# UNITED STATES 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): **May 19, 2009 EMPLOYERS HOLDINGS, INC.** 

(Exact Name of Registrant as Specified in its Charter)

NEVADA

(State or Other Jurisdiction of Incorporation)

001-33245

(Commission File Number)

04-3850065

(I.R.S. Employer Identification No.)

10375 Professional Circle Reno, Nevada

(Address of Principal Executive Offices)

**89521** (Zip Code)

Registrant's telephone number including area code: (888) 682-6671

No change since last report (Former Name or Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Section 7 – Regulation FD

### Item 7.01. Regulation FD Disclosure.

In connection with presentations by senior management of Employers Holdings, Inc. (the "Company") with certain analysts and investors, the Company is disclosing certain information (the "Disclosed Information").

Statements made in the Disclosed Information that are not historical are forward-looking statements that reflect management's current views with respect to future events and performance and may include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements, which are other than statements of historical fact. Such statements are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. See "Forward-looking Statements" in the Disclosed Information.

A copy of the Disclosed Information is furnished as Exhibit 99.1 to this Current Report on Form 8-K. The information set forth under "Item 7.01. Regulation FD Disclosure." and Exhibit 99.1 is intended to be furnished pursuant to Item 7.01. Such information, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing. The furnishing of this information pursuant to Item 7.01 shall not be deemed an admission by the Company as to the materiality of such information.

### **Section 9 – Financial Statements and Exhibits**

### Item 9.01. Financial Statements and Exhibits.

99.1 Presentation Materials

### **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.

EMPLOYERS HOLDINGS, INC.

By: /s/ Lenard T. Ormsby

Name: Lenard T. Ormsby
Title: Executive Vice President, Chief

Legal Officer and General Counsel

Dated: May 19, 2009

**Exhibit Index** 

Exhibit No. Exhibit

99.1 Presentation Materials



### America's small business insurance specialist.®



May, 2009

# **Employers Holdings, Inc.**Investor Presentation





### Safe Harbor Disclosure

This slide presentation is for informational purposes only. It should be read in conjunction with our Form 10-K for the year 2008, our Form 10-Q for the first quarter of 2009 and our Form 8-Ks filed with the Securities and Exchange Commission (SEC), all of which are available on the "Investor Relations" section of our website at www.employers.com.

### Non-GAAP Financial Measures

In presenting Employers Holdings, Inc.'s (EMPLOYERS) results, management has included and discussed certain non-GAAP financial measures, as defined in Regulation G. Management believes these non-GAAP measures better explain EMPLOYERS results allowing for a more complete understanding of underlying trends in our business. These measures should not be viewed as a substitute for those determined in accordance with GAAP. The reconciliation of these measures to their most comparable GAAP financial measures is included in this presentation or in our Form 10-K for the year 2008, our Form 10-Q for the first quarter of 2009 and our Form 8-Ks filed with the Securities and Exchange Commission (SEC) and available in the "Investor Relations" section of our website at www.employers.com.

### **Forward-looking Statements**

This presentation may contain certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements regarding anticipated future results and can be identified by the fact that they do not relate strictly to historical or current facts. They often include words like "believe", "expect", "anticipate", "estimate" and "intend" or future or conditional verbs such as "will", "would", "should", "could" or "may". All subsequent written and oral forward-looking statements attributable to us or individuals acting on our behalf are expressly qualified in their entirety by these cautionary statements.

Any forward-looking statements made in this presentation reflect EMPLOYERS current views with respect to future events, business transactions and business performance and are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve

risks and uncertainties, which may cause actual results to differ materially from those set forth in these statements.

We undertake no obligation to publicly **update** or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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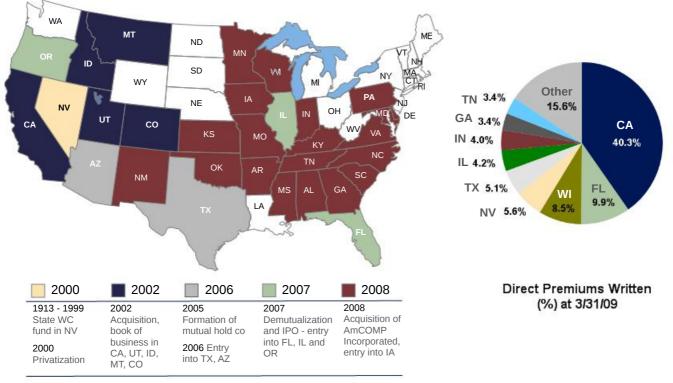


