THE	ETR	AVE	LER	S CC) _{NYS}	E-TRV	R P	ecent A	14.14	4 P/E RATI	o 11.	9 (Traili Medi	ing: 10.7 ian: 8.5)	RELATIV P/E RATI	^E 0.6	5 DIV'D YLD	2.3	8%	VALUI LINE		
TIMELIN		Lowered		High: Low:	47.0 33.7	55.0 40.2	57.0 47.3	58.6 28.9	54.5 33.1	57.6 47.3	64.2 46.0	74.7 55.9	91.7 72.5	107.9 79.9	116.5 95.2	118.3 101.2				t Price 2020	
SAFET TECHNI		Raised 9 Lowered		LEGEI	.0 x Earnir	ngs p sh e Strength															200
	CAL . 35 (1.00 -		6/10/16	Options: '	Yes	ates recess	sion														160
201	9-21 PR	OJECTI	ONS nn'l Total											"Internet	uu.uul'	µµ∎●					100
	Price 60 (*	Gain +40%)	Return 11%				\frown			$\overline{}$,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, ^{1,11,11,11,1}	1							80 60
Low 1		+15%)	6%		'	իլյու՝	արսհա		1	رى ^{رىلىلى} تى ^ا		1									50 40
to Buy	JAS 0 1 0	OND	JFM 000			*************	•••••••••	•••••••	·····	•	*******************************	••••••	••••••	·····	*****	••••					30
Options to Sell	1 4 0		122 0															О ТС			_20
		Decisio	ns															% 10	T. RETUR	VL ARITH.*	
to Buy to Sell	391 440	3Q2015 365 445	402015 386 448	Percent shares	20 -							. Iu		L.u.	1			1 yr. 3 yr.	15.5 46.1	-3.3 25.5	F
	250150 2001		242347	traded 2004 ^F	10 - 2005	2006	1111111 2007			2010	2011	2012	2013	2014			2017	5 yr.	108.3	51.1	10-21
27.20	35.14		30.72	28.40	2003	30.61	34.20	36.88	41.16	49.31	56.24	59.24	64.04	73.60	80.68	85.80	89.35		m Earned		98.20
7.45	5.86		4.89 d.86	3.97	4.56	5.19 3.01	5.99	4.77	5.34 4.19	7.04	7.33	7.66	7.68	8.65 7.44	8.04 8.43	8.30	9.00		ent Inc pe		11.50
.23 4.32	d10.76 d4.84	d2.80	2.55	d2.75 1.93	d.82 2.90	5.88	3.68 6.72	3.06 5.24	6.32	3.06 6.31	d3.59 3.25	6.21	6.54 9.46	10.56	10.87	7.30 9.60	7.15 9.95		riting Inc s per sh ^E		6.85 11.25
1.07	1.11 24.35	1.15 25.05	1.16 26.84	.95 31.35	.91 31.94	1.01 36.87	1.13 42.22	1.19 43.12	1.26 52.54	1.44 58.39	1.64 62.31	1.79 67.32	1.96 70.14	2.15 77.08	2.38 79.75	2.68 85.45	2.74 92.15		Decl'd per alue per si		3.00 112.75
33.10 216.85	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	322.20	295.90	85.45 285.00	280.00	Commo	n Shs Out	tsť g E	275.00
119% 9.1	189%	153% 31.0	131% 13.8	122% 19.9	127% 14.0	125% 7.8	124% 7.8	105% 8.7	84% 7.0	89% 8.2	91% 17.4	95% 10.3	119% 8.8	120% 8.8	132% 9.7	Pold fig	ures are		Book Val		130% 13.0
.59		1.69	.79	1.05	.75	.42	.41	.52	.47	.52	1.09	.66	.49	.46	.49	Value	ures are Line nates	•	P/E Ratio		.80
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%	2.3%	2.3%			-	n'l Div'd Y		2.1%
			as of 3/31 Due in 5 \) mill.	20760 59.0%	21470 57.7%	21579 60.2%	21418 57.9%	21432 61.1%	22090 73.7%	22357 65.6%	22637 58.8%	23713 58.5%	23874 57.5%	24460 60.0%	25020 61.0%		miums Ea Prem Ear		27000 64.0%
(21% of Cap'l) Leases, Uncapitalized \$159 mill.						31.2%	31.5%	31.5%	31.9%	32.7%	32.7%	32.5%	31.0%	31.4%	32.1%	31.5%	31.0%		e to Prem		29.0%
Pension Assets 12/15-\$3127 mill. Oblig. \$3250 mill.						9.8% 26.7%	10.8% 25.6%	8.3% 23.2%	10.2% 23.0%	6.2% 24.1%	-6.4%	1.9% 21.7%	10.2%	10.1% 27.3%	10.4%	8.5% 25.0%	8.0% 25.0%		riting Marg	gin	7.0%
Pfd Stock None 4187.4 45							4509.6	3174.5	3616.4	3066.0	1379.2	2439.0	3549.5	3644.6	3429.7	2735	2785		fit (\$mill)		3375
113761 11							5.4% 115224	4.3%	4.0%	4.6% 105181	4.2%	4.1%	3.9% 103812	4.0%	3.6% 100184	3.8% 100000	4.0% 101500		Total Inv ssets (\$mi	II)	5.5% 108500
Common Stock 292,394,631 shs.						25135	26616	25319	27415	25445	24477	25405	24796	24836	23598	24350	25800	Shr. Eq	uity (\$mill)) Í	31000
MARKET CAP: \$33.4 billion (Large Cap)					16.7% 13.9%	16.9% 14.2%	12.5% 9.7%	13.2% 10.7%	12.0% 9.4%	5.6% 2.9%	9.6%	14.3%	14.7% 11.7%	14.5%	11.0% 8.0%	11.0% 8.0%		on Shr. Eq d to Com		<u>11.0%</u> 7.5%	
FINANCIAL POSITION 2014 2015 3/31/16 (\$MILL.) Fixed Maturities 63574 60658 61985						17%	16%	23%	19%	22%	48%	28%	21%	20%	22%	28%	28%		ds to Net F		27%
