

# **COMPANY OVERVIEW**

November 2020

# Legal Disclaimers



Forward Looking Statements and Risk Factors. The information presented herein is generally available from public sources, including our and our subsidiaries' earnings releases and SEC filings. We urge you to read those documents, and we specifically direct you to the forward-looking statements disclaimers and risk factors they contain. The primary purpose of this presentation is to help you understand how we view our Company, not to update our filings or correct any forecasts – we categorically do not give guidance. Conditions faced by our various businesses may have changed – for better or worse – since the time periods reflected in this presentation and we disclaim any obligation to update the information presented herein. Any statements made in addressing our results are not meant as an indication of the Company's performance since the time of our latest public filings and disclosures.

There are a number of important risk factors that could cause the actual results for each of the companies discussed in this presentation to differ from those expressed in forward-looking statements contained herein, including those risk factors discussed in detail in annual and quarterly reports and other filings made with the SEC by Loews Corporation and its consolidated subsidiaries: CNA Financial Corporation and Boardwalk Pipelines. Given these risk factors, investors and analysts should not place undue reliance on forward-looking statements.

Non-GAAP Financial Measures. Certain financial information presented herein includes non-GAAP financial measures. Management believes these measures are useful to understanding the key drivers of the Company's operating performance. These non-GAAP measures are reconciled to GAAP numbers herein (or in documents referred to herein).

Where You Can Find More Information. Annual, quarterly and other reports filed with the SEC by Loews Corporation and its consolidated subsidiaries: CNA Financial Corporation and Boardwalk Pipeline Partners, LP contain important additional information about those companies and we urge you to read this presentation together with those filings, copies of which are available, as applicable, at the corporate websites of Loews Corporation at <u>www.loews.com</u> and such subsidiaries at <u>www.cna.com</u> and <u>www.bwpipelines.com</u>, or at the SEC's website at <u>www.sec.gov</u>.

- To view the most recent SEC filings of Loews Corporation, http://ir.loews.com/phoenix.zhtml?c=102789&p=irol-sec
- To view the most recent SEC filings of CNA Financial Corporation, https://investor-relations.cna.com/financial/latest-financials
- To view the most recent SEC filings of Boardwalk Pipeline Partners, LP https://www.bwpipelines.com/news-and-media/sec-filings/

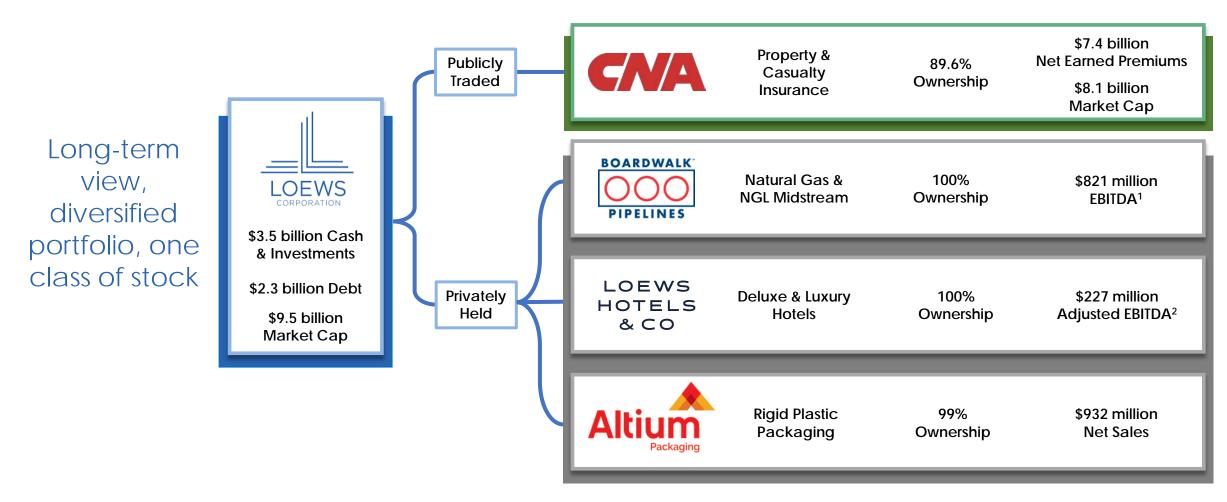




# Loews Corporation



# Corporate Structure



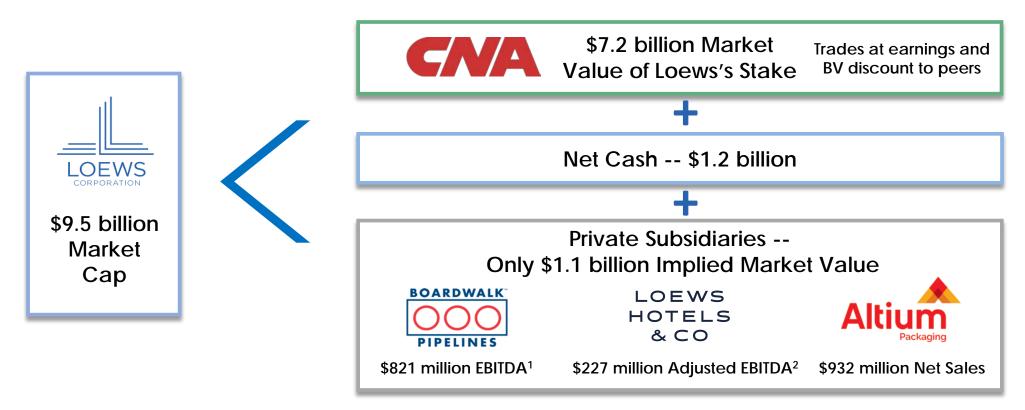
Balance sheet and ownership data is as of September 30, 2020. Market cap data is as of October 30, 2020. All other data is for the year ended December 31, 2019.

