

## THIRD QUARTER 2020 HIGHLIGHTS

- Net earnings per share of \$1.86; includes (\$0.59) per share in after-tax non-core items
- Core net operating earnings of \$2.45 per share; includes \$0.61 per share in earnings from alternative investments
- Third quarter annualized ROE of 12.9%; annualized core operating ROE of 17.1%
- Share repurchases of \$96 million during the quarter (average price of \$66.01 per share)
- Parent company cash of \$577 million and excess capital of \$1 billion at September 30, 2020
- P&C renewal pricing up 13% overall; highest in 15 years
- Full year 2020 core net operating earnings guidance excluding the impact of alternative investments \$7.00 - \$7.50 per share, an increase from our previous guidance of \$6.60 -\$7.40 per share

Our investment philosophy is to focus on high-quality investments that maximize returns on a long-term basis, rather than focusing on short-term performance.

**INVESTMENT PORTFOLIO** As of September 30, 2020

# \$58.1 Billion

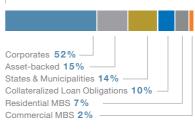
(Carrying Value)

Fixed Maturities 83%

Equities 3%

Cash & Cash Equivalents 7%

Fixed Maturities Overview



Approximately 90% of our fixed maturity investments are rated investment grade, and 97% have an NAIC designation of 1 or 2, the highest two levels.

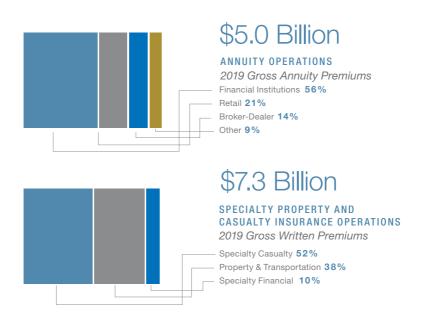
More information about our investment portfolio may be found in AFG's Investor Supplement posted on www.AFGinc.com under Investor Relations / Financial Information & SEC Filings.

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# STRENGTH, STABILITY AND POSSIBILITIES

We are proud of our market-leading specialty property and casualty insurance and annuity businesses. In 2019, approximately 50% of the P&C Group's gross written premium was produced by top 10-ranked businesses. Our annuity business has been consistently ranked in the top 10 overall and within the top three for sales of fixed-indexed annuities through financial institutions.



#### THIRD QUARTER AND FIRST NINE MONTHS 2020 & 2019 AND YEAR END HIGHLIGHTS

	Three months ended Sept 30,		Nine months ended Sept 30,			
Earnings		2020	2019	2020		2019
Core Net Operating Earnings	\$	217	\$ 205	\$ 483	\$	581
Core Net Operating Earnings Per Share	\$	2.45	\$ 2.25	\$ 5.37	\$	6.39
Net Earnings Attributable to Shareholders	\$	164	\$ 147	\$ 40	\$	686
Net Earnings Per Share (Diluted)	\$	1.86	\$ 1.62	\$ 0.45	\$	7.55

		months Sept 30,	Nine months ended Sept 30,			
Insurance Premiums	2020	2019	2020	2019		
Gross Written Premiums: Specialty P&C	\$ 2,223	\$ 2,351	\$ 5,288	\$ 5,550		
Net Written Premiums: Specialty P&C	\$ 1,488	\$ 1,618	\$ 3,776	\$ 4,029		
Gross Statutory Premiums: Annuity	\$ 871	\$ 1,077	\$ 2,768	\$ 3,821		

Book Value Per Share	Sept 30, 2020	Dec. 31, 2019
Book Value Per Share	\$ 72.65	\$ 69.43
Book Value Per Share (excluding unrealized gains (losses) related to fixed maturities)	\$ 58.29	\$ 59.70

AFG's overriding goal is to increase long-term shareholder value.

**EARNINGS PER SHARE** (For the year ended December 31)



- Core Net Operating Earnings Per Share (Non-GAAP)
- Diluted Net Earnings Per Share (GAAP)

AFG's Earnings per Share data for the years ended 2015-2019 is shown here. AFG believes that core net operating earnings is a useful measure for analysts and investors in considering ongoing operating trends for AFG.

#### ADJUSTED BOOK VALUE PER SHARE

As of December 31 (excluding appropriated retained earnings and net unrealized gains related to fixed maturity securities)



## **OUR BUSINESS MODEL**

AFG's business model is founded on an entrepreneurial approach that allows local decision-making for underwriting, marketing, claims and policy servicing in each of its niche operations.



Great American Insurance Company is rated A+ (Superior) by A.M. Best Company and has maintained a financial strength rating of A (Excellent) or higher since 1908.



#### **RATINGS - PROPERTY & CASUALTY INSURANCE COMPANIES**

	A.M. Best	Standard & Poor's	Moody's
Great American Insurance Company	A+ (Superior)	A+	A1
Mid-Continent Casualty Company	A+ (Superior)	A+	Not Rated
National Interstate Insurance Company	A+ (Superior)	Not Rated	Not Rated
Vanliner Insurance Company	A+ (Superior)	Not Rated	Not Rated
Republic Indemnity Company of America	A+ (Superior) <sup>1</sup>	A+	A3
Bridgefield Casualty Insurance Company	A+ (Superior) <sup>1</sup>	A+	Not Rated
Bridgefield Employers Insurance Company	A+ (Superior) <sup>1</sup>	A+	Not Rated
El Águila, Compañía de Seguros	A- (Excellent)	Not Rated	Not Rated
Great American International Insurance (EU) DAC	Not Rated	A+	Not Rated
Great American International Insurance (UK) Ltd.	Not Rated	A+	Not Rated



Great American's P&C Group was selected as one of the Ward's 50® Top Performing Insurance Companies for 2020.

#### **RATINGS - ANNUITY COMPANIES**

		Standard &	
	A.M. Best	Poor's	Moody's
Great American Life Insurance Company	A+ (Superior) <sup>1</sup>	A+	A2
Annuity Investors Life Insurance Company	A+ (Superior) <sup>1</sup>	A+	Not Rated

This document contains certain statements that may be considered "forward-looking statements" and are based on estimates, assumptions and projections which management believes are reasonable but by their nature subject to risks and uncertainties. The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements. Refer to AFG's filing on Form 10-Q as of September 30, 2020.

<sup>&</sup>lt;sup>1</sup>A.M. Best upgraded ratings on October 28, 2020.

### AFG's COR has been better than the industry average for 31 of the last 33 years.

#### CAPITAL AND LIQUIDITY

In Millions	Sept 30, 2020	Dec 31, 2019
Total Assets	\$73,110	\$70,130
Cash & Cash Equivalents	3,747	2,314
Ratio of debt to total adjusted capital <sup>A</sup>		
Including subordinated debt		
GAAP EQUITY (excluding AOCI)		
Property and Casualty Insurance	\$4,154	\$4,043
Annuity	2,659	2,715
Parent and other subsidiaries	_(1,706)	_(1,352)
AFG GAAP Equity (excluding AOCI)	_ \$5,107	\$5,406

A The ratio is calculated by dividing the principal amount of AFG's long-term debt by its total capital, which includes long-term debt, noncontrolling interests and shareholders' equity (excluding unrealized gains (losses) on fixed maturity investments).

#### **P&C STATUTORY COMBINED RATIO**



Industry Commercial Lines based on data from A.M. Best

Each business unit designs its own products, builds its own relationships and develops its own unique distribution strategies. Centralized business support and investment management functions provide a framework for success.