Stocks	Stocks 899 705 710								elers Com provider of										1.3% of uard Grou		
Other						surance	e and as	sset mai	nagement	services	s. Follow	ing the	April 1,	Street	Corporati	on, 6.0%	6 (4/16	Proxy).	Chief Exe	ecutive	Officer:
Unearned Prems 11839 11971 12331					12331										. Schnitzer. Chairman: Jay S. Fishman. Incorporated: Min- Address: 485 Lexington Ave, New York, NY 10017. Tele-						
Other <u>16553</u> <u>16320</u>				48640				ents. Has a					· ·	917-778-							
	abilities			76586 st Est'd	77514				orted riod.										ninn hebo		
of change	e (per sh)	10 Yrs	. 5 Yr	s. to	19-'21	the t	op lin	ie (ās	measu	red b	y net	prem	iums	highe	er. Lo	wint	erest	rates	have	beer	n an
Premium Inc 9.5% 11.5% 5.0% Invest Income 6.0% 7.5% 6.0% Earnings 15.5% 11.5% 1.5%					6.0% 1.5%				sed 16 oreviou										irers, owevei		
Lannings 13.3 % 11.3 % 1.0 % Dividends 8.0% 11.0% 5.5% Book Value 9.5% 8.0% 7.0%					was about on par with our \$6 billion ex- for the									the Federal Reserve to gradually in- ase rates over the next couple of years,							
Cal- NET PREMIUMS EARNED (\$ mill.) A Full						shar	e can	ne in	at \$2	.33 o	n an	opera	ating						total		
	Mar.31 5517	Jun.30 5603	Sep.30 5666		Year 22637				as 7.5% t of ou					-			-	-	nsura in a		
2014	5823	5928	5983	5979	23713	mary	y vari	able	behind	the	botto	m-line	e de-	\$11.2	20-\$11	l.30 a	shai	re by	the 2	019-2	021
												horizon. Our cautious optimism is based on decent economic conditions, which									
2017 6215 6245 6260 6300 25020							exas	in la	ate Ma	arch.	Trav	elers	did,	woul	d helj	p faci	litate	price	e incre	eases.	
Cal- endar			PER SHARI Sep.30		Full Year				enerato ry \$10										help, t y mi		the
2013	2.30	2.13	2.35	2.68	9.46	derw	/ritten	ı.	likely		•			broa	der	mar	ket	aver	åges	in	the
2014 2015	2.95 2.52	1.93 2.52	2.61 2.93	3.07 2.90	10.56 10.87	for f	full-y	ear 2	016 bě	fore	regai	ining	mo-	migl	nt wi	sh to	give	the	erm i equit	yal	ook.
2016 2017	2.33 2.45	2.25 2.50	2.37 2.35	2.65 2.65	9.60 9.95				: year ficult					Total	retui	n pot	ential	l is de	ecent d larly	over t	he 3
Cal-	QUAR	TERLY DI	VIDENDS P	AID ⊂∎	Full	broa	der ir	isura	nce ind	lustry	y, refl	ecting	g in-	juste	d for	risk. '	They	carry	our H	lighes	t (1)
endar 2012	Mar.31		Sep.30		Year 1.79				petitive ather 1										nering g. Fu		
2012 2013	.41 .46	.46 .50	.46 .50	.46 .50	1.96	pren	niums	earn	ed this	year	: Too,	we t	hink	creas	ses in	the d	ividen	ıd app	ear li	kely d	lown
2014 2015	.50 .55	.55 .61	.55 .61	.55 .61	2.15 2.38				ger te					the r ation		given s	strong	g cash	flow f	rom o	per-
2016	.67			<u> </u>					e may						G. H	ouse			Jun	ne 10,	2016
			Excl. cap nrec. (cha						disc. ops ; '04, 62¢.	.: '00, Excl	Sept., De 3/04 and	ec. Excl. 4/04 ■	spec. di Div'd reir	iv'ds of 2 nv. plan a	ا (D) ا	id Cor	mpany's ock's Prio		al Strengt itv	th	A++ 95
in '02, (1	8¢); '06	, 3¢; '07,	14¢; '08,	(42¢); 'C	9, extra	a. losses:	: '02, 3¢	;'03, 9¢	. Next egate te March,	s. rpt.	tang. '16	: \$3,852	mill., \$1			ill. Prie	ce Grow	th Persis	stence		90 55
									believed to					warrantios	of any kir		nings Pi				

(A) P/C only. (B) Dil. egs. Excl. cap gains and losses after '02. Excl. nonce. (charges)/gains (b' 01, 32¢; '02, 12¢; '03, 7¢; '04, 62¢. Excl. 3/04 and 4/04. ■ Div'd reinv. plan avail. (D) Inervice (charges)/gains (b' 01, 32¢; '02, 12¢; '03, 7¢; '04, 62¢. Excl. 3/04 and 4/04. ■ Div'd reinv. plan avail. (D) Inervice (charges)/gains (b' 01, 32¢; '02, 12¢; '03, 9¢. Next egs. rpt. 1/05, 3/04 and 4/04. ■ Div'd reinv. plan avail. (D) Inervice (charges)/gains (b' 01, 32¢; '02, 32¢; '03, 9¢. Next egs. rpt. 1/05, 3/05 avail. (charges)/gains (b' 11, 11¢; '12, 9¢; '13, 28¢; '14, late July. (C) Div'ds. paid in late March, June, (F) St. Paul only until '04.
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