The Allstate Corporation

Fourth Quarter 2021 Earnings Presentation

2.03.2022

Forward-looking Statements and Non-GAAP Financial Information

This presentation contains forward-looking statements and information. This presentation also contains non-GAAP measures that are denoted with an asterisk. You can find the reconciliation of those measures to GAAP measures within our most recent earnings release or investor supplement.

Additional information on factors that could cause results to differ materially from this presentation is available in the 2020 Form 10-K, Form 10-Q for September 30, 2021, our most recent earnings release, and at the end of these slides. These materials are available on our website, www.allstateinvestors.com, under the “Financials” link.

Expanding Investor Communications in 2022

- Adding quarterly non-earnings special topic calls to provide deeper insights into significant strategic or operational topics
- Enhancing Property-Liability rate disclosures by posting monthly implemented rate activity on the investor relations website to provide additional information on premium growth

Special Topic Calls

- 60-minute investor calls in addition to quarterly earnings calls
- Initial call to take place in March
- First topic of discussion will focus on the current auto insurance operating environment
- Other topics may include homeowners insurance, independent agent channel, expanding Protection Services and investments

Enhanced Auto Insurance Rate Disclosures

- Price increases to address rising loss costs will continue throughout 2022
- Disclosing implemented auto rate actions on the Allstate investor relations website beginning in February 2022 and continuing until margins achieve targeted levels
- Rate disclosures will be posted on the third Thursday of every month in conjunction with catastrophe losses
- Posting of implemented rate changes will occur regardless of whether there is a catastrophe loss release in the month

Allstate's Execution and Innovation Create Sustainable Shareholder Value

Increase Personal Property-Liability Market Share

Allstate. You're in good hands.

NATIONAL GENERAL an Allstate company

Answer financial

Leveraging Allstate brand, customer base and capabilities

Expand Protection Services

Allstate PROTECTION PLANS

arity

Allstate BUSINESS INSURANCE

Allstate IDENTITY PROTECTION

Allstate ROADSIDE

Allstate BENEFITS

Avail

Allstate DEALER SERVICES

Operating Priorities
• Better Serve Customers
• Grow Customer Base
• Achieve Target Returns on Capital
• Proactively Manage Investments
• Build Long-Term Growth Platforms

Allstate Generated Strong Results in 2021

- Total revenues of $13.0 billion in the fourth quarter and $50.6 billion for the full year 2021
  - Property-Liability insurance premiums increased, reflecting the acquisition of National General and growth in homeowners insurance
  - Strong performance-based results drove significantly higher net investment income
- Net income of $790 million in the fourth quarter and $1.5 billion for the full year 2021
  - Loss on sale of life and annuity businesses reduced income by $4.1 billion for the full year 2021
- Adjusted net income* of $796 million ($2.75 per share) in the fourth quarter and $4.0 billion ($13.48 per share) for the full year

	Three months ended December 31,			Twelve months ended December 31,		
($ in millions, except per share data and ratios)	2021	2020	Change	2021	2020	Change
Total revenues	$13,011	$10,962	18.7%	$50,588	$41,909	20.7%
Property-Liability insurance premiums	10,390	8,884	17.0%	40,454	35,580	13.7%
Accident and health insurance premiums and contract charges	459	262	75.2%	1,821	1,094	66.5%
Net investment income	847	660	28.3%	3,293	1,590	107.1%
Net gains on investments and derivatives	266	490	(45.7%)	1,084	1,087	(0.3%)
Income applicable to common shareholders:						
Net income	790	2,598	(69.6%)	1,485	5,461	(72.8%)
Adjusted net income*	796	1,592	(50.0%)	4,033	4,510	(10.6%)
Per diluted common share						
Net income	2.73	8.45	(67.7%)	4.96	17.31	(71.3%)
Adjusted net income*	2.75	5.18	(46.9%)	13.48	14.29	(5.7%)
Return on Allstate common shareholders' equity (trailing twelve months)						
Net income applicable to common shareholders				5.8%	21.0%	(15.2) pts
Adjusted net income*				16.9%	19.2%	(2.3) pts

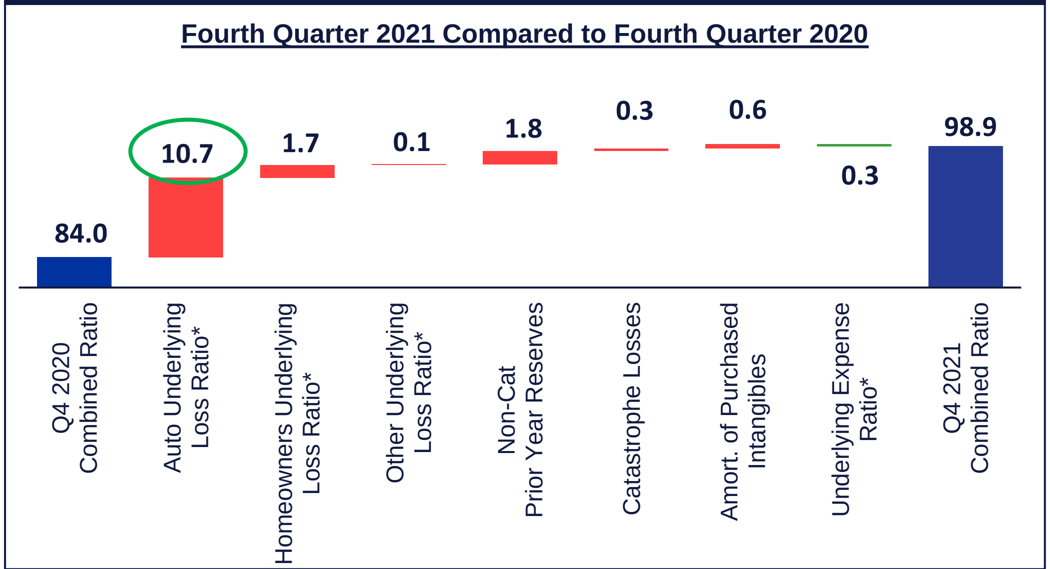
Allstate Delivered on 2021 Operating Priorities