# Overview

Business	<ul> <li>Specialty provider of workers' compensation insurance</li> <li>Coverage required by statute</li> <li>Medical, temporary/permanent indemnity, death</li> </ul>	\$50 billion per year industry (2007, A.M. Best)
Customers	<ul> <li>Small "main street" businesses</li> <li>» Small business accounts for over 70% of net new jobs</li> <li>Low-to-medium hazard exposure industries</li> <li>» Top classes include restaurants, physicians, dentists, clerical, retail stores</li> <li>Distribution through agents and strategic partners</li> </ul>	Highly focused business model
Geographic	· 30 states with concentrations in CA, FL, WI and NV » Unique markets by state and area	Operate in 74% of total market (2008, A.M. Best)



# Selectively Expanding Footprint







# **Key Strategies**

### **FOCUS**

- Target attractive, underserved small business market
- Maintain disciplined risk selection, underwriting, pricin g and claims operations
- Focus on underwriting profitability

### **GROWTH**

- Selectively expand into additional markets
- Increase penetration in current markets
- Leverage infrastructure, technology and systems
- Develop existing and new distribution partners

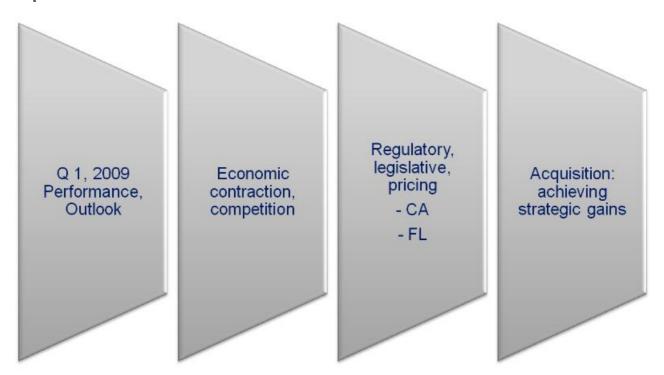
### CAPITAL

- · Manage capital prudently
- · Invest in core operations
- Invest in strategic acquisitions
- Return capital to shareholders

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# Update







# Acquisition Outcomes

Excellent strategic fit – small business focus

# Improved scale

- •From 11 to 30 states
- •More geographically diversified at Q1 2009, CA is only 40% of direct written premium

### Immediate growth in premium volume

- •58% increase in NPW (Q 1 2009 vs. Q 1 2008)
- Estimated annual premium growth largest in WI, ILL, GA (Q 1 2009)

# Financial benefits

- Investment spend of \$189 million for operations
- Deployed capital in core assets with history of profits

# Financial benefits (cont.)

- •\$12 million pretax savings, 2009
- •\$20 to \$22 million savings, 2010

# Integration on Track

- · People
- Branches
- Business





# Integration on Track

### **PEOPLE**

- · Senior management staffing changes implemented
- 14% staff reduction underway

### **BRANCHES**

- Consolidating corporate functions into corporate headquarters
  - Centralizing support functions of 18 branch offices
- · Field organization in place
  - 5 business units
- · Complete rebranding of 9 acquired branch offices
- Opened Charlotte Customer Service Support Center, centralizing call/imaging/mail center on the East Coast for improved customer service and operational efficiencies

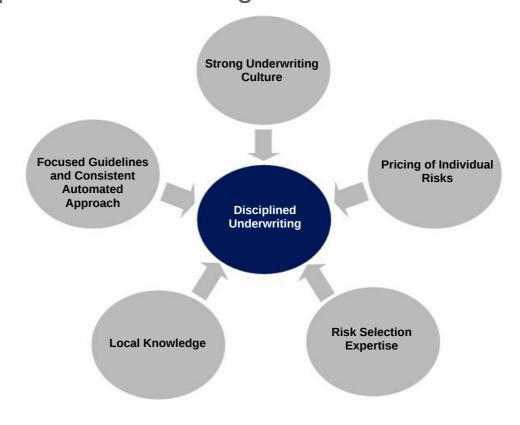
### **BUSINESS**

- Underwriting quality
  - Reviewed 20 to 30 largest accounts in each branch
  - Established quality assurance function with common underwriting requirements and processes
- Claims
  - Conversion of claims system partially implemented and to be completed in early 2010
  - Consolidated Florida claims handling in Maitland
- Loss Control
  - Loss control technical manual revised consistent with strategy in coordination with Underwriting and Claims

