

The Hartford Financial Services Group, Inc.
April 26, 2018

First Quarter 2018 Financial Results Presentation



On December 3, 2017, The Hartford entered into an agreement to sell its life and annuity run-off business (formerly known as Talcott Resolution). As a result, the assets and liabilities of this business have been accounted for as held for sale and its financial results are now included in discontinued operations for all periods presented.



Safe harbor statement

Certain statements made in this presentation should be considered forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. These include statements about The Hartford's future results of operations. We caution investors that these forward-looking statements are not guarantees of future performance, and actual results may differ materially. Investors should consider the important risks and uncertainties that may cause actual results to differ, including those discussed in The Hartford's news release issued on April 26, 2018, The Hartford's Quarterly Reports on Form 10-Q, The Hartford's 2017 Annual Report on Form 10-K, and other filings we make with the U.S. Securities and Exchange Commission. We assume no obligation to update this presentation, which speaks as of today's date.

The discussion in this presentation of The Hartford's financial performance includes financial measures that are not derived from generally accepted accounting principles (GAAP). Information regarding these non-GAAP financial measures, including reconciliations to the most directly comparable GAAP financial measures, is provided in the news release issued on April 26, 2018 and The Hartford's Investor Financial Supplement for first quarter 2018 which is available at the Investor Relations section of The Hartford's website at <https://ir.thehartford.com>.

From time to time, The Hartford may use its website to disseminate material company information. Financial and other important information regarding The Hartford is routinely accessible through and posted on our website at <https://ir.thehartford.com>. In addition, you may automatically receive email alerts and other information about The Hartford when you enroll your email address by visiting the "Email Alerts" section at <https://ir.thehartford.com>.

1Q18 key financial highlights

Core Earnings

- Core EPS^{1,2} of \$1.27, up from \$0.76 in 1Q17 due to a 60% increase in core earnings¹ and a 4% decrease in weighted average common diluted shares outstanding
- Core earnings increased principally due to higher P&C³ underwriting results and increased consolidated net investment income and lower income taxes; 1Q18 income before income taxes of \$519 million, up \$118 million with growth in all major business segments

Property & Casualty

- Core earnings of \$408 million, up \$131 million from 1Q17 due to better underwriting results including lower CAY CATs⁴ and favorable PYD⁵, higher net investment income and a lower tax rate
- Underlying combined ratio¹ of 90.3 improved 0.9 point from 1Q17 and reflected better underwriting results in both Commercial Lines and Personal Lines

Commercial Lines

- Higher underwriting gain¹ primarily due to a change to net favorable PYD in 1Q18 from continued favorable workers' compensation trends and better underlying underwriting results
- Underlying combined ratio of 90.4 improved 0.5 point from 1Q17 primarily due to margin improvement in commercial auto

Personal Lines

- Higher underwriting gain included lower CAY CATs in 1Q18 and net favorable PYD in homeowners
- Underlying combined ratio of 89.8 improved 1.4 points from 1Q17 primarily from better auto loss results, partially offset by a higher expense ratio mainly from increased marketing spend

Group Benefits

- Core earnings of \$85 million, up \$32 million adjusted for a state guaranty fund assessment of \$13 million, after tax, in 1Q17; growth due principally to the acquisition and a lower tax rate
- Loss ratio of 77.4% improved 0.3 point from 1Q17 and expense ratio decreased 1.2 points adjusted for state guaranty fund assessment of 2.5 points in 1Q17

BVPS and ROE

- BVPS, ex. AOCI^{1,6}, of \$36.71, up 4% compared with Dec. 31, 2017
- Core earnings ROE^{1,7} of 7.8% improved 2.7 points compared with 5.1% in 1Q17

1. Denotes financial measure not calculated based on generally accepted accounting principles (GAAP) 2. Earnings per diluted share 3. Property and Casualty (P&C) 4. Current accident year (CAY) catastrophes (CAT) 5. Prior accident year development (PYD) 6. Book value per diluted share, excluding accumulated other comprehensive income (AOCI) 7. Return on equity