Better Serve Customers	• Lowered expenses to improve the competitive price position of auto insurance • Enterprise Net Promoter Score finished slightly below prior year • Allstate Health and Benefits expanded group and individual products with the acquisition of National General
Grow Customer Base	• Total policies in force grew to 190.9 million, a 9.8% increase to the prior year • Property-Liability policies in force increased by 13.7% due to the acquisition of National General and growth in the Allstate brand; continued to expand direct and independent agent distribution • Protection Services policies in force increased 8.9% compared to the prior year to 148.4 million
Achieve Target Returns on Capital	• Adjusted net income* of $4.0 billion and return on shareholders' equity* of 16.9% in 2021 • Property-Liability combined ratio of 95.9 for full year 2021; addressing impact of rising loss costs with rate increases and ongoing cost reductions • Protection Services profitable growth driven by Allstate Protection Plans
Proactively Manage Investments	• Net investment income of $3.3 billion in 2021, reflecting exceptional performance-based income • Total return of 4.4% on $64.7 billion investment portfolio in 2021
Build Long-Term Growth Platforms	• Divested Allstate Life Insurance Company and Allstate Life Insurance Company of New York for $4.4 billion • Acquired National General for $4 billion, improving strategic position in the independent agent channel • Executing on Transformative Growth to build a low-cost digital insurer with broad distribution • Profitable growth of Protection Services through expanded network of products and partners • Arity expanded telematics and marketing services with LeadCloud, Transparent.ly and Arity IQ

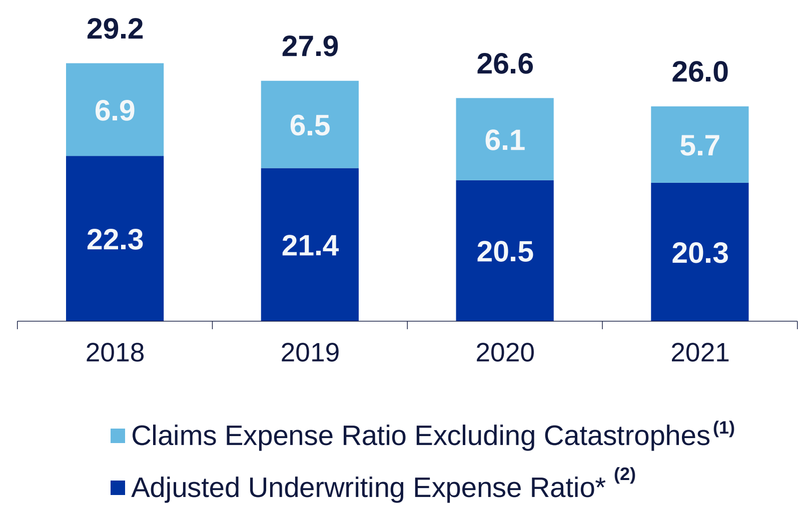
Property-Liability Combined Ratio Increased Due to Rising Loss Costs and Prior Year Reserve Reestimates

- Recorded combined ratio of 98.9 in the fourth quarter driven by higher underlying auto and home losses as well as unfavorable prior year reserve reestimates
  - Underlying loss cost increases driven by inflationary pressure on severity and increased frequency
  - Prior year reserve strengthening primarily due to unfavorable loss development in auto insurance casualty coverages and shared economy business within commercial lines
    - Approximately 70% of prior year reserve strengthening in shared economy business related to three states which Allstate has exited
- Cost reductions provide operational flexibility and improve customer value
  - Adjusted expense ratio*, which includes underwriting and claims expenses, improved to 26.0 for the full year 2021, declining by 0.6 points compared to the prior year and 3.2 points compared to 2018
  - Long-term objective to reduce adjusted expense ratio* by an additional 3 points over the next 3 years

Property-Liability Combined Ratio



Property-Liability Adjusted Expense Ratio*

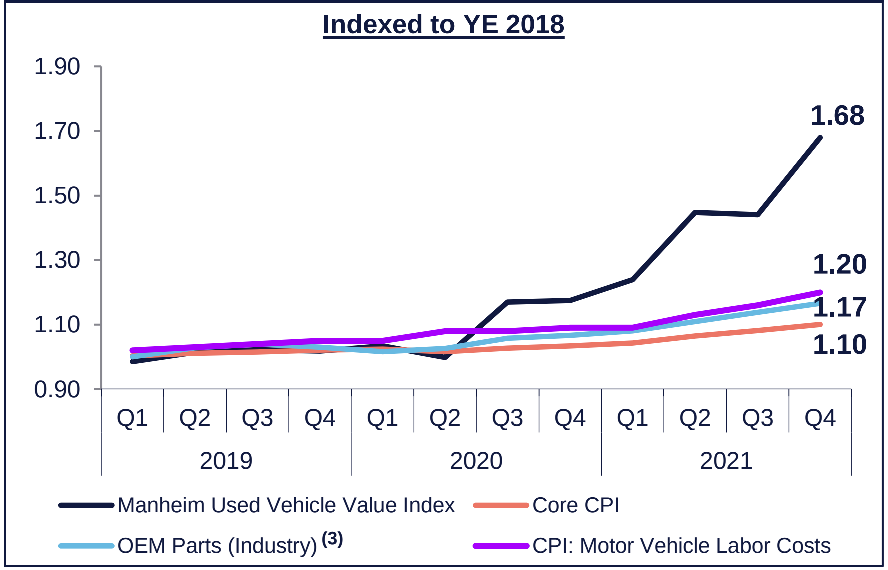


(1) Property-Liability claims expense ratio incorporates unallocated claims expenses; excludes allocated claims expenses and catastrophes
(2) Adjusted underwriting expense ratio excludes amortization and impairment of purchased intangibles, restructuring, Coronavirus-related and advertising expenses

