



# The Allstate Corporation

**Second Quarter 2025 Earnings Presentation**

07.31.2025

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

- › This presentation contains forward-looking statements and information.
- › This presentation also **contains non-GAAP measures** that are denoted with an asterisk (\*).
- › You can find the reconciliation of those measures to GAAP measures within our most recent earnings release, investor supplement or on our website, [www.allstateinvestors.com](http://www.allstateinvestors.com), under the “Financials” link.
- › Additional information on factors that could **cause results to differ materially** from this presentation is available in the 2024 Form 10-K, Form 10-Q for June 30, 2025, our most recent earnings release, and at the end of these slides. These materials are available on our website, [www.allstateinvestors.com](http://www.allstateinvestors.com), under the “Financials” link.

# Allstate Delivers Strong Business Results

## Allstate's Strategy To Create Shareholder Value

### Increase Personal Property-Liability Market Share

NATIONAL  
GENERAL  
an Allstate company

Allstate.  
You're in good hands.



### Leveraging Allstate brand, customer base and capabilities

Allstate.  
PROTECTION PLANS

### Expand Protection Services

Allstate.  
IDENTITY PROTECTION

Allstate.  
ROADSIDE

arity®

Allstate.  
DEALER SERVICES

(in millions except per share data)

	Q2 2025	Variance to Prior Year
Revenues	\$16,633	5.8%
Policies in Force	208.2	4.2%
– Personal property-liability	37.7	0.8%
Net Income applicable to common shareholders	\$2,079	NM
Adjusted Net Income*	\$1,591	NM
– Per diluted common share*	\$5.94	NM
– Return on equity*	28.6%	7.0 pts
Shareholder value creation:		
– Delivering excellent returns		
– Growing personal property-liability market share		
– Expanding Protection Services		
– Proactively investing		

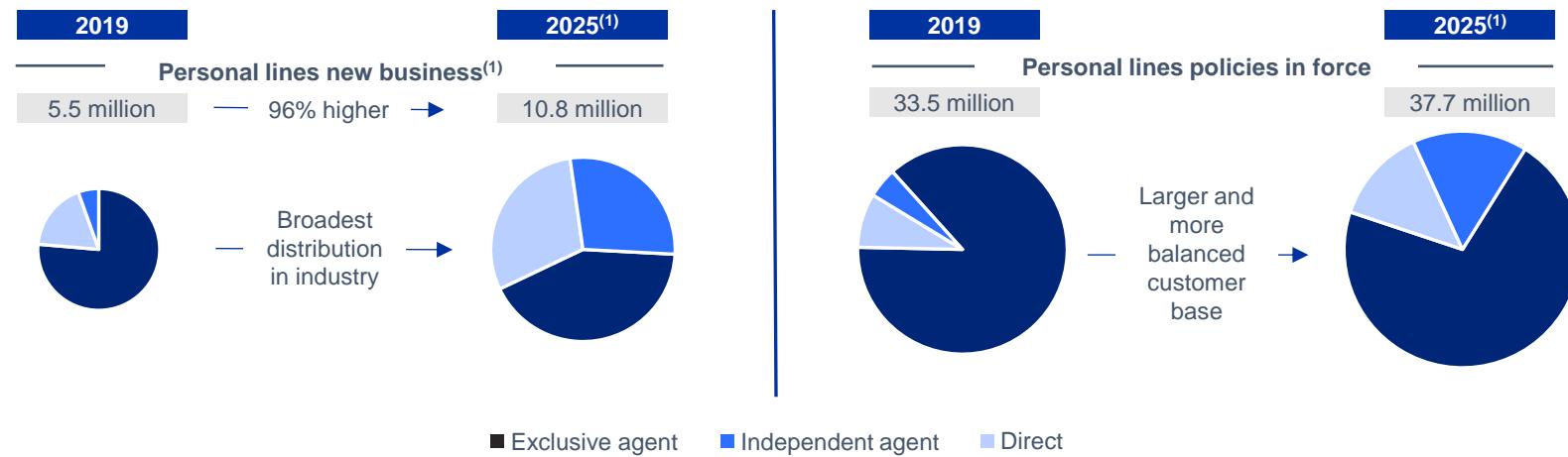
## Allstate Creates Shareholder Value – Personal Property-Liability

## Transformative Growth strategy to grow market share

## Transformative Growth successes

- New auto and homeowners insurance products
- Expense reductions
- Increased sophistication of pricing and marketing
- Claims processes enhanced following pandemic-related inflation
- New technology ecosystem deployed

## Significantly expanded distribution and grew policies in force



### Premiums earned<sup>(1)</sup>:

**\$56.0B**

(+9.6% to prior year)

### *Underwriting income<sup>(1)</sup>.*

**\$4.0B**

(+138.4% to prior year)

