The Allstate Corporation – Earnings Call Presentation
First Quarter 2013

Allstate®

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Thursday, May 2, 2013

Safe Harbor

This presentation contains forward-looking statements and information. Additional information on factors that could cause results to differ materially from those projected in this presentation is available in the 2012 Form 10-K, and in our most recent earnings release, available on our website, allstate.com. This presentation also contains some non-GAAP measures. You can find the reconciliation of those measures to GAAP measures on the Investor Relations portion of our website, allstate.com, under the "Quarterly Investor Info" link and "Conference Call Archive" link.

Allstate Strategy…Offer Unique Products and Services to Distinct Consumer Segments

Brand Neutral

Q1 2013

NPW Growth	7.2%
PIF Growth	6.1%
C/R – Rec.	102.1
- Und.	97.9

Encompass
Creating protection around you

Q1 2013

Non-Proprietary Premium Growth 9.6%

Answer financial

Local Advice & Assistance

Self Serve

Q1 2013

NPW Growth	1.1%
PIF Growth [1]	-1.9%
C/R - Rec.	91.7
- Und.	86.2

Allstate
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esurance
an Allstate company

Q1 2013

NPW Growth	30.5%
PIF Growth	36.4%
C/R - Rec.	116.7
- Und.	110.3

Brand Sensitive

(1) Excludes Good Hands Roadside Members of 1,099,000 - an increase of 530,000 over March 2012.

Q1 2013 . . . Continued Progress on Strategy and Priorities

Consolidated Results

	Actual	Var. to Pr. Yr.
Net Income	$709M	$-57M
Operating Income	$647M	$-63M
P-L Underlying Combined Ratio	87.7	-0.4 pts.
Book Value per Diluted Share	$43.46	12.7%
Return on Equity – Net Income	11.3%	5.9 pts.
Operating Income	11.9%	6.9 pts.

2013 Priorities

- **Grow insurance premiums**
  - Overall net premiums written increased 2.5% from Q1 2012, with all brands contributing
- **Maintain auto profitability**
  - Allstate brand standard auto combined ratio of 94.2, an underlying combined ratio of 93.5
  - Esurance combined ratio of 116.7 remains elevated due to higher new business growth
  - Encompass combined ratio of 105.8, trend improved, further profit improvement actions required
- **Raise returns in the homeowners and annuity businesses**
  - Improved Allstate brand homeowners profitability with an underlying combined ratio of 65.8 and a recorded combined ratio of 85.1
  - Annuity returns declined due to reduced limited partnership income and continued low interest rates
- **Proactively manage investments**
  - Total return on investment portfolio … 1.2% for Q1 2013
  - Progress made on strategic initiatives to deliver more attractive risk-adjusted returns
- **Reduce our cost structure**
  - Operating expenses increased driven by employee costs and accelerated technology investments
  - Reinsurance program costs lowered beginning June 1, 2013

Q1 2013 Profitability Remained Solid

	Net Income		Operating Income	
	Q1 2013	Var. to PY	Q1 2013	Var. to PY
Consolidated	$709M	-7.4%	$647M	-8.9%
Per Diluted Share	1.47	-3.9%	1.35	-4.9%
Property-Liability	616M	-11.4%	556M	-7.5%
Allstate Financial	146M	30.4%	144M	-4.0%

Property-Liability

Earned Premium	$6,770M	2.1%
Combined Ratio - Rec.	93.2	1.1 pts.
- Und.	87.7	-0.4 pts.
Catastrophe Losses	$359M	$100M
Net Investment Income	$341M	8.9%

Allstate Financial

Premiums & Contract Charges	$579M	4.7%
Benefit Spread	158M	$6M
Investment Spread	157M	$-18M
Net Investment Income	635M	-7.6%
Operating Costs	148M	$6M

Combined Ratio

By Segment	Q1 2013	Var. to PY (Pts.)
Allstate Brand		
Recorded	91.7	1.2
Underlying	86.2	-0.8
Encompass		
Recorded	102.1	2.5
Underlying	97.9	1.3
Esurance		
Recorded	116.7	-10.9
Underlying	110.3	1.2

