

Third Quarter 2024 Results

November 7th, 2024



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, war or conflicts, civil unrest, hurricanes, hail, tornadoes, tsunamis, earthquakes, floods, snowfall and winter conditions, cyber attacks, epidemics, and pandemics); the current Russia-Ukraine conflict; inadequacy of loss reserves; adverse developments involving asbestos, environmental or toxic tort claims and litigation; emerging risks and liability theories; 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; changes 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 LMHC's direct and indirect subsidiaries to pay dividends to the Company; inflation, including inflation in medical costs and automobile and home repair costs; the cyclicality 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 US federal, foreign 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; the Company's ability to identify and accurately assess complex and emerging risks, and changing climate conditions; compliance with Environmental, Social, and Governance laws and related reactions from the Company's stakeholders; and disruptions to the banking system.

The Company may also describe estimated impacts as a result of dispositions and acquisitions on the Company's financial results and condition, including to GAAP equity, which are deemed forward-looking statements and represent the Company's best estimates based on information available to us at this time. However, because these estimates involve making assumptions, including about future events, they are subject to business, economic and competitive uncertainties, many of which are beyond the Company's control, and are subject to change based on closing adjustments. Consequently, the actual impact on the Company's results could be materially different from those described herein. Some of the important factors that could cause actual results and outcomes to differ materially from those indicated in the forward-looking statements include, among others, the following: (i) the occurrence of any event, change, or other circumstances that could give rise to the termination of the signed transaction agreements; (ii) the inability of the parties to complete the proposed transaction, including due to failure to obtain certain regulatory approvals, or satisfy other conditions to closing the agreements; (iii) the possibility that the expected benefits of the sales are not realized when expected or at all; and (iv) any of the aforementioned risk factors listed in the above paragraphs that may also result in variability in possible outcomes.

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. The Company undertakes no obligation to update these forward-looking statements.



Description of Non-GAAP Financial Measures

The Company has identified consolidated pre-tax operating income ("PTOI"), and PTOI before limited partnerships income as non-GAAP financial measures. PTOI is defined by the Company as pre-tax income excluding net realized gains (losses), unit linked life insurance, loss on extinguishment of debt, discontinued operations, integration, other acquisition and restructuring related costs and cumulative effects of changes in accounting principles. Underlying PTOI is defined as PTOI excluding the impact of catastrophes and prior accident year development. Catastrophes are defined as a natural catastrophe, civil unrest, terror event, war or conflict 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. Net incurred losses attributable to prior years is defined as incurred losses attributable to prior years (including prior year losses related to catastrophes, prior year catastrophe reinstatement premium, and prior year commission expense) including earned premium attributable to prior years. PTOI before limited partnerships 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 limited partnerships 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/(losses) and limited partnerships income 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 impacted by permanent differences. References to Net Written Premium ("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 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 acquisition and integration costs are not included in the combined ratio. The combined ratio, expressed as a percentage, is a measure of underwriting profitability. The <u>underlying combined ratio</u> is computed as the combined ratio excluding the impact of catastrophes and prior accident year development. 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.



Liberty Mutual Overview



Helping people embrace today and confidently pursue tomorrow

US Retail Markets (USRM)

Glo

personal & small commercial

Personal Lines Small Commercial

Global Risk Solutions (GRS)

commercial, specialty, reinsurance, and personal

North America

Liberty International Insurance

Liberty Mutual Reinsurance

Global Surety

Other GRS

Key Highlights

- Mutual holding company structure
- \$165.2B of assets & \$49.4B of revenues in 2023
- One of the most diversified P&C insurers
- 87th among Fortune 500 companies1
- 2nd in US surety²
- 4th largest commercial lines writer in the US²
- 5th largest P&C writer in the US2
- 6th largest personal lines writer in the US²
- 8th largest global P&C insurer³
- 9th largest surplus lines carrier in the US²



¹ Based on 2023 revenue – as reported

² Based on 2023 direct written premium ("DWP")

