earned in 2017 that did not recur in 2018. National Insurance was also unfavorably impacted by lost business outpacing new business across most lines due to underwriting actions in the middle market and an extremely competitive market, particularly for large accounts, and higher ceded premium within commercial property lines due to an increase in externally placed reinsurance.

## Results of Operations – Global Risk Solutions

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Revenues	\$3,166	\$3,047	3.9%	\$9,155	\$8,107	12.9%
PTOI before catastrophes, net incurred losses attributable to prior years and current accident year re-estimation	\$221	\$237	(6.8%)	\$823	\$670	22.8%
Catastrophes <sup>1</sup>	(200)	(1,702)	(88.2)	(258)	(1,812)	(85.8)
Net incurred losses attributable to prior years <sup>2</sup>	144	(62)	NM	125	(101)	NM
Current accident year re-estimation <sup>3</sup>	-	(30)	(100.0)	-	-	-
Pre-tax operating income (loss)	\$165	(\$1,557)	NM	\$690	(\$1,243)	NM

1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Net of earned premium and reinstatement premium attributable to prior years of \$54 million and \$59 million for the three and nine months ended September 30, 2018, and \$12 million and \$2 million for the same periods in 2017.

3 Re-estimation of the current accident year general liability loss reserves for the six months ended June 30, 2017.

NM = Not Meaningful

### Third Quarter Results:

Pre-tax operating income (loss) for the three months ended September 30, 2018 was \$165 million versus (\$1.557) billion for the same period in 2017. The change reflects lower current year catastrophe losses, Ironshore integration savings, and profit margin on growth in earned premium. Additionally, the change reflects favorable net incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus commercial automobile strengthening and general liability current accident year re-estimation within National Insurance in 2017. These changes were partially offset by higher employee related expenses, and higher current year non-catastrophe loss activity.

Revenues for the three months ended September 30, 2018 were \$3.166 billion, an increase of \$119 million over the same period in 2017. The increase reflects premium earned associated with the changes in NWP previously discussed and higher writings in prior years, partially offset by net inwards reinstatement premiums earned in 2017 that did not recur in 2018.

Claims, benefits and expenses for the three months ended September 30, 2018 were \$2.998 billion, a decrease of \$1.606 billion from the same period in 2017. The decrease reflects lower current year catastrophe losses and Ironshore integration savings. Additionally, the decrease reflects favorable incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus commercial automobile strengthening and general liability current accident year re-estimation within National Insurance in 2017. These decreases were partially offset by attritional losses from growth, higher employee related expenses, and higher current year non-catastrophe loss activity.

### Year-to-date Results:

Pre-tax operating income (loss) for the nine months ended September 30, 2018 was \$690 million versus (\$1.243) billion for the same period in 2017. The change reflects the Ironshore acquisition, lower current year catastrophe losses, profit margin on growth in earned premium, Ironshore integration savings, and lower current year non-catastrophe loss activity. Additionally, the change reflects favorable net incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus



commercial automobile strengthening within National Insurance in 2017. These changes were partially offset by higher current accident year commercial lines liability losses in National Insurance and higher employee related expenses.

Revenues for the nine months ended September 30, 2018 were \$9.155 billion, an increase of \$1.048 billion over the same period in 2017. The increase reflects premium earned associated with the changes in NWP previously discussed and higher writings in prior years partially offset by net inwards reinstatement premiums earned in 2017 that did not recur in 2018.

Claims, benefits and expenses for the nine months ended September 30, 2018 were \$8.462 billion, a decrease of \$888 million from the same period in 2017. The decrease reflects lower current year catastrophe losses, Ironshore integration savings, and lower current year non-catastrophe loss activity. Additionally, the decrease reflects favorable incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus commercial automobile strengthening within National Insurance in 2017. These decreases were partially offset by the Ironshore acquisition, attritional losses from growth, higher current accident year commercial lines liability losses in National Insurance, and higher employee related expenses.

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change (Points)	2018	2017	Change (Points)
<b>GLOBAL RISK SOLUTIONS</b>						
<b>Combined ratio before catastrophes, net incurred losses attributable to prior years and current accident year re-estimation</b>						
Claims and claim adjustment expense ratio	67.5%	67.2%	0.3	66.0%	66.5%	(0.5)
Underwriting expense ratio	31.6	30.9	0.7	31.6	31.7	(0.1)
Dividend ratio	0.1	0.1	-	0.1	0.1	-
Subtotal	99.2	98.2	1.0	97.7	98.3	(0.6)
Catastrophes <sup>1</sup>	7.1	61.9	(54.8)	3.2	24.8	(21.6)
Net incurred losses attributable to prior years <sup>2</sup>	(5.1)	2.0	(7.1)	(1.6)	1.5	(3.1)
Current accident year re-estimation <sup>3</sup>	-	1.1	(1.1)	-	-	-
<b>Total combined ratio</b>	<b>101.2%</b>	<b>163.2%</b>	<b>(62.0)</b>	<b>99.3%</b>	<b>124.6%</b>	<b>(25.3)</b>

1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Net of earned premium and reinstatement premium attributable to prior years.

3 Re-estimation of the current accident year general liability loss reserves for the six months ended June 30, 2017.

### Third Quarter Results:

The Global Risk Solutions combined ratio before catastrophes, net incurred losses attributable to prior years and current accident year re-estimation for the three months ended September 30, 2018 was 99.2%, an increase of 1.0 point over the same period in 2017. The increase in the claims and claim adjustment expense ratio reflects unfavorable current year non-catastrophe loss activity. The increase in the underwriting expense ratio was primarily driven by higher employee related expenses partially offset by higher earned premium and Ironshore integration savings.

Including the impact of catastrophes, net incurred losses attributable to prior years and current accident year re-estimation, the total combined ratio for the three months ended September 30, 2018 was 101.2%, a decrease of 62.0 points from the same period in 2017. The decrease reflects lower current year catastrophe losses. Additionally, the decrease reflects favorable net incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus commercial automobile strengthening

and general liability current accident year re-estimation within National Insurance in 2017. These decreases were partially offset by the changes to the combined ratio mentioned above.

Year-to-date Results:

The Global Risk Solutions combined ratio before catastrophes and net incurred losses attributable to prior years for the nine months ended September 30, 2018 was 97.7%, a decrease of 0.6 points from the same period in 2017. The decrease in the claims and claim adjustment expense ratio reflects favorable current year non-catastrophe loss activity, partially offset by higher current accident year commercial lines liability losses in National Insurance. The decrease in the underwriting expense ratio was driven by higher earned premium and Ironshore integrations savings, partially offset by higher employee related expenses.

Including the impact of catastrophes and net incurred losses attributable to prior years, the total combined ratio for the nine months ended September 30, 2018 was 99.3%, a decrease of 25.3 points from the same period in 2017. The decrease reflects the changes to the combined ratio mentioned above and lower current year catastrophe losses. Additionally, the decrease reflects favorable net incurred losses attributable to prior years in 2018 primarily due to reserve releases for prior year catastrophes, workers compensation and non-catastrophe property partially offset by strengthening of general claim expenses, commercial auto liability and general liability versus commercial automobile strengthening within National Insurance in 2017.

## CORPORATE AND OTHER

### *Overview – Corporate and Other*

Corporate and Other includes the following significant items:

- Certain internal discontinued operations, which comprises: the run-off of certain commercial lines business, the run-off of the California workers compensation business of Golden Eagle Insurance Corporation and certain distribution channels related to Prudential Property and Casualty Insurance Company, Prudential General Insurance Company and Prudential Commercial Insurance Company (together, “PruPac”) and Liberty Re annuity business.
- Cessions related to certain retroactive reinsurance agreements, including the NICO Reinsurance Transaction, which is described further in “Reinsurance”.
- Effective January 1, 2015, Corporate began assuming certain pre-2014 voluntary and involuntary workers compensation claims from the businesses. The covered business materially aligns with the workers compensation business covered by the retroactive reinsurance agreement defined as the NICO Reinsurance Transaction, which is described further in “Reinsurance”.
- Interest expense on the Company’s outstanding debt.
- Certain risks of its businesses that the Company reinsures as part of its risk management program and risks on U.S. homeowners business covered by externally ceded homeowners quota share reinsurance treaties.
- The Company reports its written premium on workers compensation contracts on the "booked as billed" method. The businesses report workers compensation written premium on the "booked at inception" method. Corporate and Other results reflect the difference between these two methods.
- The Company discounts the long-term indemnity portion of its settled unpaid workers compensation claims at risk-free discount rates. The businesses report their discount based on statutory discount rates. Corporate and Other results reflect the difference between the statutory and risk-free rate.
- Costs associated with certain long-term compensation plans and other corporate costs not fully allocated to the businesses.
- Property and casualty operations’ investment income is allocated to the businesses based on planned ordinary investment income returns by investment category. The difference between allocated net investment income and actual net investment income is included in Corporate and Other.
- Investment-related realized gains (losses) and real estate impairments.
- Income related to LP, LLC and other equity method investments.
- Fee and other revenues include revenues from certain wholly owned non-insurance subsidiaries, primarily Liberty Energy. Liberty Energy generates revenue from the production and sale of oil and gas and related LP, LLC and other equity method investments.
- The results of LLAC presented as discontinued operations, including the net gain on the sale of LLAC.

