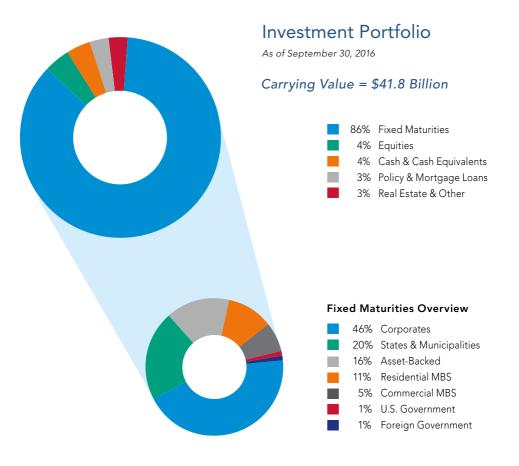
Δ RI FR 201 6 HIG Ĥ AMERICAN **FINANCIAL** 

D ANNUITIES ACCIDE**IGROUP, INC.** HI SPECIALTY EQUIPMENT SERVICES FCIA FINANCIAL INSTITUTION AN IDITIONAL FIXED ANNUITIES SINGAPORE BRANCH EXECUTIVE LIABILITY PROPERTY & INLAND MARINE TY / CRIME 403(B) ANNUITIES SPECIALTY E&S PROFESSIONAL LIABILITY REPUBLIC INDEMNITY MID-CO

- Net earnings of \$1.23 per share; includes \$0.30 per share A&E reserve strengthening
- Core net operating earnings \$1.51 per share
- Announced special cash dividend of \$1.00 per share, payable December 7, 2016
- Full year 2016 core net operating earnings guidance revised to \$5.55 \$5.75 per share

LANNUITIES SUMMIT ELAGUILA FIDELITY / CRIME 403(B) ANNUITIES SPECIALTY E&S PROFESSIONAL JCKING GREAT AMERICAN INTERNATIONAL FIXED-INDEXED ANNUITIES ACCIDENT & HEALTH SPECIALT Our investment philosophy is to focus on high-quality investments that maximize returns on a long-term basis, rather than focusing on short-term performance.



- Fixed income investments comprise 93% of the portfolio
- Fixed maturity portfolio is 89% investment grade (97% NAIC 1-2)
- Mortgage-backed securities portfolio is 50% investment grade (96% NAIC 1)

More information about our investment portfolio may be found in AFG's Investor Supplement posted on www.AFGinc.com under Quick Links – "Quarterly Results."

American Financial Group, Inc. Investor Relations 301 E. Fourth St., Cincinnati, OH 45202 513-579-6739 / www.AFGinc.com

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AFG's overriding goal is to increase long-term shareholder value.



tor the years ended 2011-2015 is shown here. AFG believes that core net operating earnings is a useful measure for analysts and investors in considering ongoing operating trends for AFG.



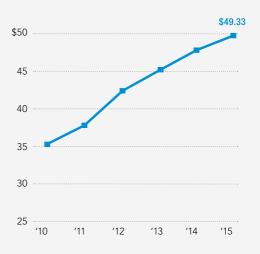
Diluted Net Earnings Per Share (GAAP)

#### Book Value Per Share | as of December 31

(Excluding appropriated retained earnings and unrealized gains and losses on fixed maturities)

AFG's overriding goal is to increase long-term shareholder value.

• Tangible book value was \$46.49 per share at the end of 2015



#### **Our Business Model**

AFG's business model is founded on an entrepreneurial approach that allows local decision-making for underwriting, marketing, claims and policy servicing in each of its niche operations.

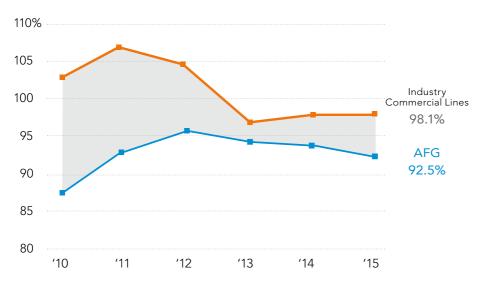
#### AFG's COR has been better than the industry average for 28 of the last 30 years.

#### Capital and Liquidity

| In Millions   | Sept 30, 2016 | Dec 31, 2015 |
|---|---------------|--------------|
| Total Assets  | \$54,845      | \$49,837     |
| Statutory Surplus – P&C Group   | 3,038         | 2,488        |
| Adjusted Capital – Annuity Subsidiaries<br>(Policyholder Surplus + Asset Valuation Reserve) | 2,216         | 1,918        |
| Cash & Cash Equivalents   | 1,639         | 1,220        |
| Ratio of debt to total adjusted capital <sup>A</sup>  |               |              |
| Including subordinated debt   |               |              |

A The ratio is calculated by dividing AFG's long-term debt by its total capital, which includes long-term debt, noncontrolling interests and shareholders' equity (excluding unrealized gains (losses) related to fixed maturity investments).