³ Based on 2023 gross written premium ("GWP"), excludes state-owned companies

Liberty Mutual's Global Presence

Liberty Mutual operates in 29 countries and economies around the world

Americas

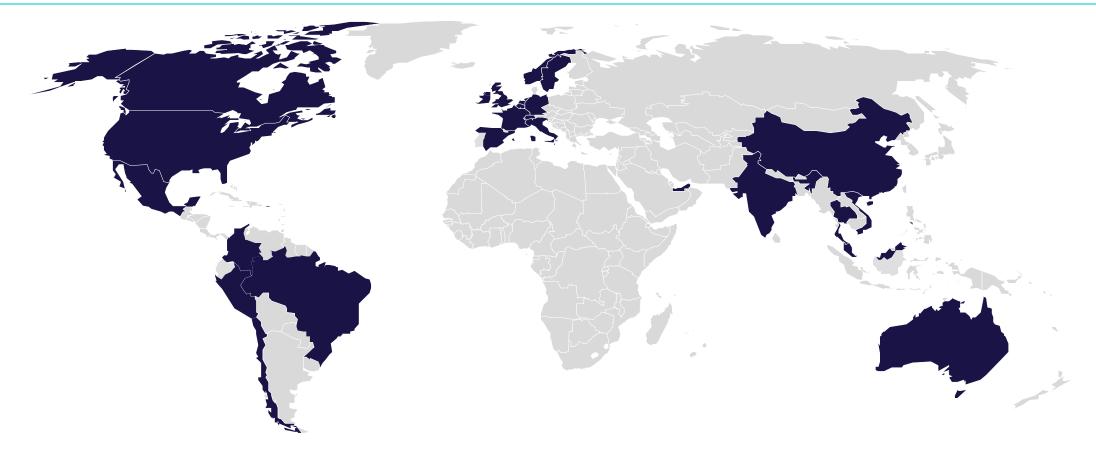
Europe

US (HQ), Bermuda, Brazil, Canada, Chile, Colombia, Mexico, Peru

Belgium, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Norway, Spain, Sweden, Switzerland, U.K.

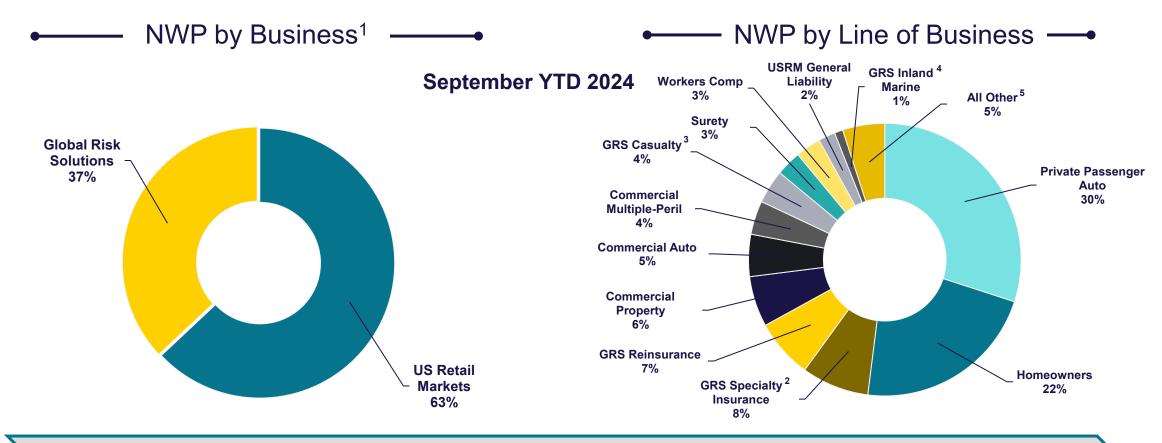
Asia Pacific

Australia, China, Hong Kong, India, Malaysia, Singapore, Thailand, UAE, Vietnam





Analysis of Consolidated Net Written Premium ("NWP")



NWP year-to-date in 2024 totaled \$34.4 billion, a decrease of 2.1% from the same period in 2023 (or a decrease of 2.0% excluding FX)



¹ Excludes "Corporate and Other" of \$261 million.