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# **Disciplined Underwriting**

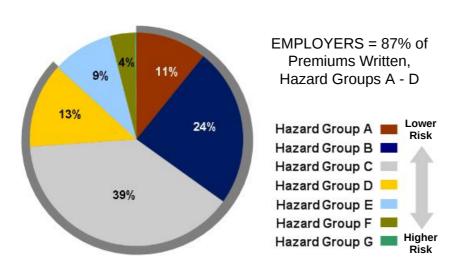






# Disciplined Risk Selection

### Further Differentiate Risks within Industry-defined Customer Classes



NCCI Hazard Group	100 10 0103303	% Direct Written Premium
С	Physicians and Clerical	6.8
Α	Restaurants	6.5
В	Wholesale Stores	5.1
В	Retail Stores	2.9
В	College Employees	2.7
С	Clothing Manufacturers	2.6
D	Automobile Services	2.3
С	Clerical	2.2
D	Machine Shops	2.0
С	Retail Grocery/Provisions Stores	1.8
	Total Top 10	34.9



% of Premiums Written, 12/31/08



# **Superior Claims Management**

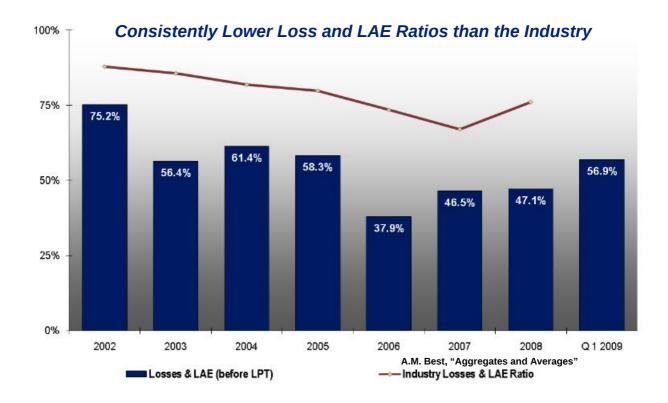
# In-house medical management staff Coordinate care and manage medical costs URAC accreditation in case management and utilization review Comprehensive fraud program \$\frac{\$4.2\$ million savings in 2008} Rigorous quality assurance processes Ensure compliance with best practices and regulatory requirements Dedicated subrogation unit Recoveries over \$3.9 million in 2008 Pharmacy benefit management program Savings over \$2.9 million in 2008

Claims professionals average over a decade of experience





# **Delivering Superior Loss Ratios**







# Unique Distribution Network

## **Independent Agents and Brokers**

Over 1,900 in placeStrong relationships with agents

### **Strategic Partnerships**

- ADP
- Wellpoint
- E-chx / Granite
- Intego Services
- Wells Fargo
- Telepayroll

Physicians and restaurants are our top two classes of customers

### **Industry Focused**

- California Restaurant
   Association provider of choice
- California Medical Association sponsorship





# **Increasing Points of Access**

### Strategic Partnerships



Largest payroll services company in the US with over 45,000 clients Program since 2002 – business originates with ADP's field sales staff and insurance agency with "Pay-by-Pay" premium collection



· a distribution advantage by expanding market reach and providing local knowledge



Largest group health carrier in CA - exclusive relationship - use medical provider network

Partner since 2002 – business originated by health agents with a single bill to customers



Contribute

· in high persistency



Specialty provider of payroll services / insurance broker Partner since Q 4 2006, expanded alliance in 2008



· about 15% of direct premiums written



Provider of insurance software services Partner since Q 4 2007



Small business payroll services Partner since Q 2 2008



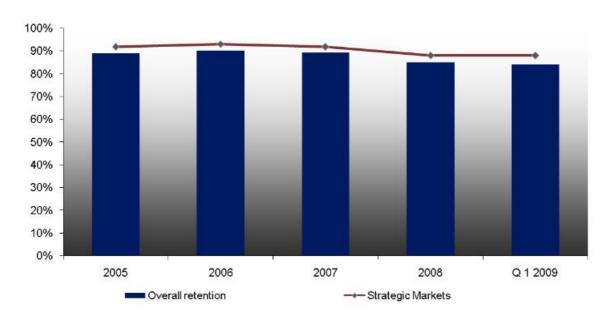
Online payroll services and payment processing One of the largest independent payroll processors in Southern CA Partner since Q 1 2009





