Company Name: Hartford Financial
Company Ticker: HIG US
Date: 2016-02-10
Event Description: Bank Of America Merrill Lynch Insurance Conference

Market Cap: 16,277.90
Current PX: 39.74
YTD Change($): -3.72
YTD Change(%): -8.560

Bloomberg Estimates - EPS
Current Quarter: 1.042
Current Year: 4.030
Bloomberg Estimates - Sales
Current Quarter: 4721.333
Current Year: 19236.750

Bank Of America Merrill Lynch Insurance Conference

Company Participants

- Christopher J. Swift
- Beth Ann Bombara

Other Participants

- Jay Arman Cohen

MANAGEMENT DISCUSSION SECTION

[Abrupt Start]

Jay Arman Cohen

-chilly February morning here in New York City. We've had blizzards in the past; a little snow is not going to scare us.

My name is Jay Cohen; I'm the Senior Property Casualty Insurance Analyst at BoA Merrill. On behalf of Seth Weiss, Alison Jacobowitz, Matt Palazzolo, and Ian Ryave, it's the whole team; I'm going to welcome you to our Annual Insurance Conference.

People are beginning to describe this market in 2016 in historical terms. You've had this confluence of events, commodity prices falling, obviously declining equity markets, mostly in financials as we see, interest rates retracing multiple year lows, tech stocks seemingly blowing up left and right. So, there is not a lot of places to hide.

I've noticed one statistic: since the beginning of the year, the Dow Jones has moved more than three digits – triple-digit moves in all but three days. So, that tells you how volatile things are. And not only is it hard to pick stocks in this environment, but try running an insurance company. That's not that easy.

The leaders of the companies presenting at our conference are faced with this uncertain macro environment, but they also have to manage their business for the long-term. So, it's a pretty tough challenge. Over the next two days, we'll hear from – and, I think this is a well-timed conference given everything that's happening. We'll hear from these management teams and what they're doing to try to defend their ROEs and grow their business again, given the uncertainty. This is a nice excuse for us to maybe get away from our Bloomberg machines and get back to fundamentals for everyone.

Before we kick off with the first speaker, just some housekeeping items, when you come into this room, always wear your name badge. We've security guys out there; that's how you're able to get in. One-on-one meetings or small groups are on the ninth floor, in the fifth floor, and there's elevators here and around the corner, on your badge as it will tell you or on your schedule it tells you where those rooms are. From many of the sessions, including this first one, we'll be having a fireside chat format. We have questions prepared, but we don't have a monopoly of great questions. So, we want this to be as open as possible. If you do have questions, certainly feel free to raise your hand.

Next point, if you do ask a question, just wait for the mic, because this is webcast. That ringing phone is also another good reminder to mute your cell phones. So, didn't have that done, but thank you for having that ring.

Bloomberg Transcript

Bloomberg

Let's see, conference planning staff is here to help you, they're phenomenal. So, if you have any questions, comments, concerns, please feel free to go to them. Lastly, lunches, if you're in this main room as an audience member, there'll be box lunches outside, delicious, but boxed. If you have a one-on-one during that time, there'll be some buffet lunches upstairs.

Okay. Let's move on to our first presenter, which is Hartford Financial. We're very pleased to have Chairman and CEO, Chris Swift, along with CFO, Beth Bombara. Chris joined Hartford in 2010 as the CFO, a time of the company, when not much was happening really, like you must be just twiddling your thumbs first couple of years probably. Obviously that wasn't the case.

Beth joined the firm back in 2004 and was elevated to Controller in 2007 also a time of relative comp at the company. Chris and Beth have been critical in leading Hartford through a very challenging time. The tone of the questions that we ask now is very different than it was back in 2007, 2008 and 2009. It's kind of a pleasure to think more about fundamentals versus just capital. Why don't I have Chris and Beth come up and we'll start the session. And Chris is just going to open up with some comments and then we'll get into the Q&A.

