| $7$ |  | $\sqrt{ }$ |  | $6$ | $N Y$ |  |  | $\begin{aligned} & \text { ECENT } \\ & \text { RICE } \end{aligned}$ | $93.4$ | $\begin{aligned} & \hline P / E \\ & \text { RAT } \end{aligned}$ |  | $\left(\begin{array}{l} \text { Trail } \\ \text { Med } \end{array}\right.$ | $\begin{aligned} & \text { ng: } 9.2 \\ & \text { an: } 9.0 \end{aligned}$ | $\begin{array}{\|l\|l\|} \text { RELATII } \\ \text { P/E RAT } \end{array}$ | $0,5$ | $\begin{aligned} & \text { DIV'D } \\ & \text { YLD } \end{aligned}$ |  |  | /ALUE LINE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELIN | $\text { NESS } 2$ | Raised 5／ |  | High： Low： | 39.7 <br> 29.0 | 43.6 <br> 30.2 | 47.0 33.7 | 55.0 40.2 | 57.0 47.3 | $\begin{aligned} & 58.6 \\ & 28.9 \end{aligned}$ | $\begin{aligned} & 54.5 \\ & 33.1 \end{aligned}$ | $\begin{aligned} & 57.6 \\ & 47.3 \end{aligned}$ | $\begin{aligned} & 64.2 \\ & 46.0 \end{aligned}$ | $\begin{aligned} & 74.7 \\ & 55.9 \end{aligned}$ | $\begin{aligned} & \hline 91.7 \\ & 72.5 \end{aligned}$ | $\begin{aligned} & 94.3 \\ & 79.9 \end{aligned}$ |  |  | $\begin{aligned} & \text { Target Prio } \\ & 2017 \mid 201 \end{aligned}$ | Range 2019 |
| SAFET | AL |  | 16／11 | $\begin{array}{\|c\|} \hline \text { LEGEN } \\ \hline \ldots \\ \hline \ldots . \\ \text { Rele } \end{array}$ | $\begin{aligned} & \text { VDS } \\ & \text { NO Earnin } \\ & \text { blative Price } \end{aligned}$ | s sh Strength |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| BETA | (1.00 = | ＝Market） |  | Options：Y Shaded | Yes | es recession |  |  |  |  |  |  |  |  |  |  |  |  | －－－－－－ | 120 |
|  | 7－19 PRO | OJECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  | $\bullet$ |  |  |  | 100 |
|  | Price | Gain | n＇l Total Return |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
| High |  | Gain | 16\% |  |  |  |  |  | リ |  |  |  |  |  |  |  |  |  |  | 50 |
| Low | 0 | ＋40\％） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| Inside | Decisi | ions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30 |
| to Buy | $\begin{array}{lll}  & J & A \\ J & \text { S } \\ 0 & 0 & 0 \end{array}$ | $\begin{array}{lll} 0 & N & D \\ 0 & 0 & 0 \end{array}$ | $\begin{array}{llll}\text { J F M } \\ 0 & 0 & 0\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20 |
| Options | 430 | $\begin{array}{llll}4 & 5 & 1 \\ 5 & 6\end{array}$ | $\begin{array}{lll}2 & 7 & 0 \\ 2 & 8 & 1\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institu | tional D | Decision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \％TO | T．RETURN 5／14 |  |
|  | 302013 | 402013 | 102014 |  |  |  |  |  |  |  |  |  | ＋ |  |  |  |  |  |  |  |