# **Strong Retention Rates**

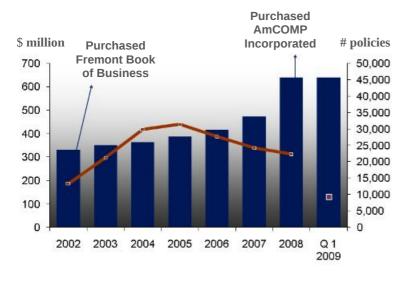
### Strategic Partnerships Result in Consistently Higher Retention Rates







# **Increasing Market Penetration**



Net Premiums Written

In Force Policies

NPW 2002 - 2008 CAGR, 9%

Policy Count 2002 - 2008 CAGR,12%

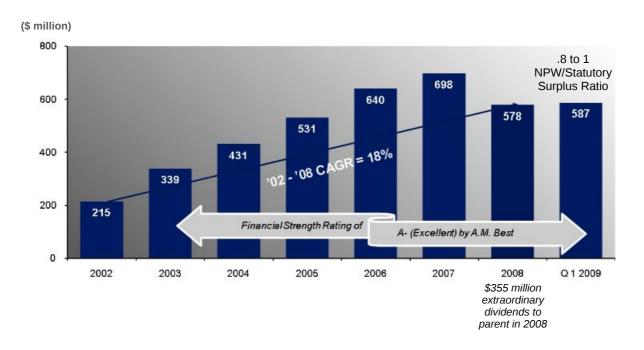
- Substantive M & A growth
- Responsible, strong in force policy growth
  - 33.2% increase (3/31/08 to 3/31/09)
- Maintaining underwriting discipline





# **Strong Capital Position**

### Strong Growth in Statutory Surplus Provides a Solid Basis for Underwriting







# Loss Portfolio Transfer (LPT)

Retroactive 100% quota share reinsurance coverage for all losses prior to 7/1/95



Gain on transaction booked as statutory surplus; deferred and amortized under GAAP



Non-recurring transaction with no ongoing cash benefits or charges to current operations



3 Reinsurers: ACE, Berkshire (NICO), XL Fully collateralized under agreement: largely cash/short-term, U. S. treasuries; and Wells Fargo stock

Contract			
	(\$ million)		
Total Coverage	\$2,000		
Original Reserves (Liabilities) Transferred	\$1,525		
Consideration	\$ 775		
Gain at 1/1/2000	750		
Subsequent Reserve Adjustments	(147.5)		
Gain at 3/31/09	\$602.5		

Accounting at 3/31/09	
	(\$ million)
Statutory Surplus Created	\$602.5
Cumulative Amortization To Date	(200.3)
GAAP: Deferred Reinsurance Gain - LPT Agreement	\$402.2

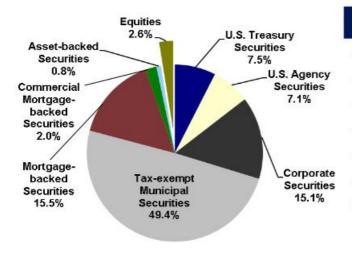
Youngest claim is 14 years old - 3,656 claims open as of 3/31/09 with 5% closing each year

Remaining liabilities at 3/31/09: \$920 million





# High Quality Investment Portfolio



Portfolio at 3/31/09

### \$2.08 billion fair market value

- Approximately 80% AA rated
- Book yield of 4.7%
- Tax equivalent book yield of 5.6%
- Effective duration of 4.97
- 2008: added \$418 million acquired assets
- Managed by Conning Asset Management
- Minimal impacts during challenging markets
  - Q 1 2009 OTTI of \$1.8 million
  - 2008 OTTI of \$12.7 million





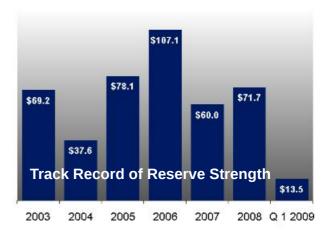
# History of Reserve Strength

Net reserves for workers' comp industry estimated to be deficient by \$6 Billion at 12/31/08 (1)



### **Reserve Development**

Net Calendar Year Reserve Releases for Prior Accident Years (\$ million)



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(1) NCCI, "2009 State of the Line"



# High Quality Reinsurance

### **Program Structure Reinsurance Management** Maintain a high quality reinsurance program Priced annually, effective 7/1/2008 Limits of \$200M Long-term relationships with Focus on lead reinsurers select small business Retention of \$5M provides a natural dispersion Catastrophe excess of loss includes of 100% rated A or better maximum any one life of \$10M exposure across markets Includes terrorism, excludes nuclear, biological, chemical, and radiological