Christopher J. Swift

Great. Thank you. Good morning. It's always great to be with you Jay and be invited Beth and myself to join and have a dialog with our investors.

I thought what I do is if you just allow me just a couple of minutes to summarize just where we're at as an organization, or just talk about our strategy. What I won't talk about is New Hampshire's elections, right? So, I'm not expert in what happened up in New Hampshire yesterday, so we'll leave that to others.

Largely, The Hartford had, we described, a successful 2015 and we described successful number of the metrics which I won't go through, but maybe just a few to highlight that we were able to grow earnings per share on a diluted basis 15%. We increased our ROE to 9.2%. We paid off about $750 million of dividends and returned over [ph] $1.6 billion (5:20) to shareholders. And what we've been described as 2015 was a year that largely our strategic and financial transformation as Jay referenced is behind us.

There is a couple little things still to look after, but we feel we worked very hard over the last four years or five years to put the firm in this position today both and all the dispositions and the restructurings in the firm. But equally important the benefits of where Doug Elliot and his team have done over the years of fundamentally improving our businesses with underwriting actions, with pricing actions, with investing, and our capabilities are really paying the dividends that we've laid over the last four years or five years.

So as we look forward, our strategy is really unchanged. We describe it as sort of the five pillars, and the five pillars we focus on is expanding our products and risk appetite, maximizing our distribution partners, we enjoy deep longstanding distribution relationships and we can do more business with them, if we had a broader risk appetite and a broader product set. And putting the customer at the center of everything we do, from our technology improvements to our interactions, to our communications, to our digital capabilities that we're investing in.

Fourth, I would say that we are investing in technology, big data, and we describe it as our continuous improvement mindset within the organization. And then lastly, the last pillar is talent. We enjoy 17,500 great employees that are dedicated and passionate about The Hartford and what we do every day, but we're also looking to grow that talent base, particularly in the areas that we're looking to grow in the future.

So as we set upon the journey here in 2016, we talked about our goals and guidance last week, I would say that, we are entering 2016 with fundamental strengths that we have not enjoyed before to weather a difficult environment. Our really main focuses are continuing to defend our margins, particularly in Commercial, expand our margins in Personal Lines and Group Benefits, and really improve our – continue to improve our net flows in our Mutual Fund business.

Bloomberg Transcript

Bloomberg

We enjoy significant capital flexibility. All our businesses are generating capital, and we do have a capital plan to return about $1.3 billion to the shareholders in the forms of buybacks, in addition then we also will disperse about $300 million of dividends. So, we enjoy a stable management team, a team that's been together for a while. We know what we're trying to accomplish, Jay, and I just think we enjoy a lot of fruits of our labor over the years, but we're remaining focused on underwriting discipline, our expense efficiency and trying to and to grow into areas, where we don't have capabilities today.

Q&A

<Q - Jay Arman Cohen>: You're obviously instituting a lot of change at the company. If there were one or two changes that you could accelerate, maybe what's frustrating you a little bit at the pace of change of the company?

<A - Christopher J. Swift>: There is a lot to be proud of, and we have changed a lot, we've made a lot of improvements. If I look at, I would say, two areas, if we had the opportunity to run maybe a little quicker, it would be in our geographic expansion, or if I look at our footprint, we have great strengths along the East Coast and the West Coast, and we have opportunities to capture additional market share.

Over the last 15 months, we've hired about 30 underwriters, primarily in the middle of the country, through Texas and a little bit along the West Coast, but that would be one area. If we could really hit the ground running and they get up to their production targets, it would be a great benefit for us to capture more market share.

And the other area, the major areas and you've heard me before and Beth talked about it, I mean we are fixing a lot of our legacy IT systems. Some of these systems are 30 years, 35 years, 40 years old and have just served its purpose, but we need a more modern platform, a more digital orientated platform. So, that sounds easy on the surface, but the tedious detailed work of on hooking, connecting in new things to your operating environment takes a great deal of time, patience, quality assurance, you want to get it right, so you don't disrupt any customer experience. So again, progress, but if you could you click your heels and say, we're done, I'd love to be able to that, but that's not the case. We probably have at least three more years of hard-work ahead of us.