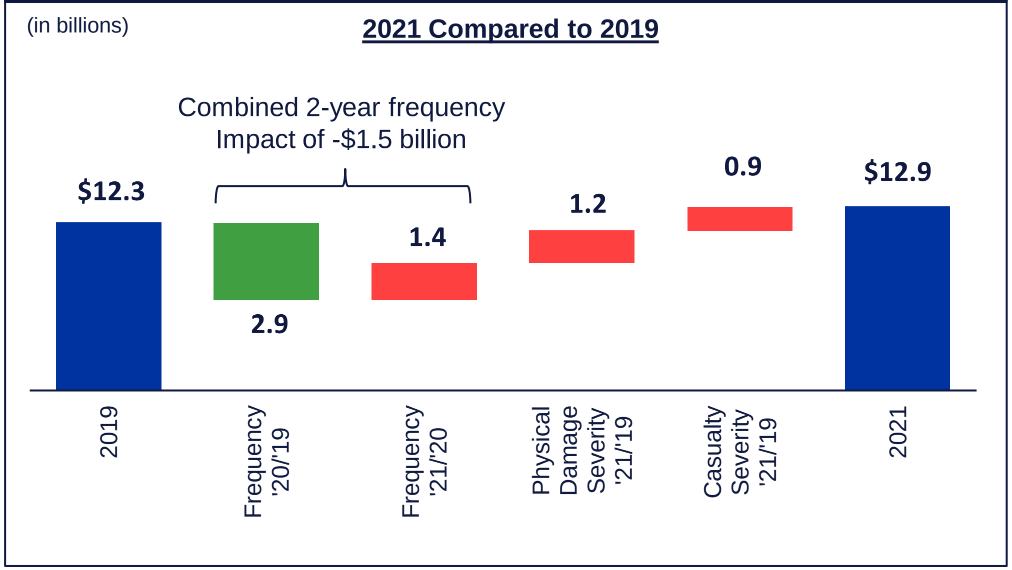
Auto Insurance Loss Costs Impacted by Inflationary Pressures

- Auto underlying combined ratio* of 100.2 in the fourth quarter and 92.5 for the full year 2021
- Auto accident frequency increased from early pandemic levels with Allstate brand auto property damage frequency 21.5% higher than the prior year quarter but 13.3% lower than 2019 levels
- Auto severity increases reflect rising inflationary impacts across coverages
  - Physical damage severity reflects acceleration in the value of used cars, increased replacement car parts, and rising labor rates
  - A higher proportion of accidents are harder impact crashes giving rise to increased damage to vehicles and more severe injuries
  - Elevated casualty costs are a result of more severe injuries, medical inflation, medical consumption, cost shifting to more complex and costly procedures, and greater attorney representation

Price Indices[(1)]



Allstate Brand Auto – Report Year Incurred Loss[(2)]



[(1)] Source: Manheim Used Vehicle Value Index; U.S. Bureau of Labor Statistics seasonally adjusted; CCC original equipment manufacturer industry average price per part
[(2)] Excludes Catastrophes, Claims Expenses, Prior year reserve reestimates, Canada and Esurance
[(3)] Price per part data develops over time as supplemental damage is restated to the date of the original estimate

Addressing Increased Auto Insurance Loss Costs

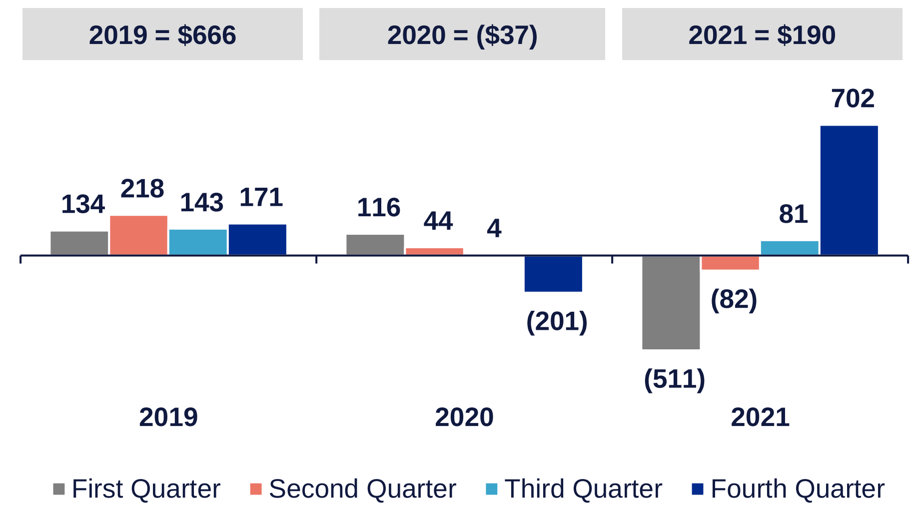
- Allstate targets a mid-90s combined ratio in auto insurance
- Reducing expenses to provide near-term margin improvement and mitigate impact on customers
- Aggressively pursuing price increases to address increased loss costs
  - Implemented Allstate brand auto rate increases in 25 locations with an average increase of 7.1% and a total brand weighted impact of 2.9% in the fourth quarter of 2021
  - Auto insurance rate increases are applied as six month policies renew with annualized written premium impact fully recognized after twelve months
- Executing claims operating actions to manage loss costs
  - Strategic partnerships with parts suppliers and repair facilities to mitigate cost of repair
  - Advanced claims analytics and predictive modeling to optimize repair versus total loss decisions and likelihood of injury and attorney representation