1Q18 core EPS of \$1.27 rose 67% over 1Q17

- Core earnings of \$461 million increased 60% from \$288 million in 1Q17 due to:
 - Improved P&C underwriting results due to better CAY results before CATs in both Commercial Lines and Personal Lines, lower CAY CAT losses and a change to net favorable PYD
 - Increased net investment income, up 10%, primarily driven by higher invested asset levels from Group Benefits acquisition and higher income from limited partnership and other alternative investments (LPs)
 - Higher earnings in Group Benefits and Mutual Funds
 - Average effective tax rate decreased from 24% in 1Q17 to 18% in 1Q18 as a result of tax reform
- Income before income tax rose 29% or \$118 million over 1Q17 reflecting increases from all major business segments
- Core EPS of \$1.27 up 67% from 1Q17

1. Net realized capital gains (losses), before tax, excluded from core earnings
 2. The Hartford defines increases or decreases greater than or equal to 200%, or changes from a net gain to a net loss position, or vice versa, as "NM" or not meaningful
 3. in millions

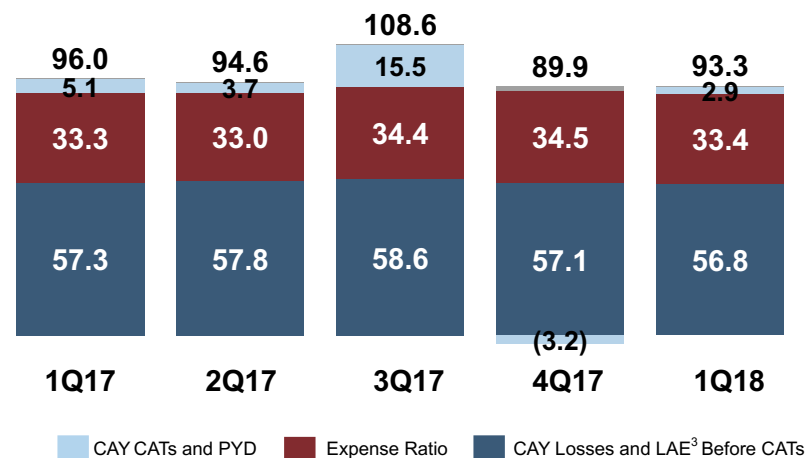
Core Earnings By Segment (\$ in millions, except per share amounts)	1Q17	1Q18	Change²
Commercial Lines	\$224	\$302	35%
Personal Lines	32	89	178%
P&C Other Operations	21	17	(19%)
Group Benefits	40	85	113%
Mutual Funds	23	34	48%
Sub-total	\$340	\$527	55%
Corporate	(52)	(66)	(27%)
Core earnings	\$288	\$461	60%
Net realized capital gains (losses), before tax ¹	23	(30)	NM
Integration and transaction costs, before tax	—	(12)	NM
Income tax benefit (expense)	(8)	9	NM
Income from continuing operations, after tax	\$303	\$428	41%
Income tax expense (benefit)	98	91	(7%)
Income before income taxes	\$401	\$519	29%
Income from discontinued operations, after tax	75	169	125%
Income tax benefit (expense)	(98)	(91)	7%
Net income	\$378	\$597	58%
Core earnings per diluted share	\$0.76	\$1.27	67%
Income from continuing operations per diluted share	\$0.80	\$1.18	48%
Net income per share	\$1.00	\$1.64	64%
Wtd. avg. diluted shares outstanding ³	378.6	363.9	(4%)
Wtd. avg. common shares outstanding ³	371.4	357.5	(4%)

Commercial Lines: Underlying combined ratio improved 0.5 point due to modest margin improvement in auto

