

NEWS RELEASE

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PROGRESSIVE REPORTS OCTOBER RESULTS

MAYFIELD VILLAGE, OHIO -- November 24, 2020 -- The Progressive Corporation (NYSE:PGR) today reported the following results for October 2020:

		(October	
(millions, except per share amounts and ratios; unaudited)	2020		2019	Change
Net premiums written	\$ 3,795.3	\$	3,655.7	4 %
Net premiums earned	\$ 3,893.8	\$	3,507.2	11 %
Net income attributable to Progressive	\$ 238.5	\$	304.7	(22) %
Per share available to common shareholders	\$ 0.40	\$	0.52	(22) %
Total pretax net realized gains (losses) on securities	\$ (40.3)	\$	93.6	(143) %
Combined ratio	92.6		94.0	(1.4) pts.
Average diluted equivalent common shares	587.7		586.9	0 %

(thousands; unaudited)		2020	2019	Change
Policies in Force				
Personal Lines				
Agency – auto		7,583.4	6,949.9	9 %
Direct – auto		8,840.1	7,774.4	14 %
Total personal auto		16,423.5	14,724.3	12 %
Total special lines		4,911.9	4,560.8	8 %
Total Personal Lines		21,335.4	19,285.1	11 %
Total Commercial Lines		815.4	752.9	8 %
Property business		2,443.1	2,163.4	13 %
Companywide Total	•	24,593.9	22,201.4	11 %
	:			

Progressive offers personal and commercial insurance throughout the United States. Our Personal Lines business writes insurance for personal autos and special lines products. Our Commercial Lines business writes auto-related primary liability and physical damage insurance, and general liability and property insurance, predominantly for small businesses. Our Property business writes residential property insurance for homeowners, other property owners, and renters.

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES COMPREHENSIVE INCOME STATEMENT

October 2020

(millions) (unaudited)

	Current Month	Comments on Monthly Results ¹
Net premiums written	\$ 3,795.3	
Revenues:		
Net premiums earned	\$ 3,893.8	
Investment income	73.2	
Net realized gains (losses) on securities:		
Net realized gains (losses) on security sales	46.9	
Net holding period gains (losses) on securities	(87.2)	
Total net realized gains (losses) on securities	(40.3)	
Fees and other revenues	67.9	
Service revenues	20.5	
Total revenues	4,015.1	
Expenses:		
Losses and loss adjustment expenses	2,818.2	
Policy acquisition costs	328.6	
Other underwriting expenses	524.0	
Policyholder credit expense	3.0	Represents additional policyholder credits issued to personal auto customers.
Investment expenses	1.9	
Service expenses	17.5	
Interest expense	18.8	
Total expenses	3,712.0	
Income before income taxes	303.1	
Provision for income taxes	64.6	
Net income	238.5	
Other comprehensive income (loss)		
Changes in:		
Total net unrealized gains (losses) on fixed-maturity securities	(144.0)	
Net unrealized losses on forecasted transactions	0.1	
Other comprehensive income (loss)	(143.9)	
Total comprehensive income	\$ 94.6	

¹See the Monthly Commentary at the end of this release for additional discussion. For a description of our financial reporting and accounting policies, see Note 1 to our 2019 audited consolidated financial statements included in our 2019 Shareholders' Report, which can be found at www.progressive.com/annualreport.

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES COMPREHENSIVE INCOME STATEMENTS October 2020

(millions) (unaudited)

	Year-	to-Date	
	2020	2019	% Change
Net premiums written	\$ 34,821.7	\$ 31,643.3	10
Revenues:			
Net premiums earned	\$ 32,946.6	\$ 29,803.9	11
Investment income	788.7	871.9	(10)
Net realized gains (losses) on securities:			
Net realized gains (losses) on security sales	818.0	223.4	266
Net holding period gains (losses) on securities	11.5	592.4	(98)
Net impairment losses recognized in earnings	0	(62.4)	(100)
Total net realized gains (losses) on securities	829.5	753.4	10
Fees and other revenues	502.7	457.9	10
Service revenues	189.9	162.1	17
Total revenues	35,257.4	32,049.2	10
Expenses:			
Losses and loss adjustment expenses	21,007.9	20,903.3	1
Policy acquisition costs	2,742.1	2,493.1	10
Other underwriting expenses	4,703.7	4,122.0	14
Policyholder credit expense	1,065.4	0	NM
Investment expenses	16.4	20.2	(19)
Service expenses	172.2	148.3	16
Interest expense	179.6	158.1	14
Total expenses	29,887.3	27,845.0	7
Income before income taxes	5,370.1	4,204.2	28
Provision for income taxes	1,111.3	993.7	12
Net income	4,258.8	3,210.5	33
Net (income) loss attributable to noncontrolling interest (NCI)	0	(6.3)	(100)
Net income attributable to Progressive	4,258.8	3,204.2	33
Other comprehensive income (loss)			
Changes in:			
Total net unrealized gains (losses) on fixed-maturity securities	461.6	654.2	(29)
Net unrealized losses on forecasted transactions	0.7	0.7	0
Other comprehensive income (loss)	462.3	654.9	(29)
Other comprehensive (income) loss attributable to NCI	0	(5.9)	(100)
Total comprehensive income attributable to Progressive	\$ 4,721.1	\$ 3,853.2	23