<Q - Jay Arman Cohen>: Doesn't sound easy to me actually, sounds pretty tough. It wasn't that long ago we would think of a 10% ROE as sort of a flow, you didn't want to get below. Now there is a lot of companies that are shooting for that. You're sort of in the upper single digit. To get into that double digit territory, given the headwinds, which feel like they're getting maybe a little worse even, will you have to take more dramatic action than you're doing now? What you're doing now, will that get you there or does it need to accelerate even further?

<A - Christopher J. Swift>: Well, I think if you look at the facts, we have been able to steadily improve our ROEs over the last three years or four years, and we're on a path to continually, to steadily improve that. I would say, we also talked about our ROEs this quarter for the first time more on a granular basis, by business unit and ex-Talcott so that our investors can see the fundamentally strong ROEs in the businesses that we're trying to grow going forward and how all of them are achieving returns above our cost of capital today, which we estimate net 9% to 9.5% range. Then you come to the overall aggregate ROE on a trailing 12 months basis, as I said, we're at 9.2%.

We think that generally exceeds our cost of capital. So, that was the first major hurdle we wanted to get through to have our returns exceeding our cost of capital and we always talked about a 10% ROE as just sort of the next logical leg forward. So we still speak in those terms.

As you said it, it is more challenged to get there quickly in this environment, particularly if you look at the balance sheet and the amount of capital and the type of capital that we have allocated to Talcott. I mean, there is a lot of intangible capital in Talcott, both on a GAAP and statutory accounting basis, which means deferred acquisition cost, DTAs, goodwills that is not tangible, so you can't distribute, you [ph] can't give in (12:34) that stuff out.

So, there is some headwinds on the structural limits to get into a 10% ROE. But as I always said, I mean, it is a goal; we want to get there. If a lot goes right in the environment, meaning, you are able to outperform from a margin side, outperform from a catastrophe side every year, if our alternative investments produce greater than a 6% return that we

assume, if we have a lot of things go right, we could get close to a 10% ROE, but that's not our plan, and that's not what we – you really forecast when we gave guidance last week.

<Q - Jay Arman Cohen>: It'd be nice to have a tailwind from the macro environment at some point too.

<A - Christopher J. Swift>: We have enjoyed that over the last two years or three years though, so-

<Q - Jay Arman Cohen>: Yes, that's true.

<A - Christopher J. Swift>: -now the winds have shifted a little bit. But again, I think we entered 2016 with a greater flexibility and more tools to manage in this headwind environment.

<Q - Jay Arman Cohen>: You've mentioned Talcott, maybe a question for Beth: so it's kind of semi permanent overhang unless for some reason it goes away, which we know you've talked about, the pace at which it is shrinking currently, is that as you expected it faster or slower?

<A - Beth Ann Bombara>: Yes. Overall, I would say it's in line with our expectations. It does tend to bounce around a lot as markets move, so we've historically seen some correlation between market movements and how policy holders behave. In addition, over the years, last couple of years we've done some policy holder initiatives which have accelerated some of the runoff, and so now we see ourselves kind of plateauing to kind of a new level. But all in all, I would say that the book continues to perform in line with the expectations that we have.

<Q - Jay Arman Cohen>: And the hedging on that book, you said it's worked reasonably well.

<A - Beth Ann Bombara>: Yes.

<Q - Jay Arman Cohen>: Given the microenvironment, are those hedges getting more expensive?

<A - Beth Ann Bombara>: Yes. So we've had a hedge program in effect for many years, and we have targets that we hedge to for both equity exposures and interest rates. On the equity side, we're for the most part hedged, except we don't the hedge the fees – underlying fees that come from the annuity contracts. And then on interest rates, we are not 100% hedged, and so we do see some volatility that comes through because of that.