| to Buy | 347 | 382 | 353 | shares |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{ll}14.3 & 19.4 \\ 63.0 & 43.7\end{array}$ |  |
| to Sell Hld＇s＇（000） | 351 29981 | $\begin{array}{r} 365 \\ 289672 \end{array}$ | $\begin{array}{r} 410 \\ 286054 \end{array}$ | traded |  | 11 | ull | 屾 |  | \\|lll |  | ｜n｜ | n | 是地 |  |  |  | $\begin{aligned} & 3 \mathrm{yr} . \\ & 5 \mathrm{yr} . \end{aligned}$ | $\begin{array}{rr}63.0 & 43.7 \\ 162.3 & 161.9\end{array}$ |  |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 ${ }^{\text {F }}$ | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | $\bigcirc$ | JE LINE PUB．LLC | 17－19 |
| 29.71 | 23.51 | 27.20 | 35.14 | 32.58 | 30.72 | 28.40 | 29.34 | 30.61 | 34.20 | 36.88 | 41.16 | 49.31 | 56.24 | 59.24 | 64.04 | 69.50 | 74.20 | P／C Pr | Earned per sh | 90.00 |
| 6.78 | 6.92 | 7.45 | 5.86 | 5.15 | 4.89 | 3.97 | 4.56 | 5.19 | 5.99 | 4.77 | 5.34 | 7.04 | 7.33 | 7.66 | 7.68 | 8.00 | 8.50 | Investm | ent Inc per sh | 10.50 |
| d2．50 | d． 54 | ． 23 | d10．76 | d2．80 | d． 86 | d2．75 | d． 82 | 3.01 | 3.68 | 3.06 | 4.19 | 3.06 | d3．59 | 1.10 | 6.54 | 5.20 | 5.20 | Underv | riting Inc per sh | 6.30 |
| 2.26 | 3.37 | 4.32 | d4．84 | 1.24 | 2.55 | 1.93 | 2.90 | 5.88 | 6.72 | 5.24 | 6.32 | 6.31 | 3.25 | 6.21 | 9.46 | 9.30 | 9.15 | Earning | per sh ${ }^{\text {B }}$ | 11.25 |
| ． 99 | 1.03 | 1.07 | 1.11 | 1.15 | 1.16 | ． 95 | ． 91 | 1.01 | 1.13 | 1.19 | 1.26 | 1.44 | 1.64 | 1.79 | 1.96 | 2.15 | 2.21 | Div＇ds D | Decl＇d per sh C． | 2.60 |
| 30.48 | 28.66 | 33.10 | 24.35 | 25.05 | 26.84 | 31.35 | 31.94 | 36.87 | 42.22 | 43.12 | 52.54 | 58.39 | 62.31 | 67.32 | 70.14 | 76.45 | 83.05 | Book Va | lue per sh ${ }^{\text {D }}$ | 110.00 |
| 233.75 | 225.00 | 216.85 | 207.60 | 226.80 | 229.11 | 670.30 | 693.40 | 678.30 | 627.80 | 585.10 | 520.30 | 434.60 | 392.80 | 377.40 | 353.50 | 340.00 | 330.00 | Commo | Shs Outst＇g E | 300.00 |
| 129\％ | 111\％ | 119\％ | 189\％ | 153\％ | 131\％ | 122\％ | 127\％ | 125\％ | 124\％ | 105\％ | 84\％ | 89\％ | 91\％ | 95\％ | 119\％ |  |  | Price to | Book Value | 135\％ |
| 17.4 | 9.4 | 9.1 | ．－ | 31.0 | 13.8 | 19.9 | 14.0 | 7.8 | 7.8 | 8.7 | 7.0 | 8.2 | 17.4 | 10.3 | 8.8 | Bold | are | Avg Ann | ＇I P／E Ratio | 13.0 |
| ． 90 | ． 54 | ． 59 |  | 1.69 | ． 79 | 1.05 | ． 75 | ． 42 | ． 41 | ． 52 | ． 47 | ． 52 | 1.09 | ． 66 | ． 50 |  | Line | Relative | P／E Ratio | ． 80 |
| 2．5\％ | 3．2\％ | 2．7\％ | 2．4\％ | 3．0\％ | 3．3\％ | 2．5\％ | 2．2\％ | 2．2\％ | 2．2\％ | 2．6\％ | 2．8\％ | 2．8\％ | 2．9\％ | 2．8\％ | 2．3\％ | estim |  | Avg Ann | ＇I Div＇d Yield | 1．8\％ |
| CAPITAL STRUCTURE as of 12／31／13 <br> Total Debt $\$ 6346$ mill．Due in 5 Yrs $\$ 1750$ mill． (20\% of Cap') |  |  |  |  |  | 19038 | 20341 | 20760 | 21470 | 21579 | 21418 | 21432 | 22090 | 22357 | 22637 | 23625 | 24485 | P／C Pre | miums Earned A | 27000 |