² GRS specialty insurance includes marine, energy, construction, aviation, warranty and indemnity, directors and officers, errors and omissions, trade credit, contingent lines and other.

³ GRS casualty primarily includes general liability, excess & umbrella and environmental lines of business.

⁴ GRS inland marine includes handset protection coverage for lost or damaged wireless devices.

⁵ NWP associated with internal reinsurance assumed into Corporate, net of corporate external placements. Primarily includes NWP from allied lines, domestic inland marine, internal reinsurance, and life and health.

⁶ Determined by assuming constant foreign exchange rates between periods

Consolidated Results

(\$ Millions)	Third Quarter			Year-to-Date			
	2024	2023	Change	2024	2023	Change	
NWP	\$12,027	\$12,160	(1.1%)	\$34,412	\$35,152	(2.1%)	
Pre-tax operating income (loss) ("PTOI") before limited partnerships income	1,112	210	NM	2,898	(488)	NM	
Limited partnerships income ¹	261	62	NM	886	85	NM	
Net realized (losses) gains	(164)	87	NM	(418)	(25)	NM	
Net income (loss) attributable to LMHC	892	219	NM	3,144	(441)	NM	
Net income (loss) attributable to LMHC excluding unrealized impact ²	863	132	NM	3,123	(554)	NM	
Cash flow provided by continuing operations	\$2,587	\$1,798	43.9%	\$4,902	\$2,222	120.6%	
(\$ Millions)	As of						
	Septem	ber 30, 2024		December 31, 20	23	Change	
Total equity excl. accumulated other comprehensive loss	\$33,356			\$30,187			
Total equity	\$	30,190		\$25,060		20.5%	

¹ Limited partnerships 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



² Excludes unrealized gains on equity securities and the corresponding tax impact. Please refer to slide 3 for a description of all non-GAAP financial measures.

Consolidated Results

	Third Quarter			Year-to-Date			
	2024	2023	Change (Points)	2024	2023	Change (Points)	
Claims and claim adjustment expense ratio	59.0%	65.4%	(6.4)	59.6%	66.0%	(6.4)	
Underwriting expense ratio	29.1	26.7	2.4	27.3	27.9	(0.6)	
Underlying combined ratio	88.1	92.1	(4.0)	86.9	93.9	(7.0)	
Catastrophes	9.5	9.6	(0.1)	10.7	13.1	(2.4)	
Net incurred losses attributable to prior years:							
- Asbestos and environmental	-	-	-	-	-	-	
- All other ¹	(0.9)	(0.8)	(0.1)	(0.3)	(1.6)	1.3	
Current accident year re-estimation ²	-	1.7	(1.7)	-	-	-	
Total combined ratio	96.7%	102.6%	(5.9)	97.3%	105.4%	(8.1)	



¹ Net of earned premium and reinstatement premium attributable to prior years.

²Re-estimation of the current accident year loss reserves for the six months ended June 30, 2023. Please refer to slide 3 for a description of all non-GAAP financial measures.

US Retail Markets

- Segment Highlights ——
- 6th largest writer of personal lines in the U.S.¹
- 2nd largest in independent agency personal and small commercial lines in the U.S.¹
- Leading multi-line writer focused on small commercial accounts