- 1. See Appendix "Boardwalk EBITDA" for EBITDA to GAAP reconciliation
- 2. See Appendix "Loews Hotels & Co Adjusted EBITDA" for EBITDA to GAAP reconciliation. Loews Hotels & Co has been severely impacted by COVID-19 in 2020. See Q3 results in Earnings Supplement.

# The Loews Discount



Loews's market cap is less than its sum-of-the-parts. CNA trades at a discount to its peers and the market seems to assign little value to the private subsidiaries.

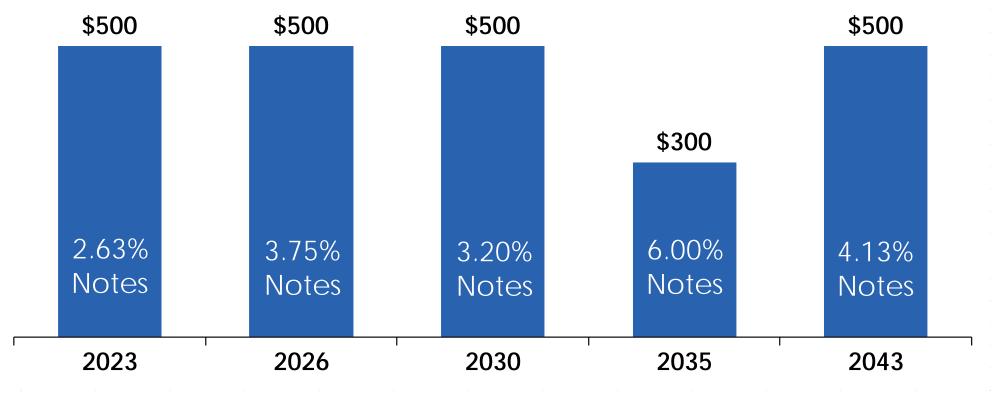


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## Staggered long-term debt maturities



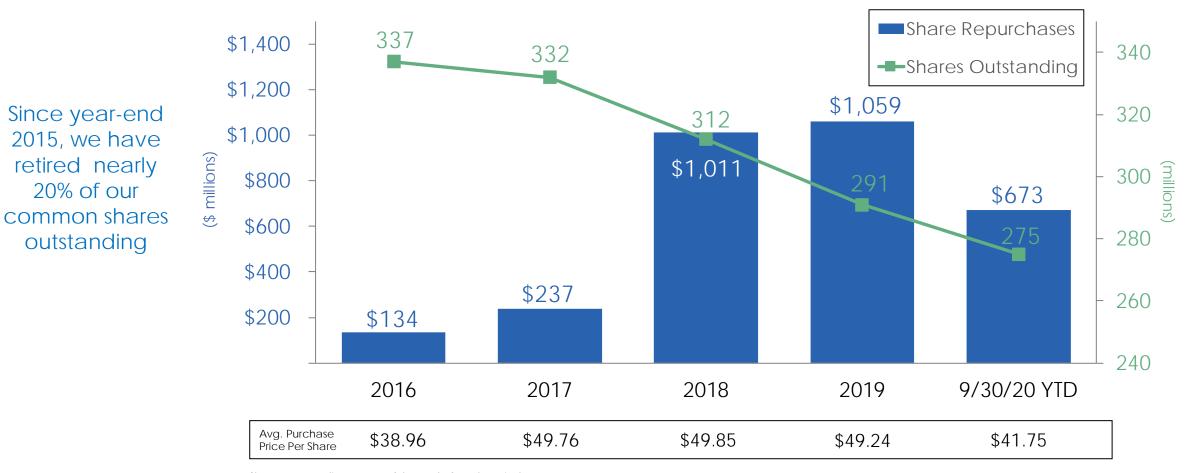
Total Parent Company Debt as of 9/30/20 - \$2.3 billion



- Maintain a strong balance sheet
- Evaluate capital deployment opportunities based on risk-adjusted returns
- Continually balance the uses of Loews capital



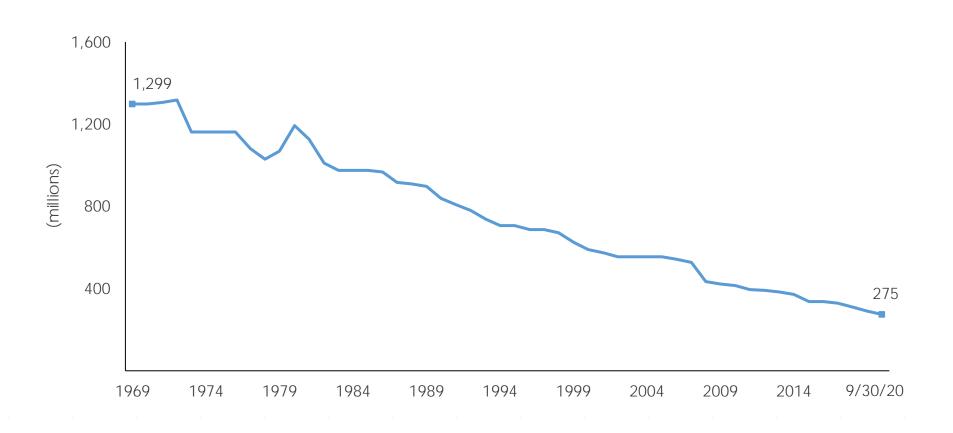
## Share Repurchases



Shares outstanding are as of the end of each period.