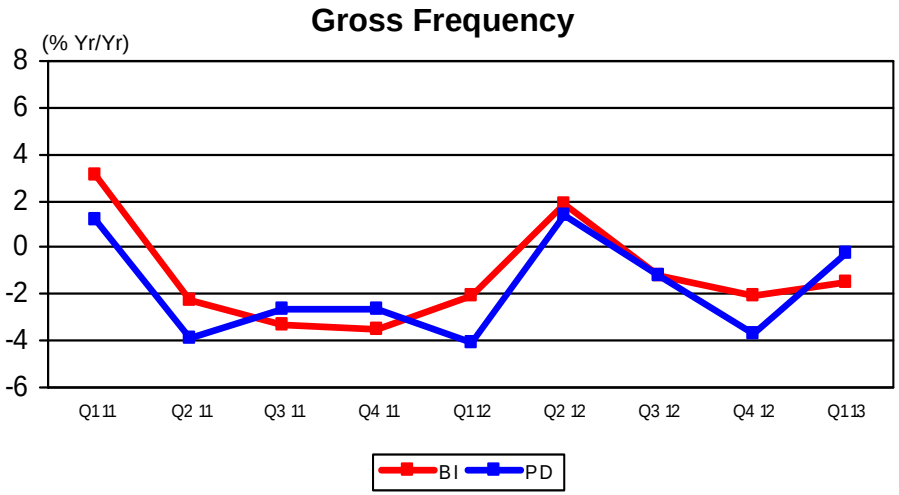
Grow Insurance Premiums . . . Continued Progress Made

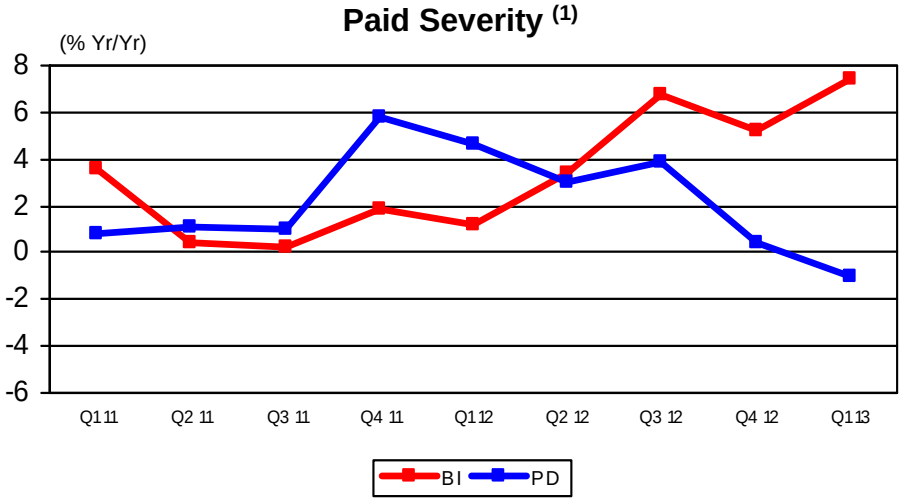
	Net Written Premium		Policies in Force		
	Q1 2013	Var. to PY	Mar 2013	Var. To 12/12	Var. To 3/12
	($M)	(%)	(000)	(%)	(%)
Property-Liability	6,625	2.5	32,831 (2)	-0.1	-0.7
Allstate Brand					
Standard Auto	3,983	1.2	18,397	-0.3	-0.7
Non-Standard	172	-9.0	623	-0.3	-10.1
Homeowners	1,268	0.8	6,136	-1.2	-5.4
All Other	593	4.6	5,326	-0.4	-1.0
Total Allstate Brand	6,016	1.1	30,482	-0.5	-1.9
Memo: Emerging Businesses (1)	623	5.1	6,183	-0.3	-0.3
Canada (1)	235	7.8	1,005	1.4	7.1
Encompass	267	7.2	1,191	1.1	6.1
Esurance	342	30.5	1,158	12.3	36.4