Allstate Brand Auto – 2021 Implemented Rate Change Impacts

		# of Locations	Location Specific (%)	Allstate Brand (%)
2021	Q1	38	(3.9)	(2.1)
	Q2	9	(2.3)	(0.3)
	Q3	20	2.1	0.3
	Q4	25	7.1	2.9

Allstate Brand Auto – Annualized Implemented Rate Impact ($)[1]

(Written Premium in Millions)

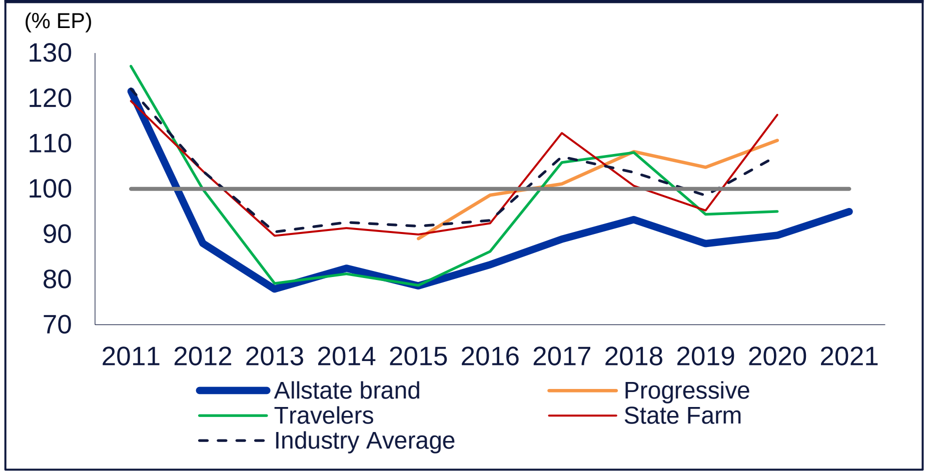


[1] Leverages prior year end written premium to estimate annualized impact from implemented rate in each quarter. Actual amounts will be based on retention and mix of customers

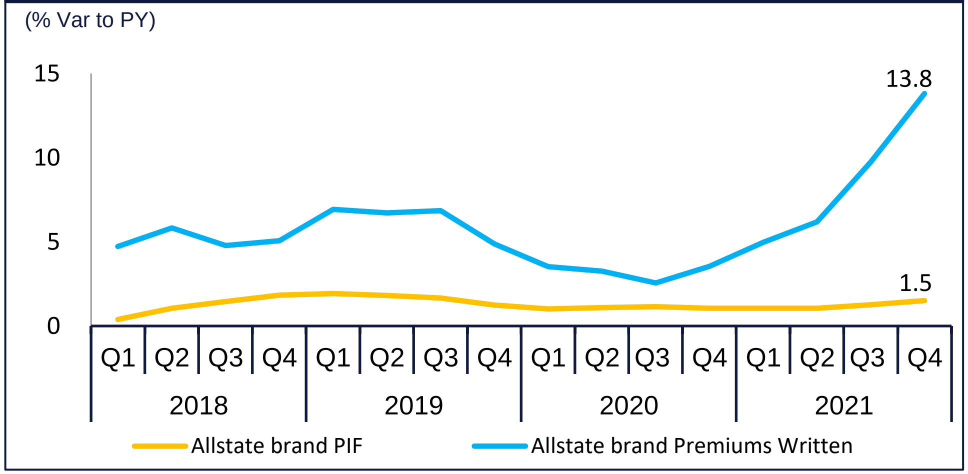
Homeowners Insurance Generates Strong Returns

- Allstate homeowners insurance underwriting margins consistently outperform the industry
  - Allstate brand homeowners insurance generated $3.3 billion of underwriting income since 2017, with the industry generating nearly an $18 billion underwriting loss from 2017 through 2020
  - Allstate brand underwriting income of $411 million in 2021 and averaging $667 million annually over the past 5 years
- Allstate is well positioned to maintain competitive position while growing
  - House & Home product designed to address severe weather risks
  - Pricing features result in additional premium from higher replacement costs that are incremental to filed rate increases
  - Sophisticated use of photo, video, and aerial imagery with local and catastrophe claims staff enables timely and accurate claims response at scale
  - Allstate agents well positioned to broaden customer relationships, with policies growing 1.5% in 2021
  - Expansion potential through independent agent distribution while repositioning National General's existing product and rating plans
- Leverage traditional and capital market reinsurance capacity and brokering in areas where return objectives cannot be achieved

Homeowners Insurance Combined Ratio[1]



Allstate Brand Homeowners Premium and PIF[2]



[1] Industry and competitor information: Statutory results per S&P Global Market Intelligence; Allstate information: GAAP results. 2011-2015 does not reflect change in pension accounting
[2] Allstate brand includes Esurance

Transformative Growth Positions Allstate for Continued Success

- Transformative Growth is a multi-year initiative to increase personal property-liability market share by building a low-cost digital insurer with broad distribution

Improve Customer Value

- Lower cost structure to improve competitive win rate without impacting margins
- Redesigning products and leveraging industry-leading telematics to create competitively differentiated offerings

Expand Customer Access

- Multi-faceted longitudinal plan to transform distribution
  - Transition Allstate agents to higher growth and lower cost models
  - Expand Allstate direct sales with lower pricing and enhanced capabilities
  - Enhance independent agent distribution through National General

Increase Sophistication and Investment in Customer Acquisition

- Improving customer acquisition costs relative to lifetime value
- Increased investment in growth in 2021