Corporate and Other NWP by line of business was as follows:

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Reinsurance, net	(\$145)	(\$68)	113.2%	(\$313)	(\$143)	118.9%
Workers compensation <sup>1</sup>	(24)	14	NM	6	10	(40.0)
Other	(1)	(1)	-	(7)	(4)	75.0
Total NWP	(\$170)	(\$55)	NM	(\$314)	(\$137)	129.2%

1 Booked as billed adjustment.  
NM = Not Meaningful

#### Third Quarter Results:

NWP for the three months ended September 30, 2018 was (\$170) million, a decrease of \$115 million from the same period in 2017. The decrease reflects an accounting change to book ceded written premium for excess of loss contracts at inception of the contract, the net impact of increased property catastrophe reinsurance costs, and the booked as billed adjustment (an increase in direct NWP in the business results in a higher adjustment needed in Corporate when compared to prior year).

#### Year-to-date Results:

NWP for the nine months ended September 30, 2018 was (\$314) million, a decrease of \$177 million from the same period in 2017. The decrease reflects the net impact of increased property catastrophe reinsurance costs and an accounting change to book ceded written premium for excess of loss contracts at inception of the contract.

#### Results of Operations – Corporate and Other

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017	Change	2018	2017	Change
Revenues	\$105	\$388	(72.9%)	\$719	\$873	(17.6%)
Pre-tax operating loss before catastrophes, net incurred losses attributable to prior years, and partnerships, LLC and other equity method income	(\$205)	(\$129)	58.9%	(\$600)	(\$410)	46.3%
Catastrophes <sup>1</sup>	4	313	(98.7)	18	333	(94.6)
Net incurred losses attributable to prior years:						
-Asbestos and environmental <sup>2</sup>	(255)	(153)	66.7	(268)	(162)	65.4
-All other <sup>2,3</sup>	(40)	25	NM	(28)	15	NM
Pre-tax operating (loss) income before partnerships, LLC and other equity method income	(496)	56	NM	(878)	(224)	NM
Partnerships, LLC and other equity method income <sup>4</sup>	186	205	(9.3)	693	471	47.1
Pre-tax operating (loss) income	(\$310)	\$261	NM	(\$185)	\$247	NM

- 1 Catastrophes are defined as a natural catastrophe or terror event exceeding \$25 million in estimated ultimate losses, net of reinsurance, and before taxes. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.
- 2 Asbestos and environmental is gross of the NICO Reinsurance Transaction, and All other includes all cessions related to the NICO Reinsurance Transaction, which is described further in "Reinsurance".
- 3 Net of earned premium attributable to prior years of zero for the three and nine months ended September 30, 2018 and 2017.
- 4 Partnerships, LLC and other equity method income includes LP, LLC and other equity method income within net investment income in the accompanying Consolidated Statements of Operations and revenue and expenses from direct investments in natural resources.  
NM = Not Meaningful

### Third Quarter Results:

Pre-tax operating (loss) income for the three months ended September 30, 2018 was (\$310) million versus \$261 million for the same period in 2017. The change reflects the reduction of prior year expected recoveries on external reinsurance treaties in 2018 due to the reserve releases for prior year catastrophes in the businesses versus favorable expected recoveries on external reinsurance treaties outpacing internal assumed losses in 2017. Additionally, the change was driven by higher employee benefits expenses and lower profit margin within the reinsurance segment due to lower earned premium. These changes were partially offset by the net favorable impact of the NICO Reinsurance Transaction covered workers compensation weakening and asbestos and environmental strengthening in 2018 versus unfavorable asbestos and environmental strengthening in 2017, and higher net investment income excluding partnerships, LLC and other equity method investments.

Revenues for the three months ended September 30, 2018 were \$105 million, a decrease of \$283 million from the same period in 2017. The major components of revenues are net premium earned, net investment income (including LP, LLC and other equity method investments), net realized (losses) gains, and fee and other revenues.

Net premium earned for the three months ended September 30, 2018 was (\$81) million, a decrease of \$21 million from the same period in 2017. The decrease reflects the net impact of increased property catastrophe reinsurance costs.

Net investment income for the three months ended September 30, 2018 was \$196 million, a decrease of \$13 million from the same period in 2017. The decrease reflects less favorable valuations and distributions in energy, metals and mining and other private equity LP, LLC and other equity method investments in 2018 as compared to the same period in 2017. The decrease was partially offset by a higher net invested asset base driven in part by the extraordinary dividend related to the sale of LLAC in 2018 as compared to the same period in 2017.

Net realized (losses) gains for the three months ended September 30, 2018 were (\$106) million versus \$177 million for the same period in 2017. The net realized losses in the current quarter were primarily driven by a \$232 million impairment on an energy investment, partially offset by a \$148 million gain from the sale of a privately held equity security. The prior period was impacted by equity gains realized from sales due to portfolio repositioning in 2017 that did not recur in 2018.

Fee and other revenues for the three months ended September 30, 2018 were \$96 million, an increase of \$34 million over the same period in 2017. The increase was primarily driven by higher oil and gas revenues as a result of increased prices and production.

Claims, benefits and expenses for the three months ended September 30, 2018 were \$521 million, an increase of \$571 million over the same period in 2017. The increase reflects the reduction of prior year expected recoveries on external reinsurance treaties in 2018 due to the reserve releases for prior year catastrophes in the businesses versus favorable expected recoveries on external reinsurance treaties outpacing internal assumed losses in 2017. Additionally, the increase was driven by higher employee benefits expenses, partially offset by the net favorable impact of the NICO Reinsurance Transaction covered workers compensation weakening and asbestos and environmental strengthening in 2018 versus unfavorable asbestos and environmental strengthening in 2017.

### Year-to-date Results:

Pre-tax operating (loss) income for the nine months ended September 30, 2018 was (\$185) million versus \$247 million for the same period in 2017. The change reflects the reduction of prior year expected recoveries on external reinsurance treaties in 2018 due to the reserve releases for prior year catastrophes in the businesses versus favorable expected recoveries on external reinsurance treaties outpacing internal assumed losses in 2017. Additionally, the change reflects higher employee benefits expenses and lower profit margin within the reinsurance segment due to lower earned premium. These changes were partially offset by higher partnerships, LLC and other equity method income and the net favorable impact of the NICO Reinsurance Transaction covered workers compensation weakening and asbestos and environmental strengthening in 2018 versus unfavorable asbestos and environmental strengthening in 2017.

Revenues for the nine months ended September 30, 2018 were \$719 million, a decrease of \$154 million from the same period in 2017. The major components of revenues are net premium earned, net investment income (including LP, LLC and other equity method investments), net realized (losses) gains, and fee and other revenues.

Net premium earned for the nine months ended September 30, 2018 was (\$242) million, a decrease of \$84 million from the same period in 2017. The decrease reflects the net impact of increased property catastrophe reinsurance costs.

Net investment income for the nine months ended September 30, 2018 was \$681 million, an increase of \$170 million over the same period in 2017. The increase reflects more favorable valuations and distributions across the LP, LLC and other equity method investments in 2018 as compared to the same period in 2017. The increase also reflects a higher invested asset base in 2018 as compared to the same period in 2017, driven in part by the extraordinary dividend related to the sale of LLAC in 2018.

Net realized (losses) gains for the nine months ended September 30, 2018 were (\$7) million versus \$347 million for the same period in 2017. The net realized losses in the current period were primarily driven by impairments on natural resource investments and corporate real estate as well as fixed maturity net losses, partially offset by a \$162 million gain as a result of the acquisition of a previously held equity method investment and a \$148 million gain from the sale of a privately held equity security. The gains in the prior period included a \$109 million gain on the sale of company-owned real estate as well as equity gains realized from sales due to portfolio repositioning that did not recur in 2018.

Fee and other revenues for the nine months ended September 30, 2018 were \$287 million, an increase of \$114 million over the same period in 2017. The increase was primarily driven by higher oil and gas revenues as a result of increased prices and production.

Claims, benefits and expenses for the nine months ended September 30, 2018 were \$911 million, an increase of \$632 million over the same period in 2017. The increase reflects the reduction of prior year expected recoveries on external reinsurance treaties in 2018 due to the reserve releases for prior year catastrophes in the businesses versus favorable expected recoveries on external reinsurance treaties outpacing internal assumed losses in 2017. Additionally, the increase was driven by higher employee benefits expenses and higher depreciation, depletion and amortization expenses related to Liberty Energy. These increases were partially offset by the net favorable impact of the NICO Reinsurance Transaction covered workers compensation weakening and asbestos and environmental strengthening in 2018 versus unfavorable asbestos and environmental strengthening in 2017.