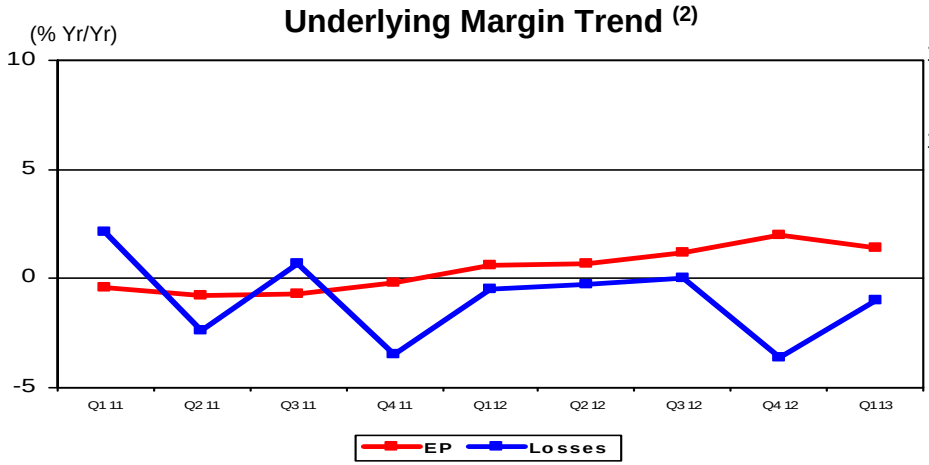
(1) Included in Allstate Brand

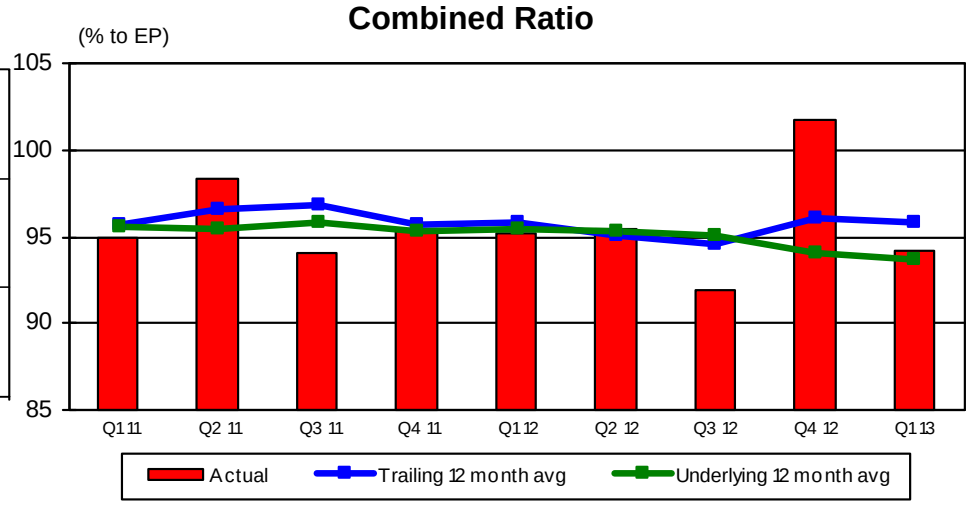
(2) Excludes 1,099,000 Good Hands Roadside members