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# Prudent Capital Management

### **Holding Company Flexibility**

\$80 million in cash

\$18 million in additional upstream dividends in 2009

Over \$200 million in fixed maturities

(Over \$100 million in maturing securities over the next year at operating subsidiaries)

### **Investing in the Future**

### Generating capital

Investing in operations

Investing in securities

### Redeploying capital in profitable operations

Acquisition equity value of \$189 million

\$150 million Wells Fargo secured line of credit

### Cost containment

2008 operating expenses flat (vs. 2007); Q1 2009 expenses down, excluding acquired operations and restructuring/integration costs

14% staff reduction, consolidation of functions

Extensive budget review

### **Returning Capital to Shareholders**

**Dividends** 

\$0.24 per share or approximately \$12 million per year - future dividends subject to Board approval

Share Repurchases 2008 Stock Repurchase Program: 2.4 million shares repurchased at 3/31/09, average price = \$12.31 per share

Since the IPO (02/05/07), repurchased 6.3 million shares, average price = \$16.56 per share





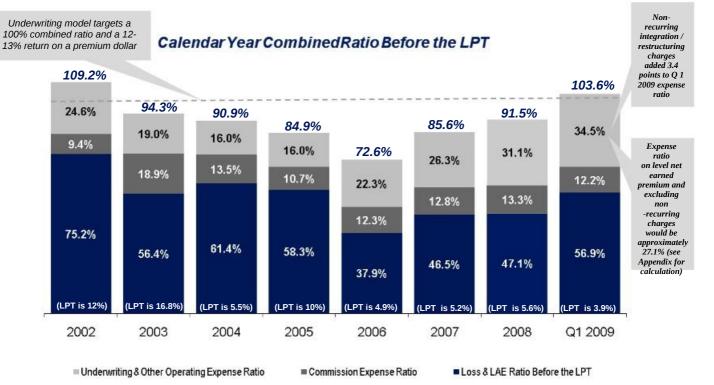
# Selected Operating Results

Income Statement (\$ million)	2005	2006	2007	2008	Q1 2009
Gross Written Premium	\$ 458.7	\$ 401.8	\$ 350.7	\$ 322.9	\$ 128.1
Net Written Premium	439.7	387.2	338.6	312.8	124.7
Net Earned Premium	438.3	393.0	346.9	328.9	111.6
Net Investment Income	54.4	68.2	78.6	78.1	23.3
Net Income	137.6	171.6	120.3	101.8	20.9
Net Income Before LPT	93.8	152.2	102.2	83.4	16.5
Balance Sheet (\$ million)	2005	2006	2007	2008	Q1 2009
Balance Sheet (\$ million)  Total Investments	2005 \$ 1,595.8	2006 \$ 1,715.7	2007 \$ 1,726.3	2008 \$ 2,042.9	Q1 2009 \$ 2,083.2
Total Investments	\$ 1,595.8	\$ 1,715.7	\$ 1,726.3	\$ 2,042.9	\$ 2,083.2
Total Investments  Cash and Cash Equivalents	\$ 1,595.8 61.1	\$ 1,715.7 80.0	\$ 1,726.3 149.7	\$ 2,042.9 202.9	\$ 2,083.2 190.4
Total Investments  Cash and Cash Equivalents  Total Assets	\$ 1,595.8 61.1 3,094.2	\$ 1,715.7 80.0 3,195.7	\$ 1,726.3 149.7 3,191.2	\$ 2,042.9 202.9 3,756.7	\$ 2,083.2 190.4 3,764.8





# Consistently Profitable Underwriting



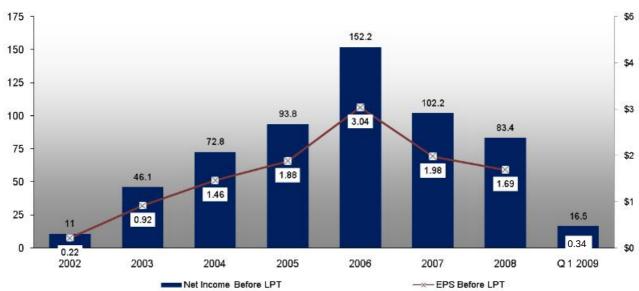
NOTE: LPT percentages include reserve adjustments