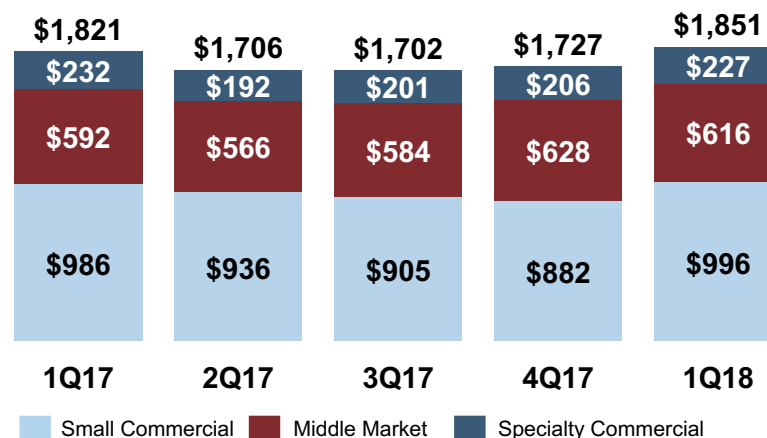


- Combined ratio of 93.3 in 1Q18, 2.7 points better than 1Q17, reflecting:
 - A change to net favorable PYD of 1.1 points from unfavorable PYD of 0.9 point in 1Q17; 1Q18 favorable PYD primarily from workers' compensation
 - 0.2 point reduction in CAY CAT losses
- Underlying combined ratio of 90.4 improved 0.5 point from 1Q17 principally due to modest improvement in auto loss ratio
- Written premium up 2% over 1Q17 reflecting strong new business growth partially offset by lower retention
 - Small Commercial up 1%
 - Middle Market up 4%
 - Specialty Commercial down 2%
- New business premiums increased 8% in Small Commercial and 10% in Middle Market from 1Q17
- Policy count retention at 82% and 78% in Small Commercial and Middle Market, respectively
- Standard Commercial¹ renewal written price increases averaged 2.5%
 - 3.3% Small Commercial
 - 1.1% Middle Market

Commercial Lines Combined Ratio²



Commercial Lines Written Premiums⁴
(\$ in millions)



1. Standard Commercial includes Small Commercial and Middle Market

2. Combined ratio includes policyholder dividends ratio

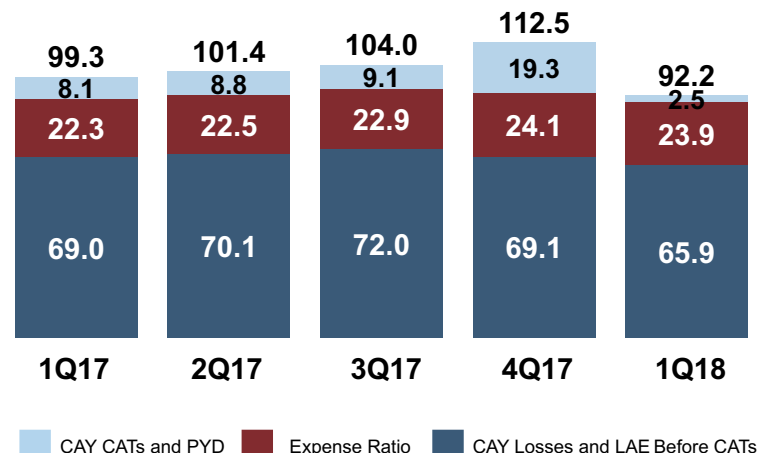
3. Loss adjustment expense

4. Commercial Lines written premiums include immaterial amounts from Other Commercial

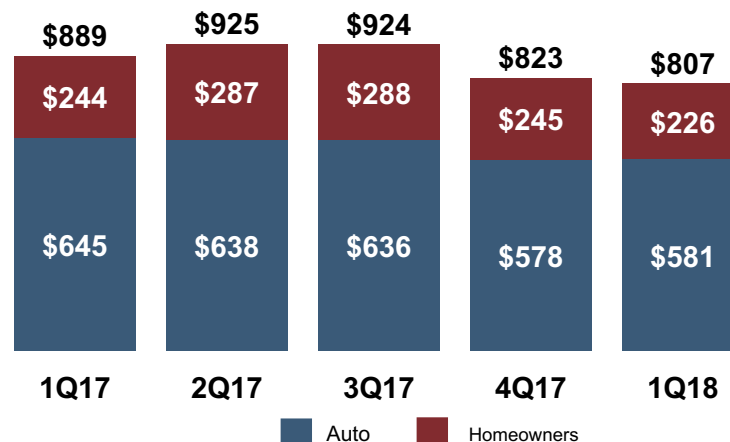
Personal Lines: Continued improvement in auto underwriting results

