

Quarterly Financial and Common Share Data

(unaudited — not covered by report of independent accountants)

(millions, except per share amounts)

Quarter	Operating Revenues ³	Net Income (Loss)		Reconciling items (after tax)		Operating Income (Loss) ¹		Stock Price ²				Dividends Per Share
		Per Share ⁴	Total	Net realized (gains) losses on Securities	Non-recurring Items	Total	Per Share ⁴	High	Low	Close	Rate of Return ⁵	
2002												
1	\$ 1,975.3	\$.78	\$ 176.2	\$ 9.6	\$ —	\$ 185.8	\$.83	\$ 55.80	\$ 46.75	\$ 55.54		\$.023
2	2,144.8	.71	160.4	2.0	—	162.4	.72	60.49	54.64	57.85		.023
3	2,325.7	.80	178.5	15.4	—	193.9	.87	57.77	44.75	50.63		.025
4	2,472.0	.69	152.2	24.1	—	176.3	.79	58.30	48.79	49.63		.025
	<u>\$ 8,917.8</u>	<u>\$ 2.99</u>	<u>\$ 667.3</u>	<u>\$ 51.1</u>	<u>\$ —</u>	<u>\$ 718.4</u>	<u>\$ 3.22</u>	<u>\$ 60.49</u>	<u>\$ 44.75</u>	<u>\$ 49.63</u>	<u>(.1)%</u>	<u>\$.096</u>
2001												
1	\$ 1,678.8	\$.39	\$ 86.6	\$ 1.7	\$ —	\$ 88.3	\$.39	\$ 34.49	\$ 27.38	\$ 32.35		\$.023
2	1,761.7	.46	103.7	1.9	1.4	107.0	.47	45.59	31.20	45.06		.023
3	1,839.7	.43	96.4	54.1	—	150.5	.67	45.32	38.20	44.63		.023
4	1,906.3	.56	124.7	15.0	—	139.7	.62	50.60	43.62	49.77		.023
	<u>\$ 7,186.5</u>	<u>\$ 1.83</u>	<u>\$ 411.4</u>	<u>\$ 72.7</u>	<u>\$ 1.4</u>	<u>\$ 485.5</u>	<u>\$ 2.16</u>	<u>\$ 50.60</u>	<u>\$ 27.38</u>	<u>\$ 49.77</u>	<u>44.1%</u>	<u>\$.093</u>
2000												
1	\$ 1,526.2	\$ (.21)	\$ (46.6)	\$ 10.0	\$ —	\$ (36.6)	\$ (.17)	\$ 28.58	\$ 15.00	\$ 25.35		\$.022
2	1,584.9	(.06)	(14.1)	17.0	1.1	4.0	.02	33.33	20.00	24.67		.022
3	1,620.5	.26	58.8	(20.9)	—	37.9	.17	28.46	20.75	27.29		.023
4	1,637.3	.21	48.0	(17.1)	19.2	50.1	.22	37.00	23.21	34.54		.023
	<u>\$ 6,368.9</u>	<u>\$.21</u>	<u>\$ 46.1</u>	<u>\$ (11.0)</u>	<u>\$ 20.3</u>	<u>\$ 55.4</u>	<u>\$.25</u>	<u>\$ 37.00</u>	<u>\$ 15.00</u>	<u>\$ 34.54</u>	<u>42.3%</u>	<u>\$.090</u>

All per share amounts and stock prices were adjusted for the April 22, 2002, 3-for-1 stock split.

¹Defined as net income excluding net realized gains/losses on securities and nonrecurring items. This is a non-GAAP disclosure. See *Management's Discussion and Analysis* for a description of the nonrecurring items.²Prices as reported on the consolidated transaction reporting system. The Company's Common Shares are listed on the New York Stock Exchange.³Represents premiums earned plus service revenues.⁴Presented on a diluted basis. The sum may not equal the total because the average equivalent shares differ in the periods.⁵Represents annual rate of return, including quarterly dividend reinvestment.

Direct Premiums Written by State

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(millions)	2002		2001		2000		1999		1998	
Florida	\$ 1,045.4	10.8%	\$ 799.6	10.8%	\$ 773.2	12.1%	\$ 895.6	14.2%	\$ 784.4	14.4%
Texas	861.4	8.9	572.5	7.8	532.6	8.3	557.6	8.8	518.6	9.5
New York	672.5	7.0	560.6	7.6	425.6	6.6	600.4	9.5	522.2	9.6
Ohio	620.2	6.4	567.2	7.7	563.2	8.8	528.1	8.4	447.7	8.2
California	575.1	6.0	416.5	5.6	376.6	5.9	416.0	6.6	343.2	6.3
Pennsylvania	492.2	5.1	368.4	5.0	312.3	4.9	322.3	5.1	292.3	5.4
Georgia	486.1	5.0	405.3	5.5	368.6	5.8	301.9	4.8	277.8	5.1
All other	4,912.8	50.8	3,689.1	50.0	3,050.0	47.6	2,683.4	42.6	2,265.1	41.5
Total	<u>\$ 9,665.7</u>	<u>100.0%</u>	<u>\$ 7,379.2</u>	<u>100.0%</u>	<u>\$ 6,402.1</u>	<u>100.0%</u>	<u>\$ 6,305.3</u>	<u>100.0%</u>	<u>\$ 5,451.3</u>	<u>100.0%</u>