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# **Continuing Profits**



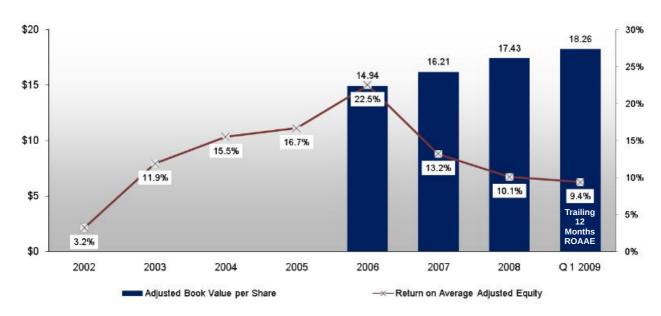


NOTE: 50,000,002 pro forma shares prior to February 5, 2007 (IPO date)





# Return on Average Adjusted Equity, Increasing Book Value per Share



NOTE: 50,000,002 pro forma shares prior to February 5, 2007 (IPO date)
Return on Average Equity includes deferred gain related to the LPT - equity in the ROE calculation is averaged for the period

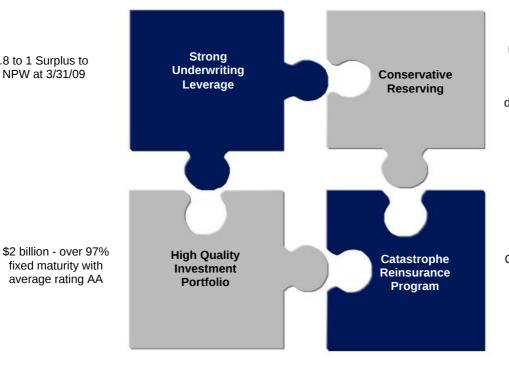




# Summary of Financial Strength

.8 to 1 Surplus to NPW at 3/31/09

average rating AA



Track record of reserve strength: since IPO, \$145 million favorable prior AY reserve development as of 3/3109

Coverage up to \$200 M loss





# **Key Strengths**

- Established enterprise with consistently strong performance 95 year operating history
- Focused operations and disciplined underwriting attractive, underserved target market segment with growth opportunities
- Unique and long-standing strategic distribution relationships resulting in higher retention
- *Financial strength and flexibility* strong balance sheet, conservative reserving, negligible asset exposure to recent sub-prime market dislocations
- Experienced management team with deep knowledge of workers'
   compensation - average 25 years experience with the ability to manage through
   challenging operating conditions





Douglas D. Dirks President & Chief Executive Officer Employers Holdings, Inc.

William E. (Ric) Yocke Chief Financial Officer Employers Holdings, Inc.

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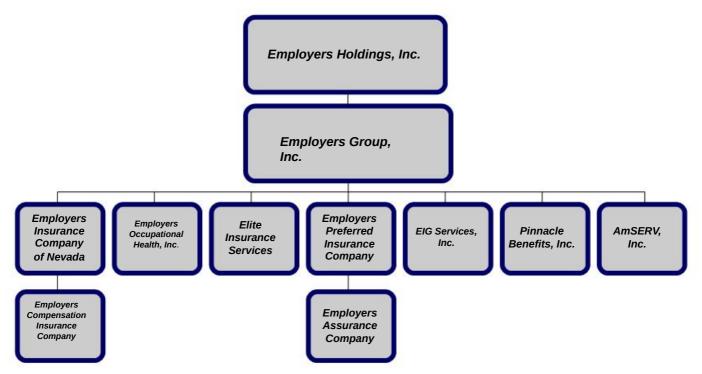


# **Appendix**





# Organization



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### COMPUTATION OF ADJUSTED EXPENSE RATIO ON LEVEL PREMIUMS

	Three Months Ending <u>3/31/2008</u>		Three Months Ending <u>3/31/2009</u>		
	(millions)				
Earned Premium					
Employers	\$	75.8	\$	111.6	
Acquired operations		52.2		-	
		128.0	D	111.6	A
Underwriting & Other Operating Expenses				36.5	
Policyholder Dividends				2.0	
Total Expenses				38.5	В
Less: One-time restructuring charge				3.8	
<b>Net</b> Underwriting & Other					
Operating Expenses			\$	34.7	C
Expense ratio				34.5%	B/A
Adjusted Expense ratio (net)				31.1%	C/A
Adjusted Expense ratio (net)					
on Level Premiums (1stQ-'08)				27.1%	C/D

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# Regional Organization, Pricing Trends in 2009 at 4/1/09