#### Statutory Combined Ratio

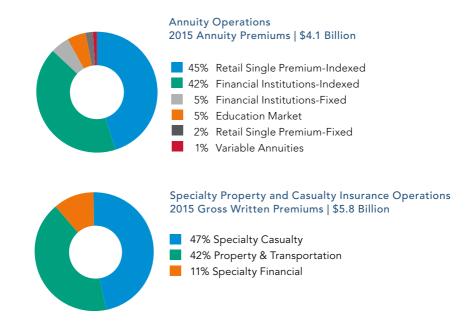


Industry Commercial Lines based on data from A.M. Best

Each business unit designs its own products, builds its own relationships and develops its own unique distribution strategies. Centralized business support and investment management functions provide a framework for success.

# REFLECTING ON OUR BUSINESS

We are proud of our market-leading specialty property and casualty insurance and annuity businesses. In 2015, over 60% of the P&C Group's gross written premium was produced by top 10-ranked businesses. Our annuity business has been consistently ranked in the top 10 overall and within the top three for sales of fixed-indexed annuities through financial institutions.



#### Third Quarter & First Nine Months 2016 & 2015 and Year End Highlights

(In millions, except per share amounts)

|   | Three months<br>ended Sept. 30, |       | ,                  | Nine months<br>ended Sept. 30, |                    |          |                |
|---|---------------------------------|-------|--------------------|--------------------------------|--------------------|----------|----------------|
| Earnings                                  | 20                              | 16    | 201                | 5                              | 2016               |          | 2015           |
| Core Net Operating Earnings               | \$ 1                            | 34 \$ | 5 12               | 3 \$                           | 358                | \$       | 350            |
| Core Net Operating Earnings Per Share     | \$1.                            | 51 \$ | \$ 1.3             | 8 \$                           | 5 4.04             | \$       | 3.92           |
| Net Earnings Attributable to Shareholders | \$1                             | 09 9  | 56                 | 3 \$                           | 5 264              | \$       | 223            |
| Net Earnings Per Share (Diluted)          | \$1.                            | 23 \$ | \$ 0.7             | 1 \$                           | 5 2.98             | \$       | 2.49           |
|   | Three months<br>ended Sept. 30, |       | ,                  | Nine months<br>ended Sept. 30, |                    |          |                |
| Insurance Premiums                        | 20                              | 16    | 201                | 5                              | 2016               |          | 2015           |
|   |                                 |       |                    |                                |                    | <i>c</i> | 4 477          |
| Gross Written Premiums: Specialty P&C     | \$ 1,8                          | 99 \$ | \$ 1,96            | 2 9                            | 5 4,540            | \$       | 4,476          |
| Net Written Premiums: Specialty P&C       | \$ 1,8<br>\$ 1,2                |       | \$ 1,96<br>\$ 1,31 |                                | 5 4,540<br>5 3,303 | •        | 4,476<br>3,271 |

|  | Sept. 30, 2016 | Dec 31, 2015 |
|--|----------------|--------------|
| Book Value Per Share   | \$ 59.45       | \$ 52.50     |
| Book Value Per Share (Excluding Unrealized Gains (Losses) on Fixed Maturities) | \$ 51.73       | \$ 49.33     |



Great American Insurance Company is rated A+ (Superior) by A.M. Best Company and has maintained a financial strength rating of A (Excellent) or higher since 1908.



### Ratings | Property & Casualty Insurance Companies

|  | A.M. Best      | Standard &<br>Poor's | Moody's   |
|--|----------------|----------------------|-----------|
| Great American<br>Insurance Company                | A+ (Superior)  | A+                   | A1        |
| American Empire Surplus Lines<br>Insurance Company | A+ (Superior)  | A+                   | Not Rated |
| Mid-Continent<br>Casualty Company                  | A+ (Superior)  | A+                   | Not Rated |
| National Interstate<br>Insurance Company           | A (Excellent)  | Not Rated            | Not Rated |
| Vanliner Insurance<br>Company                      | A (Excellent)  | Not Rated            | Not Rated |
| Republic Indemnity<br>Company of America           | A (Excellent)  | A+                   | A3        |
| Bridgefield Casualty Insurance<br>Company          | A (Excellent)  | A+                   | Not Rated |
| Bridgefield Employers Insurance<br>Company         | A (Excellent)  | A+                   | Not Rated |
| El Águila, Compañía de Seguros                     | A- (Excellent) | Not Rated            | Not Rated |
| Great American International<br>Insurance Limited  | Not Rated      | A+                   | Not Rated |
| Neon Underwriting Limited <sup>1</sup>             | A (Excellent)  | A+                   | Not Rated |



Great American's P&C Group was selected as one of the Ward's 50<sup>®</sup> Top Performing Insurance Companies in 2016.

## Ratings | Annuity Companies

|   | A.M. Best     | Standard &<br>Poor's | Moody's   |
|---|---------------|----------------------|-----------|
| Great American Life<br>Insurance Company    | A (Excellent) | A+                   | A2        |
| Annuity Investors Life<br>Insurance Company | A (Excellent) | A+                   | Not Rated |

<sup>1</sup>Ratings for Neon Underwriting Limited are determined by the ratings of Lloyd's. See Lloyd's website for a discussion of these ratings.

This document contains certain statements that may be considered "forward-looking statements" and are based on estimates, assumptions and projections which management believes are reasonable but by their nature subject to risks and uncertainties. The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements. Refer to AFG's filing on Form 10-Q as of September 30, 2016 for more information.