

THE HARTFORD FINANCIAL SERVICES GROUP, INC.
PERSONAL LINES AUTO
SUPPLEMENTAL DATA

THREE MONTHS ENDED

(\$ in millions)

| | Mar 31 | Jun 30 | Sep 30 | Dec 31 | Mar 31 | Jun 30 | Sep 30 | Dec 31 | Mar 31 | Jun 30 |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 2014 | 2014 | 2014 | 2014 | 2015 | 2015 | 2015 | 2015 | 2016 | 2016 |
| DISTRIBUTION | | | | | | | | | | |
| NEW WRITTEN PREMIUM | | | | | | | | | | |
| AARP Direct | \$ 63 | \$ 64 | \$ 66 | \$ 58 | \$ 67 | \$ 68 | \$ 81 | \$ 81 | \$ 84 | \$ 62 |
| AARP Agency | 23 | 23 | 24 | 24 | 19 | 16 | 17 | 20 | 17 | 14 |
| Other Agency | 16 | 15 | 16 | 16 | 13 | 10 | 11 | 11 | 8 | 6 |
| Other | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 1 |
| Total | \$ 104 | \$ 103 | \$ 108 | \$ 100 | \$ 101 | \$ 96 | \$ 111 | \$ 114 | \$ 110 | \$ 83 |
| POLICY COUNT RETENTION | | | | | | | | | | |
| AARP Direct | 87% | 86% | 86% | 85% | 85% | 86% | 86% | 86% | 86% | 86% |
| AARP Agency | 87% | 86% | 83% | 82% | 81% | 80% | 78% | 77% | 78% | 78% |
| Other Agency | 85% | 84% | 82% | 82% | 82% | 81% | 79% | 80% | 80% | 78% |
| Total¹ | 87% | 86% | 85% | 84% | 84% | 84% | 84% | 84% | 84% | 84% |

1. Total includes 'Other' lines

This report is for information purposes only. It should be read in conjunction with documents filed by The Hartford Financial Services Group, Inc.

with the U.S. Securities and Exchange Commission, including, without limitation, the most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

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