Margins Maintained in Standard Auto







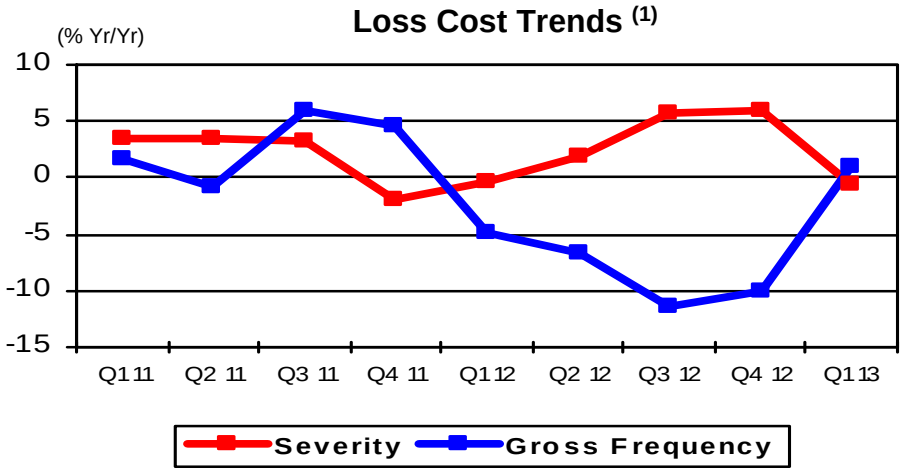


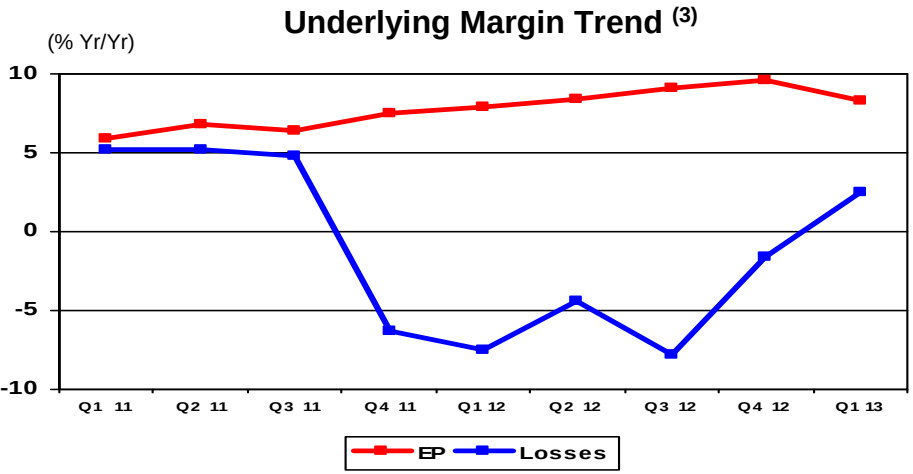
(1) Paid Severity is for Allstate Brand Total Auto. Gross Frequency, Underlying Margin Trend, and Combined Ratio Charts are for Allstate Brand Standard Auto

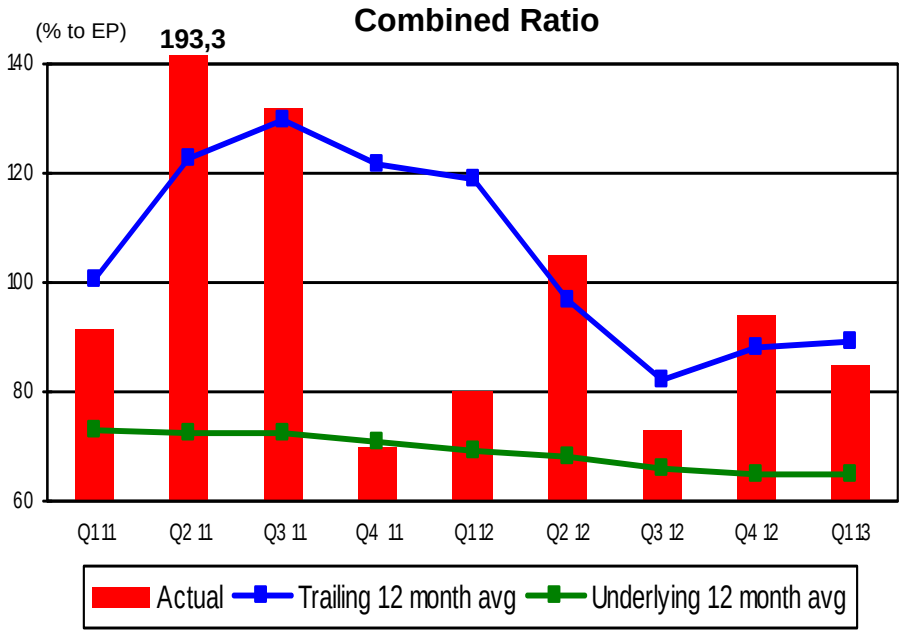
(2) Excludes Catastrophe Losses and Prior year Reserve Reestimates

Homeowners Underlying Profitability Improves

	Q1 2013	Q1 2012	Variance
Earned Premium ($ millions)	$1,516	$1,480	2.4%
Underlying Combined Ratio (%)	65.8	67.0	-1.2 pts
Catastrophe Losses (2)	18.7	12.6	6.1 pts
Non-cat Pr. Yr. Reserve Reest.	.6	.6	--
Combined Ratio	85.1	80.2	4.9 pts