Financial Performance

(\$ Millions)	Ţ	Third Quarter			Year-to-Date			
	2024	2023	Change	2024	2023	Change		
NWP	\$7,619	\$8,043	(5.3%)	\$21,579	\$22,790	(5.3%)		
Underlying PTOI	1,540	608	153.3	4,626	1,569	194.8		
Catastrophes	(865)	(1,006)	14.0	(3,190)	(3,915)	18.5		
Net incurred losses attributable to prior years ²	(13)	52	NM	(22)	509	NM		
Current accident year re-estimation ³	-	(192)	(100.0)	-	-	-		
Pre-tax operating income (loss)	\$662	(\$538)	NM	\$1,414	(\$1,837)	NM		
	Т	Third Quarter		Year-to-Date		ate		
	2024	2023	Change (Points)	2024	2023	Change (Points)		
Claims and claim adjustment expense ratio	58.8%	69.0%	(10.2)	59.4%	69.0%	(9.6)		
Underwriting expense ratio	24.2	24.3	(0.1)	23.5	25.3	(1.8)		
Underlying combined ratio	83.0	93.3	(10.3)	82.9	94.3	(11.4)		
Catastrophes	11.8	13.5	(1.7)	14.5	17.7	(3.2)		
Net incurred losses attributable to prior years ²	0.1	(0.7)	0.8	0.1	(2.3)	2.4		
Current accident year re-estimation ³	-	2.6	(2.6)	-	-	-		
Total combined ratio	94.9%	108.7%	(13.8)	97.5%	109.7%	(12.2)		

Please refer to slide 3 for a description of all non-GAAP financial measures. NM = Not Meaningful

¹ Based on 2023 DWP.

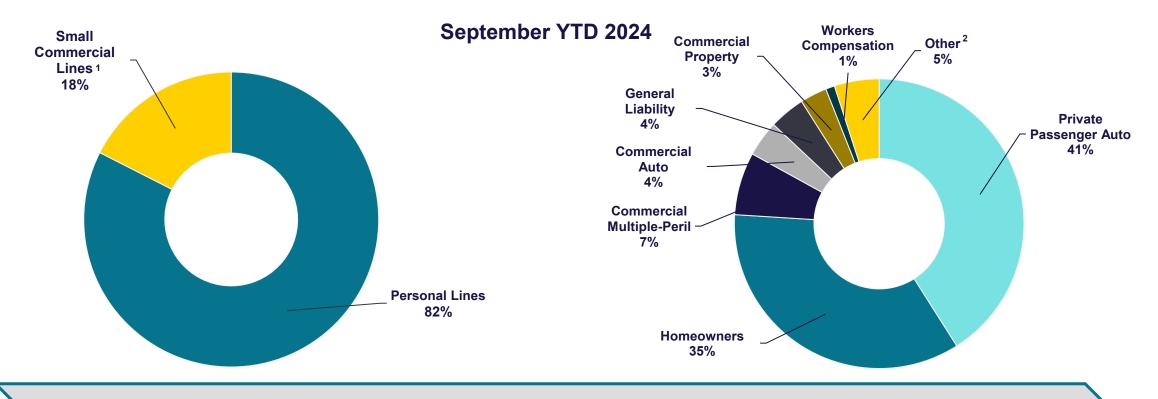
² Net of earned premium and reinstatement premium attributable to prior years.

³ Re-estimation of the current accident year loss reserves for the six months ended June 30, 2023.