Yes. In volatile markets, hedging will become more expensive, but we have a process in place where we're constantly evaluating our positions and determining how to take advantage of market conditions as they move around to either expand some of our programs, put more protection on at more attractive rates. So it's a very actively managed process that the Chief Risk Officer, the Head of Talcott, who was also the Head of our Investment Operations and myself talk about quite often. And we did include this past earnings call and update of our summary of stress scenario impact to the Talcott business, which shows the impact that hedging has which does provide us significant protection in situations where we see significant market disruption.

<A - Christopher J. Swift>: I would also point out too Jay, again because we haven't needed to talk about this too often. We do have a sizable capital markets reinsurance program too on the book. So, if you look at our disclosures in our supplement, the gross amount of NAR, net amounted risk, the amount of capital reinsurance and then as Beth describes the hedge programs that work pretty well, we feel it's very well contained.

<Q - Jay Arman Cohen>: All these questions are coming up again when the market does what it's doing. A couple years ago, the thought of Hartford making an acquisition just didn't make a lot of sense. You had your own issues, but your capital base arguably in really great shape, operationally you're in very good shape, and there are strategically some things you want to do that may be able to be accomplished through M&A. Is it coming up a bit more in the board room and the executive offices?

<A - Christopher J. Swift>: Well, I think you've said the key points that we worked hard to put ourselves into a position to think a little bit more offensively minded about M&A. So, we do talk about it more, but I want to make sure investors don't think it's everything we think about it's one of the many things that we think about everyday of how to accelerate the pace of our change as a more deeper risk player here in the U.S. marketplace. So, we do think about it, but we also weigh it against organic plans to grow, organic plans that they had new products and capabilities. We can

Bloomberg Transcript
Bloomberg

hire talent in the marketplace in areas where we need it.

So, it's that balance that we go through, but we are active in understanding what at least is available in the marketplace. But we've always said any M&A particularly in this environment needs to be both strategic and financially make sense. And we haven't announced anything, so all I can tell you is that we're fairly disciplined in our approach to what's been available in the marketplace.

<Q - Jay Arman Cohen>: So what do you think the election in New Hampshire meant for – I'm just kidding. It was the one topic you said don't ask you about, so you mentioned that you have given a bit more granular detail on the ROE, which is helpful and we appreciate that. The P&C business was around 13% last year, solid result. I guess the problem with giving information is we want more. And so, not maybe quantitatively, but maybe qualitatively, if you look at your Small Commercial business, which many would say is really one of your key franchises. Is that much higher from the return standpoint than the Mid Market or the Small Commercial or Personal Lines? Is that driving things much higher?

<A - Christopher J. Swift>: Well, if you look at all our businesses and I think it was 13.5%.

<A - Beth Ann Bombara>: It was, yes.

<A - Christopher J. Swift>: Half a point does matter, Jay. So I just wanted to be accurate as possible.

<Q - Jay Arman Cohen>: [indiscernible] (19:16)

<A - Christopher J. Swift>: 13.5% P&C. So in the P&C business, Small, Middle, Large and Specialty and Personal Lines really comprises those businesses, and it has been no secret historically and we're not afraid to talk about it. I mean the Small Commercial franchises are largest premium volume, is largest by our core earnings. And it is our largest, most significant ROE business. It is higher than the others, but it's like children, we have four children at home; love them all dearly, right? They all have different talents and strengths and potential, and we love all four of our P&C businesses, and they all have different potential and needs, and we're trying to expand and grow all of them.

<Q - Jay Arman Cohen>: I actually had asked a question on the conference call on Small Commercial that I thought you could have answered better. The question had to do with-

<A - Christopher J. Swift>: Please let me take your feedback, let me just-

<Q - Jay Arman Cohen>: You should, I've got a good answer for you. The question was relating to one competitor who has at least discussed and is launching a direct distribution platform in the Small Commercial business. But if you needed to turn that switch on, given your systems, given your service center capabilities, couldn't you do that in a second, aren't you doing that to some extent already?

