


| Cal- <br> endar | NET PREMIUMS EARNED (\$ mill.) A <br> Mar.31 |  |  |  | Full <br> Jun.30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 | 5523 | 5529 | 5666 | 5639 | 22357 |
| Year 30 |  |  |  |  |  |
| Dec. | 513 | 5517 | 5603 | 5666 | 5851 |
| 20637 |  |  |  |  |  |
| 2014 | 5823 | 5928 | 5983 | 5979 | 23713 |
| 2015 | 6025 | 6075 | 6125 | 6175 | 24400 |
| 2016 | 6220 | 6270 | 6315 | 6350 | 25155 |
| Cal- | EARNINGS PER SHARE B |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2012 | 2.01 | 1.26 | 2.22 | .72 | 6.21 |
| 2013 | 2.30 | 2.13 | 2.35 | 2.68 | 9.46 |
| 2014 | 2.95 | 1.93 | 2.61 | 3.07 | 10.56 |
| 2015 | 2.57 | 2.15 | 2.20 | 2.58 | 9.50 |
| 2016 | 2.60 | 2.18 | 2.23 | 2.64 | 9.65 |
| Cal- | QUARTERLY DIVIDENDS PAID C. | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 2011 | .41 | .41 | .41 | .41 | 1.64 |
| 2012 | .41 | .46 | .46 | .46 | 1.79 |
| 2013 | .46 | .50 | .50 | .50 | 1.96 |
| 2014 | .50 | .55 | .55 | .55 | 2.15 |
| 2015 |  |  |  |  |  |

BUSINESS: The Travelers Companies, Inc. (formerly St Paul Travelers) is a leading provider of commercial property/casualty insurance and asset management services. Following the April 1, 2004 acquisition of Travelers, the company is now a leading underwriter of homeowners insurance and automobile insurance through independent agents. USF\&G was another notable acquisi-
Travelers ended 2014 in solid fashion. Operating share earnings, which excludes capital gains and losses from investments, came in at $\$ 3.07$ in the December quarter, a 14.6\% increase compared to the prioryear tally and well north of our $\$ 2.46$ estimate. The combined ratio was a positive variable, improving 270 basis points relative to 2013, to 85\%. This figure implies that Travelers generated $\$ 15$ in pretax income for every $\$ 100$ in policies insured. Not only did the insurance giant benefit from a strong underwriting book of business, but industrywide catastrophes were low relative to historical levels.
Earnings might well decrease this year, though we feel this requires a bit more color. We forecast net premiums earned will dimb just shy of $3 \%$ for full-year 2015, to $\$ 24.4$ billion. Pricing conditions ought to remain generally positive for the foreseeable future, thanks to a strengthening domestic economy and manageable capacity conditions in the broader P/C Insurance market. However, we think that last year's solid loss ratio
will be difficult to match, based on recent will be difficult to match, based on recent
tion, 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 Chairman: Jay S. Fishman. Incorporated: Minnesota. Address: 485 Lexington Ave, New York, NY 10017. Telephone: 917-7786000. Internet: www.travelers.com.
extremely difficult to forecast for longer time periods, we believe the recent pattern of tame weather (few hurricanes, tornadoes, etc.) might reverse course at some point. Hence, we expect the combined ratio to trend higher in 2015, despite a probably lower expense ratio. Another factor that bears watching is investment income. This line item should gradually advance, thanks to decent improvement at the top line. However, interest rates will likely remain subdued for a while, which would keep bond reinvestment rates in check. We have introduced our 2016 earnings estimate at $\$ 9.65$ a share, a $1.6 \%$ gain over this year's expected figure.
We have rolled out our 3- to 5-year projections to 2018-2020. Our positive view is based on decent conditions in the broader insurance market and a continued economic rebound on the domestic front.
These shares have many positive attributes at the recent price. They are timely for the year ahead, and also offer alluring 3- to 5-year total return potential, especially when factoring in risk. A decent dividend helps to sweeten the pot.
Alan G. House
March 13, 2015

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[^0]:    (A) P/C only. (B) Dil. egs. Excl. cap gains and 28c. Excl. Iosses from disc. ops.: $99,35 c$;' 00, Sept., Dec. Excl. spec. div'ds of $214 /$ sh. paid osses after '02. Excl. nonrec. (charges)/gains 8¢; '01, 384; '02, 124; '03, 7c; '04, 62c. Excl. $3 / 04$ and 4/04. EDiv'd reinv. plan avail. (D) Inin '99, (28¢); 02, (18¢); '06, 3c; '07, 14c; '08, extra. losses: '02, 3¢; '03, 9c. Next egs. rpt. tang. '13: $\$ 3,985$ mill., $\$ 10.65 / \mathrm{sh}$. (E) In mill. (42¢); '09, 1¢; '10, 31¢; '11, 11¢; '12, 9¢; '13, late April. (C) Div'ds. paid in late March, June, (F) St. Paul only until '04.