- Combined ratio of 92.2 in 1Q18, 7.1 points better than 1Q17, reflecting:
 - 4.5 point decrease in CAY CAT losses primarily in homeowners
 - 1.1 point increase in net favorable PYD mainly from homeowners
- Underlying combined ratio improved 1.4 points from 1Q17 to 89.8 primarily due to:
 - 3.1 point improvement in loss ratio principally due to auto; homeowners also improved slightly
 - Partially offset by 1.6 point increase in expense ratio primarily due to increased marketing spending for focused new business growth
- Written premiums down 9% from 1Q17 due to impact of prior years' profitability improvement initiatives on retention
 - New business premiums in 1Q18 down 15% from 1Q17 but up 5% versus 4Q17
 - Premium retention ratios were at 85% and 89% for auto and homeowners, respectively; auto down 3 points from 1Q17 and homeowners up 1 point
- Renewal written pricing remained robust with auto at 9.7% and homeowners at 9.5%

Personal Lines Combined Ratio



Written Premiums
(\$ in millions)

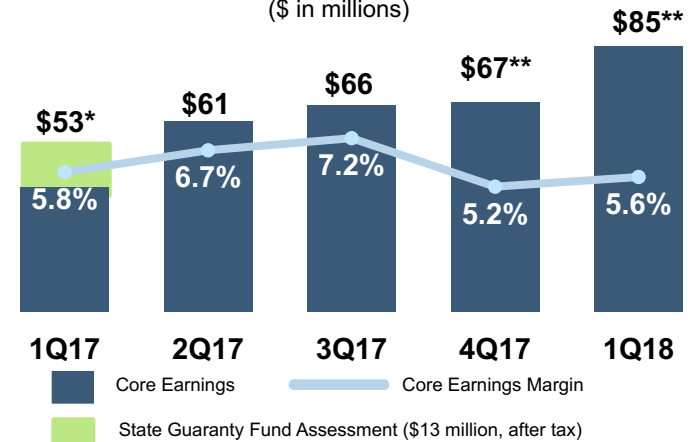


Group Benefits: Core earnings increase over 1Q17 primarily due to acquisition and strong sales and persistency



- Core earnings of \$85 million, up \$32 million from 1Q17, adjusted for state guaranty fund assessment of \$13 million, after tax, in 1Q17
 - Increased earnings due to higher premium volume driven by both the acquisition and strong sales and persistency, higher net investment income including acquired invested assets and LPs, and a lower tax rate
 - 5.6% core earnings margin versus 5.8% in 1Q17, excluding state guaranty fund assessment
- Loss ratio of 77.4% improved 0.3 point from 1Q17
 - Group disability loss ratio of 74.9 improved 8.0 points from 1Q17 due to favorable incidence trends and better recoveries
 - Group life loss ratio increased 7.8 points to 80.9 from 73.1 in 1Q17 due primarily to the mix impact of an expected higher loss ratio associated with national accounts in the acquired business and, to a less extent, higher mortality
- 1Q18 expense ratio of 24.0% decreased 1.2 points, adjusted for the 1Q17 guaranty fund assessment, primarily due to a lower average commission rate on the acquired business
- Fully insured ongoing premiums up 69% from 1Q17 due to the acquisition, sales, and continued strong persistency
 - Fully insured ongoing sales of \$454 million rose 115% driven by the acquisition and strong disability sales

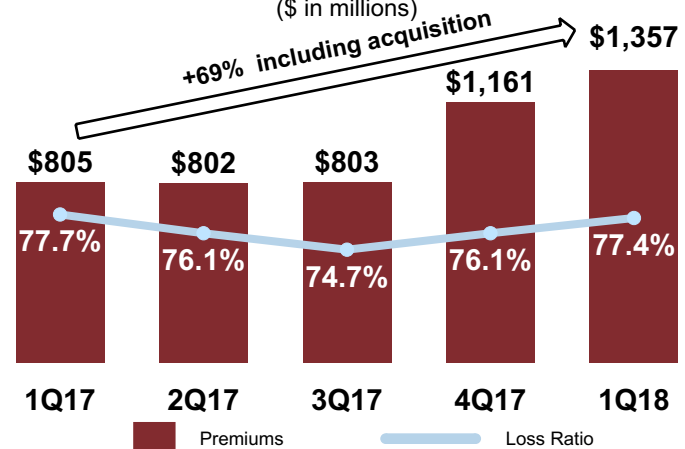
Core Earnings and Core Earnings Margin¹ (\$ in millions)



* 1Q17 core earnings and core earnings margin results exclude State Guaranty Fund Assessment