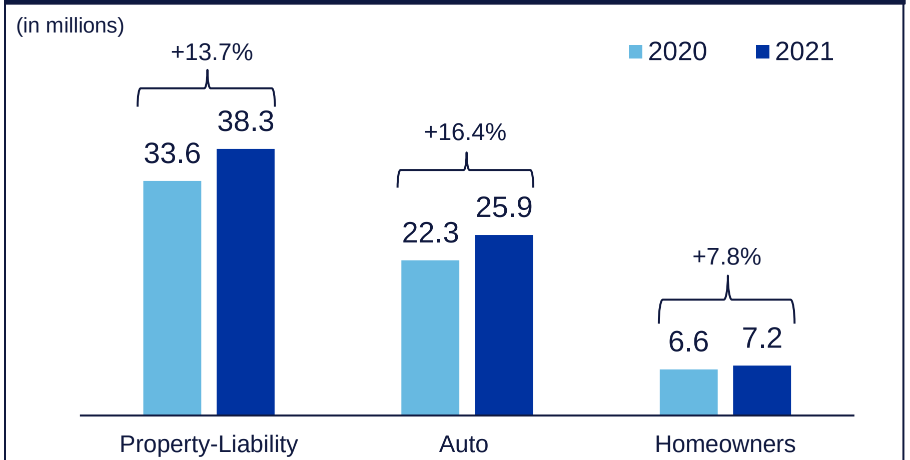
Deploy New Technology Ecosystem

- Customer Experience and Product Management Ecosystems will improve ease of use and self-service capabilities at lower costs
- Testing new technology components

Transformative Growth Drives Increased Policies in Force Through Acquisitions and Organic Growth

- Property-Liability policies in force grew by 13.7% compared to prior year, driven by the National General and SafeAuto acquisitions
  - Allstate brand increased direct channel sales and grew homeowners sold through Allstate agents
  - When restated to include National General and SafeAuto in the prior year period, Property-Liability policies in force increased by 1.5% to 38.3 million in 2021
- New issued applications for personal auto increased 61%, driven by both Allstate and National General branded business
  - Existing Allstate agents increased new business but this was offset by fewer appointments of new agents
  - Allstate brand direct sales increased by 28% over the prior year, representing 30% of new auto policies in 2021
  - National General added 2.0 million new business policies through independent agent channel

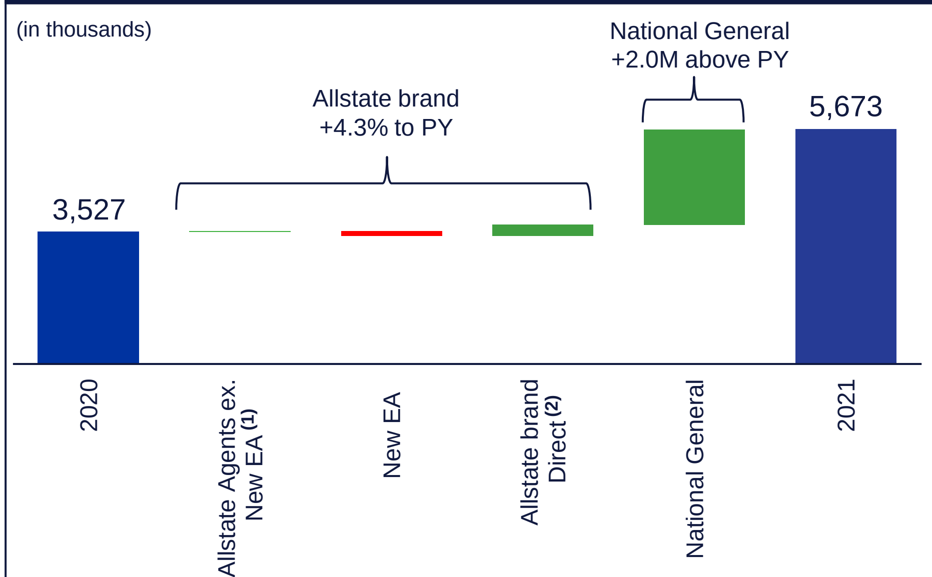
Property-Liability Policies in Force



var to prior year end (in thousands)

	Property-Liability	Auto	Homeowners
Total	4,607	3,656	516
Allstate Brand	374	163	98

Personal Auto New Issued Applications

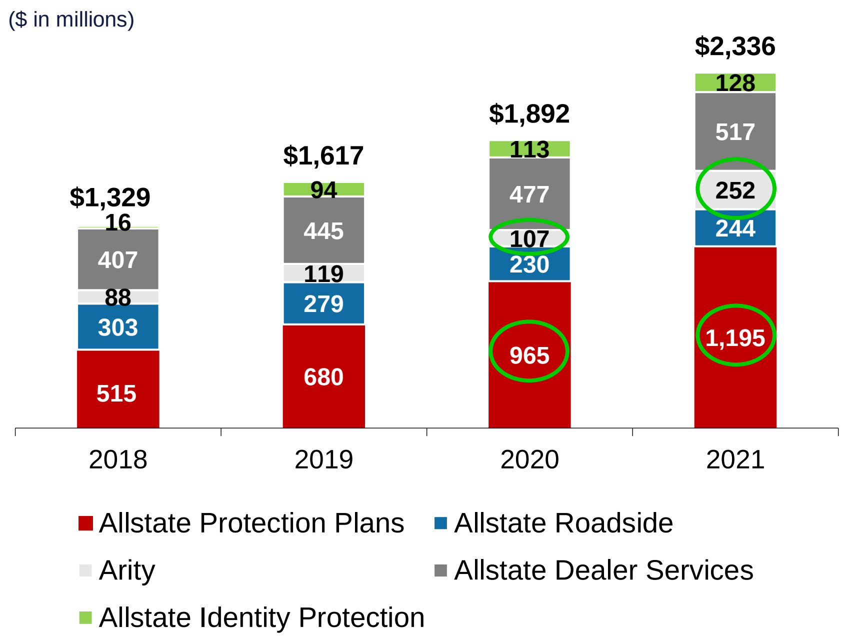


(1) New EA reflects new agent appointment production compared to prior year new appointments
(2) Allstate brand direct includes Esurance brand in 2021 and 2020