## INVESTMENTS

### *General*

The Company's investment strategy seeks long-term returns through disciplined security selection, portfolio diversity and an integrated approach to risk management. The Company selects and monitors investments to balance the goals of safety, stability, liquidity, growth and after-tax total return with its need to comply with regulatory investment requirements. A relatively safe and stable income stream is achieved by maintaining a broadly based portfolio of investment grade bonds. These holdings are supplemented by investments in additional asset types with the objective of further enhancing the portfolio's diversification and expected returns. These additional asset types include commercial mortgages and other real estate financing investments, non-investment grade bonds, including leveraged loans, common and preferred stock, private equity and direct investments in natural resource ventures. Risk management is accomplished through asset liability management (including both interest rate risk and foreign currency risk), diversification, credit limits and a careful analytical review of each investment decision.

The Company's investment policy and strategy are reviewed and approved by the Investment Committee of its Board of Directors, which meets on a regular basis to review and consider investment activities, tactics and new investment classes. In addition, the Company predominantly uses a subsidiary investment advisor for managing and administering the investment portfolios of its domestic and foreign insurance operations.

### *Invested Assets (including cash and cash equivalents)*

The following table summarizes the Company's invested assets by asset category as of September 30, 2018 and December 31, 2017:

Invested Assets by Type  \$ in Millions	As of September 30, 2018		As of December 31, 2017	
	Carrying Value	% of Total	Carrying Value	% of Total
Fixed maturities, available for sale, at fair value	\$56,445	75.5%	\$54,040	76.4%
Equity securities, available for sale, at fair value <sup>1</sup>	4,152	5.6	2,608	3.7
LP, LLC and other equity method investments	5,958	8.0	6,223	8.8
Commercial mortgage loans	1,753	2.4	1,623	2.3
Short-term investments	417	0.6	494	0.7
Other investments	345	0.5	905	1.3
Cash and cash equivalents	5,503	7.4	4,827	6.8
<b>Total invested assets</b>	<b>\$ 74,573</b>	<b>100.0%</b>	<b>\$70,720</b>	<b>100.0%</b>

<sup>1</sup> Included in Equity securities, available for sale, at fair value as of September 30, 2018 and December 31, 2017 were \$1.129 billion and \$1.217 billion of investments in bond ETFs, respectively.

Total invested assets as of September 30, 2018 were \$74.573 billion, an increase of \$3.853 billion or 5.4% over December 31, 2017. The increase was primarily related to an increase in fixed maturities, equities and cash partially offset by a decrease in other investments.

Fixed maturities as of September 30, 2018 were \$56.445 billion, an increase of \$2.405 billion or 4.5% over December 31, 2017. The increase is primarily related to a portion of the proceeds from the sale of LLAC and assets transferred as part of a related extraordinary dividend, partially offset by the unfavorable impact of the increase in treasury rates and widening credit spreads. As of September 30, 2018, included in fixed maturities are commitments to purchase various residential mortgage-backed securities at a cost and fair value of \$629 million and \$628 million, respectively.

Equity securities as of September 30, 2018 were \$4.152 billion (\$4.104 billion common stock and \$48 million preferred stock) versus \$2.608 billion as of December 31, 2017 (\$2.556 billion common stock and \$52 million preferred stock), an increase of \$1.544 billion or 59.2% over December 31, 2017. Of the \$4.104 billion of common stock at September 30, 2018, \$684 million relates to securities associated with non-guaranteed unit linked products where the policyholder bears the investment risk. The increase in total equity securities is primarily due to purchases of equity ETFs.

The following table summarizes the Company's LP, LLC and other equity method investments as of September 30, 2018 and December 31, 2017:

LP, LLC and other equity method investments <sup>1</sup>	As of September 30, 2018		As of December 31, 2017	
	Carrying Value	% of Total	Carrying Value	% of Total
<b>\$ in Millions</b>				
Traditional private equity	\$2,645	44.4%	\$3,422	55.0%
Natural resources – Energy	527	8.8	605	9.7
Natural resources – Other <sup>2</sup>	649	11.0	338	5.4
Real estate	974	16.3	915	14.7
Other	1,163	19.5	943	15.2
<b>Total LP, LLC and other equity method investments</b>	<b>\$5,958</b>	<b>100.0%</b>	<b>\$6,223</b>	<b>100.0%</b>

1 September 30, 2018 reflects a change in classification of certain LP, LLC and other equity method investments. December 31, 2017 has not been restated and includes \$263 million in Traditional private equity that would be reported as Natural Resource-Other \$175 million and Other \$88 million, respectively under the new classification.

2 Included in Natural Resources – Other is \$179 million and \$244 million of investments in metals & mining as of September 30, 2018 and December 31, 2017 respectively, \$119 million and \$94 million of investments in agriculture and timber as of September 30, 2018 and December 31, 2017 respectively, and \$351 million and zero of investments in power and renewables as of September 30, 2018 and December 31, 2017 respectively.

LP, LLC and other equity method investments as of September 30, 2018 were \$5.958 billion, a decrease of \$265 million or 4.3% from December 31, 2017. The decrease in Traditional private equity investments is primarily driven by the sale of certain LP investments in the secondary market.

Commercial mortgage loans as of September 30, 2018 were \$1.753 billion (net of \$3 million of loan loss reserves or 0.17% of the outstanding loan portfolio), an increase of \$130 million or 8.0% over December 31, 2017. The increase is primarily driven by \$254 million in funding, partially offset by \$124 million in principal reductions. The entire commercial loan portfolio is U.S.-based. The number of loans in the portfolio decreased from 4,827 at December 31, 2017 to 4,498 at September 30, 2018.

Other investments as of September 30, 2018 were \$345 million, a decrease of \$560 million or 61.9% from December 31, 2017. The decrease is primarily due to the sale of a privately held equity security.

Cash and cash equivalents as of September 30, 2018 were \$5.503 billion, an increase of \$676 million or 14.0% over December 31, 2017. The increase primarily reflects an increase in cash from operations and financing.



The following tables summarize the Company's available for sale portfolio by security type as of September 30, 2018 and December 31, 2017:

\$ in Millions	As of September 30, 2018			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
U.S. government and agency securities	\$6,113	\$6	(\$89)	\$6,030
Residential MBS <sup>1</sup>	5,939	31	(151)	5,819
Commercial MBS	2,712	5	(62)	2,655
Other MBS and ABS <sup>2</sup>	4,257	5	(69)	4,193
U.S. state and municipal	8,188	117	(121)	8,184
Corporate and other	24,591	209	(389)	24,411
Foreign government securities	5,082	128	(57)	5,153
Total fixed maturities	56,882	501	(938)	56,445
Common stock	3,884	284	(64)	4,104
Preferred stock	44	4	-	48
Total equity securities	3,928	288	(64)	4,152
Total securities available for sale	\$60,810	\$789	(\$1,002)	\$60,597

1 Mortgage-backed securities ("MBS")

2 Asset-backed securities ("ABS")

\$ in Millions	As of December 31, 2017			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
U.S. government and agency securities	\$3,485	\$13	(\$32)	\$3,466
Residential MBS	5,819	51	(47)	5,823
Commercial MBS	2,711	19	(16)	2,714
Other MBS and ABS	3,265	25	(18)	3,272
U.S. state and municipal	9,088	271	(35)	9,324
Corporate and other	23,894	502	(91)	24,305
Foreign government securities	4,961	196	(21)	5,136
Total fixed maturities	53,223	1,077	(260)	54,040
Common stock	2,345	221	(10)	2,556
Preferred stock	45	7	-	52
Total equity securities	2,390	228	(10)	2,608
Total securities available for sale	\$55,613	\$1,305	(\$270)	\$56,648

The following table summarizes the Company's mortgage and asset-backed fixed maturity portfolio by credit quality as of September 30, 2018:

Mortgage & Asset-Backed Fixed Maturities by Credit Quality <sup>1</sup>	As of September 30, 2018							
	AAA	AA	A	BBB	BB	B or Lower	Total	% of Total
\$ in Millions								
Residential MBS	\$5,698	\$12	\$1	\$1	\$6	\$101	\$5,819	45.9%
Commercial MBS	2,464	158	19	7	2	5	2,655	21.0%
Other MBS and ABS	3,140	379	167	406	83	18	4,193	33.1%
Total	\$11,302	\$549	\$187	\$414	\$91	\$124	\$12,667	100%
% of Total	89.2%	4.3%	1.5%	3.3%	0.7%	1.0%	100%	

<sup>1</sup> For purposes of this disclosure, credit quality is primarily based upon average credit ratings.

Approximately 65% of the Company's mortgage and asset-backed fixed maturity portfolio is explicitly backed by the U.S. government (SBA and GNMA) or by government-sponsored entities (FNMA and FHLMC). Approximately 89% of the holdings are rated AAA. Included in the commercial mortgage-backed securities at September 30, 2018, were \$1.234 billion in Agency CMBS and \$1.421 billion Non-agency CMBS. Included in the Other MBS and ABS at September 30, 2018 were \$1.286 billion AAA rated SBA Loans. The commercial mortgage-backed securities portfolio is well diversified and of high quality with approximately 93% rated AAA.