# Allstate Creates Shareholder Value – Protection Services

## Protection Services growing rapidly and profitably

Policies  
in force:

**170M**  
(+7.4% to prior year)

Premiums earned/other revenue  
trailing twelve months:

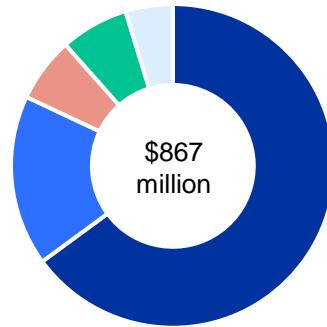
**\$3.2B**  
(+16.4% to prior year)

Adjusted net income trailing  
twelve months:

**\$223M**  
(+59.3% to prior year)

### Q2 2025 revenue by business

- Allstate Protection Plans
- Dealer Services
- Roadside
- Arity
- Identity Protection



### Adjusted net income

(\$ millions)	Q2 2025	Q2 2024
Allstate Protection Plans	51	41
Dealer Services	4	6
Roadside	11	8
Identity Protection	2	2
Arity	-8	-2
<b>Total</b>	<b>60</b>	<b>55</b>

## Protection Plans

### Consumer protection

- Electronics
- Computers/tablets
- TVs
- Mobile phones
- Major appliances
- Furniture

### Distribution partners



### Q2 2025 quarterly performance

(\$ millions)	Domestic	International
Revenue	\$419	\$144
Growth – Prior year	12.6%	29.7%
Adjusted Net Income	\$51 (+24.4% to prior year)	

# Allstate Creates Shareholder Value – Allstate Investments

## Investment portfolio management integrated with enterprise risk and return

Portfolio value:

**\$77.4B**

(+9.7% to prior year)

Q2 2025 net investment income:

**\$754M**

(+5.9% to prior year)

Total return on investment portfolio

Q2 2025:

**1.4%**

Trailing twelve months:

**5.4%**

- Diversified, interest-bearing and growth-oriented equity assets
- Leverage internal and external asset class experts
- Dynamically adjust portfolio exposures
  - Reduced risk in the second quarter by shortening duration and reducing public equity and high yield holdings

Top Quartile Performance<sup>(1)</sup>

	Market Based		Performance Based	
	Fixed Income <sup>(3)</sup>	Public Equity <sup>(3)</sup>	Private Equity <sup>(4)</sup>	Real Estate
Carrying Value (in billions)	\$65.9	\$1.1	\$8.2	\$2.2
Quartile <sup>(2)</sup>	1 <sup>st</sup> to 2 <sup>nd</sup>	Indexed	2 <sup>nd</sup>	1 <sup>st</sup>
5-year Return	2.4%	10.2%	15.4%	10.8%

<sup>(1)</sup> Market-based returns reflect asset-weighted GAAP total returns, performance-based reflects IRR. See investor supplement for definitions

<sup>(2)</sup> Illustrative peer comparisons are based on Allstate's internal composite benchmark of like mandates managed by professional asset management firms

<sup>(3)</sup> Fixed Income ETFs, classified as equity on the balance sheet, are shown in respective fixed income categories. Public Equity includes LP and other alternatives

<sup>(4)</sup> Private equity returns include infrastructure and opportunistic investments

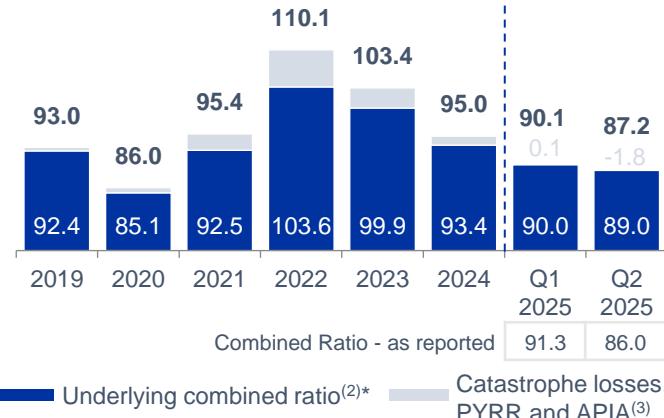
# Property-Liability Delivers Strong Returns

Underwriting income increases as underlying trends improve and average premium increases exceed moderating costs