NM = Not Meaningful

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES COMPUTATION OF NET INCOME AND COMPREHENSIVE INCOME PER SHARE

INVESTMENT RESULTS

October 2020

(millions – except per share amounts) (unaudited)

The following table sets forth the computation of per share results: Current Year-to-Date 2020 2019 Month Net income attributable to Progressive \$ 238.5 \$ 4,258.8 \$ 3,204.2 Less: Preferred share dividends 2.3 22.4 22.4 Net income available to common shareholders \$ 4,236.4 \$ 3,181.8 236.2 Per common share: \$ 0.40 \$ \$ Basic 7.24 5.45 Diluted \$ 0.40 \$ 7.21 \$ 5.42 Comprehensive income attributable to Progressive \$ 94.6 \$ 4,721.1 \$ 3,853.2 Less: Preferred share dividends 2.3 22.4 22.4 92.3 4,698.7 3,830.8 Comprehensive income attributable to common shareholders Per common share: \$ \$ \$ Diluted 0.16 8.00 6.52 585.1 583.8 Average common shares outstanding - Basic 584.9

	Current	Year-t	o-Date
	Month	2020	2019
Fully taxable equivalent (FTE) total return:			
Fixed-income securities	(0.1)%	5.6%	6.0%
Common stocks	(2.7)%	3.0%	22.4%
Total portfolio	(0.3)%	5.3%	7.3%
Pretax annualized investment income book yield	2.1%	2.4%	3.1%

2.6

587.7

2.8

587.7

3.4

587.2

Net effect of dilutive stock-based compensation

Total average equivalent common shares - Diluted

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES SUPPLEMENTAL INFORMATION

October 2020

(\$ in millions) (unaudited)

		Cu	rrent Mont	h							
						Co	ommercial				
		Person	al Lines Bus	sine	ess		Lines	P	roperty	Co	mpanywide
	1	Agency	Direct		Total	I	Business ²	В	Business		Total
Net Premiums Written ¹	\$	1,506.9 \$	1,549.4	\$	3,056.3	\$	571.9	\$	167.1	\$	3,795.3
% Growth in NPW		0%	3%		2%		12%		17%		4%
Net Premiums Earned	\$	1,551.4 \$	1,677.3	\$	3,228.7	\$	509.4	\$	155.7	\$	3,893.8
% Growth in NPE		8%	13%		10%		16%		13%		11%
GAAP Ratios											
Loss/LAE ratio		72.0	71.2		71.5		68.4		102.9		72.4
Expense ratio		18.5	21.1		19.9		19.5		29.4^{3}		20.2
Combined ratio		90.5	92.3		91.4		87.9		132.3 ³		92.6
Net catastrophe loss ratio ⁴					1.4		0.4		38.0		2.7
Actuarial Adjustments ⁵											
Reserve Decrease/(Increase)											
Prior accident years										\$	(17.6)
Current accident year											5.8
Calendar year actuarial adjustment	\$	(4.9) \$	(7.6)	\$	(12.5)	\$	0.3	\$	0.4	\$	(11.8)
Prior Accident Years Development											
Favorable/(Unfavorable)											
Actuarial adjustment										\$	(17.6)
All other development											(33.6)
Total development										\$	(51.2)
Calendar year loss/LAE ratio											72.4
Accident year loss/LAE ratio											71.1

¹See Monthly Commentary on page 8 for discussion of growth rates for the month.

²The Commercial Lines business continued to recognize strong written premium growth in the traditional business market targets, especially the for-hire trucking business market target, reflecting greater demand for shipping services in light of the pandemic. This growth was partially offset by a decrease in the transportation network company (TNC) premiums written as a result of policies renewing in fiscal September 2020, compared to \$70 million of premiums written in fiscal October 2019.

³Included in both the expense ratio and combined ratio is 3.0 points of amortization expense predominately associated with the acquisition of a controlling interest in ARX. Excluding these additional expenses, the Property business would have reported an expense ratio of 26.4 and a combined ratio of 129.3.

⁴Represents catastrophe losses incurred during the period as a percent of net premiums earned, primarily due to Hurricanes Delta and Zeta. We did not record a reinsurance recoverable in October since the named storms did not exceed the \$80 million threshold of our occurrence excess of loss catastrophe reinsurance program and are not covered under our Property aggregate excess of loss reinsurance program.