The following table summarizes the Company's U.S. state and municipal fixed maturity portfolio of securities which are obligations of states, municipalities and political subdivisions (collectively referred to as U.S. state and municipal bonds) by credit quality as of September 30, 2018 and December 31, 2017:

U.S. State and Municipal by Credit Quality <sup>1</sup>	As of September 30, 2018			As of December 31, 2017		
	Fair Value	% of Total	Average Credit Rating	Fair Value	% of Total	Average Credit Rating
\$ in Millions						
State general obligation	\$1,100	13.4%	AA	\$1,316	14.1%	AA
Local general obligation	1,010	12.3	AA	1,113	11.9	AA
Revenue	6,016	73.6	AA	6,498	69.7	AA
Pre-refunded	58	0.7	AAA	397	4.3	AAA
Total U.S. state and municipal	\$8,184	100%	AA	\$9,324	100.0%	AA

<sup>1</sup> For purposes of this disclosure, credit quality is primarily based upon average credit ratings.

The municipal bond portfolio (taxable and tax-exempt) includes general obligation and revenue bonds issued by states, cities, counties, school districts, hospitals, educational institutions, and similar issuers. Included in the municipal bond portfolio at September 30, 2018 and December 31, 2017 were \$58 million and \$397 million, respectively, of pre-refunded bonds, which are bonds for which states or municipalities have established irrevocable trusts, which were created to satisfy their responsibility for payments of principal and interest.

The following table summarizes the Company's allocation of fixed maturities by credit quality as of September 30, 2018 and December 31, 2017:

Fixed Maturities by Credit Quality <sup>1</sup>	As of September 30, 2018		As of December 31, 2017	
	Fair Value	% of Total	Fair Value	% of Total
<b>\$ in Millions</b>				
AAA	\$19,788	35.0%	\$17,178	31.8%
AA+, AA, AA-	8,103	14.4	8,859	16.4
A+, A, A-	11,676	20.7	11,354	21.0
BBB+, BBB, BBB-	13,021	23.1	12,956	24.0
Total investment grade	52,588	93.2	50,347	93.2
BB+, BB, BB-	1,995	3.5	1,851	3.4
B+, B, B-	1,493	2.6	1,486	2.8
CCC or lower	274	0.5	237	0.4
Unrated <sup>2</sup>	95	0.2	119	0.2
Total below-investment grade	3,857	6.8	3,693	6.8
Total fixed maturities	\$56,445	100.0%	\$54,040	100.0%

1 For purposes of this disclosure, credit quality is primarily based upon average credit ratings.

2 Bank loans acquired as part of Ironshore acquisition.

The Company's holdings of below investment grade securities primarily consist of an actively managed diversified portfolio of high yield securities and leveraged loans within the domestic insurance portfolios and investments in emerging market sovereign and corporate debt primarily in support of the Company's international insurance operations. Overall, the average credit quality rating stands at A+ as of September 30, 2018.

The following table summarizes available for sale fixed maturity securities by contractual maturity at September 30, 2018 and December 31, 2017. Actual maturities may differ from contractual maturities because certain securities may be called or prepaid with or without call or prepayment penalties. Due to the potential for prepayment on MBS and ABS, they are not categorized by contractual maturity.

Fixed Maturity by Maturity Date	As of September 30, 2018		As of December 31, 2017	
	Fair Value	% of Total	Fair Value	% of Total
<b>\$ in Millions</b>				
One year or less	\$3,068	5.4%	\$2,943	5.4%
Over one year through five years	21,633	38.3	19,635	36.3
Over five years through ten years	12,733	22.6	12,867	23.8
Over ten years	6,344	11.3	6,786	12.6
MBS and ABS	12,667	22.4	11,809	21.9
Total fixed maturities	\$56,445	100.0%	\$54,040	100.0%

During 2018, after taking into consideration changes in investment opportunities and its view of the current and prospective business and economic environment, the Company has made only minor adjustments to the average duration of its investment portfolio. The average duration of the investment portfolio as of September 30, 2018 was 3.9 years.

The following tables summarize the Company's gross unrealized losses and fair value of fixed income and equity securities by the length of time that individual securities have been in a continuous unrealized loss position as of September 30, 2018 and December 31, 2017 that are not deemed to be other-than-temporarily impaired:

	As of September 30, 2018			
\$ in Millions	Less Than 12 Months		12 Months or Longer	
Unrealized Losses & Fair Value by Security Type	Unrealized Losses	Fair Value of Investments with Unrealized Losses	Unrealized Losses	Fair Value of Investments with Unrealized Losses
U.S. Government and agency securities	(\$54)	\$4,769	(\$35)	\$1,016
Residential MBS	(59)	3,066	(92)	2,254
Commercial MBS	(32)	1,527	(30)	721
Other MBS and ABS	(41)	2,913	(28)	690
U.S. state and municipal	(53)	3,061	(68)	1,365
Corporate and other	(282)	13,940	(107)	2,932
Foreign government securities	(32)	1,898	(25)	829
Total fixed maturities	(553)	31,174	(385)	9,807
Common stock	(52)	1,641	(12)	277
Preferred stock	-	-	-	-
Total equity securities	(52)	1,641	(12)	277
Total securities available for sale	(\$605)	\$32,815	(\$397)	\$10,084

	As of December 31, 2017			
\$ in Millions	Less Than 12 Months		12 Months or Longer	
Unrealized Losses & Fair Value by Security Type	Unrealized Losses	Fair Value of Investments with Unrealized Losses	Unrealized Losses	Fair Value of Investments with Unrealized Losses
U.S. Government and agency securities	(\$20)	\$2,544	(\$12)	\$486
Residential MBS	(21)	2,891	(26)	1,440
Commercial MBS	(12)	1,549	(4)	139
Other MBS and ABS	(6)	1,270	(12)	437
U.S. state and municipal	(8)	958	(27)	1,214
Corporate and other	(64)	7,575	(27)	1,115
Foreign government securities	(11)	1,260	(10)	411
Total fixed maturities	(142)	18,047	(118)	5,242
Common stock	(8)	599	(2)	21
Preferred stock	-	-	-	-
Total equity securities	(8)	599	(2)	21
Total securities available for sale	(\$150)	\$18,646	(\$120)	\$5,263

Unrealized losses increased from \$270 million as of December 31, 2017 to \$1.002 billion as of September 30, 2018. Of the \$12 million of unrealized losses 12 months or longer on common stock, \$3 million relates to securities associated with non-guaranteed unit linked products where the policyholder bears the investment risk. The Company monitors the difference between the amortized cost and estimated fair value of fixed maturity securities to ascertain whether declines in value are temporary in nature. The Company currently does not have the intent to sell these securities and has determined it is not more likely than not that it would be required to sell these fixed maturity

securities before they recover their fair value. The Company has concluded that the gross unrealized losses of fixed maturity securities as of September 30, 2018 are temporary.

For equity securities, if the decline is believed to be other-than-temporary, the carrying value of the investment is written down to fair value and a realized loss is recorded. The Company has concluded that the gross unrealized losses of equity securities as of September 30, 2018 are temporary, and the Company has the intent and ability to hold these securities until recovery.

The following tables summarize the Company's issuer and sector exposure<sup>1</sup> as of September 30, 2018:

<b>Top 10 Issuers</b>	<b>As of September 30, 2018</b>				
<b>\$ in Millions</b>	<b>Fixed Maturity</b>	<b>Equity</b>	<b>Short Term</b>	<b>Total Exposure</b>	<b>% of Invested Assets</b>
Government of Brazil	\$632	\$-	\$-	\$632	0.84%
Government of United Kingdom	543	-	1	544	0.73
Government of Canada	381	-	5	386	0.52
Government of Spain	332	-	-	332	0.45
State of Illinois	301	-	19	320	0.43
Bank of America Corp	298	-	-	298	0.40
Government of Colombia	298	-	-	298	0.40
Government of Italy	293	-	-	293	0.39
JP Morgan Chase & Co	225	26	-	251	0.34
Banco Santander	249	-	-	249	0.33
<b>Total</b>	<b>\$3,552</b>	<b>\$26</b>	<b>\$25</b>	<b>\$3,603</b>	<b>4.83%</b>

<b>Top 10 Sectors</b>	<b>As of September 30, 2018</b>				
<b>\$ in Millions</b>	<b>Fixed Maturity</b>	<b>Equity</b>	<b>Short Term</b>	<b>Total Exposure</b>	<b>% of Invested Assets</b>
Banking	\$4,559	\$35	\$305	\$4,899	6.57%
Foreign Government	4,185	-	23	4,208	5.64
Electric Utility	1,829	285	-	2,114	2.84
Technology	1,726	229	-	1,955	2.62
REITS	294	969	-	1,263	1.69
Insurance	1,075	115	2	1,192	1.60
Pharmaceuticals	1,131	44	-	1,175	1.58
Food and Beverage	1,169	1	-	1,170	1.57
US Municipal – State	1,100	-	19	1,119	1.50
Automotive	1,022	-	-	1,022	1.37
<b>Total</b>	<b>\$18,090</b>	<b>\$1,678</b>	<b>\$349</b>	<b>\$20,117</b>	<b>26.98%</b>

<sup>1</sup> Tables exclude U.S. Treasury and agency securities, mortgage-backed securities, and municipal obligations that are pre-funded or escrowed to maturity.