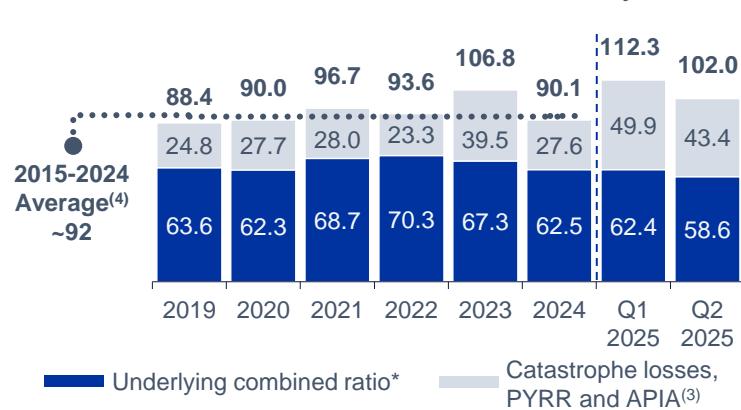
## Income highlights

	Three months ended June 30		Six months ended June 30	
	2025	Var to PY	2025	Var to PY
(in millions)				
Property-Liability underwriting income	\$1,280	\$1,425	\$1,640	\$887
– Auto Insurance	\$1,331	\$961	\$2,147	\$1,426
– Homeowners Insurance	(\$76)	\$299	(\$527)	(\$716)
– All Other <sup>(1)</sup>	\$25	\$165	\$20	\$177
Property-Liability combined ratio	91.1	(10.0) pts	94.2	(2.9) pts
– Auto Insurance	86.0	(9.9) pts	88.6	(7.4) pts
– Homeowners Insurance	102.0	(9.5) pts	107.1	10.0 pts
– All Other <sup>(1)</sup>	97.6	(16.3) pts	99.0	(9.0) pts

## Allstate Protection Auto Profitability



## Allstate Protection Homeowners Profitability



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

<sup>(2)</sup> Adjusts quarterly underlying combined ratios\* and underlying losses to reflect year-end current report year ultimate severities for 2025

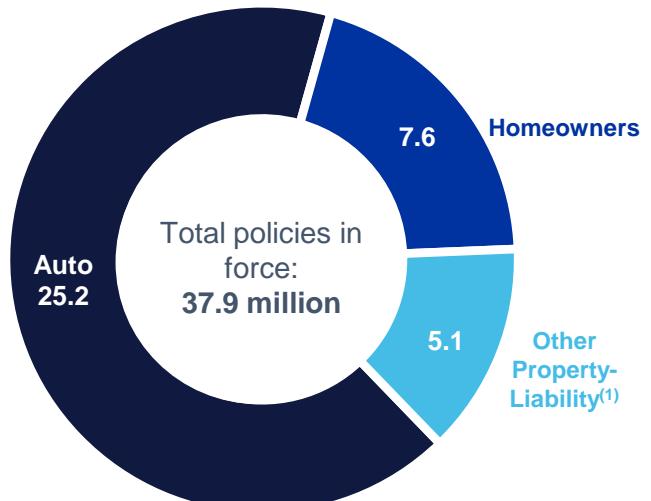
<sup>(3)</sup> Reflects combined ratio impact of catastrophe losses, prior year reserve reestimates (PYRR) and amortization of purchased intangibles (APIA)

<sup>(4)</sup> Reflects 10-year weighted average

# Property-Liability Policies In Force Increase Above Prior Year

Property-Liability growth continues to improve; Auto policies in force increase as higher new business more than offsets lower retention

Property-Liability policies in force – Second quarter, 2025



	Auto	Home-owners	Personal Property-Liability	Property-Liability
Policies in force (in thousands)	119	170	303	223
- % Increase / (Decrease)	0.5	2.3	0.8	0.6

Auto policy in force increases over the past year were partially offset by impacts of winding down Esurance and Encompass

Property-Liability personal lines policies in force by brand – % variance to prior year quarter

	Auto	Homeowners	Auto + Homeowners
<b>Active Brands</b>	<b>2.4</b>	3.3	2.6
Allstate brand	-0.6	4.1	0.6
Excluding NY/NJ	0.6	5.0	1.8
National General <sup>(2)</sup>	11.3	-8.0	9.0
Direct Auto <sup>(3)</sup>	22.8	-	22.8
<b>Inactive Brands</b>	<b>-40.8</b>	<b>-26.0</b>	<b>-38.1</b>
Esurance	-43.1	-17.4	-41.5
Encompass	-37.1	-27.7	-34.1
<b>Total</b>	<b>0.5</b>	<b>2.3</b>	<b>0.9</b>