US Retail Markets NWP Distribution

NWP by Market Segment —

NWP by Line of Business —



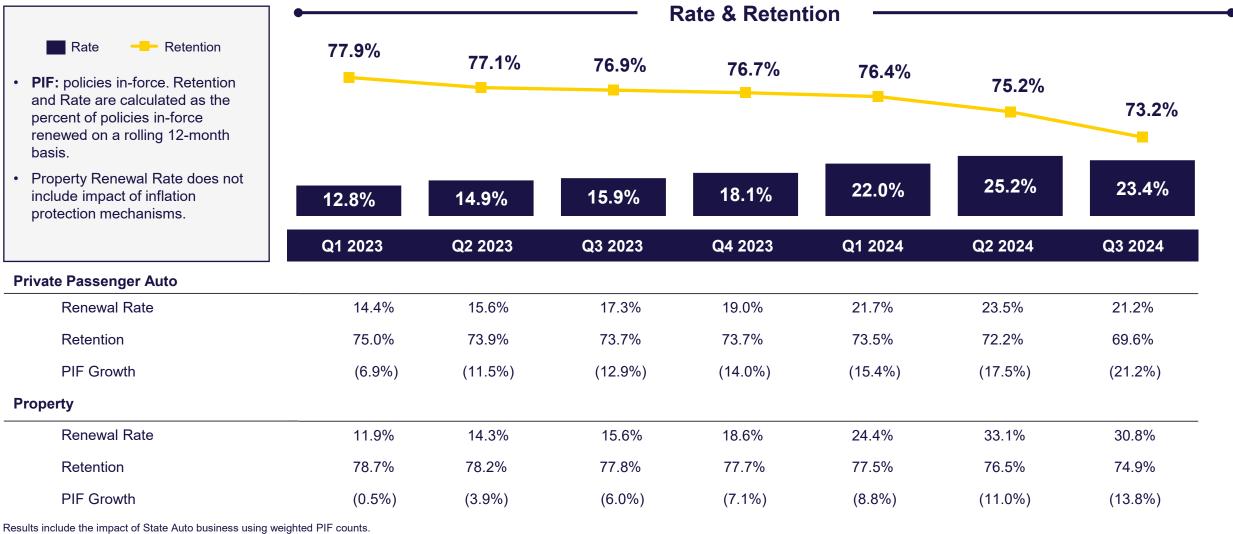
NWP year-to-date in 2024 totaled **\$21.6** billion, a decrease of **5.3%** from the same period in 2023



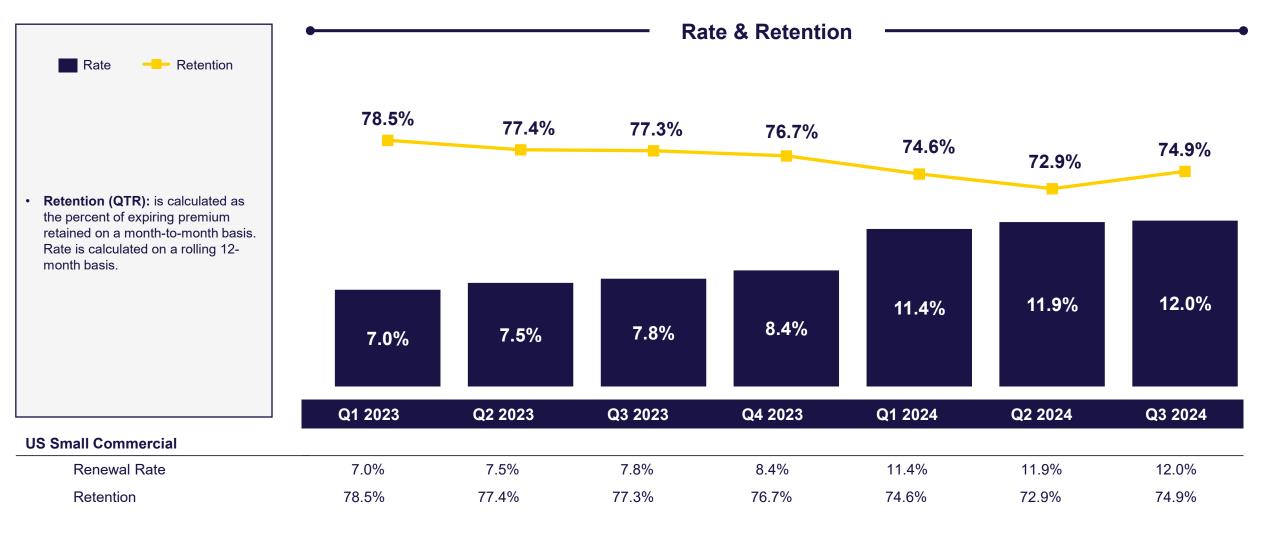
¹ In Q2 2024, USRM Business Lines was renamed to USRM Small Commercial to align with our agents and partners, and better reflect our market appetite.

² Premium related to other personal and commercial lines including personal accident, bonds, small and medium enterprise, and marine and cargo lines of business.

US Personal Lines: Renewal Rate, Retention, & PIF



US Small Commercial: Rate & Retention



Results include the impact of State Auto business using weighted direct written premium.