As of September 30, 2018, investments in the energy sector accounted for \$2.894 billion or 3.9% of total invested assets. The energy sector is comprised of investments in the following sub-sectors: independent energy, integrated energy, midstream, oil field services, and refining (*classification per Bloomberg Barclays Industry Groups*). These individual energy sub-sectors are not material enough at an individual level to appear within the top 10 rankings in the sector table above. Energy investments consist of investment grade bonds of \$2.071 billion, bonds that were rated below investment grade of \$285 million, publicly traded equity securities of \$8 million, and natural resources partnerships and other equity method investments of \$530 million. In addition, the Company has direct investments in oil and gas wells of \$1.088 billion which are included in other assets on the Consolidated Balance Sheets.

The following table summarizes the Company's unfunded commitments as of September 30, 2018 and December 31, 2017:

Unfunded Commitments <sup>1,2</sup>	As of September 30, 2018		As of December 31, 2017	
	Total	% of Total	Total	% of Total
<b>\$ in Millions</b>				
Traditional private equity	\$1,039	36.9%	\$1,554	45.3%
Natural resources – Energy	268	9.5	715	20.8
Natural resources – Other <sup>3</sup>	93	3.3	20	0.6
Real estate	649	23.1	607	17.7
Other	767	27.2	537	15.6
<b>Total unfunded commitments</b>	<b>\$2,816</b>	<b>100.0%</b>	<b>\$3,433</b>	<b>100.0%</b>

1 Represents Liberty Mutual Holding Company Inc. view.

2 September 30, 2018 reflects a change in classification of certain LP, LLC and other equity method investments. December 31, 2017 has not been restated and includes \$350 million in Traditional private equity that would be reported as Natural Resource-Other under the new classification.

3 Includes both agriculture and timber commitments.

Unfunded commitments as of September 30, 2018 were \$2.816 billion, a decrease of \$617 million from December 31, 2017. The decrease is primarily driven by contributions net of new commitments related to traditional private equity partnerships and real estate investments as well as the removal of unfunded commitments related to the sale of private equity partnerships. The \$268 million unfunded energy investment commitments as of September 30, 2018 included \$199 million related to energy partnerships and \$69 million related to direct investments in oil and gas wells. The \$715 million unfunded energy investment commitments as of December 31, 2017 included \$355 million related to natural resource partnerships and \$360 million related to direct investments in oil and gas wells.

## LIQUIDITY AND CAPITAL RESOURCES

The liquidity requirements of the insurance subsidiaries are met primarily by funds generated from operations, asset maturities and income received on investments. Cash provided from these sources is used primarily for claims, claim adjustment expenses and operating expenses (underwriting and corporate benefit costs). There are certain cash outflows such as catastrophes and continued settlements of asbestos reserves that are unpredictable in nature and could create increased liquidity needs. The Company believes that the insurance subsidiaries' future business liquidity needs will be met from all the above sources. However, the Company maintains back up borrowing facilities as an additional contingent source of funds. These include:

- On December 1, 2017, Liberty Mutual Insurance Company ("LMIC") replaced its \$1 billion repurchase agreement with a \$250 million repurchase agreement for a three-year period, which terminates December 1, 2020. At September 30, 2018, no funds were borrowed under the facility.
- On November 24, 2017, LMIC entered into a \$250 million repurchase agreement with an expiration date of November 24, 2020. At September 30, 2018, no funds were borrowed under the facility.
- LMIC, Peerless Insurance Company ("PIC"), Liberty Mutual Fire Insurance Company ("LMFIC"), Employers Insurance Company of Wausau ("EICOW"), Ironshore Specialty Insurance Company ("ISIC") and Ironshore Indemnity Inc. ("IIP") are members of the Federal Home Loan Bank. The Company has \$300 million of Federal Home Loan Bank borrowings with maturity dates in 2032. As of September 30, 2018, all of the outstanding Federal Home Loan Bank borrowings are fully collateralized.

Net cash flows are generally invested in marketable securities while keeping a certain amount in cash and short-term investments to meet unpredictable cash obligations. The Company monitors the duration of these investments, and purchases and sales are executed with the objective of having adequate cash available to satisfy its maturing liabilities. As the Company's investment strategy focuses on overall asset and liability durations, and not specific cash flows, asset sales may be required to satisfy obligations or rebalance asset portfolios. The Company's invested assets as of September 30, 2018 (including cash and cash equivalents) totaled \$74.573 billion.

Debt outstanding as of September 30, 2018 and December 31, 2017 was as follows:

Short-term debt:

\$ in Millions	As of September 30, 2018	As of December 31, 2017
Short-term debt	\$ -	\$ 11

Long-term debt:

<b>\$ in Millions</b>	<b>As of September 30, 2018</b>	<b>As of December 31, 2017</b>
Junior Subordinated notes, due 2067 <sup>1, 2</sup>	\$300	\$300
5.00% Notes, due 2021	600	600
4.95% Notes, due 2022	750	750
4.25% Notes, due 2023	1,000	1,000
1.75% €500 Million Notes, due 2024	581	600
8.50% Surplus notes, due 2025	140	140
2.75% €750 Million Notes, due 2026	871	901
7.875% Surplus notes, due 2026	227	227
7.625% Notes, due 2028	3	3
3.91% - 4.25% Federal Home Loan Bank Borrowings, due 2032	300	300
7.00% Notes, due 2034	231	231
6.50% Notes, due 2035	471	471
7.50% Notes, due 2036	19	19
7.80% Junior Subordinated notes, due 2087 <sup>2</sup>	700	700
10.75% Junior Subordinated notes, due 2088 <sup>3</sup>	52	66
6.50% Notes, due 2042	750	750
4.85% Notes, due 2044	1,050	1,050
7.697% Surplus notes, due 2097	260	260
Subtotal	8,305	8,368
Unamortized discount	(12)	(13)
Long-term debt excluding unamortized debt issuance costs	8,293	8,355
Unamortized debt issuance costs	(38)	(41)
<b>Total long-term debt</b>	<b>\$8,255</b>	<b>\$8,314</b>

1 7.00% fixed rate became 6.324% starting March 15, 2017 through a swap. Bondholders are paid 3-month LIBOR + 2.905%.

2 The par value call date and final fixed rate interest payment date is March 15, 2037, subject to certain requirements.

3 The par value call date and final fixed rate interest payment date is June 15, 2038, subject to certain requirements.

As part of its overall capital strategy, the Company previously announced that it may issue, repurchase or exchange debt depending on market conditions. Debt repurchases may be executed through open market or other appropriate transactions. The Company continues to evaluate market conditions and may periodically effect transactions in its debt, subject to applicable limitations.

### ***Debt Transactions***

During the three and nine months ended September 30, 2018, the Company repurchased \$10 million and \$14 million of the 10.75% Junior Subordinated notes due 2088 compared to zero and \$2 million for the same periods in 2017. Pre-tax losses of \$5 million and \$8 million were recorded on these transactions for the three and nine months ended September 30, 2018 compared to zero and \$1 million for the same periods in 2017 and are included in loss on extinguishment of debt in the accompanying Consolidated Statements of Operations.

On November 29, 2017, LMIC terminated its \$1 billion repurchase agreement that was due to expire July 3, 2018.

On October 9, 2017, Liberty Mutual Group Inc. ("LMGI") terminated its \$1 billion commercial paper program.

On June 1, 2017, in connection with the Ironshore acquisition, the Company repurchased \$250 million of Ironshore's 8.5% senior note maturing in 2020 for \$298 million, which reflects the fair value of the long term debt on the opening balance sheets.

On March 27, 2017, LMFE issued €500 million par value of the 2024 Notes. Interest is payable annually at a fixed rate of 1.75%. The 2024 Notes mature on March 27, 2024. The Company has designated non-derivative foreign-



currency denominated long-term debt and the related accrued interest as hedges of its net investment in certain foreign operations.

On January 20, 2012, LMGI entered into two interest rate swap transactions having a notional amount of \$300 million with respect to LMGI's \$300 million Junior Subordinated Notes due 2067. Pursuant to the terms of the swap agreements, commencing on March 15, 2017 and effective through March 15, 2037, LMGI has agreed with the counterparties to pay a fixed rate of interest on the notional amount and the counterparties have agreed to pay a floating rate of interest on the notional amount.

### ***Interest Expense***

Consolidated interest expense for the three and nine months ended September 30, 2018 was \$110 million and \$331 million, respectively, a decrease of \$1 million and zero versus the same periods in 2017.