⁵Represents adjustments solely based on our normally scheduled actuarial reviews. For our Property business, the actuarial reserving methodology includes changes to catastrophe losses, while the reviews in our vehicle businesses do not include catastrophes.

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES SUPPLEMENTAL INFORMATION

October 2020 (\$ in millions) (unaudited)

		Yea	r-to-Date							
						C	Commercial			
	Perso	ona	l Lines Bus	ine			Lines	Property	Co	mpanywide
	 Agency		Direct		Total		Business	Business		Total
Net Premiums Written	\$ 13,889.8	\$	14,806.6	\$	28,696.4	\$	4,521.0	\$ 1,604.3	\$	34,821.7
% Growth in NPW	8%		12%		10%		11%	13%		10%
Net Premiums Earned	\$ 13,300.7	\$	14,147.4	\$	27,448.1	\$	4,042.2	\$ 1,456.3	\$	32,946.6
% Growth in NPE	8%		12%		10%		11%	14%		11%
GAAP Ratios										
Loss/LAE ratio	62.8		62.0		62.5		64.7	86.7		63.8
Expense ratio	 22.9		25.5		24.2		22.7	30.0^{1}		24.3
Combined ratio	85.7		87.5		86.7		87.4	116.7 ¹		88.1
Net catastrophe loss ratio ²					1.5		0.3	31.0		2.7
Actuarial Adjustments ³ Reserve Decrease/(Increase) Prior accident years									\$	(19.8)
Current accident year									Ψ	56.0
Calendar year actuarial adjustment	\$ 9.6	\$	12.6	\$	22.2	\$	(19.6)	\$ 33.6	\$	36.2
Prior Accident Years Development Favorable/(Unfavorable)										
Actuarial adjustment									\$	(19.8)
All other development										(147.5)
Total development									\$	(167.3)
Calendar year loss/LAE ratio										63.8
Accident year loss/LAE ratio										63.3

¹Included in both the expense ratio and combined ratio is 3.3 points of amortization expense predominately associated with the acquisition of a controlling interest in ARX. Excluding these additional expenses, the Property business would have reported an expense ratio of 26.7 and a combined ratio of 113.4.

²Represents catastrophe losses incurred during the period, including the impact of reinsurance, as a percent of net premiums earned.

³Represents adjustments solely based on our normally scheduled actuarial reviews. For our Property business, the actuarial reserving methodology includes changes to catastrophe losses, while the reviews in our vehicle businesses do not include catastrophes.

THE PROGRESSIVE CORPORATION AND SUBSIDIARIES BALANCE SHEET AND OTHER INFORMATION

(millions - except per share amounts) (unaudited)

October 2020

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CONDENSED GAAP BALANCE SHEET:		
Investments, at fair value:		
Available-for-sale securities:		
Fixed maturities ¹ (amortized cost: \$35,183.0)	\$	36,230.8
Short-term investments (amortized cost: \$5,371.4)		5,371.4
Total available-for-sale securities	_	41,602.2
Equity securities:	_	
Nonredeemable preferred stocks (cost: \$1,273.5)		1,304.1
Common equities (cost: \$1,149.9)		3,382.4
Total equity securities	_	4,686.5
Total investments ²	_	46,288.7
Net premiums receivable		8,479.2
Reinsurance recoverables (including \$3,846.0 on unpaid loss and LAE reserves)		3,999.4
Deferred acquisition costs		1,271.7
Goodwill and intangible assets		633.5
Other assets		2,574.5
Total assets	\$	63,247.0
	=	
Unearned premiums	\$	14,051.9
Loss and loss adjustment expense reserves		19,985.1
Other liabilities ²		5,642.2
Debt		5,395.6
Total liabilities		45,074.8
Shareholders' equity	_	18,172.2
Total liabilities and shareholders' equity	\$	63,247.0
Common shares outstanding		585.4
Common shares repurchased - October		0.16
Average cost per common share	\$	94.13
Book value per common share	\$	30.20
Trailing 12-month return on average common shareholders' equity		
Net income attributable to Progressive		32.7 %
Comprehensive income attributable to Progressive	d)	34.5 %
Net unrealized pretax gains (losses) on fixed-maturity securities	\$	1,043.7
Increase (decrease) from September 2020 Increase (decrease) from December 2019	\$ \$	(182.4) 584.3
Debt-to-total capital ratio	\$	384.3 22.9 %
Fixed-income portfolio duration		2.9
Weighted average credit quality		AA-

¹ As of October 31, 2020, we held certain hybrid securities and recognized a change in fair value of \$4.1 million as a realized gain during the period we held these securities.