## Loews has retired over 1 billion shares since the beginning of 1970



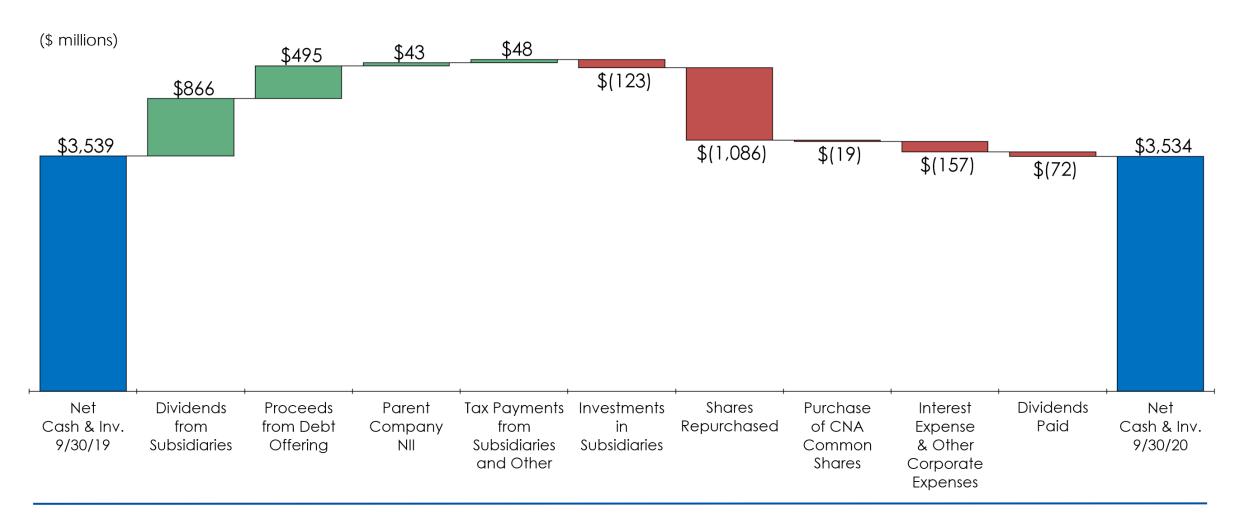
Shares outstanding shown as of December 31st for each year. Adjusted for stock splits.

# Net Investment Income and Dividends Paid to Loews

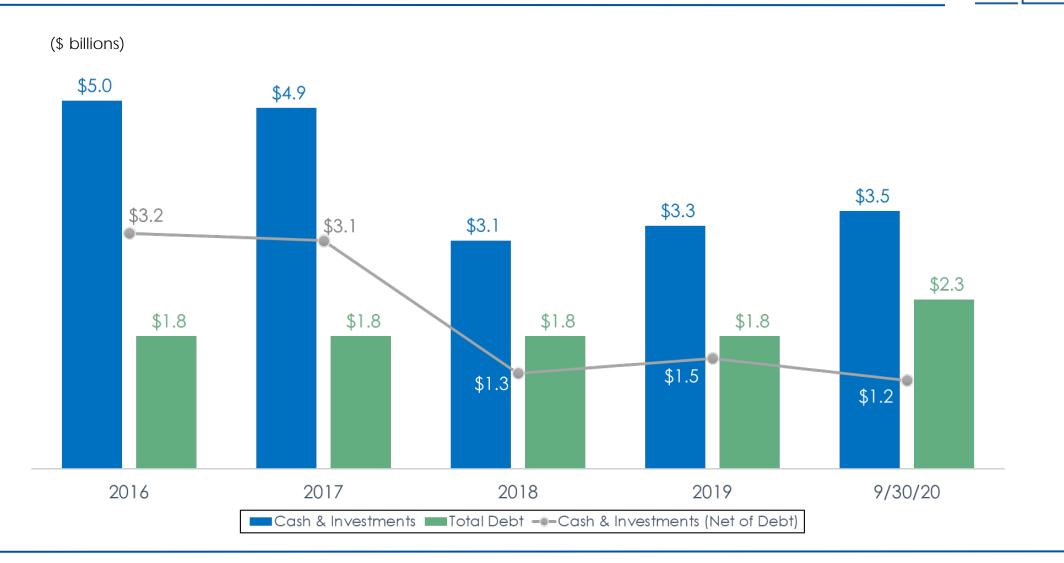


1. Includes dividends received from Diamond Offshore from 2011 to 2015. All dividends are subject to declaration by the respective Boards of Directors.