Data for Allstate Brand homeowners

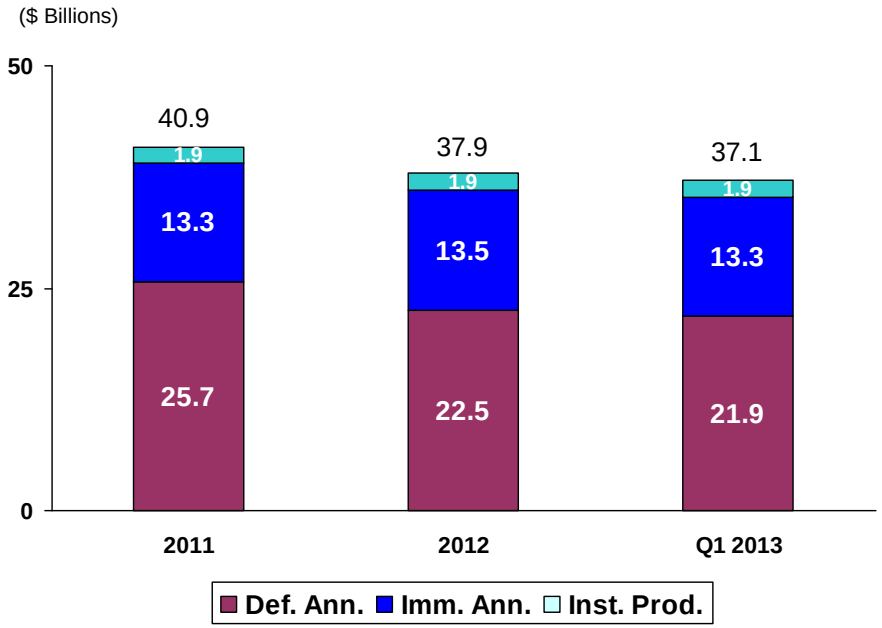
(1) Excluding Catastrophe Losses

(2) Includes Prior Year Catastrophe Reserve Re-estimates

(3) Excludes Catastrophe Losses and Prior Year Reserve Reestimates

Raising Returns in Annuities Remains a Challenge

Reserves and Contractholder Funds On Annuities and Institutional Products



Operating Income Return on Attributed Equity

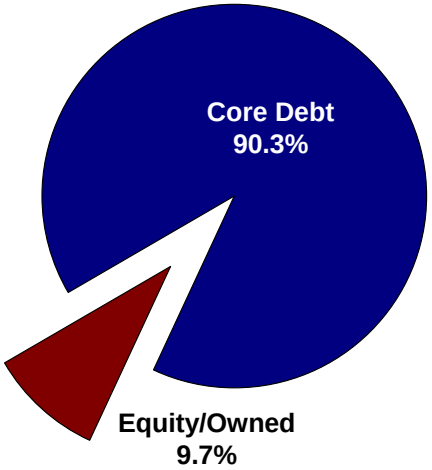
	Q1 2013 %	Q4 2012 %
Life	8.9	9.0
Accident & Health	13.5	12.7
Deferred Annuities	10.9	9.8
Immediate Annuities	0.4	2.4
Sub Total Annuities	6.0	6.5
Allstate Financial	7.9	8.0

Investment Results Reflect Progress on Strategic Priorities

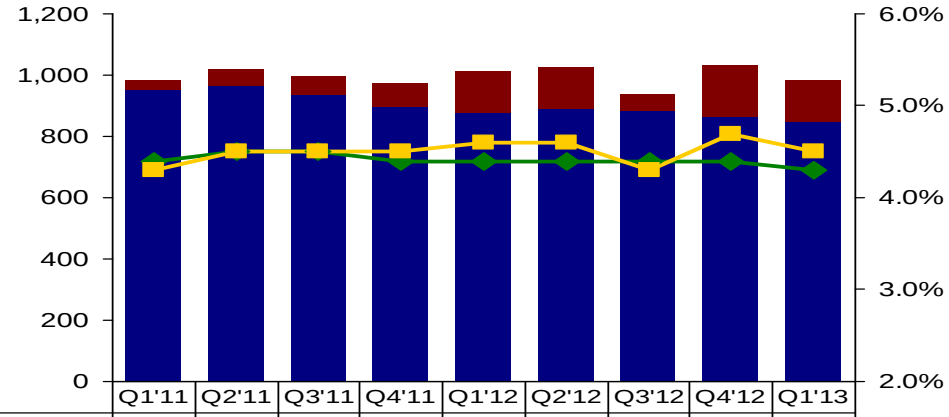
Carrying Value $97.4 billion at 3/31/2013