Protection Services Generating Profitable Growth

- Revenues[1] of $2.3 billion for the full year 2021 increased 23.5% compared to the prior year
  - Allstate Protection Plans ("APP") revenues of $1.2 billion increased 23.8% compared to the prior year
  - Arity revenues increased due to integration of LeadCloud and Transparent.ly marketing services
  - Written premium of $2.6 billion in 2021 increased 39.8% compared to the prior year and increased 28.1% in the fourth quarter
- APP unearned premium of $2.0 billion at year end 2021 will be recognized as revenue over policy lifetimes, driving future revenue growth
- Policies in force increased 8.9% compared to the prior year, primarily due to growth at APP
- Adjusted net income of $179 million increased $26 million compared to prior year due to growth at APP, partially offset by higher operating costs and expenses related to investments in growth

Protection Services Revenues[1]



Protection Services Results

($ in millions)

	Q4 2021	Var to PY	FY 2021	Var to PY
Revenues[1]	**$606**	**21.9%**	**$2,336**	**23.5%**
Written Premium	**$716**	**28.1%**	**$2,642**	**39.8%**
Allstate Protection Plans	519	34.8	1,813	49.1
Allstate Roadside	45	4.7	189	2.7
Allstate Dealer Services	152	16.0	640	30.6
Adjusted Net Income	**$29**	**($9)**	**$179**	**$26**
Allstate Protection Plans	23	(9)	142	5
Arity	(1)	1	3	14
Allstate Roadside	-	(4)	7	(5)
Allstate Dealer Services	9	2	34	5
Allstate Identity Protection	(2)	1	(7)	7
Policies in Force (M)			**148.4**	**8.9%**

[1] Protection Services revenues exclude the impact of net gains and losses on investments and derivatives

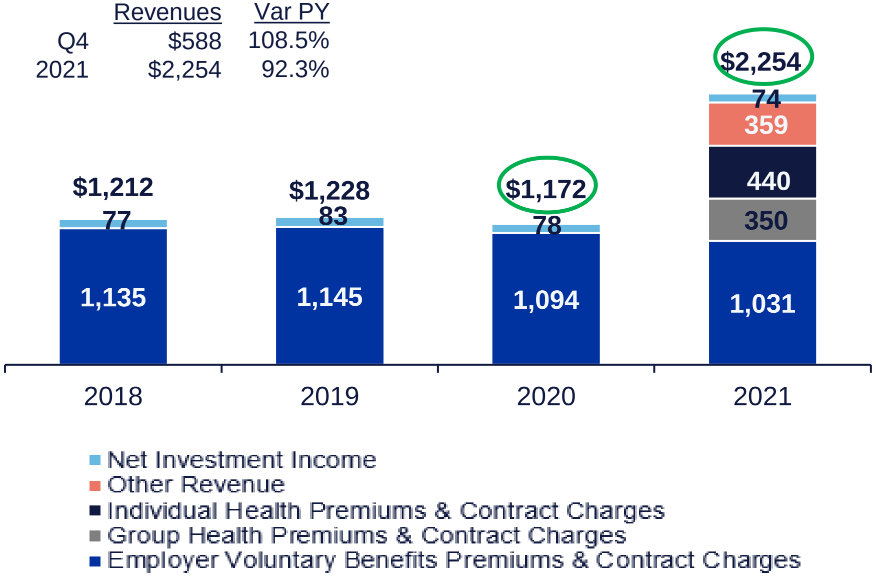
Allstate Health and Benefits Growth and Margin Expand from National General Acquisition

- Revenues[1] of $2.3 billion in 2021 increased 92.3%, driven by the acquisition of National General
  - Premiums and contract charges of $1.8 billion increased 66.5% to the prior year due to the addition of group and individual health businesses
  - Other revenue of $359 million primarily represents administrative fees and commissions from sales of non-proprietary health products
- Adjusted net income of $208 million increased $112 million from the prior year, primarily driven by the acquisition of National General
  - Adjusted net income of $48 million in the fourth quarter increased $14 million from the prior year as higher income from National General was partially offset by higher benefit utilization

Health and Benefits Revenues[1]

($ in millions)

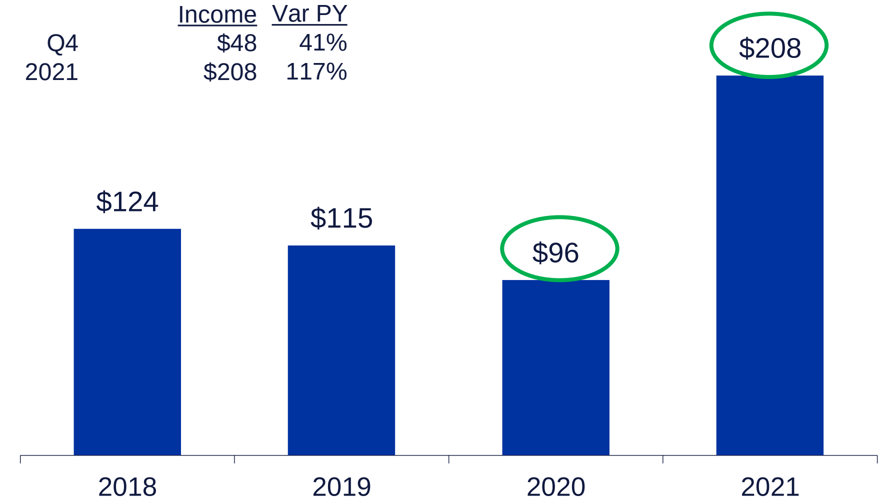
	Revenues	Var PY
Q4	$588	108.5%
2021	$2,254	92.3%



Health and Benefits Adjusted Net Income

($ in millions)