<A - Christopher J. Swift>: What's your next question? No, in all seriousness, we tried to answer it from the point of view of awareness, capabilities you need to be successful, particularly in small business. So, yes, I still stand by that question, and can we turn it on today, and have an alternative distribution channel? I think it's no secret. I mean you could buy through hartford.com our small business policy, direct on our platform today.

But we enjoy great distribution through our independent agents. We're continuing to try to maximize that distribution channel, and we have a small alternative right now that we're experimenting with and learning from. And if it becomes more important in the future, we'll talk about it at that point in time. But a lot of our technology, I think that's important, is already contained in ICON, really the platform that the CSRs interface with us every day to quote business, and I think you were down with us in Charlotte when-

<Q - Jay Arman Cohen>: Yes.

<A - Christopher J. Swift>: -Sabra hosted us down there. 50% of all our policies are quoted and binded on the glass and are issued. So there is a great deal of efficiency in that platform today that we can continue to expand on. We're continuing to invest. So you should take away that we're going to defend and grow our Small Commercial franchise very, very aggressively going forward.

Bloomberg Transcript

Bloomberg

<Q - Jay Arman Cohen>: And by the way, do you think small businesses want to buy direct? Isn't it a bit of a headache for them? Isn't it the kind of thing that they were just normally outsourced to an agent?

<A - Christopher J. Swift>: Everything these days is based on preferences and segments. So, if you really look at the micro end of small, say those firms that might have one to 15 employees, more and more are getting more uncomfortable doing things directly if it's understandable, if it's easy, if it's holistic. And remember, ultimately brand does matter here, because at the end of day what people are really buying is a promise to respond and our claims service I think is second to none in the industry, and that is also an important differentiator. But there are certain segments in the market that just like we've seen in Personal Lines over the years, Jay, are willing to buy BOP policies and basic workers' comp policies in a straightforward efficient fashion.

<Q - Jay Arman Cohen>: But if that ever does happen, you're – the point is you are there that if you needed to go that way, you easily could.

<A - Christopher J. Swift>: We've a lot of capabilities already in place.

<Q - Jay Arman Cohen>: Another arguably important franchise is the AARP relationship. Maybe taking a step back, can you talk about the expected growth in that channel for you, given demographic changes, given your market positioning?

<A - Christopher J. Swift>: So, I would say that it's maybe is the third area, if I had to list three that if we wanted to accelerate or think through is differently. So, the history was we probably tried to do too much with independent agents outside of sort of our value proposition, including appointing agents that were going to sell and represent the AARP product.

And we didn't get the desired results and that we wanted either from a – I'll call it consistency, persistency of the business, profitability of the business. And we've rethought our strategy, and it's really a little bit more of a differentiated smaller offering shrink our agency footprint, shrink the number of appointed AARP agents that we haven't been able to grow a meaningful relationship with them. And it's sort of a one-off offering. So, it's a little bit [ph] shrinked (25:04) to grow going forward. We're still excited about the channel. I mean the channel of mature drivers whether it be direct through AARP or through those valued agents is a great channel.

It is differentiated; we talk about it in the differences in frequency, which we've experienced a little bit of an increase. But it's still a lot lower than the broad-based market. So, it is a tremendous growth channel. AARP is increasing its presence in its rebranding. We do a lot of things together strategically to appeal to a broader marketplace of potential AARP members. So, we're very excited still about the opportunities to grow direct and with a more refined and value producing agent – independent agency system.

<A - Beth Ann Bombara>: I think though – if I could add to that, is the other area that we talk about, not just the auto product, but the home product as well and opportunities there to expand our penetration through further enhancements in that product offering is something we talk a lot about as well.