Core Debt
- Fixed income
- Loans
- Short-term/other

Equity & Owned
- Limited partnerships
- Equity
- Real Estate

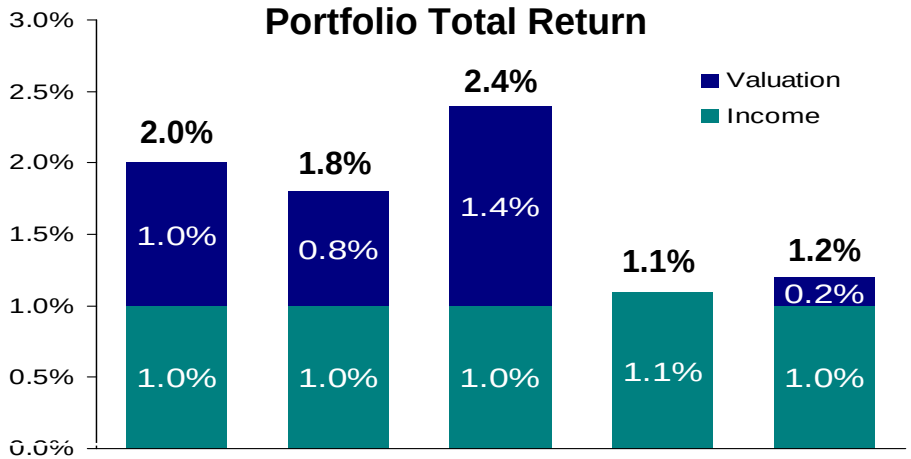


Total Net Investment Income and Yield



	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13
Equity/Owned	32	54	58	76	133	135	55	166	136
Core Debt	950	966	936	899	878	891	885	867	847
Total Yield	4.3%	4.5%	4.5%	4.5%	4.6%	4.6%	4.3%	4.7%	4.5%
Core Debt Yield	4.4%	4.5%	4.5%	4.4%	4.4%	4.4%	4.4%	4.4%	4.3%

Portfolio Total Return

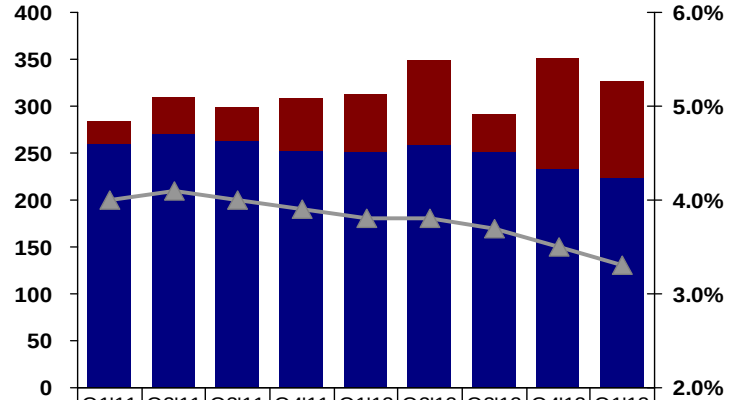


	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13
Core Debt	1.4%	1.8%	2.2%	0.8%	0.8%
Equity/Owned	0.6%	0.0%	0.2%	0.3%	0.4%

Focus on Delivering Attractive Risk Adjusted Returns

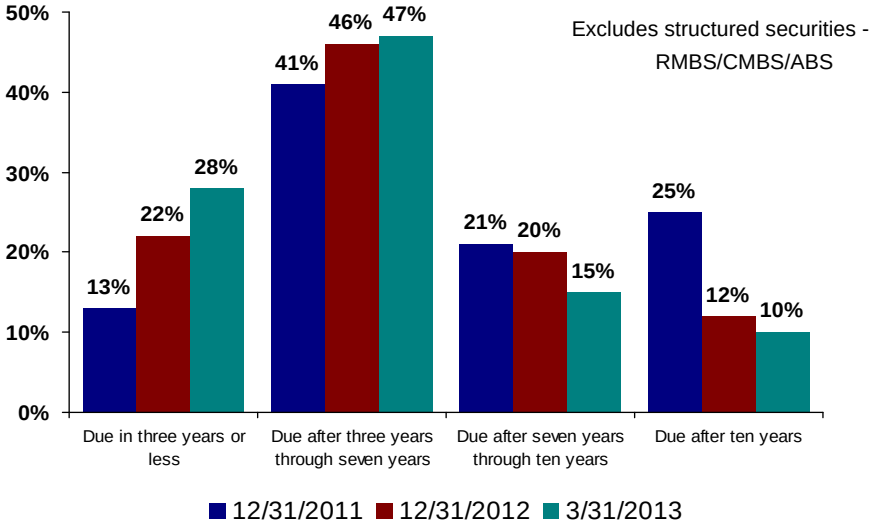
Property-Liability

Net Investment Income and Yields[1]