### ***Holding Company Liquidity and Capital Resources***

The Company conducts substantially all of its operations through its wholly owned insurance and service company subsidiaries, and therefore is primarily dependent on dividends, distributions, loans or other payments of funds from these entities to meet its current and future obligations. However, the subsidiaries are separate and distinct legal entities and have no obligation to make funds available to the Company, whether in the form of loans, dividends or other distributions. As of September 30, 2018, the Company, through its downstream subsidiaries LMGI and LMFE, had \$6.794 billion and \$581 million, respectively, of debt outstanding, excluding discount and issuance costs.

The insurance subsidiaries' ability to pay dividends on preferred or common stock is restricted under applicable insurance laws and regulations and may be paid only from unassigned surplus. Under the insurance laws of the domiciliary states of the insurance subsidiaries, an insurer may make an ordinary dividend payment if its surplus as regards policyholders, following such dividend, is reasonable in relation to its outstanding liabilities, is adequate to meet its financial needs, and does not exceed the insurer's unassigned surplus. However, no insurer may pay an extraordinary dividend without the approval or non-disapproval of the domiciliary insurance regulatory authority. Insurance subsidiaries owned directly by LMGI are LMIC, Liberty Mutual Personal Insurance Company ("LMPICO"), LMFIC and EICOW. Under the insurance laws of Massachusetts, the domiciliary state of LMIC and LMPICO, an extraordinary dividend is defined as a dividend whose fair market value, together with other dividends made within the preceding 12 months, exceeds the greater of 10% of the insurer's surplus as regards policyholders as of the preceding December 31, or the insurer's net income for the 12-month period ending on the preceding December 31. Under the insurance laws of Wisconsin, the domiciliary state of LMFIC and EICOW, an extraordinary dividend is defined as a dividend whose fair market value, together with other dividends paid within the preceding 12 months, exceeds the lesser of (a) 10% of the insurer's surplus as regards policyholders as of the preceding December 31, or (b) the greater of (1) the insurer's net income for the preceding calendar year, minus realized capital gains for that calendar year, or (2) the aggregate of the insurer's net income for the three preceding calendar years minus realized capital gains for those calendar years and minus dividends paid within the first two of the preceding three calendar years. Changes in the extraordinary dividend regulation of the domiciliary states of LMIC, LMFIC and EICOW could negatively affect LMGI's ability to pay principal and interest on its debt, as could a redomestication or merger of LMIC, LMPICO, LMFIC or EICOW to a different domiciliary state.

The authorized control level risk-based capital (as of December 31, 2017) and 2018 available dividend capacity prior to needing regulatory approval for LMIC, LMFIC and EICOW were as follows:

\$ in Millions	RBC Ratio <sup>1</sup>		Dividend Capacity <sup>2</sup>	Dividends Paid <sup>3</sup>
	2017	2016	2018	2018
<b>RBC Ratios and Dividend Capacity</b>				
LMIC	354%	487%	\$1,423	\$49
LMFIC	452%	502%	\$112	\$11
EICOW	422%	507%	\$143	\$-

1 Authorized control level risk-based capital as defined by the NAIC.

2 Represents the estimated maximum allowable dividend without prior regulatory approval in the state of domicile.

3 Dividends paid represent amounts paid during the nine months ended September 30, 2018. Available dividend capacity as of September 30, 2018 is calculated as 2018 dividend capacity less dividends paid for the preceding 12 months. Dividends paid October 1, 2017 through September 30, 2018 for LMIC, LMFIC and EICOW were \$70 million, \$15 million and zero, respectively.

LMGI also has access to the following sources of funding:

- An unsecured revolving credit facility of \$1 billion with an expiration date of March 5, 2020. To date, no funds have been borrowed under the facility.
- A management services agreement with LMIC pursuant to which LMGI is entitled to collect certain costs plus a management fee for services rendered by LMGI employees.
- Investment management agreements with affiliated entities pursuant to which an LMGI subsidiary investment advisor is entitled to recover annual expenses for investment management services performed by its employees.
- Liberty Corporate Services LLC (“LCS”), which through its subsidiaries collects fees and other revenues, primarily for claims administration, agency and IT services rendered for affiliated and non-affiliated entities. For the three and nine months ended September 30, 2018, LCS recorded \$89 million and \$278 million, respectively, in pre-tax income.
- Approximately \$80 million of annual dividends related to non-redeemable perpetual preferred stock issuances by LMIC and LMFIC.

\$ in Millions	As of September 30, 2018	As of December 31, 2017
Total debt	\$8,255	\$8,325
Adjusted debt <sup>1</sup>	\$7,255	\$7,325
Total equity	\$21,014	\$20,688
Less: Accumulated other comprehensive loss	(2,878)	(1,026)
Total equity excluding accumulated other comprehensive loss	\$23,892	\$21,714
Total capital excluding accumulated other comprehensive loss	\$32,147	\$30,039
Adjusted debt-to-capital capitalization excluding accumulated other comprehensive loss	22.6%	24.4%
Statutory surplus	\$19,319	\$17,493

1 Assumes that the Series A and B Junior Subordinated Notes receive 100% equity credit.

The adjusted debt-to-capital capitalization ratio excluding accumulated other comprehensive loss is calculated by dividing (a) adjusted debt by (b) total capital excluding accumulated other comprehensive loss. Net unrealized gains and losses on investments can be significantly impacted by both interest rate movements and other economic factors. Accordingly, in the opinion of the Company’s management, the debt-to-total capital ratio calculated on this basis provides another useful metric for investors to understand the Company’s financial leverage position. The Company’s ratio of debt-to-capital (excluding accumulated other comprehensive loss) of 22.6% at September 30, 2018 was within the Company’s target range.

## REINSURANCE

### *Reinsurance Recoverables*

The Company reported reinsurance recoverables of \$15.914 billion and \$16.899 billion as of September 30, 2018 and December 31, 2017, respectively, net of allowance for doubtful accounts of \$212 million and \$218 million, respectively. Included in these balances are \$947 million and \$725 million of paid recoverables and \$15.179 billion and \$16.392 billion of unpaid recoverables (including retroactive reinsurance), respectively.

The decrease in the reported reinsurance recoverables, net of allowance for doubtful accounts, of \$985 million primarily reflects reductions on the NICO Reinsurance Transaction treaty and property catastrophe treaties. The NICO Reinsurance Transaction treaty reduction was driven by covered prior year workers compensation reserve releases partially offset by asbestos and environmental reserve strengthening. The property catastrophe reductions were driven by prior year catastrophe reserve releases.

S&P Rating <sup>1</sup>	As of December 31, 2017			
	Gross Recoverables <sup>2</sup>	Collateral Held <sup>3</sup>	Net Recoverables <sup>4</sup>	% of Total Net Recoverables
<b>\$ in Millions</b>				
<b><u>Rated Entities</u></b>				
AAA	\$ -	\$ -	\$ -	-
AA+, AA, AA-	6,924	4,489	2,972	27%
A+, A, A-	4,670	404	4,291	38%
BBB+, BBB, BBB-	2	-	2	-
BB+ or below	1	-	1	-
Subtotal	11,597	4,893	7,266	65%
<b><u>Pools &amp; Associations</u></b>				
State mandated involuntary pools and associations	3,092	-	3,092	28%
Voluntary	212	101	206	2%
Subtotal	3,304	101	3,298	30%
<b><u>Non-Rated Entities<sup>5</sup></u></b>				
Captives & fronting companies	1,497	1,746	210	2%
Other	719	819	387	3%
Subtotal	2,216	2,565	597	5%
<b>Grand Total</b>	<b>\$17,117</b>	<b>\$7,559</b>	<b>\$11,161</b>	<b>100%</b>

1 Standard & Poor's ratings are as of December 31, 2017.

2 Gross recoverables are defined as paid and unpaid claims and claim adjustment expense including IBNR and before both bad debt reserve set aside for potential uncollectible reinsurance and consideration of collateral.

3 Collateral refers to letters of credit, trust accounts, and funds held against outstanding and potential future claims and claim adjustment expenses related to reinsurance recoverable balances.

4 Net recoverables are defined as the difference between the amount of gross recoverables and collateral held for each reinsurer. If the collateral held for a reinsurer is greater than the gross recoverable, net recoverables are reported as \$0.

5 Reinsurers not rated by Standard & Poor's.

Reinsurance Groups <sup>1</sup>	As of December 31, 2017		
	Gross Recoverables <sup>2</sup>	Collateral Held <sup>3</sup>	Net Recoverables <sup>4</sup>
\$ in Millions			
1. Berkshire Hathaway Insurance Group	\$3,947	\$3,533	\$710
2. Swiss Re Group	1,723	806	1,137
3. Nationwide Group	1,525	-	1,525
4. Everest Re Group	556	161	400
5. Alleghany Corp	530	40	489
6. Munich Re Group	478	19	468
7. Lloyd's of London	443	-	443
8. UPINSCO	435	550	-
9. Builders Reinsurance S.A.	266	329	-
10. CUMIS Insurance Society Group	250	-	250
11. Partner Re Group	237	27	216
12. Exchange Indemnity Company	216	95	121
13. AEGIS Group	196	232	-
14. Markel Corp	162	3	160
15. Hannover Re Group	162	7	158
State Mandated Involuntary pools and associations	3,092	-	3,092
Voluntary pools and associations	212	101	206
All Other	2,687	1,656	1,786
<b>Total Reinsurance Recoverables</b>	<b>\$17,117</b>	<b>\$7,559</b>	<b>\$11,161</b>

1 Reinsurance Groups are defined as all reinsurance subsidiaries owned by a common parent.

2 Gross recoverables are defined as paid and unpaid claims and claim adjustment expense including IBNR and before both bad debt reserve set aside for potential uncollectible reinsurance and consideration of collateral.