** Includes amortization of intangibles, after tax, of \$6 million and \$13 million in 4Q17 and 1Q18 respectively

Fully Insured Ongoing Premiums² & Loss Ratio (\$ in millions)



1. Denotes financial measure not calculated based on GAAP

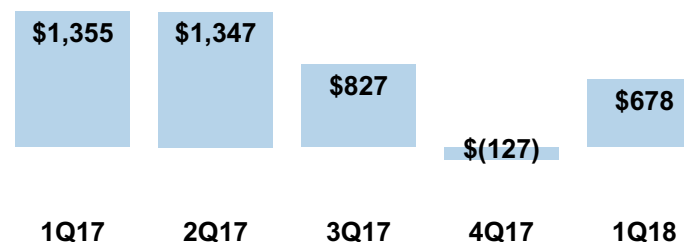
2. Excludes buyout premiums

Mutual Funds: Core earnings rose to \$34 million due to higher investment management fees and a lower tax rate

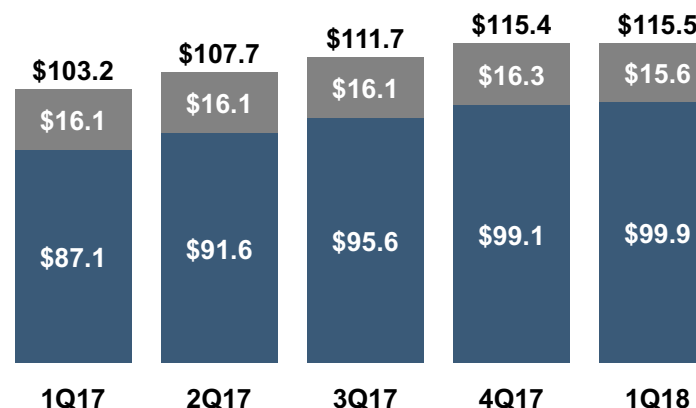


- Core earnings of \$34 million, up \$11 million from 1Q17 due to higher investment management fees from increased daily average assets under management (AUM) and a lower tax rate
 - Investment management fees rose 17% to \$181 million
- Total segment AUM of \$115.5 billion, up 12% from 1Q17 due to market appreciation and positive Mutual Fund and Exchange-traded Products (ETP) net flows
 - Mutual Fund and ETP AUM¹ increased 15% to \$99.9 billion
 - Life and annuity run-off business AUM² decreased 3% reflecting continued runoff of the variable annuity book
- Performance remains strong as 60%, 63% and 68% of funds outperformed peers on a 1-, 3- and 5-year basis³, respectively; 50% of funds rated 4 or 5 stars by Morningstar as of Mar. 31, 2018

Mutual Fund and ETP Net Flows
(\$ in millions)



Mutual Funds Segment AUM⁴
(\$ in billions)



1. Includes Mutual Fund AUM (mutual funds sold through retail, bank trust, registered investment advisor and 529 plan channels) and ETPs

2. Consists of mutual fund assets held in separate accounts supporting variable insurance and investment products

3. Hartford Mutual Funds (HMF) and ETPs on Morningstar net of fees basis at Mar. 31, 2018

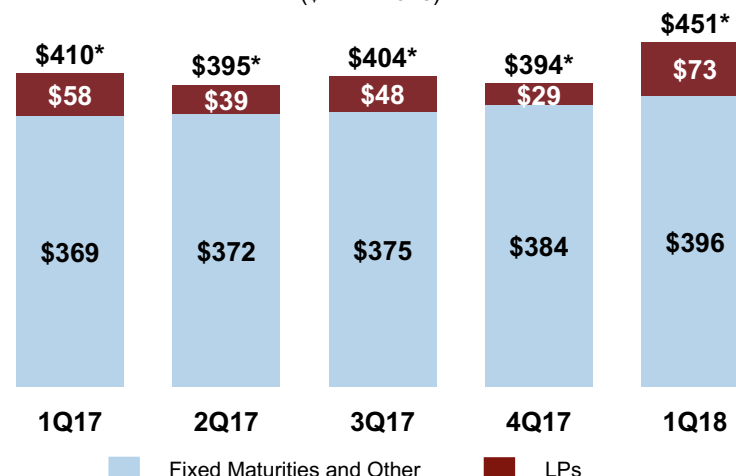
4. Includes Mutual Fund, ETP and life and annuity run-off AUM as of end of period

