

HARTFORD FINANCIAL SERVICES GROUP INC/DE  
Form 8-K  
April 16, 2002

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported):  
April 16, 2002

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

-----  
(Exact name of registrant as  
specified in its charter)

Delaware	0-19277
(State or other jurisdiction of Incorporation)	(Commission File Number)

13-3317783  
(IRS Employer  
Identification No.)

The Hartford Financial Services Group, Inc.  
Hartford Plaza  
Hartford, Connecticut  
(Address of principal executive offices of registrant)

06115-1900  
Zip Code

(860) 547-5000  
Registrant's telephone number

Item 9. Regulation FD Disclosure:

Simultaneously with the filing of this Current Report on Form 8-K, Stuart M. Carlisle, the Director of Investor Relations of The Hartford Financial Services Group, Inc., sent the following notice to members of the investment community:

To Members of the Financial Community:

We would like to bring to your attention two changes to our Investor Financial Supplement in our North American Property Casualty results that will be shown

## Edgar Filing: HARTFORD FINANCIAL SERVICES GROUP INC/DE - Form 8-K

in our first quarter earnings (Monday, April 22, after the close of the market, conference call on Tuesday, at 11:00 ET).

- 1) In our Business Insurance segment, written premium had previously been disclosed in three lines (Select Customer, Key Accounts and Other). The Other line included commercial programs and marine business that can be classified as either small commercial or middle markets business. Going forward, premiums in Middle Markets will now include Key Accounts, medium-sized commercial programs and marine business, while Small Commercial will include Select Customer and small commercial programs; the Other line will disappear. The change is intended to clarify the financial reporting within Business Insurance and is consistent with how we manage these two businesses.
  
- 2) Our personal lines results have previously been separated between the Affinity Personal Lines and Personal Insurance segments. We have combined the reporting of these businesses commensurate with the recent appointment of Paul Kennedy, Senior Vice President of the Personal Lines Division, who now oversees both lines. The combination provides us with more scale and allows us to better leverage the product development, service and technology capabilities across all personal lines. Since we treat them as one business unit organizationally, it made sense to amend our financial reporting to combine the segments. We are also now disclosing written premiums for AARP, Affinity, Standard and Non-Standard business.

We have provided three years of quarterly historical information on the attached spreadsheets and posted these changes on our website so that you can update your models accordingly. Please call me should you have any questions on these changes.

Best.

/s/ Stuart M. Carlisle

2

### BUSINESS INSURANCE

	1999 QTR 1	1999 QTR 2	1999 QTR 3	1999 QTR 4
Written Premium	560	567	559	541
Chg UPR	8	14	12	(9)
Earned Premium	552	553	547	550
Loss and Loss Adjustment Exp	390	385	388	362
Underwriting Expenses	182	192	188	204
Dividends to Policyholders	8	13	11	11
Other Adjustments	--	(3)	(1)	(5)
AUI EXCLUDING SEPT. 11	(28)	(34)	(39)	(22)
SEPTEMBER 11 TERRORIST ATTACK	--	--	--	--
UNDERWRITING RESULTS	(28)	(34)	(39)	(22)
Loss Ratio	59.1	57.7	59.8	54.5
Total Loss Exp Ratio	11.5	11.7	11.2	11.3
Total Expense Ratio	32.7	33.8	33.6	37.8
Expense ratio including loss	44.2	45.6	44.8	49.1

Edgar Filing: HARTFORD FINANCIAL SERVICES GROUP INC/DE - Form 8-K

Dividend Ratio	1.5	2.4	1.9	1.9
COMB RATIO EXCLUDING SEPT. 11	104.8	105.7	106.5	105.5
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	--	--
COMBINED RATIO	104.8	105.7	106.5	105.5
-----				
WRITTEN PREMIUM				
Small Commercial	231	244	249	247
Middle Market	329	323	310	294
TOTAL	560	567	559	541
-----				

	2000 QTR 1	2000 QTR 2	2000 QTR 3	2000 QTR 4
Written Premium	579	605	603	618
Chg UPR	24	37	26	20
Earned Premium	555	568	577	598
Loss and Loss Adjustment Exp	389	375	375	367
Underwriting Expenses	202	199	205	207
Dividends to Policyholders	7	7	7	8
Other Adjustments	(3)	(1)	1	3
AUI EXCLUDING SEPT. 11	(40)	(12)	(11)	13
SEPTEMBER 11 TERRORIST ATTACK	--	--	--	--
UNDERWRITING RESULTS	(40)	(12)	(11)	13
Loss Ratio	57.0	53.9	52.3	46.8
Total Loss Exp Ratio	13.1	12.0	12.6	14.5
Total Expense Ratio	34.9	32.9	34.0	33.4
Expense ratio including loss	48.0	44.9	46.6	47.9
Dividend Ratio	1.3	1.3	1.2	1.4
COMB RATIO EXCLUDING SEPT. 11	106.3	100.1	100.2	96.1
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	--	--
COMBINED RATIO	106.3	100.1	100.2	96.1
-----				
WRITTEN PREMIUM				
Small Commercial	285	294	291	299
Middle Market	294	311	312	319
TOTAL	579	605	603	618
-----				

	2001 QTR 1	2001 QTR 2	2001 QTR 3	2001 QTR 4
Written Premium	702	714	718	752
Chg UPR	82	74	38	47
Earned Premium	620	640	680	705