2. Parent company pretax net investment income (loss).

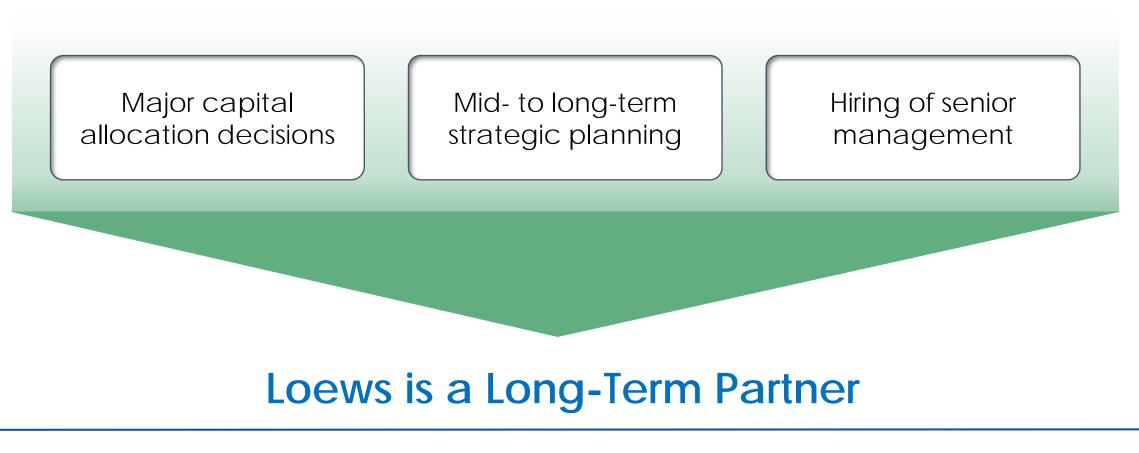


## Loews's Net Cash Since 2016





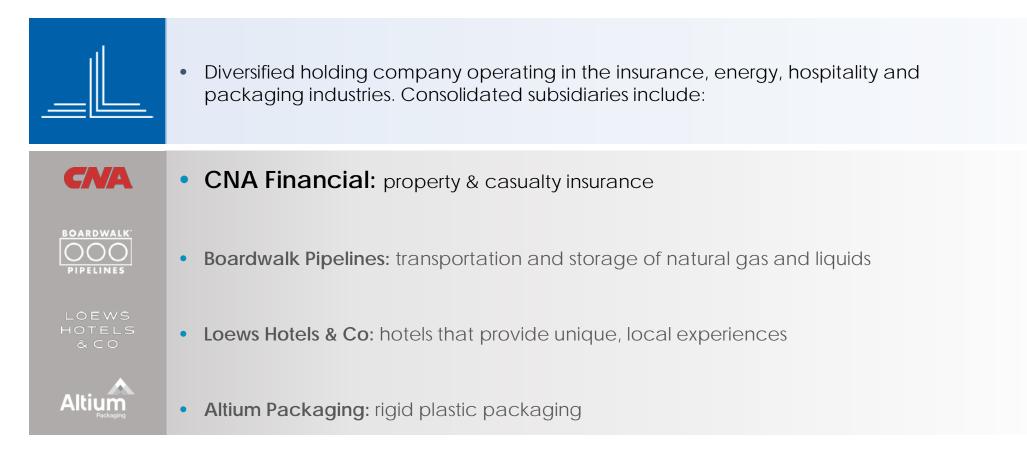
While each subsidiary's experienced management team guides day-to-day operations, Loews provides advice in several areas:







# Loews Corporation



## **CNA** Financial



## **Company Snapshot**

- One of the largest commercial property and casualty organizations in the U.S.
- Net premiums split almost evenly between Specialty & Commercial lines, with a meaningful international business

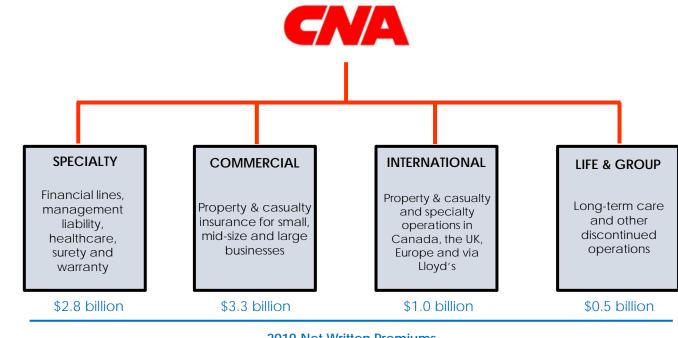
## By the Numbers

(year ended/as of Dec. 31, 2019, \$ in millions)

Revenue	\$ 10,767
Core income <sup>1</sup>	\$ 979
Net income	\$ 1,000
Net income attributable to Loews	\$ 894
Employees	5,900
Invested assets	\$47,744
Loews ownership	89%

1. See CNA's Q4 2019 Earnings Release for a reconciliation of Core income to Net income available at

https://investor-relations.cna.com/financial/latest-financials



### 2019 Net Written Premiums

CNA P&C Ratings	A.M. Best	S&P	Moody's
Outlook	Stable	Stable	Stable
Financial Strength Rating	А	A+	A2

As of September 30, 2020.

# CNA continues its path toward top quartile underwriting performance

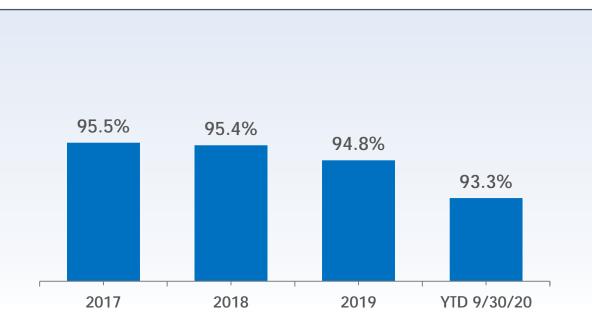
- An underwriting focused culture
- Strong expertise across underwriting, risk control, claim and actuarial
- Disciplined underwriting execution

## Strong performance improvement

- Developing targeted, strategic
   engagement with distribution partners
- Attracting high-quality new business
- Improving underwriting margins through risk selection, pricing, terms and conditions
- Reduced LTC exposure by 31% over the last five years; the number of active policies has gone from 419K to 288K

## Underlying Combined Ratio<sup>1</sup>

## **P&C Operations**



1. Underlying combined ratio excludes catastrophes and net prior year development.

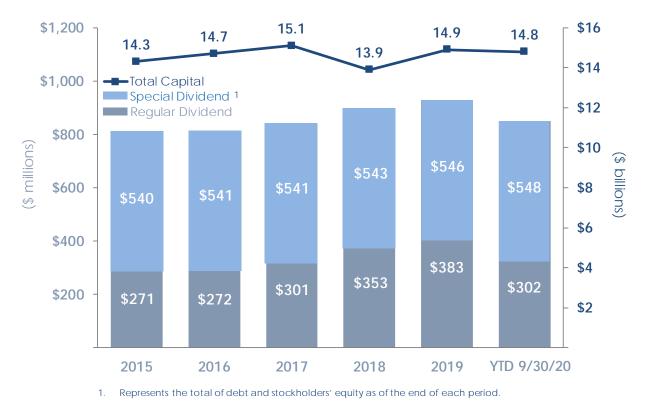
# **Disciplined Capital Management**

# Excellent capitalization with prudent leverage and modest corporate obligations

- \$12.0 billion of GAAP equity, \$2.8 billion of debt, and statutory surplus of \$10.3 billion as of September 30, 2020
- CNA continues to hold capital in excess of S&P's requirements for AAA rating