	Adjusted Net Income	Var PY
Q4	$48	41%
2021	$208	117%



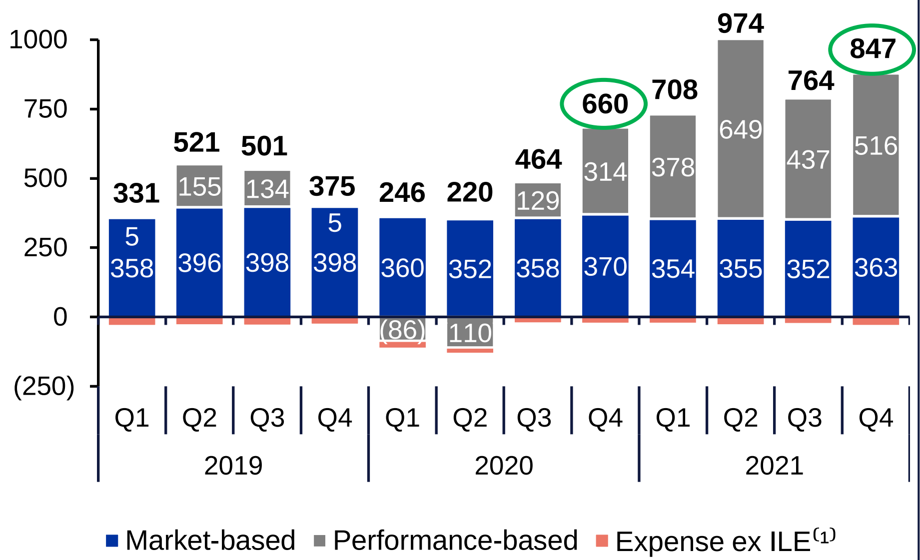
(1) Health and Benefits revenues exclude the impact of net gains and losses on investments and derivatives

Net Investment Income Reflects Higher Performance-based Results

- Net investment income of $3.3 billion in full year 2021 increased $1.7 billion above 2020, reflecting increased performance-based investment income
- Performance-based results represent a long-term diversified approach to fund and direct investing
  - Performance-based strategy delivers attractive long-term returns, but more variable quarterly results
- Total return on continuing operations portfolio was 1.1% in fourth quarter and 4.4% for the year

Net Investment Income

($ in millions)



Portfolio Returns(2) (Including Discontinued Ops)

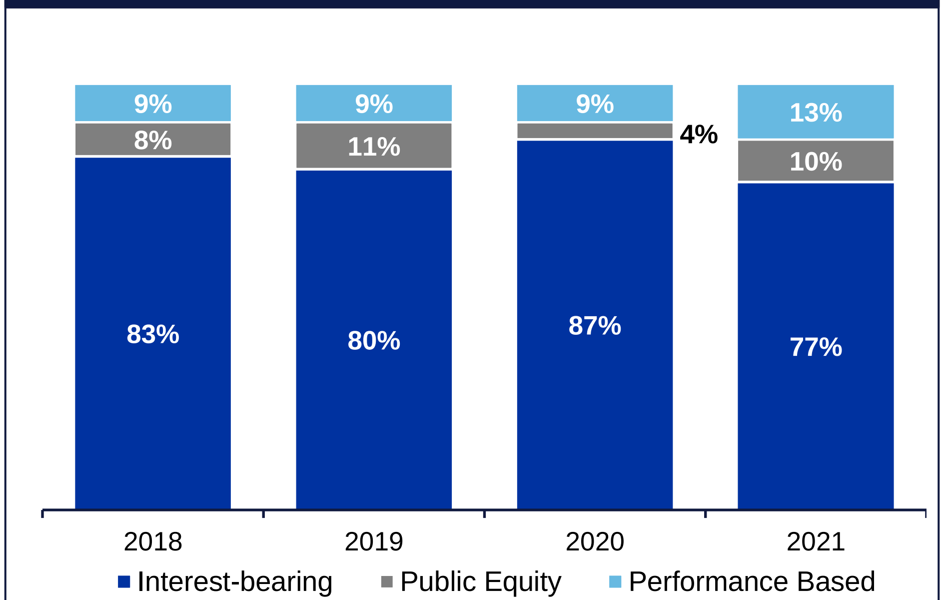
		Annualized		
	LTM(3)	3 Year	5 Year	10 Year
Total Portfolio GAAP Total Return(4)	3.8%	6.8%	5.5%	4.8%
Market-based GAAP Total Return	1.3%	6.2%	4.9%	4.4%
Performance-based IRR	32.6%	14.0%	13.9%	12.9%

(1) Investee level expenses (ILE) comprise asset level operating expenses are netted against market-based and performance-based income
(2) Total portfolio and market-based returns reflect GAAP total returns, performance-based reflects IRR. See investor supplement for definitions
(3) Latest twelve months
(4) Total portfolio return includes non-ILE expenses of 0.2% for the latest twelve months and annualized trailing 3, 5, and 10 year periods

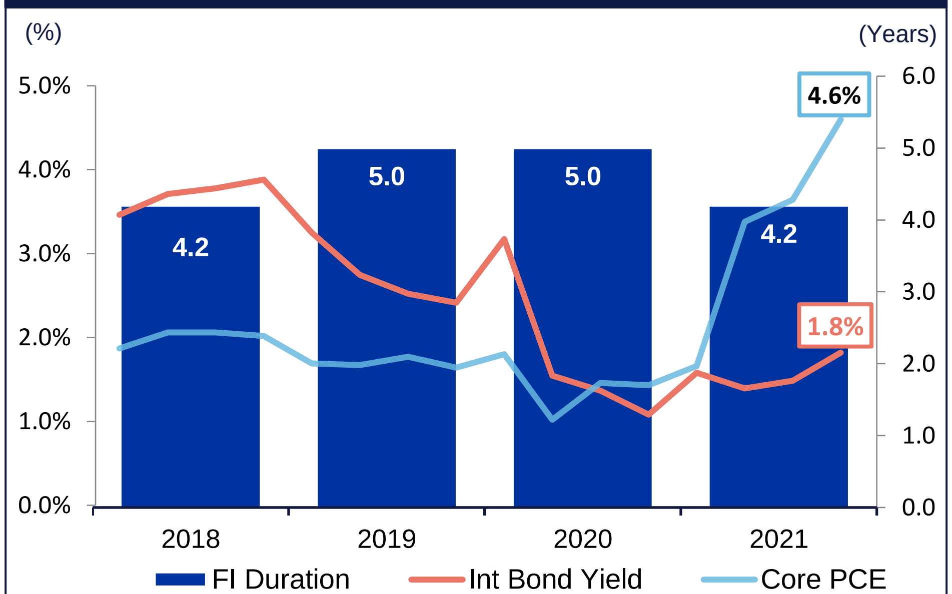
Proactively Manage Investment Portfolio Risk and Return