Global Risk Solutions

Segment Highlights —

- Offers a wide array of property, casualty, automobile, specialty, life and health, and reinsurance products and services distributed through multiple channels globally
- 1st in U.S. Inland Marine¹
- 2nd in U.S. Surety¹
- 4th largest U.S. commercial and specialty lines carrier^{1,2}
- 9th largest U.S. Excess & Surplus lines carrier¹

Financial Performance

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(\$ Millions)	Т	hird Quarte	er	Year-to-Date			
	2024	2023	Change	2024	2023	Change	
NWP	\$4,134	\$4,208	(1.8%)	\$12,572	\$12,506	0.5%	
Underlying PTOI	731	645	13.3	2,253	1,736	29.8	
Catastrophes	(221)	(122)	81.1	(505)	(602)	(16.1)	
Net incurred losses attributable to prior years ³	100	8	NM	100	54	85.2	
PTOI	\$610	\$531	14.9%	\$1,848	\$1,188	55.6%	
	Third Quarter			Year-to-Date			
	2024	2023	Change (Points)	2024	2023	Chang (Points	
Claims and claim adjustment expense ratio	58.8%	58.5%	0.3	59.6%	59.5%	0.1	
Underwriting expense ratio	32.1	31.6	0.5	31.3	31.6	(0.3)	
Dividend ratio	-	0.1	(0.1)	0.1	0.1	-	
Underlying combined ratio	90.9	90.2	0.7	91.0	91.2	(0.2)	
Catastrophes	5.3	3.0	2.3	4.1	5.0	(0.9)	

(2.4)

93.8%

Net incurred losses attributable to prior years³

Total combined ratio

(0.5)

(1.6)

(0.3)

95.9%

(8.0)

94.3%

(2.4)

0.6

93.2%

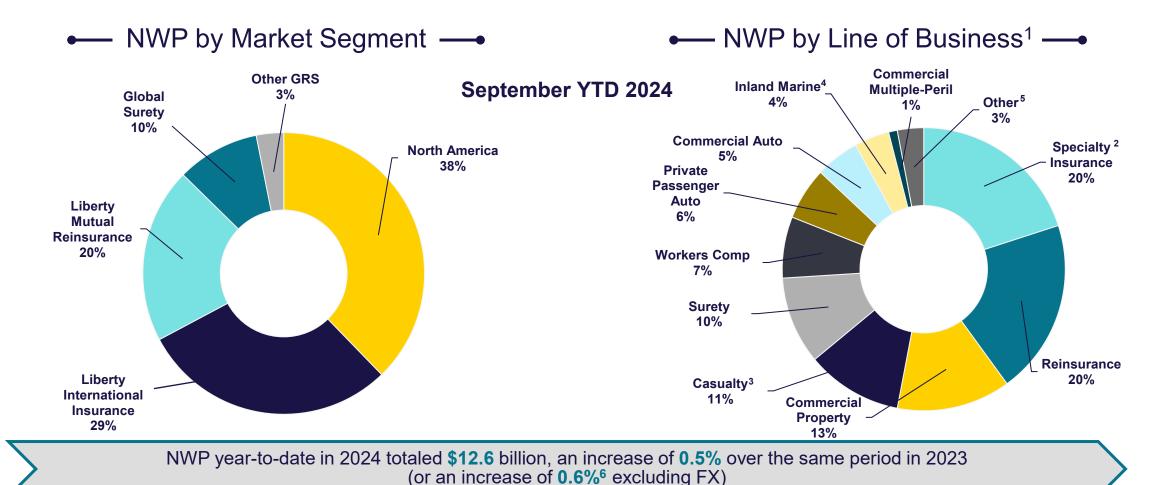
¹Based on 2023 DWP.

² Includes small commercial premium reported within USRM.

³ Net of earned premium and reinstatement premium attributable to prior years of (\$35) million and \$77 million for the three and nine months ended September 30, 2024, and \$20 million and \$44 million for the same periods in 2023.