² At October 31, 2020, we had \$378.9 million of net unsettled security transactions, including collateral on open derivative positions, classified in "other liabilities."

Monthly Commentary

- Disclosure of monthly results often shows more variability in written premium growth rates than disclosure on a quarterly basis. The first two days of October, which historically are higher volume days, fell in fiscal September 2020, compared to fiscal October last year. Therefore, it may be more meaningful to review policy in force growth, which is not as impacted by the fiscal calendar, or to analyze written premium growth on a quarterly basis.
- Excluding the impact of catastrophe losses in both October 2020 and 2019, our companywide loss/LAE ratio was 2.9 points lower than October last year, in part reflecting continued lower auto accident frequency on a year-over-year basis.

Events

We plan to release November results on Friday, December 18, 2020, before the market opens.

About Progressive

The Progressive Group of Insurance Companies makes it easy to understand, buy and use auto insurance. Progressive offers choices so consumers can reach us whenever, wherever and however it's most convenient - online at progressive.com, by phone at 1-800-PROGRESSIVE, on a mobile device or in-person with a local agent.

Progressive provides insurance for personal and commercial autos and trucks, motorcycles, boats, recreational vehicles, and homes; it is the third largest auto insurer in the country, a leading seller of motorcycle and commercial auto insurance, and one of the top 15 homeowners insurance carriers.

Founded in 1937, Progressive continues its long history of offering shopping tools and services that save customers time and money, like Name Your Price[®], Snapshot[®], and HomeQuote Explorer[®].

The Common Shares of The Progressive Corporation, the Mayfield Village, Ohio-based holding company, trade publicly at NYSE:PGR.

Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995: Investors are cautioned that certain statements in this report not based upon historical fact are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. These statements often use words such as "estimate," "expect," "intend," "plan," "believe," and other words and terms of similar meaning, or are tied to future periods, in connection with a discussion of future operating or financial performance. Forward-looking statements are based on current expectations and projections about future events, and are subject to certain risks, assumptions and uncertainties that could cause actual events and results to differ materially from those discussed herein. These risks and uncertainties include, without limitation, uncertainties related to:

- our ability to underwrite and price risks accurately and to charge adequate rates to policyholders;
- *our ability to establish accurate loss reserves;*
- the impact of severe weather, other catastrophe events and climate change;
- the effectiveness of our reinsurance programs;
- the highly competitive nature of property-casualty insurance markets;
- whether we innovate effectively and respond to our competitors' initiatives;
- whether we effectively manage complexity as we develop and deliver products and customer experiences;
- how intellectual property rights could affect our competitiveness and our business operations;
- whether we adjust claims accurately;
- our ability to maintain a recognized and trusted brand;
- our ability to attract, develop and retain talent and maintain appropriate staffing levels;
- compliance with complex laws and regulations;
- litigation challenging our business practices, and those of our competitors and other companies;
- the impacts of a security breach or other attack involving our computer systems or the systems of one or more of our vendors;
- the secure and uninterrupted operation of the facilities, systems, and business functions that are critical to our business;
- the success of our efforts to develop new products or enter into new areas of business and navigate related risks;
- our continued ability to send and accept electronic payments;
- the possible impairment of our goodwill or intangible assets;
- the performance of our fixed-income and equity investment portfolios;
- the potential elimination of, or change in, the London Interbank Offered Rate;
- our continued ability to access our cash accounts and/or convert securities into cash on favorable terms;
- the impact if one or more parties with which we enter into significant contracts or transact business fail to perform;
- legal restrictions on our insurance subsidiaries' ability to pay dividends to The Progressive Corporation;
- limitations on our ability to pay dividends on our common shares under the terms of our outstanding preferred shares;
- our ability to obtain capital when necessary to support our business and potential growth;
- evaluations by credit rating and other rating agencies;
- the variable nature of our common share dividend policy;
- whether our investments in certain tax-advantaged projects generate the anticipated returns;
- the impact from not managing to short-term earnings expectations in light of our goal to maximize the long-term value of the enterprise;
- impacts from the outbreak of the novel coronavirus, or COVID-19, and the restrictions put in place to help slow and/or stop the spread of the virus; and
- other matters described from time to time in our releases and publications, and in our periodic reports and other documents filed with the United States Securities and Exchange Commission, including, without limitation, the Risk Factors section of our Annual Report on Form 10-K for the year ending December 31, 2019, and our Quarterly Report on Form 10-Q for the period ending March 31, 2020.

In addition, investors should be aware that generally accepted accounting principles prescribe when a company may reserve for particular risks, including litigation exposures. Accordingly, results for a given reporting period could be significantly affected if and when we establish reserves for one or more contingencies. Also, our regular reserve reviews may result in adjustments of varying magnitude as additional information regarding claims activity becomes known. Reported results, therefore, may be volatile in certain accounting periods.