- Divestiture of life and annuity businesses provided opportunity to improve risk adjusted returns
  - Portfolio reduced from $94 billion to $65 billion, substantially lowering interest rate and credit risk
  - Increased equity exposure while maintaining capital required to support investment risks
- Fixed income portfolio management a component of enterprise risk and return management
  - Extended duration from 2018-2020, benefiting income and returns in the declining rate environment
  - Reduced duration in 2021 with additional actions underway in 2022 to lower impact of higher rates caused by increasing inflation
  - Shorter duration market-based portfolio lowers income, but offers opportunity to take advantage of increasing reinvestment rates
  - An immediate 100 bps increase in interest rates would generate $100 to $150 million of additional annualized investment income after 12 months

Portfolio Allocation(1)



Fixed Income Duration, Yield and Core PCE(2)



(1) FI ETFs included in interest-bearing but classified as equity on the balance sheet

(2) Int Bond Yield is the Intermediate Corporate Bond Yield sourced from Bloomberg. Annualized quarterly Core PCE

Strong Capital Position and Cash Returns to Shareholders

- Allstate's capital position remains strong and enables significant cash returns to shareholders while investing in growth
  - Returned $4.1 billion to common shareholders in 2021 through $3.3 billion in share repurchases and $885 million in common shareholder dividends
  - Increased common shareholder dividend by 50% in 2021
  - Reduced common shares outstanding by 7.8% over last twelve months
- $3.3 billion remaining on current $5 billion repurchase authorization as of year end and expected to be completed by March 31, 2023

Capital Position

	12/31/2021	12/31/2020	Inc / (Dec)
Adjusted Net Income Return on Equity*	16.9%	19.2%	(2.3) pts
Book value per common share	$81.52	$91.50	(10.9%)
Common shares outstanding (in millions)	280.6	304.2	(7.8%)
Quarterly common shareholder dividend	$0.81	$0.54	50%

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Forward-looking Statements

- This presentation contains “forward-looking statements” that anticipate results based on our estimates, assumptions and plans that are subject to uncertainty. These statements are made subject to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements do not relate strictly to historical or current facts and may be identified by their use of words like “plans,” “seeks,” “expects,” “will,” “should,” “anticipates,” “estimates,” “intends,” “believes,” “likely,” “targets” and other words with similar meanings. We believe these statements are based on reasonable estimates, assumptions and plans. If the estimates, assumptions or plans underlying the forward-looking statements prove inaccurate or if other risks or uncertainties arise, actual results could differ materially from those communicated in these forward-looking statements. Factors that could cause actual results to differ materially from those expressed in, or implied by, the forward-looking statements include risks related to:
    - Insurance and Financial Services (1) unexpected increases in claim frequency and severity; (2) catastrophes and severe weather events; (3) limitations in analytical models used for loss cost estimates; (4) price competition and changes in underwriting standards; (5) actual claims costs exceeding current reserves; (6) market risk and declines in credit quality of our investment portfolio; (7) our subjective determination of fair value and amount of credit losses for investments; (8) changes in market interest rates or performance-based investment returns impacting our annuity business; (9) changes in reserve estimates and amortization of deferred acquisition costs impacting our life, benefits and annuity businesses; (10) our participation in indemnification programs, including state industry pools and facilities; (11) inability to mitigate the capital impact associated with statutory reserving and capital requirements; (12) a downgrade in financial strength ratings; (13) changes in tax laws;
    - Business, Strategy and Operations (14) competition in the insurance industry and new or changing technologies; (15) implementation of our transformative growth strategy; (16) our catastrophe management strategy; (17) restrictions on our subsidiaries’ ability to pay dividends; (18) restrictions under terms of certain of our securities on our ability to pay dividends or repurchase our stock; (19) the availability of reinsurance at current levels and prices; (20) counterparty risk related to reinsurance; (21) acquisitions and divestitures of businesses; (22) intellectual property infringement, misappropriation and third-party claims;
    - Macro, Regulatory and Risk Environment (23) conditions in the global economy and capital markets; (24) a large-scale pandemic, such as the Coronavirus and its impacts, or occurrence of terrorism, military actions or social unrest; (25) the failure in cyber or other information security controls, or the occurrence of events unanticipated in our disaster recovery processes and business continuity planning; (26) changing climate and weather conditions; (27) restrictive regulations and regulatory reforms, including limitations on rate increases and requirements to underwrite business and participate in loss sharing arrangements; (28) losses from legal and regulatory actions; (29) changes in or the application of accounting standards; (30) loss of key vendor relationships or failure of a vendor to protect our data or confidential, proprietary and personal information; (31) our ability to attract, develop and retain key personnel; and (32) misconduct or fraudulent acts by employees, agents and third parties.
- Additional information concerning these and other factors may be found in our filings with the Securities and Exchange Commission, including the “Risk Factors” section in our most recent annual report on Form 10-K. Forward-looking statements speak only as of the date on which they are made, and we assume no obligation to update or revise any forward-looking statement.