Please refer to slide 3 for a description of all non-GAAP financial measures. NM = Not Meaningful

Global Risk Solutions NWP Distribution



¹ Excludes "Other Reinsurance" of (\$40) million.



² Includes marine, energy, construction, aviation, warranty and indemnity, directors and officers, errors and omissions, trade credit, contingent lines and other.

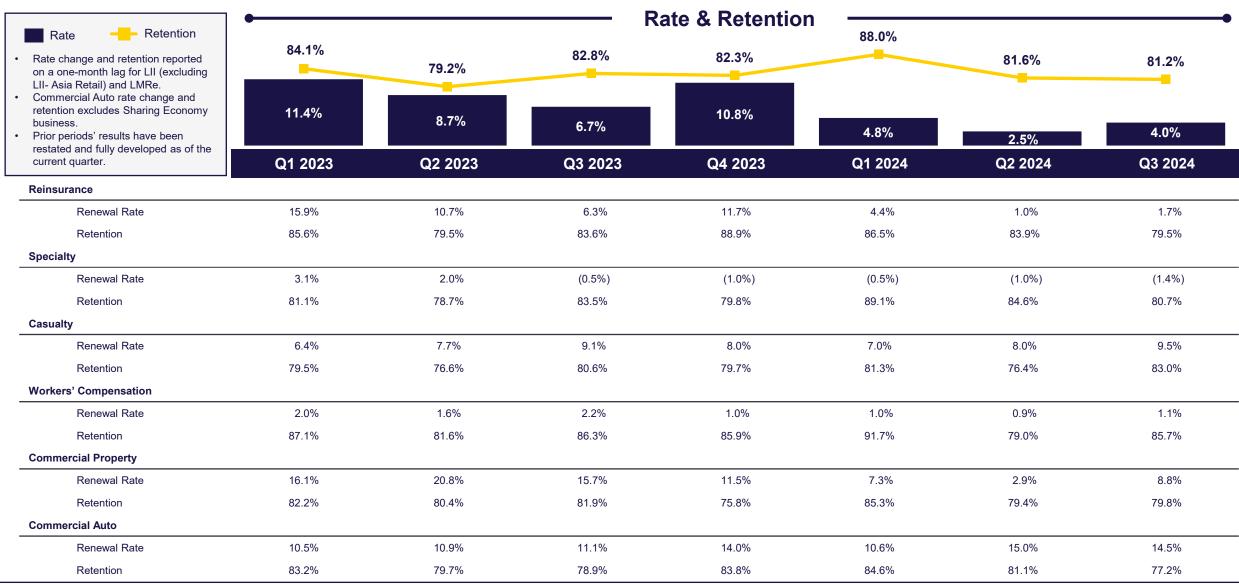
³ Primarily includes general liability, excess & umbrella and environmental lines of business.

⁴ Includes handset protection coverage for lost or damaged wireless devices.

⁵ Primarily includes life & health, as well as other small lines of business

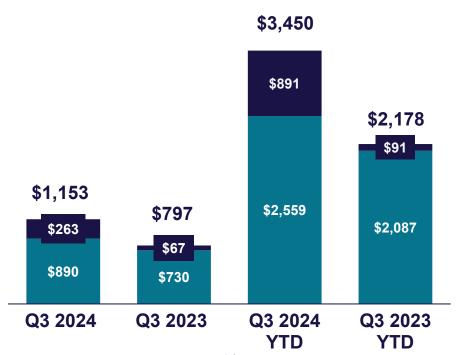
⁶ Determined by assuming constant foreign exchange rates between periods

Global Risk Solutions: Rate & Retention



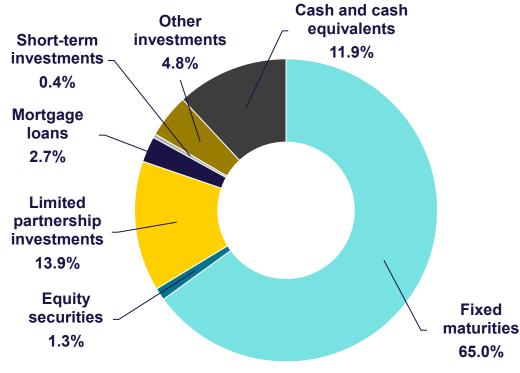
Investments

Net Investment Income (\$ Millions)



- Limited partnerships income ^{1,2}
- Net investment income excluding limited partnerships income

Invested Assets by Type ——



Total invested assets as of

September 30, 2024: \$111.7 billion



¹ Limited partnerships 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.