<Q - Jay Arman Cohen>: I've hit the magic age, where I'm getting a lot of our AARP mailings. I put them in the top drawer, I don't-

<A - Christopher J. Swift>: I'll deliver them to you personally if you like.

<Q - Jay Arman Cohen>: One of the things with our earnings model, every third quarter, we have to put something in there for as best as an environment. So, we're always wrong, lately with-

<A - Beth Ann Bombara>: [indiscernible] (26:38) third quarter, because we do ours in the second quarter-

<Q - Jay Arman Cohen>: Second quarter, sorry.

<A - Beth Ann Bombara>: -you would know what it was.

<Q - Jay Arman Cohen>: I can't keep track all of it. But we have to put something in there over year; we've been too low in the size of the charges. Is there any reason we shouldn't think that these charges, reserve editions, should continue for the foreseeable future?

<A - Beth Ann Bombara>: So, as I said, we do a study every second quarter. For the last several years, we have seen increases that have been required coming out of that study. And really has been, centered on a very small number of accounts, where we're not seeing the decreases that we expect to see in claims reported. And the way our process works, is that we're really extrapolating those results over many years, and so even those with small number of accounts, we see the activity that we have.

We do make our best call each year, it's hard to predict and to say that we'll have a charge every year, because we were – our process is to use all the information that we have to make our best call. But there has been this momentum that we've seen, others have seen it too, and we're not unique in that area for those that continue to have this coverage, and we'll continue with that process but we do try and take as much of the information that we can into account when we do these models. But as I said, these claims do go out for many, many years and they're hard to predict.

<Q - Jay Arman Cohen>: Are there questions from the audience? Just raise your hand; we'll get you a mic if you do have one. Shoot him up at any time, it's okay.

With your investment portfolio, this lower for longer environment seems like it's definitely coming to pass maybe even lower for longer we should say. Do you think about changing the dynamics of your portfolio bit more significantly given there have been some lower interest rates?

<A - Christopher J. Swift>: I mean. I'll comment and Beth could add some additional color.

So, I think particularly over the last five years, I've been very pleased with the overall investment performance from our core fixed income capabilities from our alternatives, and some of the de-risking that's happened over that time. So, today, I think the portfolio is positioned very, very well. I don't think it's too conservative, and I don't think it's necessarily too aggressive. I think we struck that right balance. If you think about it, our Investment Management operations, we call it HIMCO manages over $80 billion of fixed income and alternative investment. So they have some deep expertise in value adding asset classes, such as munis, such as high yield, private equity, I mentioned some of the alternatives in our core fixed income capability. So, I don't think it needs dramatic change or restructuring, because I think we've done that over the last five years as I said. So I think it's positioned well and I think the only headwind we really face is with our alternatives. Beth has described our yield in our NII earnings potential going forward, it was our guidance. So I think that's fairly well understood.

The big variable is just how will those $3 billion of alternatives perform in a choppy market. I think what it really amplifies for investors is the need to be disciplined underwriters, because more and more of your sources of earnings as I describe them needs to come from pure underwriting margin and profit as opposed to investment profit. Investment profit still makes up a large percentage of that overall source of earnings, but increasingly in the lower rate environment, underwriting margins is contributing a larger percentage.

<A - Beth Ann Bombara>: Yes, I agree with that. I think, as Chris said, our HIMCO folks actively manage our portfolio and look at ways where we can expand maybe into certain asset classes that we hadn't been in, but they're very measured in doing that, and evaluating the market conditions. So, for example, we have talked about putting more – allocating more to equity exposure. If you look at our P&C company, we're probably underweight equities compared to others, and a lot of that is because we as a company had had a lot of equity exposure in the past with our life business. But even with that, they were – have been very measured and deliberate as to when do we want to put some of that money to work and to make sure that we're getting into the market at the right time. So, I look at it as just constantly evaluating the portfolio, but as Chris says, no major shifts that we see at this point that we need to make.