3 Collateral refers to letters of credit, trust accounts, and funds held against outstanding and potential future claims and claim adjustment expenses related to reinsurance recoverable balances.

4 Net recoverables are defined as the difference between the amount of gross recoverables and collateral held for each reinsurer. If the collateral held for a reinsurer is greater than the gross recoverable, net recoverables are reported as \$0.

Approximately 95% of the Company's reinsurance recoverable balance, net of collateral held and including voluntary and involuntary pools and associations, was from reinsurers rated A- or better from A.M. Best and Standard & Poor's at December 31, 2017. Collateral held against outstanding gross reinsurance recoverable balances was \$7.559 billion at December 31, 2017.

The remaining 5% of the Company's net reinsurance recoverable balance is well diversified. No single reinsurer rated B++ or below by A.M. Best or below A- by Standard & Poor's accounts for more than 1% of GAAP equity. In addition, the average net reinsurance recoverable balance from individual reinsurers rated below A- or not rated by A.M. Best and Standard & Poor's was approximately \$1 million as of December 31, 2017.

The reinsurance recoverables from state mandated involuntary pools and associations primarily represent the Company's servicing carrier business. As a servicing carrier, the Company retains no direct underwriting risk but instead cedes 100% of the involuntary market premium and losses back to the pool. Payment of losses is shared by the pool participants in proportion to their pool participation. Reinsurer credit risk with respect to any such involuntary pool or association is a function of the creditworthiness of all the pool participants.

The Company's reinsurance recoverables from Nationwide Indemnity Company have been fully guaranteed by its parent, Nationwide Mutual Insurance Company, which has a financial strength rating of A+ from Standard & Poor's and A+ from A.M. Best.

### ***Property Catastrophe Reinsurance***

The Company has reinsurance coverage for its domestic business and certain specialty operations including: 1) hurricanes and earthquake reinsurance covering a substantial portion of \$3.1 billion of loss in excess of \$500 million of retained loss in the United States, Canada and the Caribbean, excluding certain reinsurance exposures; 2) aggregate excess of loss programs; 3) quota share reinsurance programs; and 4) regional or country specific catastrophe reinsurance programs. These programs are structured to meet the Company's established tolerances under its Enterprise Risk Management Program.

### ***Adverse Development Reinsurance***

In conjunction with the Ironshore acquisition and effective May 1, 2017, the Company entered into a reinsurance transaction with NICO, a subsidiary of Berkshire Hathaway Inc., on a combined aggregate excess of loss agreement providing coverage for substantially all of Ironshore's reserves related to losses occurring prior to January 1, 2017. The first layer of the contract transfers \$400 million of held reserves at inception, for which the Company established reinsurance recoverables on the Consolidated Balance Sheet. The second layer of the contract provides adverse development coverage for 95% of \$500 million above a retention equal to \$2.991 billion, minus paid losses between January 1, 2017 and May 1, 2017, which retention approximates the total held reserves on the covered business on Ironshore's opening balance sheet. The Company paid NICO consideration of \$550 million, including interest accrued at the time of the settlement. The contract is accounted for on a prospective basis.

On July 17, 2014, LMIC entered into a reinsurance transaction with NICO on a combined aggregate excess of loss agreement for substantially all of the Company's U.S. workers compensation, asbestos and environmental liabilities, attaching at \$12.522 billion of combined aggregate reserves, with an aggregate limit of \$6.500 billion and sublimits of \$3.100 billion for asbestos and environmental liabilities and \$4.507 billion for certain workers compensation liabilities. At the closing of the NICO Reinsurance Transaction, but effective as of January 1, 2014, the Company ceded \$3.320 billion of existing undiscounted liabilities under this retroactive reinsurance agreement. NICO will provide \$3.180 billion of additional aggregate adverse development reinsurance. The Company paid NICO total consideration of \$3.046 billion and recorded a pre-tax loss of \$128 million. With respect to the ceded asbestos and environmental business, NICO has been given authority to handle claims, subject to the Company's oversight and control. With respect to the ceded workers compensation business, the Company will continue to handle claims. This contract is accounted for on a retroactive basis.

In general terms, the covered business includes post December 31, 2013 development on: (1) asbestos and environmental liabilities arising under policies of insurance and reinsurance with effective dates prior to January 1, 2005; and (2) workers compensation liabilities arising out of policies on the books of the Company's former Commercial Insurance SBU as of December 31, 2013, as respects injuries or accidents occurring prior to January 1, 2014.

Since the NICO Reinsurance Transaction is accounted for as retroactive reinsurance in the Company's GAAP Consolidated Financial Statements, to the extent there is unfavorable development of losses covered by this reinsurance, an additional reinsurance benefit is recognized in the Consolidated Statements of Operations until those benefits exceed the loss on the transaction. Reinsurance benefits will be deferred and are amortized into earnings over the period when underlying claims are settled.

During 2018, the company had net reserve releases driven by favorable development in workers compensation, partially offset by unfavorable development in asbestos and environmental. This resulted in the net position of the contract changing from a gross deferred gain of \$240 million to a loss of \$195 million as of September 30, 2018. In total, this activity had a minimal impact on net income.

The Company reported deferred gain amortization of (\$35) million and \$18 million at September 30, 2018 and 2017, respectively. As of September 30, 2018 and December 31, 2017, deferred gains were zero and \$205 million, respectively, and are included in other liabilities within the accompanying Consolidated Balance Sheets.

## CRITICAL ACCOUNTING ESTIMATES

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. The Company's principal estimates include (1) unpaid claims and claim adjustment expense reserves, including asbestos and environmental liability reserves and loss sensitive premium attributable to prior years, (2) reinsurance recoverables and associated uncollectible allowance, (3) fair value determination and other-than-temporary impairments of the investment portfolio and direct working interests in oil and gas properties, (4) valuation of goodwill and intangible assets, (5) deferred income tax valuation allowance, and (6) pension and postretirement benefit obligations.

While the amounts included in the Consolidated Financial Statements reflect management's best estimates and assumptions, these amounts ultimately could vary.

For additional discussion, please refer to footnote 1 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 1 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

### **Unpaid Claims and Claim Adjustment Expenses**

Property and casualty insurance unpaid claims and claim adjustment expenses represent the Company's best estimate of amounts necessary to settle all outstanding claims, including claims that are incurred but not reported as of the reporting date. The Company's reserve projections are based primarily on detailed analysis of the facts in each case, experience with similar cases and various historical development patterns. Consideration is given to such historical patterns as field reserving trends and claims settlement practices, loss payments, pending levels of unpaid claims and product mix, as well as court decisions, economic conditions and public attitudes. All of these factors can affect the estimation of reserves.

Establishing loss reserves, including loss reserves for catastrophic events that have occurred, is an estimation process. Many factors can ultimately affect the final settlement of a claim and, therefore, the necessary reserve.

For additional discussion, please refer to footnote 6 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 6 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

### **Asbestos and Environmental**

As a result of the significant uncertainty inherent in determining a company's asbestos and environmental liabilities and establishing related reserves, the amount of reserves required to adequately fund the Company's asbestos and environmental claims cannot be accurately estimated using conventional reserving methodologies based on historical data and trends. As a result, the use of conventional reserving methodologies frequently has to be supplemented by subjective considerations including managerial judgment. In that regard, the estimation of asbestos claims and associated liabilities and the analysis of environmental claims considered prevailing applicable law and certain inconsistencies of court decisions as to coverage, plaintiffs' expanded theories of liability, and the risks inherent in major litigation and other uncertainties, the Company believes that in future periods it is possible that the outcome of the continued uncertainties regarding asbestos and environmental related claims could result in an aggregate liability that differs from current reserves and would be covered under the NICO Reinsurance Transaction.

For additional discussion, please refer to footnote 6 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 6 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

## **Reinsurance Recoverables**

Amounts recoverable from reinsurers are estimated in a manner consistent with the claim liability associated with the reinsured business. The Company evaluates and monitors the financial condition of its reinsurers under voluntary reinsurance arrangements to minimize its exposure to significant losses from reinsurer insolvencies. The Company reports its reinsurance recoverables net of an allowance for estimated uncollectible reinsurance recoverables. The allowance is based upon the Company's ongoing review of amounts outstanding, length of collection periods, changes in reinsurer credit standing and other relevant factors. Accordingly, the establishment of reinsurance recoverables and the related allowance for uncollectible reinsurance recoverables is also an inherently uncertain process involving estimates. Changes in these estimates could result in additional charges to the accompanying Consolidated Statements of Operations.