## CNA's common and special dividends

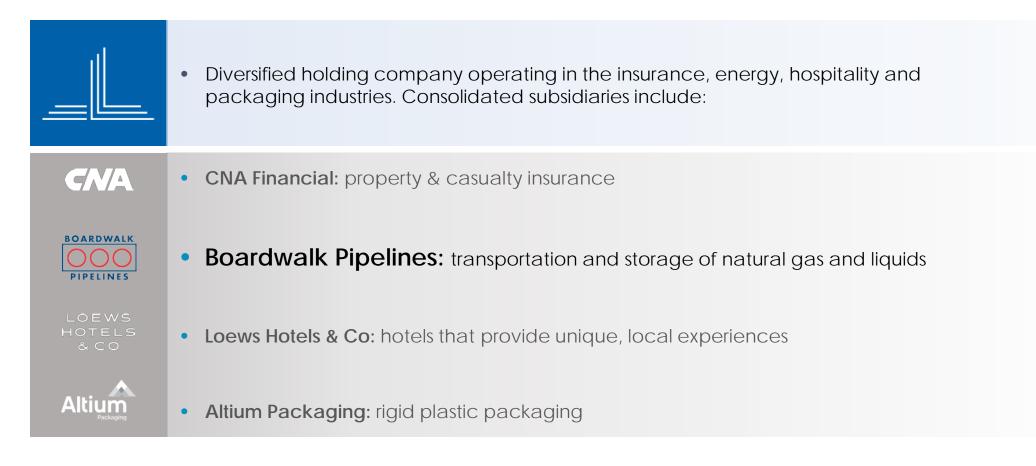
- Returned \$5.1 billion through dividends to shareholders since the beginning of 2015
- \$0.37 per share common dividend paid in Q1, Q2 and Q3 2020
- \$2.00 per share special dividend paid in Q1 2020







# Loews Corporation



## **Boardwalk Pipelines**



## **Company Snapshot**

- Predominantly transport and store natural gas and liquids with minimal exposure to commodity price volatility
- Stable demand pull from high credit quality customers
- Long history of operating safely, reliably and sustainably

### By the Numbers

(year ended/as of Dec. 31, 2019, \$ in millions)

Revenue	\$ 1,295
EBITDA <sup>1</sup>	\$ 821
Average daily throughput	8.0 Bcf
Total miles of pipeline	14,055
Underground gas storage capacity	205 Bcf
Liquids storage capacity	32 MMBbls
Employees	1,200

1. See Appendix - "Boardwalk EBITDA" for EBITDA to GAAP reconciliation.

#### **Identify Strategic Strengthen Financial Operate Safely & Enhance Existing** Growth Opportunities Position **Business** Environmentally Responsibly Strengthen balance sheet, Explore acquisitions and Leverage and strengthen other opportunities that maintain investment grade existing assets, optimize Promote sustainable credit rating, disciplined operating efficiency, expand Boardwalk's natural practices and awareness in capital allocation gas and liquids expand business by securing business planning and long-term contracts with transportation and storage operations footprint creditworthy customers Minimize Commodity and Credit Risks Secure long-term, ship-or-pay contracts with creditworthy customers

**Boardwalk Strategy** 

Natural Gas Transportation

- Boardwalk has 13,610 miles of interconnected natural gas pipelines
- These pipelines serve a diverse mix of end-use customers

Natural Gas Liquids Transportation

- 445 miles of ethylene, ethane, propane and propylene pipeline and distribution systems throughout southern Louisiana
- Brine supplier to petrochemical industry

Natural Gas and Liquids Storage Facilities

- Natural gas storage facilities are comprised of 14 underground storage fields located in four states
- Aggregate working gas capacity
   of approximately 205.0 Bcf
- 31.8 MMBbls of underground liquids storage capacity at Choctaw and Sulphur Hubs

All data as of September 30, 2020

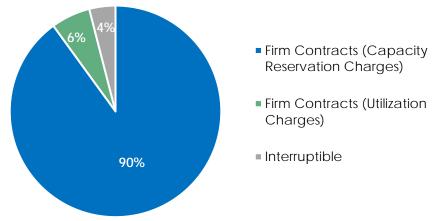
# Flexible Financial Position



## Substantial Backlog

- Over \$9 billion of firm contract backlog
- ~70% of contracts are with investment grade customers
- Re-contracting related to expansion projects is complete

### Revenue Profile for the Last Twelve Months Ending September 30, 2020<sup>1</sup>



## Strong Liquidity

- Approximately \$1.8 billion of liquidity
- Boardwalk expects to fund its capital spending from available cash flows
- Committed to achieving investment grade credit ratings, which currently stand at: BBB- (S&P), Baa3 (Moody's), and BBB- (Fitch). Fitch recently changed outlook to "Positive" from "Stable"
- Full capacity available under its \$1.475 billion revolving credit facility
- To retire the \$440.0 million aggregate principal amount of Texas Gas 4.50% notes due 2021 on November 3, 2020

All data as of September 30, 2020. 1. Includes all services, including transportation, storage and PAL, for both natural gas and NGLs.

# Key Growth Projects Recently Completed & Under Construction

Collectively, these growth projects represent ~\$500 million in capital and ~1.5 Bcf/d of firm natural gas transportation capacity and additional NGL infrastructure.

### Industrial Market Expansion Project

Capacity: ~300,000 MMBtu/d In service: First quarter 2020

### Power Plant in Mississippi

Capacity: 200,000 MMBtu/d In service: Early 2022

### Compressor Modernization Project In service: 2021

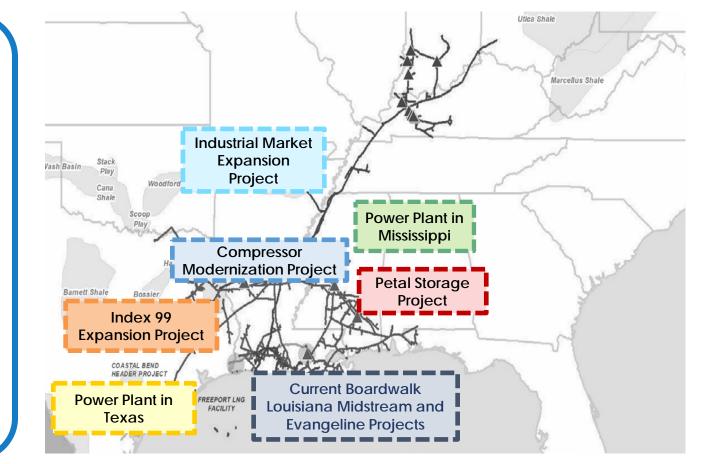
### Petal Storage Project In service: Early third quarter 2020