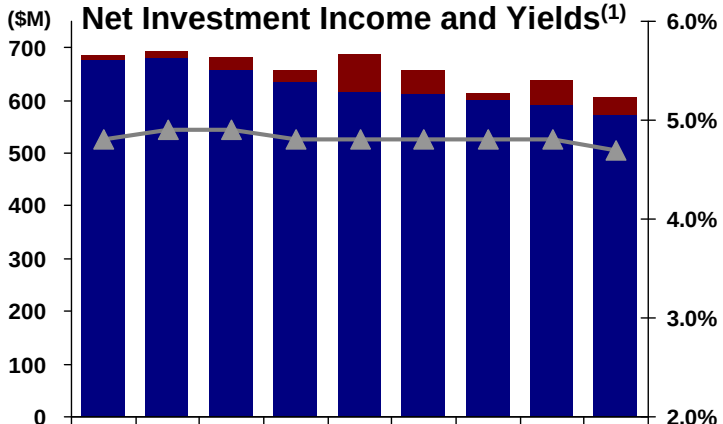
	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13
Equity/Owned	24	39	35	56	61	91	41	118	102
Core Debt	260	271	263	253	252	258	251	234	224
Core Debt Yield	4.0%	4.1%	4.0%	3.9%	3.8%	3.8%	3.7%	3.5%	3.3%

Fixed Income by Scheduled Maturity Date



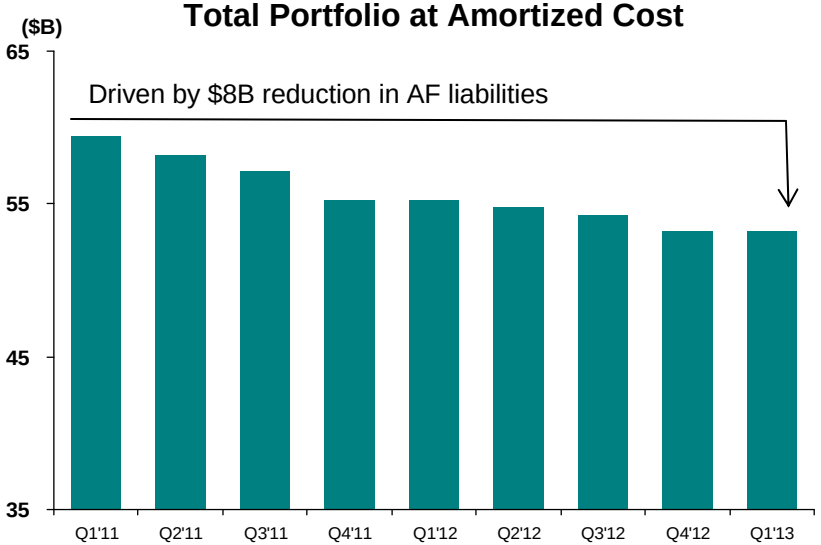
Allstate Financial

Net Investment Income and Yields[1]



	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13
Equity/Owned	8	15	23	20	71	44	14	48	34
Core Debt	676	679	659	636	616	612	601	590	574
Core Debt Yield	4.8%	4.9%	4.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.7%

Total Portfolio at Amortized Cost



[1] Net investment income and yield exclude prepayment premiums and litigation proceeds

Strong Capital Position

- **Quarterly dividend increased 13.6% to $0.25**
- **Share repurchases totaled 14.3 million shares during the first quarter**
- **$1.33 billion remains on share repurchase authorization**
- **Since 1995, returned $32 billion of capital to shareholders**

Capital Position

($ in billions, except per share data)	3/31/12	12/31/12	3/31/13	
Shareholders' Equity	$19.2	$20.6	$20.6	
Book Value per Share	38.57	42.39	43.46	
Statutory Surplus:				
Property-Liability	12.5	13.7	13.6	est.
Allstate Financial	3.6	3.5	3.6	est.
Total	16.1	17.2	17.2	est.
Holding Company Level Assets	2.7	2.1	2.7	
ROE – Twelve Months Ended				
Net Income	5.4%	11.9%	11.3%	
Operating Income	5.0%	12.4%	11.9%	

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