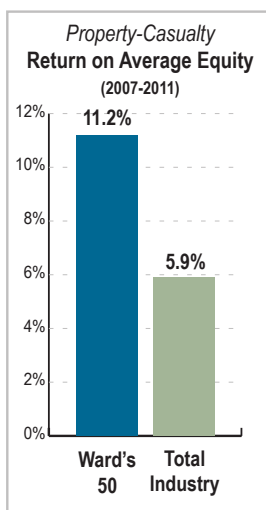


2012 Ward's 50 Top Performing P&C Insurers



Annually, Ward Group analyzes the financial performance of over 3,000 property-casualty insurance companies domiciled in the United States and identifies the top performers in each segment. This group is called the Ward's 50 for the year. Each Ward's 50 company has passed all safety and consistency screens and achieved superior performance over the five years analyzed. This is the 22nd year Ward Group has conducted the analysis. The Ward's 50 property-casualty group of insurance companies produced an 11.2% statutory return on average equity from 2007 to 2011 compared to 5.9% for the property-casualty industry overall.

"Financial returns for insurers declined in 2011 due to many factors including severe catastrophes, competitive pricing, low interest rates, high unemployment and sluggish economic growth," explains Jeff Rieder, Partner and Head of Ward Group. "Although results declined in nearly every sector of the industry, policyholder surplus and overall financial stability for the industry remains very strong. Companies are investing in new systems, improving internal processes and focusing on developing new capabilities to meet customer demands. In selecting the Ward's 50, we identify companies that pass financial stability requirements and measure their ability to grow while maintaining strong capital positions and underwriting results."



Safety and Consistency

Insurance companies are evaluated and must pass minimum thresholds to be considered for the Ward's 50 designation. Each company must pass primary safety and consistency tests, including:

- Surplus and premiums of at least \$50 million for each of the 5 years analyzed

- Net income in at least 4 of the last 5 years
- Compound annual growth in premiums between -10% and +40%

Performance Measurements

Companies that pass the safety and consistency tests are measured and scored on the following elements:

- Five Year Avg. Return on Avg. Equity
- Five Year Avg. Return on Avg. Assets
- Five Year Avg. Return on Total Revenue
- Five Year Growth in Revenue
- Five Year Improvement in Surplus to Written Premium
- Five Year Avg. Combined Ratio

Key Performance Benchmarks

An important objective of the Ward's 50 is to compare their performance as a group with the rest of the industry. In addition

to achieving greater levels of income returns, the Ward's 50 benchmarks also outperformed in other key performance benchmarks. The Ward's 50 property-casualty group compared 10.0 points lower for the five year combined ratio (92.8% compared to 102.8%) and grew policyholder surplus by 26.4% compared to 8.6% for the industry since 2007. Net premiums written for the Ward's 50 property-casualty group grew 11.8% compared to the industry's 2.1% growth.

In addition to achieving higher financial returns, the Ward's 50 benchmark continues to achieve lower expense ratios. "The expense ratio has been declining slowly for insurers but still remains higher than historical levels. Our research finds the Ward's 50 benchmarks gain significant advantages by effectively managing expenses," says Mr. Rieder. In 2011, expenses relative to revenue were 7.3% lower for the Ward's 50 property-casualty group of companies.

2012 Ward's 50® Companies

Property-Casualty (listed alphabetically)

ACE American Insurance Company
ACUIITY
Alaska National Insurance Company
Alleghany Group
American Financial Group
Ameriprise Financial
AMERISAFE
Assurant Group
Auto Club Enterprises Insurance Group
Bear River Mutual Insurance Company
Capital Insurance Group
Chubb Group
Coverys
CSE Insurance Group
The Doctors Company
Eastern Alliance Insurance Group
Erie Insurance Group
Federated Mutual Group
First Insurance Company of Hawaii, LTD
Franklin Mutual Insurance Group
GEICO*
Goodville Mutual Casualty Company
GUARD Insurance Group
GuideOne Insurance Company
HCC Insurance Holdings Group
Infinity P&C Insurance Group
Island Insurance Companies
Jewelers Mutual Insurance Company
Lackawanna Casualty Company
Lancer Insurance Company
Markel Corporation Group
The Main Street America Group
Metropolitan Property and Casualty Insur. Co.
Munich Reinsurance America, Inc
North Star Mutual Insurance Company
Ohio Mutual Insurance Group
Pacific Specialty Insurance Company
Philadelphia Insurance Companies
ProAssurance
Progressive Insurance Group
RLI Insurance Company*
Rural Mutual Insurance Company
Safety Insurance Group
Star Insurance Company
Travelers Insurance Group
USAA Group*
Vermont Mutual Insurance Company
W.R. Berkley Corporation
Western Mutual Insurance Group
Western National Insurance Group
*22-year recipient (1991-2012)

An important objective of the Ward's 50 is to compare their performance as a group with the rest of the industry. Comparisons based on benchmarks set by the Ward's 50 group of companies are available for individual companies and the total industry. Visit www.wardinc.com for more information.