### Index 99 Expansion Project Capacity: 750,000 MMBtu/d In service: Fourth quarter 2020

Power Plant in Texas Capacity: 200,000 MMBtu/d In service: Early third quarter 2020

#### Current Boardwalk Louisiana Midstream and Evangeline Projects:

- Several projects to provide ethylene transportation and storage services to petrochemical customers
- Four new wells and related infrastructure for brine supply service
- Brine system delivery enhancement
- Recently completed chemical grade propylene storage project
- NGL project to support an export terminal



For more information on these projects, please refer to Boardwalk's quarterly and annual filings with the U.S. Securities and Exchange Commission.



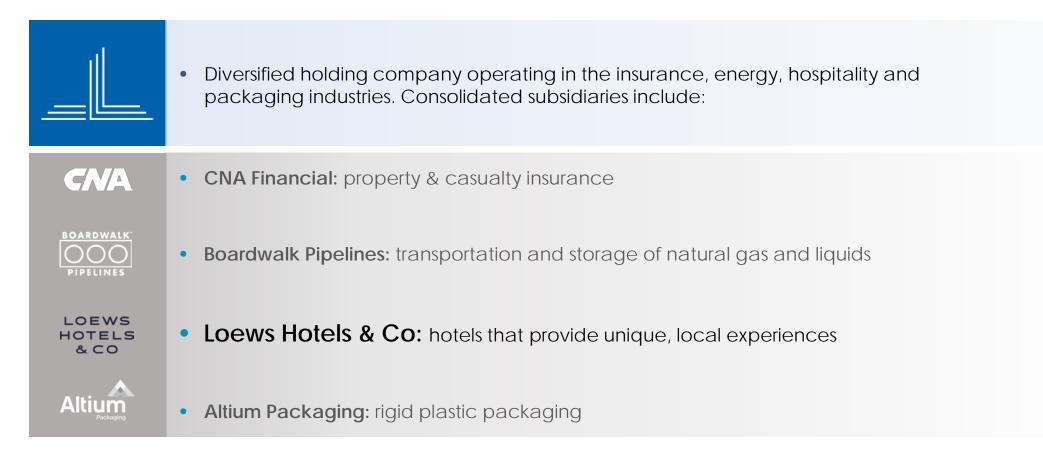
Boardwalk is focused on promoting sustainable practices and awareness in business planning and operations. In 2019, Boardwalk formed a cross-functional ESG Committee to further this initiative.

Dedication to Safety	Practicing Environmental Stewardship	Investing in Corporate & Local Philanthropy	Commitment to Honest & Ethical Conduct
Safety is an integral part of Boardwalk's Core Values. The company's goal is for people who work on or live near its pipelines to go home safely every day.	Boardwalk is committed to responsible environmental stewardship while working to meet the nation's diverse energy needs.	Boardwalk's philanthropic program – Partnering with Communities – integrates employee volunteerism and corporate financial support.	Boardwalk maintains a culture of diversity and inclusion and upholds disciplined employment practices.
<ul> <li>Stop Work Authority given to all personnel</li> <li>Proactive Near Miss reporting program</li> <li>Extensive safety training program</li> <li>Audits performed on contractors' safety performance</li> <li>Robust pipeline integrity program aimed at protecting public safety</li> </ul>	<ul> <li>Initiatives focused on reducing methane emissions</li> <li>Minimizing or avoiding environmental impacts through facility planning, design and operations</li> <li>Work with stakeholders and landowners to minimize and restore areas disturbed by construction or operations</li> </ul>	<ul> <li>Scholarship program available for qualifying students who attend any high school located near a Boardwalk pipeline right-of-way</li> <li>Education grant program for local elementary and middle schools located near a Boardwalk pipeline right-of-way</li> <li>Annual contributions to local emergency response teams and philanthropic organizations</li> </ul>	<ul> <li>Executive compensation aligned with business strategies</li> <li>Employee Code of Conduct and Ethics Hotline</li> <li>Purchase materials and equipment sourced from a centralized list of approved vendors to ensure Boardwalk's standards are met</li> </ul>





# Loews Corporation



## Loews Hotels & Co



## **Company Snapshot**

- Owned, joint venture and managed hotels in the U.S. and Canada
- Unique, local experience
- Focused on developing hotels with built-in demand drivers

## By the Numbers

(year ended/as of Dec. 31, 2019, \$ in millions)	
Adjusted EBITDA <sup>1</sup>	\$227
Adjusted mortgage debt <sup>1</sup>	\$1,449
(as of Sept. 30, 2020)	
Number of hotels	27
Plus: under development <sup>2</sup>	1
1 See pages titled "Loews Hotels & Co – Key Operating Metrics	s" and Anne

- 1. See pages titled "Loews Hotels & Co Key Operating Metrics" and Appendix "Loews Hotels & Co Adjusted EBITDA" for additional disclosure and definitions and a reconciliation of Adjusted EBITDA to GAAP.
- As of September 30, 2020, there are 1,281 rooms under development in Orlando, FL and Coral Gables, FL, represented by an asterisk (\*) on the Systemwide Hotels map. They are excluded from the guest rooms chart. Universal's Endless Summer Resort – Dockside Inn and Suites is excluded from the under development hotel count, see page titled "Loews Hotels & Co – Portfolio."

#### System-wide Guest Rooms With an additional 1,281 rooms currently under development 12,568 12,361 12,746 13,796 15,526 15,526 2016 2017 2018 2019 Sept. 2020<sup>2</sup>



# Loews Hotels & Co – Key Operating Metrics



### Loews Hotels & Co is focused on profitable growth over the long term through:

- Recycling capital into new competitive products with strategic partners
- Continuing to enhance the profitability of newly opened and existing properties
- Loews Hotels & Co has been severely impacted by COVID-19 in 2020

2019 Adjusted EBITDA<sup>1</sup> attributable to Loews Hotels & Co of \$227 million.

Adjusted mortgage debt<sup>2</sup> at December 31, 2019 of \$1.45 billion (included \$244 million for assets under development).