|  |  |  |  |  |  | 81．1\％ | 73．4\％ | 59．0\％ | 57．7\％ | 60．2\％ | 57．9\％ | 61．1\％ | 73．7\％ | 65．6\％ | 58．8\％ | 62．0\％ | 63．0\％ | Loss to | Prem Earned | 64．0\％ |
|  |  |  |  |  |  | 28．6\％ | 29．4\％ | 31．2\％ | 31．5\％ | 31．5\％ | 31．9\％ | 32．7\％ | 32．7\％ | 32．5\％ | 31．0\％ | 30．5\％ | 30．0\％ | Expense | to Prem Writ | 29．0\％ |
| Leases，Uncapitalized $\$ 178$ mill． <br> Pension Assets 12／13－\＄3074 mill． |  |  |  |  |  | －9．7\％ | －2．8\％ | 9．8\％ | 10．8\％ | 8．3\％ | 10．2\％ | 6．2\％ | －6．4\％ | 1．9\％ | 10．2\％ | 7．5\％ | 7．0\％ | Underwi | iting Margin | 7．0\％ |
| Pension | Assets | 12／3－\＄3 | Ob | blig. \$2908 |  | 6．0\％ | 22．9\％ | 26．7\％ | 25．6\％ | 23．2\％ | 23．0\％ | 24．1\％ |  | 21．7\％ | 25．7\％ | 25．0\％ | 25．0\％ | Income | Tax Rate | 25．0\％ |
| Pfd Stock None Obig．\＄2908 mill． |  |  |  |  |  | 1195.0 | 2047.4 | 4187.4 | 4509.6 | 3174.5 | 3616.4 | 3066.0 | 1379.2 | 2439.0 | 3549.5 | 3160 | 3020 | Net Prof | it（\＄mill） | 3375 |
|  |  |  |  |  |  | 4．5\％ | 5．0\％ | 5．2\％ | 5．4\％ | 4．3\％ | 4．0\％ | 4．6\％ | 4．2\％ | 4．1\％ | 3．9\％ | 4．1\％ | 4．3\％ | Inv Inc／T | otal Inv | 5．5\％ |
| Common Stock 353，500，000 shs． |  |  |  |  |  | 111815 | 113187 | 113761 | 115224 | 109751 | 109650 | 105181 | 104602 | 104938 | 103812 | 103500 | 104000 | Total As | sets（\＄mill） | 108000 |
|  |  |  |  |  |  | 21201 | 22303 | 25135 | 26616 | 25319 | 27415 | 25445 | 24477 | 25405 | 24796 | 26000 | 27400 | Shr．Equ | uity（\＄mill） | 33000 |
| MARKET CAP：\＄33 billion（Large Cap） |  |  |  |  |  | 5．6\％ | 9．2\％ | 16．7\％ | 16．9\％ | 12．5\％ | 13．2\％ | 12．0\％ | 5．6\％ | 9．6\％ | 14．3\％ | 12．0\％ | 11．0\％ | Return | on Shr．Equity | 10．0\％ |
| FINANCIAL POSITION 2011 2012 12／31／13 <br> （\＄MILLL．）    <br> Fixed Matities 64232 65393 63956 |  |  |  |  |  | $\begin{aligned} & \hline 3.2 \% \\ & 44 \% \end{aligned}$ | $\begin{aligned} & 6.4 \% \\ & 31 \% \end{aligned}$ | $\begin{array}{r} \hline 13.9 \% \\ 17 \% \end{array}$ | $\begin{array}{r} 14.2 \% \\ 16 \% \end{array}$ | $\begin{aligned} & \hline 9.7 \% \\ & 23 \% \end{aligned}$ | $\begin{array}{r} \hline 10.7 \% \\ 19 \% \end{array}$ | $\begin{aligned} & 9.4 \% \\ & \text { 22\% } \end{aligned}$ | $\begin{gathered} 2.9 \% \\ 48 \% \end{gathered}$ | $\begin{aligned} & \hline 6.9 \% \\ & 28 \% \end{aligned}$ | $\begin{array}{r} \hline 11.4 \% \\ 21 \% \end{array}$ | $\begin{gathered} 9.5 \% \\ 23 \% \end{gathered}$ | $\begin{aligned} & \hline 8.5 \% \\ & 24 \% \end{aligned}$ | Retained All Div＇d | to Com Eq s to Net Prof | $\begin{gathered} \hline 8.0 \% \\ 23 \% \end{gathered}$ |
|  |  |  |  |  |  | 44\％ | 31\％ | 17\% | 16\% | 23\％ | 19\% | 22\％ | 48\％ | 28\％ | 21\% | 23\％ | 24\% |  | s to Net Prof | 23\％ |