<sup>(1)</sup> Results include other personal lines and commercial

<sup>(2)</sup> National General active independent agency channel business

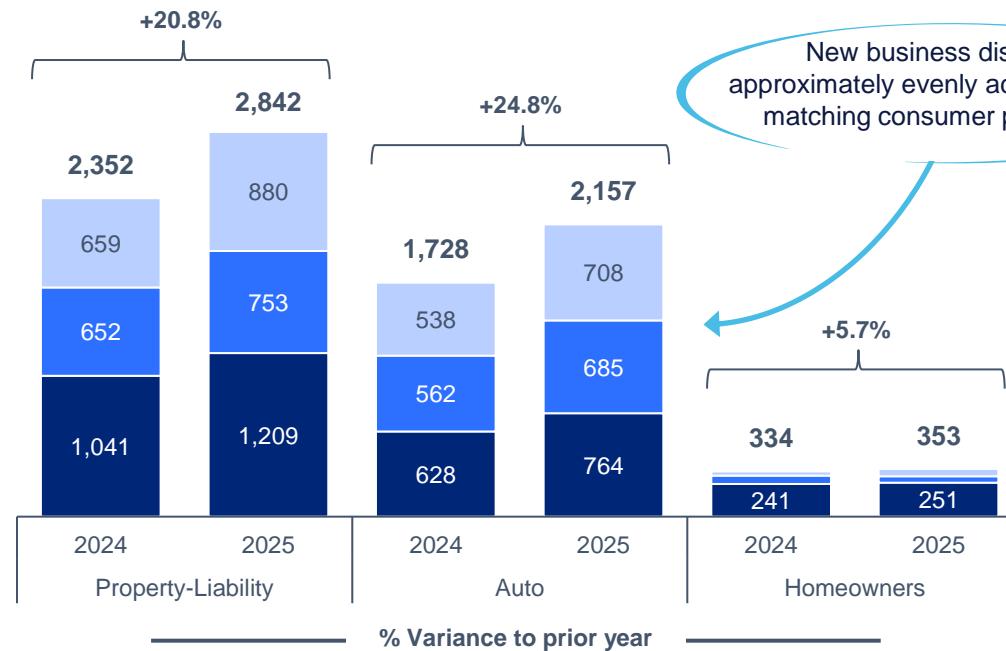
<sup>(3)</sup> Represents National General's direct to consumer business

# Strong New Business Growth Reflects Expanded Customer Access

Transformative Growth execution leading to increased personal lines new business across all channels

Property-Liability personal lines new issued applications – Second quarter, 2025

(in thousands)



New business distributed approximately evenly across channels matching consumer preferences

- Exclusive agent
- Independent agent
- Direct

16.1	21.7	4.1
15.5	21.9	(21.3)
33.5	31.6	68.8

## Allstate Creates Shareholder Value – Capital Management

- › Adjusted net income return on equity<sup>\*(1)</sup> of 28.6%
- › Divested Employer Voluntary Benefits and Group Health businesses on 4/1/25 and 7/1/25, respectively, for a combined \$3.25 billion, which is 25.8 times latest twelve months earnings
- › Increase shareholder value through repurchases and dividends
  - › Paid \$1.1 billion of common shareholder and preferred dividends<sup>(1)</sup>
  - › Repurchased \$445 million of common shares outstanding<sup>(1)</sup>

<sup>(1)</sup> Trailing twelve-month results

# Allstate Delivers Strong Business Results and Shareholder Value

## Allstate's Strategy



### Shareholder value creation

- Strong current financial results
- Customer base of 208 million policies in force with broad protection offerings under an exceptional brand with extensive distribution
- Positioned for personal Property-Liability growth
- Protection Services growing rapidly
- Investment expertise aligned with enterprise risk and return management
- Sound capital management



# Forward-looking Statements

This presentation contains "forward-looking statements" that anticipate results based on our estimates, assumptions and plans that are subject to uncertainty. These statements are made subject to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements do not relate strictly to historical or current facts and may be identified by their use of words like "plans," "seeks," "expects," "will," "should," "anticipates," "estimates," "intends," "believes," "likely," "targets" and other words with similar meanings. These statements may address, among other things, our strategy for growth, catastrophe exposure management, product development, investment results, regulatory approvals, market position, expenses, financial results, litigation and reserves. We believe that these statements are based on reasonable estimates, assumptions and plans. Forward-looking statements speak only as of the date on which they are made, and we assume no obligation to update any forward-looking statements resulting from new information or future events or developments. In addition, forward-looking statements are subject to certain risks or uncertainties that could cause actual results to differ materially from those communicated in these forward-looking statements. Factors that could cause actual results to differ materially from those expressed in, or implied by, the forward-looking statements include risks related to:

- Insurance and Financial Services (1) actual claim costs exceeding current reserves; (2) unexpected increases in claim frequency or severity; (3) catastrophes and severe weather events; (4) limitations in analytical models used for loss cost estimates; (5) price competition and changes in regulation and underwriting standards; (6) regulatory limitations on rate increases and requirements to underwrite business and participate in loss sharing arrangements; (7) market risk and declines in credit quality of our investment portfolios; (8) economic and capital market conditions affecting investments; (9) subjective determination of fair value and amount of credit losses for investments; (10) participation in indemnification programs, including state industry pools and facilities; (11) inability to mitigate the impact associated with changes in capital requirements; (12) a downgrade in financial strength ratings;
- Business, Strategy and Operations (13) operations in markets that are

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

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

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