Total net investment income up 10%, primarily due to higher invested assets from Group Benefits acquisition and strong LP investment returns

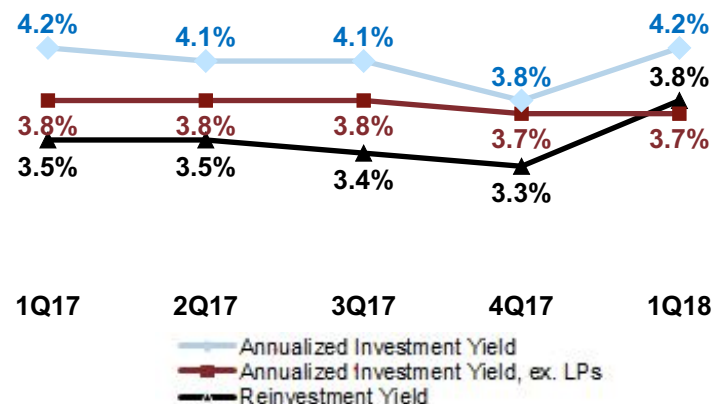


- Total net investment income up 10% over 1Q17
 - Total net investment income, excluding LPs¹, increased \$26 million, before tax, principally due to the Group Benefits acquisition which had approximately \$3.4 billion of invested assets
 - LP income up \$15 million, before tax, due to outperformance in private equity driven by underlying sales and higher valuations
- Annualized investment yield, before tax, was 4.2% flat with 1Q17 due to higher LP returns
 - 18.6% annualized yield on LPs in 1Q18 compared with 15.5% in 1Q17
- Annualized investment yield, before tax, excluding LPs¹, was 3.7% in 1Q18, down 0.1 point compared with 1Q17 due to Group Benefits acquisition
 - Group Benefits annualized investment yield, before tax, excluding LPs, was 3.8% in 1Q18, down 0.5 point from 4.3% largely due to the impact of the acquired assets being recorded at market yields as of the acquisition date in accordance with purchase accounting
 - P&C annualized investment yield, before tax, excluding LPs, was 3.7%, flat with 1Q17 and consistent with average reinvestment yield in 1Q18

Total Net Investment Income
(\$ in millions)



Annualized Investment Yield, Before Tax



* Total includes investment expenses of \$17, \$16, \$19, \$19 and \$18 in 1Q17, 2Q17, 3Q17, 4Q17 and 1Q18 respectively

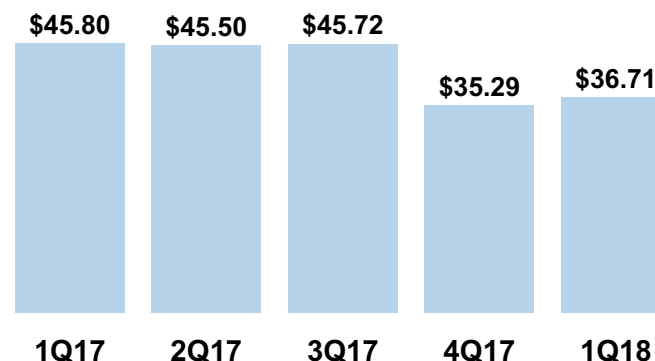
1. Denotes financial measure not calculated based on GAAP

BVPS, ex. AOCI, of \$36.71, up 4% from Dec. 31, 2017 and 1Q18 core earnings ROE of 7.8%, up 2.7 points from 1Q17