| Fixed Maturities | 64232 | 65393 | 63956 |
| :---: | :---: | :---: | :---: |
| Stocks | 559 | 645 | 943 |
| Premiums Due | 5730 | 5872 | 6125 |
| Other | 34081 | 33028 | 32788 |
| Total Assets | 104602 | 104938 | 103812 |
| Unearned Prems | 11102 | 11241 | 11850 |
| Reserves | 51419 | 50922 | 50895 |
| Other | 17604 | 17370 | 16271 |
| Total Liabilities | 80125 | 79533 | 79016 |


| ANNUAL RATES | Past | Past | Est＇d＇11－＇13 |
| :--- | ---: | ---: | :---: |
| of change（per sh） | 10 Yrs． | 5 Yrs． | to＇17．＇19 |
| Premium Inc | $6.0 \%$ | $12.0 \%$ | $7.0 \%$ |
| Invest Income | $3.5 \%$ | $7.5 \%$ | $5.5 \%$ |
| Earnings | $-\cdots$ | $1.0 \%$ | $10.0 \%$ |
| Dividends | $4.5 \%$ | $10.0 \%$ | $5.5 \%$ |
| Book Value | $10.0 \%$ | $10.5 \%$ | $8.5 \%$ |
|  |  |  |  |


$\left.$| CaI－ <br> endar | NET PREMIUMS EARNED（\＄mill．）A <br> Mar．31 |  |  |  |  | Jun．30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sep．30 | Dec．31 |  |  |  |  |  | | Full |
| :---: |
| Year | \right\rvert\,

BUSINESS：The Travelers Companies，Inc．（formerly St Paul Travelers）is a leading provider of commercial property／casualty in－ surance and asset management services．Following the April 1， 2004 acquisition of Travelers，the company is now a leading un－ derwriter of homeowners insurance and automobile insurance through independent agents．USF\＆G was another notable acquisi－
Travelers started out 2014 in fine fashion．The insurance giant registered operating share net，which excludes capi－ tal gains and losses，of $\$ 2.95$ in the March period，which was well above both last year＇s tally and our initial estimate．The main factor behind the strong showing was a very favorable combined ratio of 85．7\％for the interim，which was a $2.8 \%$ improvement，year over year．Though catastrophes inched higher，that figure re－ mained low based on the company＇s histor－ ical average．Also，the insurer benefited from a $5.1 \%$ favorable impact from reserve releases，which was 1\％better than 2013.

## The company＇s segments were a bit of

 a mixed bag，though the overall trend was positive．Premiums earned climbed at a mid－single－digit rate，as price hikes outdistanced cost inflation．The Business Insurance unit enjoyed record premiums， thanks to continued improvement in rates on renewals．Also，the Financial，Profes－ sional \＆International segment boasted an impressive 47\％increase in the top line，as demand strengthened at both the Bond \＆ Financial Products and International units．Meantime，premiums earned fell attion，which was purchased in April of 1998．Has approximately 30，800 employees．Officers and directors own approximately $1.4 \%$ of common stock outstanding（4／14 Proxy）．Chief Executive Officer and President：Jay S．Fishman．Incorporated：Minnesota．Address： 485 Lexington Ave，New York，NY 10017．Telephone：917－778－ 6000．Internet：www．travelers．com．
the Personal Insurance division，though there were some encouraging signs．
We have boosted our 2014 and 2015 share－net expectations by $\$ 1.00$ and $\$ 0.45$ ，respectively．Though these figures represent a decline from 2013＇s tally，we feel this is due to the likelihood of higher storm－related catastrophes．Last year was a light one for industrywide losses，and we feel that level is unsustainable longer term．Broader fundamentals remain solid， as price increases appear likely，though at a slightly slower rate．Too，Travelers should post an advance in investment in－ come，thanks to likely increased invested assets．
We have increased our 3－to 5－year es－ timate，as well．Our optimism is predi－ cated on a higher current earnings base and the likelihood of generally positive prospects for the industry over that period． These shares are now timely．This reflects the company＇s solid showing dur－ ing the March period and the consequent positive share－price momentum．These shares may pique the interest of those with a 3－to 5－year horizon，too．
Alan G. House

J une 13， 2014

[^0]
[^0]:    （A）P／C only．（B）Dil．egs．Excl．cap gains and＇12，9c；＇13，28c．Excl．losses from disc．ops．：March，June，Sept．，Dec．Excl．spec．div＇ds of osses after＇02．Excl．nonrec．（charges）／gains＇99，35¢；＇00，8¢；＇01，384；＇02，12¢；＇03，7¢；21¢／sh．paid 3／04 and 4／04．I Div＇d reinv．plan in＇98，（ $\$ 2.01$ ）；＇99，（28¢）；02，（18c）；＇06，3c；＇04，62c．Excl．extra．losses：＇02，3c；＇03，9c．avail．（D）Intang．＇13：\＄3，985 mill．，\＄10．65／sh． ＇07，14c；＇08，（42c）；＇09，1c；＇10，31c；＇ 11,11 c； $\operatorname{Next}$ egs．rpt．late July．（C）Div＇ds．paid in late（E）In mill．（F）St．Paul only until＇04．