<A - Christopher J. Swift>: And I think one of the great things, we talked a little bit about our call, I think one of your peers asked the question about energy and sort of the de-risking we did and-

<A - Beth Ann Bombara>: Yes.

Bloomberg Transcript

Bloomberg

<A - Christopher J. Swift>: -yes, I can remember, back in December 2014 when oil really corrected from, I think $75 barrel down to $45-$50 a barrel, and what – saw the HIMCO team at a number of discussions and thought, the trend was only going to get worse, and started taking actions in the cash market and also as Beth described in the calls started taking actions in the derivative market to protect on a radical downsize move and turned out to be a good move.

<Q - Jay Arman Cohen>: Any questions out there?

Let's move to Personal Lines, maybe I'll ask more of a bigger picture question. This is a business that given changes from a technology standpoint, distribution standpoint, feels like it is being increasingly commoditized. And in that environment, let's assume that's true for a second, in that environment arguably size and scale become more important. In your agency distribution platform, you're not the biggest player. What do you need to do to make sure that going forward as the environment could be tougher that you can really compete effectively in that area.

<A - Christopher J. Swift>: Yes. I think what I like the investors to really to understand that the Personal Lines strategy is all about AARP going forward. That's really 75% of the business today both auto and home. We go to AARP members, either on a direct basis or through an independent agent. There is still a number of AARP members from the surveys and the intelligences that we have from that membership group that prefer to interact with the agent.

Our agency strategy then is to appoint the right agents that understand the value that we bring. The policy, forms and conditions that the claim capabilities and align ourselves to those independent agents that can represent our product into a mature marketplace where we could grow.

I think anything in a mass market, as you said, is more competitive and people with more scale, more capabilities and we're going to continue to elect not to compete in a broad mass market, rather our niche in AARP in the more mature market. There could be developments in the future, where we look at other segments of a Personal Lines market, again on a niche basis, where we see opportunities, but right now, our primary focus is on AARP.

<Q - Jay Arman Cohen>: On AARP, you clearly have a developed a skill for selling directly, and over the years going back many years, there has been various efforts and initiatives to say, hey, we can take this skill and sell through other affinity groups or other ways directly, none of them were really ever successful from what I can tell. Is that something you've sort of given up on or are there other affinity groups you can use that skill and sell to?

<A - Christopher J. Swift>: Yes. I think it was a good experiment at the time to see if we could do it. We did enjoy the success and it's not a strategy going forward for us.

Jay Arman Cohen

Got it. We've got 30 seconds; any last minute questions? Why don't we leave it there? Chris, Beth, thanks so much.

Christopher J. Swift

Thank you.

This transcript may not be 100 percent accurate and may contain misspellings and other inaccuracies. This transcript is provided "as is", without express or implied warranties of any kind. Bloomberg retains all rights to this transcript and provides it solely for your personal, non-commercial use. Bloomberg, its suppliers and third-party agents shall have no liability for errors in this transcript or for lost profits, losses, or direct, indirect, incidental, consequential, special or punitive damages in connection with the furnishing, performance or use of such transcript. Neither the information nor any opinion expressed in this transcript constitutes a solicitation of the purchase or sale of securities or commodities. Any opinion expressed in the transcript does not necessarily reflect the views of Bloomberg LP.

© COPYRIGHT 2016, BLOOMBERG LP. All rights reserved. Any reproduction, redistribution or retransmission is expressly prohibited.

Bloomberg Transcript

Bloomberg

Company Name: Hartford Financial
Company Ticker: HIG US
Date: 2016-02-10
Event Description: Bank Of America Merrill Lynch Insurance Conference

Market Cap: 16,277.90
Current PX: 39.74
YTD Change($): -3.72
YTD Change(%): -8.560

Bloomberg Estimates - EPS
Current Quarter: 1.042
Current Year: 4.030
Bloomberg Estimates - Sales
Current Quarter: 4721.333
Current Year: 19236.750