	Year Ended December 31							
	2019	2018	2017					
Adjusted EBITDA <sup>1</sup> (\$ millions)	\$227	\$228	\$199					
Owned & JV Same Store Operating Metrics <sup>3</sup>								
Occupancy	84.6%	84.7%	83.1%					
Average Daily Rate ("ADR")	\$288	\$282	\$268					
Revenue per Available Room ("RevPAR")	\$244	\$239	\$222					

Adjusted EBITDA is the total amount of EBITDA attributable to Loews Hotels & Co based on its percent ownership of each property (e.g., if Loews Hotels & Co legally owns 50% of a property, 50% of that property's EBITDA is included, except for certain hotels where earnings are distributed on a different basis from legal ownership based on the underlying governing agreements – see "Loews Hotels & Co – Portfolio" for full list of exclusions), plus management company EBITDA and excluding non-recurring items such as acquisition transaction and transition costs, new development pre-opening costs, gains or losses on sale and impairments. See Appendix – "Loews Hotels & Co Adjusted EBITDA to GAAP reconciliation.

2. Adjusted mortgage debt is adjusted for Loews Hotels and Co's ownership interest in the asset underlying the borrowing. Balances are inclusive of any assets under development.

3. Includes hotels that were open and operating without substantial constraints on availability from January 1, 2017 through December 31, 2019.



## Loews Hotels & Co – Portfolio

As of September 30, 2020		City, ST	Rooms	Ownership % <sup>1</sup>	Ownership - Ops Commenced / Managed Only
OWNED (11)	Loews Chicago Hotel	Chicago, IL	400	100%	2015
	Loews Chicago O'Hare Hotel	Chicago, IL	556	100%	2014
	Loews Coronado Bay Resort*	San Diego, CA	439	100%	2000
	Loews Kansas City Hotel	Kansas City, MO	800	65%	2020
	Loews Miami Beach Hotel*	Miami Beach, FL	790	100%	1998
	Loews Minneapolis Hotel	Minneapolis, MN	251	100%	2014
	Loews Philadelphia Hotel	Philadelphia, PA	581	100%	2000
	Loews Regency New York Hotel	New York, NY	379	100%	1963
	Loews Vanderbilt Hotel	Nashville, TN	340	100%	1989
	Loews Ventana Canyon Resort*	Tucson, AZ	398	100%	2014 / 1984
	Loews Hotel 1000	Seattle, WA	120	100%	2016
			5,054		
JOINT VENTURE (12)	Hard Rock Hotel, at Universal Orlando*	Orlando, FL	650	50%	2001
	Loews Portofino Bay Hotel, at Universal Orlando*	Orlando, FL	750	50%	1999
	Loews Royal Pacific Resort, at Universal Orlando*	Orlando, FL	1,000	50%	2002
	Loews Sapphire Falls Resort, at Universal Orlando*	Orlando, FL	1,000	50%	2016
	Universal's Aventura Hotel*	Orlando, FL	600	50%	2018
	Universal's Cabana Bay Beach Resort*	Orlando, FL	2,200	50%	2014
	Universal's Endless Summer Resort - Dockside Inn and Suites $^{*^{\Box}}$	Orlando, FL	1,011	50%	2020
	Universal's Endless Summer Resort - Surfside Inn and Suites*	Orlando, FL	750	50%	2019
	Live! by Loews Arlington, TX*	Arlington, TX	300	50%	2019
	Live! by Loews St. Louis, MO	St. Louis, MO	216	50%	2020
	Loews Hollywood Hotel	Los Angeles, CA	628	50%	2012
	Loews Atlanta Hotel	Atlanta, GA	414	50%	2015 / 2010
			9,519		
MANAGED (4)	Bisha Hotel and Residences	Toronto, ON	96		2017
	Loews Boston Hotel	Boston, MA	225		2013 / 2018
	Loews New Orleans Hotel	New Orleans, LA	285		2003
	Loews Santa Monica Beach Hotel*	Santa Monica, CA	347		1989
			953		
TOTAL LOEWS HOTELS			15,526		
					Scheduled Opening
UNDER DEVELOPMENT (1)	Loews Coral Gables Hotel	Coral Gables, FL	242	20%	2022
	Universal's Endless Summer Resort - Dockside Inn and Suites $^{*^{\Box}}$	Orlando, FL	1,039	50%	2020
			1,281		
TOTAL INCLUDING UNDER D	DEVELOPMENT		16,807		

Note: In 2020, Loews Hotels results have been adversely affected by the pandemic. 21 out of 27 hotels were operational at the end of the third quarter; however occupancy remains low.

\* Represents resort hotels in the portfolio, with the remaining hotels in urban centers.

Universal's Endless Summer Resort - Dockside Inn and Suites is counted as a single hotel in JV section of the portfolio, but only the first phase of 1,011 rooms are included in the JV room count.

1. Earnings in certain partnerships are allocated pursuant to underlying governing documents, which may differ from ownership.