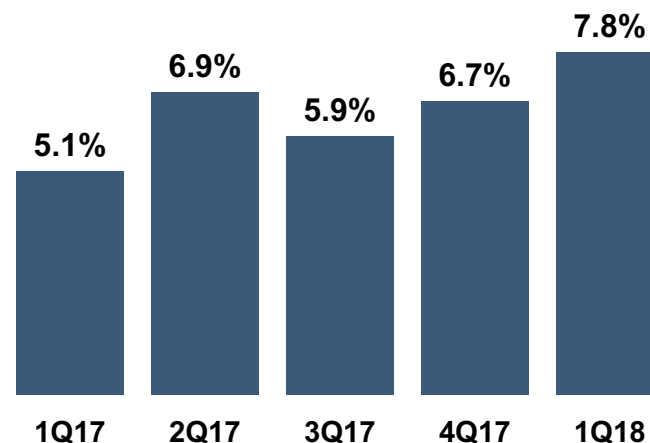


- \$36.06 BVPS at Mar. 31, 2018
 - Down 3% from Dec. 31, 2017
 - Down 20% from Mar. 31, 2017
- \$36.71 BVPS, ex. AOCI, at Mar. 31, 2018
 - Up 4% from Dec. 31, 2017
 - Down 20% from Mar. 31, 2017
- Book value decreased compared with Mar. 31, 2017 primarily due to the net loss on discontinued operations of \$3.2 billion related to the sale of Talcott Resolution and charges from tax reform in 4Q17 and the 2Q17 pension settlement
- Common shares outstanding and dilutive potential common shares decreased 3% from Mar. 31, 2017 due to share repurchases
- Core earnings ROE was 7.8% versus 5.1% in 1Q17; 1Q18 core earnings ROE includes impact of CATs and higher tax rates in last nine months of 2017
 - P&C core earnings ROE increased 2.7 points to 12.3% primarily due to the impact of 2Q16 A&E¹ PYD on 1Q17 ROE and improved personal auto results over the past year on 1Q18 ROE

Book Value Per Diluted Share, ex. AOCI



Core Earnings ROE



1. Asbestos and Environmental (A&E)

APPENDIX



Talcott Resolution supplemental data

	THREE MONTHS ENDED				
	Mar 31 2018	Dec 31 2017	Sept 30 2017	Jun 30 2017	Mar 31 2017
FULL SURRENDER RATES [1]					
Variable Annuity	6.9%	5.8%	5.8%	7.3%	7.8%
Fixed Annuity and Other	4.8%	4.9%	6.3%	6.0%	5.8%
CONTRACT COUNTS (in thousands)					
Variable Annuity	482	494	505	516	529
Fixed Annuity and Other	111	113	115	117	119

[1] Represents annualized surrenders (full contract liquidation excluding partial withdrawals) divided by a two-point average of annuity account values.

	AS OF				
	Mar 31 2018	Dec 31 2017	Sept 30 2017	Jun 30 2017	Mar 31 2017
VARIABLE ANNUITY DEATH AND LIVING BENEFITS					
S&P 500 index value at end of period	2,641	2,674	2,519	2,423	2,363
Total account value with guaranteed minimum death benefits ("GMDB") [5]	\$ 39,263	\$ 40,823	\$ 40,707	\$ 40,668	\$ 40,948
Gross net amount at risk ("NAR")	\$ 2,975	\$ 2,929	\$ 2,984	\$ 3,056	\$ 3,131
NAR reinsured	79%	81%	80%	80%	80%
Contracts in the Money [3]	24%	14%	14%	17%	17%
% In the Money [3] [4]	14%	26%	28%	22%	22%
Retained NAR [2]	\$ 619	\$ 567	\$ 584	\$ 610	\$ 634
Net GAAP liability for GMDB benefits	\$ 191	\$ 190	\$ 160	\$ 159	\$ 162
Total account value with guaranteed minimum withdrawal benefits ("GMWB")					
Gross NAR	\$ 179	\$ 159	\$ 165	\$ 177	\$ 187
NAR reinsured	43%	43%	42%	41%	41%
Contracts in the Money [3]	6%	4%	5%	5%	6%
% In the Money [3] [4]	16%	19%	19%	17%	17%
Retained NAR [2]	\$ 102	\$ 91	\$ 96	\$ 104	\$ 111
Net GAAP liability for non-lifetime GMWB benefits	\$ 10	\$ 23	\$ 27	\$ 64	\$ 84
Net GAAP liability for lifetime GMWB benefits	\$ 225	\$ 219	\$ 200	\$ 197	\$ 195

[2] Policies with a guaranteed living benefit also have a guaranteed death benefit. The net amount at risk ("NAR") for each benefit is shown. These benefits are not additive. When a policy terminates

due to death, any NAR related to the GMWB is released. Similarly, when a policy goes into benefit status on a GMWB, its GMDB NAR is released.

[3] Excludes contracts that are fully reinsured.

[4] For all contracts that are "in the money", this represents the percentage by which the average contract was in the money.