Ceded transactions that transfer risk but are retroactive are included in reinsurance recoverables. The excess of estimated liabilities for claims and claim costs over the consideration paid net of experience adjustments is established as a deferred credit at inception. The deferred amounts are subsequently amortized using the effective interest method over the expected settlement period. The periodic amortization is reflected in the accompanying Consolidated Statements of Operations through benefits, claims and claim adjustment expenses. In transactions where the consideration paid exceeds the estimated liabilities for claims and claim costs a loss is recognized. If the adverse development net of experience adjustments exceeds the original loss, deferred gains are recorded. The deferred gains are subsequently recognized into earnings over the expected settlement period of the reserves.

For additional discussion, please refer to footnote 5 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 4 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

## **Fair Value Determination**

Fair value is the price that would be received to sell an asset or would be paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Company primarily uses the market approach, which generally utilizes market transaction data for identical or similar instruments.

The hierarchy level assigned to each security in the Company's available for sale portfolio is based on the Company's assessment of the transparency and reliability of the inputs used in the valuation of each instrument at the measurement date. Securities are classified into three hierarchy levels: Level 1, Level 2 or Level 3.

Regarding fair value measurements, as of September 30, 2018, excluding other assets, the Company reflected \$9.932 billion (16.2%) as level 1 (quoted prices in active markets) primarily consisting of U.S. Treasuries and common equity securities. The majority of the Company's invested assets are reported as level 2 (quoted prices from other observable inputs). As of September 30, 2018, the Company reported \$50.620 billion (82.5%) as level 2, consisting primarily of fixed maturity securities. Finally, the Company reported \$776 million (1.3%) as level 3 (unobservable inputs), primarily consisting of international and privately held securities for which a market price is not readily observable.

For additional discussion, please refer to footnote 10 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 9 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

## **Impairment Losses on Investments**

The Company reviews fixed maturity securities, equity securities and other investments which include limited partnership and other equity method investments (primarily traditional private equity, natural resource and real estate) for impairment on a quarterly basis. These investments are reviewed for both quantitative and qualitative considerations including, but not limited to: (a) the extent of the decline in fair value below book value, (b) the duration of the decline, (c) significant adverse changes in the financial condition or near term prospects of the investment or issuer, (d) significant change in the business climate or credit ratings of the issuer, (e) general market conditions and volatility, (f) industry factors, (g) the past impairment of the security holding or the issuer, and (h) impact of foreign exchange rates on foreign currency denominated securities.

The Company is required to review its natural resource and other equity method investments when facts and circumstances indicate that carrying values may not be recoverable. In performing a quarterly review, the fair value of the Company's investment is estimated using indicators including, but not limited to, market comparables and analyses, commodity prices, and discounted cash flows and a realized loss is recognized for the excess, if any, of the investment's carrying value over its estimated fair value.

The Company is required to review its oil and gas properties when facts and circumstances indicate the possible existence of impairment. When a property's carrying value is greater than the expected future cash flows, impairment expense is recognized to the extent that the carrying value of the property exceeds its estimated fair market value. In employing the discounted cash flow method described, key inputs include commodity prices, locational basis difference, production, project development costs and the discount rate which are based on management's expectations about outcomes with respect to these variables. Unproved properties are assessed at least annually to determine whether impairment has occurred.

For additional discussion, please refer to footnote 1 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 3 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

### **Goodwill and Intangible Assets**

Goodwill is tested for impairment at least annually using either a qualitative or a quantitative process. Election of the approach can be made at the reporting unit level. The reporting unit has the option to skip the qualitative test and move directly to completion of the quantitative process. As of September 30, 2018, the Company has two reporting units – Global Retail Markets and Global Risk Solutions.

Indefinite-lived intangible assets held by the Company are reviewed for impairment on at least an annual basis using a qualitative process. The classification of the asset as indefinite-lived is reassessed, and an impairment is recognized if the carrying amount of the asset exceeds its fair value.

For additional discussion, please refer to footnote 1 in the Company's December 31, 2017 Audited Consolidated Financial Statements.

### **Deferred Income Taxes**

The income tax provision is calculated under the liability method. Deferred income tax assets and liabilities are recorded based upon the difference between the financial statement and tax bases of assets and liabilities at the enacted tax rates. The principal assets and liabilities giving rise to such differences are unearned premiums, employee benefits, credits, net operating losses, insurance loss reserves, deferred policy acquisition costs, net unrealized gains and losses on investments, fixed assets, and intangibles.

On December 22, 2017, the U.S. enacted the Act which reduced the U.S. Federal corporate income tax rate from 35% to 21%, requires companies to pay a one-time transition tax on earnings of certain foreign subsidiaries that were previously tax deferred and creates new taxes on certain foreign-sourced earnings. At December 31, 2017, the Company made a reasonable estimate of the effects of the reduction in the U.S. Federal corporate income tax rate and the one-time transition tax, resulting in a tax expense of \$252 million, of which \$240 million was considered provisional and \$12 million was due to the impact of proportional amortization on investments in qualified affordable housing projects.

During the quarter ended September 30, 2018, the Company recognized a provisional measurement benefit of \$10 million, primarily due to filing the Company's 2017 U.S. Consolidated Federal Income Tax Return. Included in the \$10 million benefit is a net \$2 million expense related to the one-time transition tax liability. The net provisional adjustment on the 2018 effective tax rate is immaterial. The Company is still analyzing certain aspects of the Act including the calculations of total post-1986 foreign E&P related to fiscal year-end entities. As a result, additional provisional measurements may be recorded within one year of the date of enactment of the Act.



The Company's effective tax rate on continuing operations differs from the U.S. Federal statutory rate of 21% primarily due to the impact of non-U.S. operations partially offset by tax-exempt investment income.

For additional discussion, please refer to footnote 8 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 7 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

### **Pension and Postretirement Benefit Obligations**

On an annual basis, the Company reviews the discount rate assumption used to determine the benefit obligations and the composition of various yield curves to ensure that the assumed discount rate reflects the Company's best estimate of the rate of return inherent in a portfolio of high-quality debt instruments that would provide the cash flows necessary to settle the Company's projected benefit payments.

The discount rate assumption used to determine the benefit obligations was based on a yield curve approach where the cash flows related to the benefit plans' liability stream were discounted at an interest rate specifically applicable to the timing of the cash flows. The discount rate assumption used to determine the benefit obligations is based on the yield curve where the cash flows related to each of the benefit plans' liability stream is discounted using spot rates specifically applicable to the timing of the cash flows of each plan. Effective January 1, 2016, service cost is calculated by discounting the future cash flows attributable to the current year of service using spot rates specifically applicable to the timing of the cash flows. Interest cost is determined by multiplying each benefit obligation cash flow by the spot rate applicable to that timing of the cash flow.

In choosing the expected long-term rate of return on plan assets, the Company's Retirement Committee considered the historical returns of equity and fixed income markets in conjunction with current economic and financial market conditions.

As a result of the LLAC sale a curtailment benefit of \$21 million was recognized and is reflected in discontinued operations on the Consolidated Statements of Operations. In conjunction with the LLAC sale a plan remeasurement was completed which had an increase on the interest rate of approximately 50 basis points. As a result a benefit of \$30 million was recognized on the Consolidated Statements of Operations and a \$373 million reduction to the pension obligation was recorded on the Consolidated Balance Sheet.

For additional discussion, please refer to footnote 9 in the Company's December 31, 2017 Audited Consolidated Financial Statements and footnote 8 in the Company's September 30, 2018 Unaudited Consolidated Financial Statements.

## ABOUT THE COMPANY

Boston-based LMHC, the parent corporation of the Liberty Mutual Insurance group of entities, is a diversified global insurer and third largest property and casualty insurer in the U.S. based on 2017 direct written premium. The Company also ranks 68<sup>th</sup> on the Fortune 100 list of largest corporations in the U.S. based on 2017 revenue. As of December 31, 2017, LMHC had \$142.502 billion in consolidated assets, \$121.814 billion in consolidated liabilities, and \$39.409 billion in annual consolidated revenue.

LMHC, through its subsidiaries and affiliated companies, offers a wide range of property and casualty insurance products and services to individuals and businesses alike. In 2001 and 2002, the Company formed a mutual holding company structure, whereby the three principal mutual insurance companies, LMIC, LMFIC and EICOW, each became separate stock insurance companies under the ownership of LMHC.

Functionally, the Company conducts substantially all of its business through two business units, with each operating independently of the other in certain areas such as sales, underwriting, and claims, but, as appropriate, collaborating in other areas such as actuarial and financial. Management believes this structure provides increased synergy to the Company and permits each business unit to execute its business strategy and/or to make acquisitions without impacting or disrupting the operations of the other business unit.

LMHC employs nearly 50,000 people in over 800 offices throughout the world. For a full description of the Company's business operations, products and distribution channels, please visit Liberty Mutual's Investor Relations web site at [www.libertymutualgroup.com/investors](http://www.libertymutualgroup.com/investors).