Edgar Filing: HARTFORD FINANCIAL SERVICES GROUP INC/DE - Form 8-K

Loss and Loss Adjustment Exp	415	416	436	437
Underwriting Expenses	225	218	232	251
Dividends to Policyholders	13	6	7	8
Other Adjustments	(10)	(10)	(1)	(1)
AUI EXCLUDING SEPT. 11	(23)	10	6	10
SEPTEMBER 11 TERRORIST ATTACK	--	--	(245)	--
UNDERWRITING RESULTS	(23)	10	(239)	10
Loss Ratio	54.5	52.9	52.2	50.1
Total Loss Exp Ratio	12.4	12.1	12.1	11.8
Total Expense Ratio	32.1	30.4	32.3	33.4
Expense ratio including loss	44.6	42.6	44.3	45.2
Dividend Ratio	2.1	0.9	1.0	1.2
COMB RATIO EXCLUDING SEPT. 11	101.2	96.4	97.5	96.5
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	36.7	--
COMBINED RATIO	101.2	96.4	134.2	96.5
-----				
WRITTEN PREMIUM				
Small Commercial	351	359	359	378
Middle Market	351	355	359	374
TOTAL	702	714	718	752
-----				

PERSONAL LINES INSURANCE

	1999 QTR 1	1999 QTR 2	1999 QTR 3	1999 QTR 4
Written Premium	560	635	651	624
Chg UPR	(6)	56	57	20
Earned Premium	566	579	594	604
Loss and Loss Adjustment Exp	386	445	457	444
Underwriting Expenses	152	159	166	162
Dividends to Policyholders	--	--	--	(5)
Other Adjustments	(15)	(27)	(15)	--
AUI EXCLUDING SEPT. 11	43	2	(14)	3
SEPTEMBER 11 TERRORIST ATTACK	--	--	--	--
UNDERWRITING RESULTS	43	2	(14)	3
Loss Ratio	60.7	66.2	66.0	63.2
Total Loss Exp Ratio	7.5	10.6	10.9	10.3
Total Expense Ratio	27.1	25.1	25.6	25.9
Expense ratio including loss	34.6	35.6	36.5	36.2
Dividend Ratio	--	--	--	(0.9)
COMB RATIO EXCLUDING SEPT. 11	95.3	101.8	102.5	98.6
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	--	--
COMBINED RATIO	95.3	101.8	102.5	98.6

Edgar Filing: HARTFORD FINANCIAL SERVICES GROUP INC/DE - Form 8-K

-----				
WRITTEN PREMIUM				
AARP	324	375	362	344
Affinity Business Unit	22	27	33	40
Standard	143	170	193	182
NonStandard	71	63	63	58
TOTAL	560	635	651	624

	2000	2000	2000	2000
	QTR 1	QTR 2	QTR 3	QTR 4
Written Premium	613	692	686	656
Chg UPR	(1)	57	39	5
Earned Premium	614	635	647	651
Loss and Loss Adjustment Exp	454	497	483	487
Underwriting Expenses	158	168	167	160
Dividends to Policyholders	--	--	--	--
Other Adjustments	(2)	(11)	(8)	(8)
AUI EXCLUDING SEPT. 11	4	(19)	5	12
SEPTEMBER 11 TERRORIST ATTACK	--	--	--	--
UNDERWRITING RESULTS	4	(19)	5	12
Loss Ratio	63.2	67.2	64.3	64.0
Total Loss Exp Ratio	10.7	11.1	10.3	10.9
Total Expense Ratio	25.8	24.2	24.4	24.4
Expense ratio including loss	36.5	35.4	34.7	35.3
Dividend Ratio	--	--	--	--
COMB RATIO EXCLUDING SEPT. 11	99.6	102.5	99.0	99.3
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	--	--
COMBINED RATIO	99.6	102.5	99.0	99.3

-----				
WRITTEN PREMIUM				
AARP	343	399	386	364
Affinity Business Unit	43	41	39	44
Standard	166	191	201	187
NonStandard	61	61	60	61
TOTAL	613	692	686	656

	2001	2001	2001	2001
	QTR 1	QTR 2	QTR 3	QTR 4
Written Premium	662	743	742	713
Chg UPR	(3)	62	48	6
Earned Premium	665	681	694	707
Loss and Loss Adjustment Exp	485	561	543	575
Underwriting Expenses	167	174	178	168

Edgar Filing: HARTFORD FINANCIAL SERVICES GROUP INC/DE - Form 8-K

Dividends to Policyholders	--	--	--	--
Other Adjustments	(3)	(11)	(10)	(2)
AUI EXCLUDING SEPT. 11	16	(43)	(17)	(34)
SEPTEMBER 11 TERRORIST ATTACK	--	--	(9)	--
UNDERWRITING RESULTS	16	(43)	(26)	(34)
Loss Ratio	62.0	70.3	66.5	69.7
Total Loss Exp Ratio	10.8	12.2	11.9	11.5
Total Expense Ratio	25.2	23.5	23.8	23.6
Expense ratio including loss	36.0	35.6	35.7	35.1
Dividend Ratio	--	--	--	--
COMB RATIO EXCLUDING SEPT. 11	98.1	106.0	102.2	104.8
COMBINED RATIO IMPACT OF SEPT. 11 TERRORIST ATTACK	--	--	1.2	--
COMBINED RATIO	98.1	106.0	103.4	104.8
-----				
WRITTEN PREMIUM				
AARP	372	431	426	409
Affinity Business Unit	50	52	49	50
Standard	180	198	209	196
NonStandard	60	62	58	58
TOTAL	662	743	742	713
-----				

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

Date: April 16, 2002

By: /s/ Neal S. Wolin

-----  
 Name: Neal S. Wolin  
 Title: Executive Vice President and  
 General Counsel