² Limited partnerships income including direct investments in natural resources was \$261 million and \$886 million for the three and nine months ended September 30, 2024, and \$62 million and \$85 million for the same periods in 2023.

Capitalization

(\$ Millions)	As of September 30, 2024	As of December 31, 2023
Total long-term debt	\$8,951	\$9,607
Unamortized discount and debt issuance costs	(459)	(481)
Total long-term debt excluding unamortized discount and debt issuance costs	\$9,410	\$10,088
Total equity excluding accumulated other comprehensive income (loss)	\$33,356	\$30,187
Total capital excluding accumulated other comprehensive income (loss) ¹	\$42,766	\$40,275
Debt-to-capital capitalization excluding accumulated other comprehensive income (loss) ¹	22.0%	25.0%
Statutory surplus	\$31,867	\$27,677

¹ Excludes unamortized discount and debt issuance costs.



Holding Company Interest Coverage

(\$ Millions)	2024
Dividend capacity ¹	\$2,194
Estimated PTI from LMG service companies/fees	\$828
Total available funding	\$3,022
Estimated interest expense ²	\$432
Holding company interest coverage	7.0x



¹ Represents the estimated maximum allowable dividend without prior regulatory approval in the state of domicile including approximately \$80 million of annual dividends related to non-redeemable perpetual preferred stock issuances by LMIC and LMFIC. Available dividend capacity as of September 30, 2024 is calculated as 2024 dividend capacity less dividends paid for the preceding 12 months. Dividends paid October 1, 2023 through September 30, 2024 for LMIC, LMFIC, EICOW and SAM were \$65 million, \$15 million, zero and \$510 million respectively.

² Represents the Company's interest obligations for debt issued by its non-insurance company subsidiaries, excluding the amortization of discount and debt issuance costs.

Changes in Statutory Surplus

(\$ Millions)	September YTD 2024		
Balance at beginning of the year	\$27,677		
Statutory net income	3,382		
Affiliated unrealized gains	779		
Non-affiliated unrealized gains	214		
Change in deferred income taxes	68		
Other changes in statutory surplus	66		
Change in non-admitted assets	(259)		
Net capital change	(60)		
Balance at end of the period	\$31,867		

About Liberty Mutual Insurance

Boston-based LMHC, the parent corporation of the Liberty Mutual Insurance group of entities, is a diversified global insurer and eighth largest global property and casualty insurer based on 2023 gross written premium. The Company also ranks 87th on the Fortune 100 list of largest corporations in the US based on 2023 revenue. As of December 31, 2023, LMHC had \$165.208 billion in consolidated liabilities, and \$49.4 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. In 2022, SAM, formerly a mutual insurance company, also became a stock insurance company under the ownership of LMHC.

Functionally, the Company conducts substantially all of its insurance 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 over 40,000 people in 29 countries and economies around the world. For a full description of the Company's business operations, products and distribution channels, please visit Liberty Mutual's Investor Relations website at www.libertymutualgroup.com/investors.



Additional Notes

The Company's financial results, management's discussion and analysis of operating results and financial condition, accompanying financial statements and other supplemental financial information for the three and nine months ended September 30, 2024 are available on the Company's Investor Relations website at 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 http://www.libertymutualgroup.com/investors (or any successor site).

The Company's annual audited financial statements and the Report of Independent Registered Public Accounting Firm on the Effectiveness of Internal Control Over Financial Reporting will be published on the Company's Investor Relations website shortly at http://www.libertymutualgroup.com/investors.