# Loews Corporation

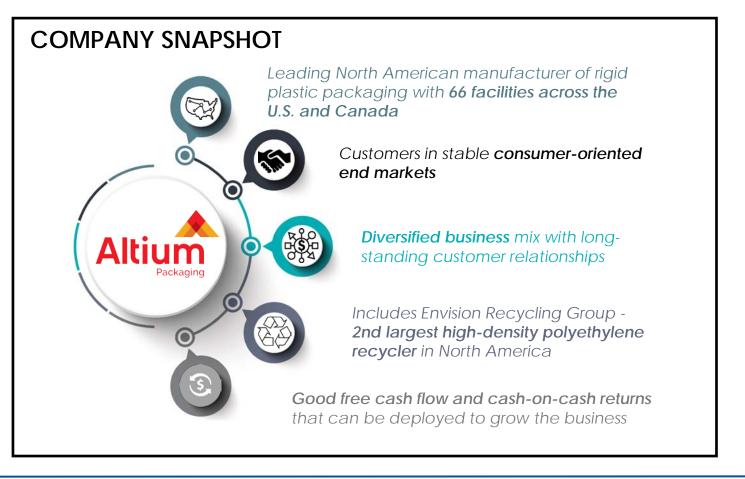


# Altium Packaging



## Packaging company that serves stable consumer-oriented end markets

- Altium Packaging's experienced management team brings a strong track record of operational success
- Long-standing customer relationships
- National footprint with 64 rigid packaging production facilities and 2 recycled resin facilities
- Second largest producer of recycled HDPE in the U.S., producing 100+ million pounds per year



The disposal of plastic and its effects on our environment is an important topic, and one that Loews and Altium take very seriously.

Altium offers several environmentally innovative solutions to help minimize the impact of plastic on the environment and promote a circular economy



Altium's **EcoPrime® resin is produced using a patented process for converting curb-side waste into resin** suitable for direct food contact.

**Dura**-Lite<sup>®</sup>

Altium's OceanBound Plastic is recycled HDPE resin that is sourced from regions of the world where plastic is most at risk of ending up in global waterways.

Altium's **Dura-Lite® reduces the amount of resin** used to create packaging, making it better for the environment, while improving product performance – both of which benefit customers.

## HIGHLIGHTS

- 97% of Altium's products are recyclable.
- Over the last two years, Altium has prevented about 6 million pounds of plastic from entering global waterways.

# Altium Packaging – Rigid Packaging Overview

- Focus on short- and mid-run volumes
- Cover a variety of attractive, recession-resistant, consumer-oriented focus segments



Note: Figures pro forma for acquisitions. Numbers are as of December 31, 2019 and may not add to 100% due to rounding.

# Altium Packaging - Acquisitions with Attractive Post-Synergy Multiples



## Diversification through acquisition

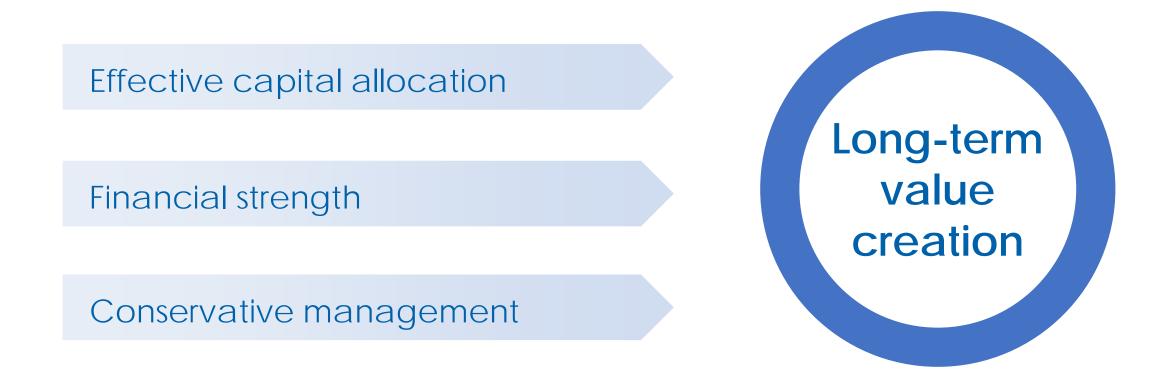
Acquisition	End Market	Products
Tri State Distribution (2019)	Retail pharmacies	
Plastique Micron (2019)	Personal care, pharma and specialty	
Sonic Plastics (2019)	Nutraceutical, specialty beverage, and personal care	
Polybottle (2018)	Food/beverage, auto, industrial, household and agriculture	
Delta Pac (2018)	Chemical, pharma and food	
Polycycle Solutions (2018)	Large-format water	

## Investment Outlook

- Fragmented industry with tuck-in opportunities
- Significant synergies from tuck-ins
- Ability to self-fund tuck-in acquisitions
- Attractive cash-on-cash returns
- Strong management team
- Addressing clients' concern over plastic with light-weighting and recycled resins









	Year Ended December 31							
(\$ millions)	2019		2	018	2	017		
Pretax income	\$	296	\$	241	\$	298		
Depreciation and amortization		346		345		323		
Interest expense		179		175		170		
EBITDA	\$	821	\$	761	\$	791		

Financial results are at the subsidiary level.

# Appendix – Loews Hotels & Co Adjusted EBITDA



	Year Ended December 31					31				
(\$ millions)		2019		2018		2017		2016		2015
Consolidated GAAP pretax income (loss)	\$	(28)	\$	73	\$	65	\$	22	\$	28
Non-recurring items <sup>1</sup>		110		2		(11)		17		12
Pretax income excluding non-recurring items	\$	82	\$	75	\$	54	\$	39	\$	40
Depreciation and amortization of owned properties		61		67		63		63		54
Interest expense on owned properties		22		29		28		24		21
Adjustments for unconsolidated joint ventures' proportionate share of EBITDA <sup>2</sup>		62		57		54		49		43
Adjusted EBITDA	\$	227	\$	228	\$	199	\$	175	\$	158

Loews Hotels & Co has been severely impacted by COVID-19 in 2020. See Q3 results in Earnings Supplement.

1. Non-recurring items include items such as acquisition transaction and transition costs, new development pre-opening costs, gains or losses on sale and impairments.

2. Represents the difference between Loews Hotels & Co's GAAP pretax income for its joint venture properties and its pro rata share of those properties' EBITDA based on its percentage ownership (e.g., if Loews Hotels & Co legally owns 50% of a property, 50% of that property's EBITDA is included, except for certain hotels where earnings are distributed on a different basis from legal ownership based on the underlying governing agreements).