



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 <u>www.employers.com</u>.

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.

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<u>EMPLOYERS</u>®

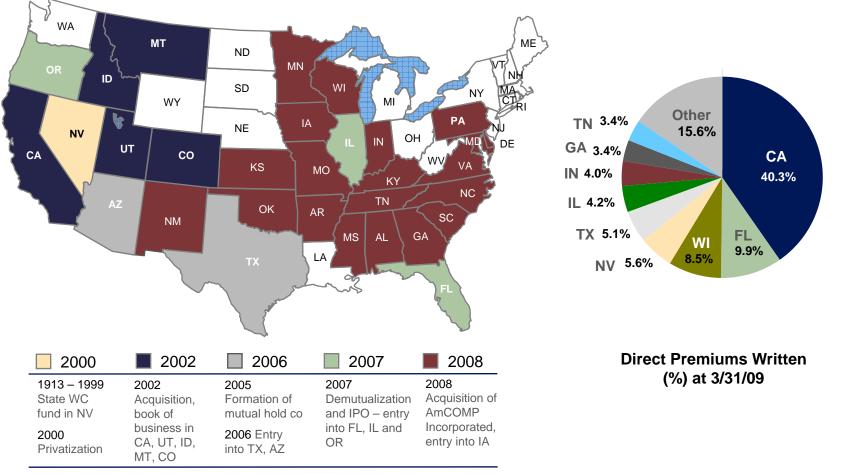
America's small business insurance specialist.®

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





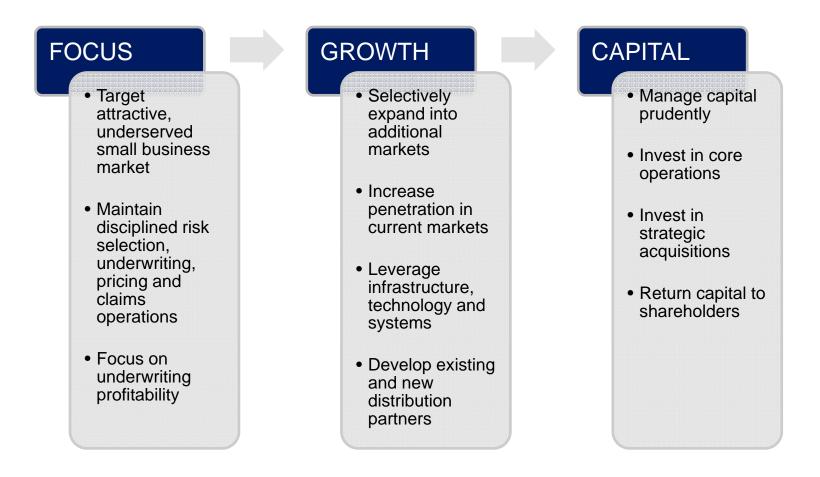
Selectively Expanding Footprint







Key Strategies







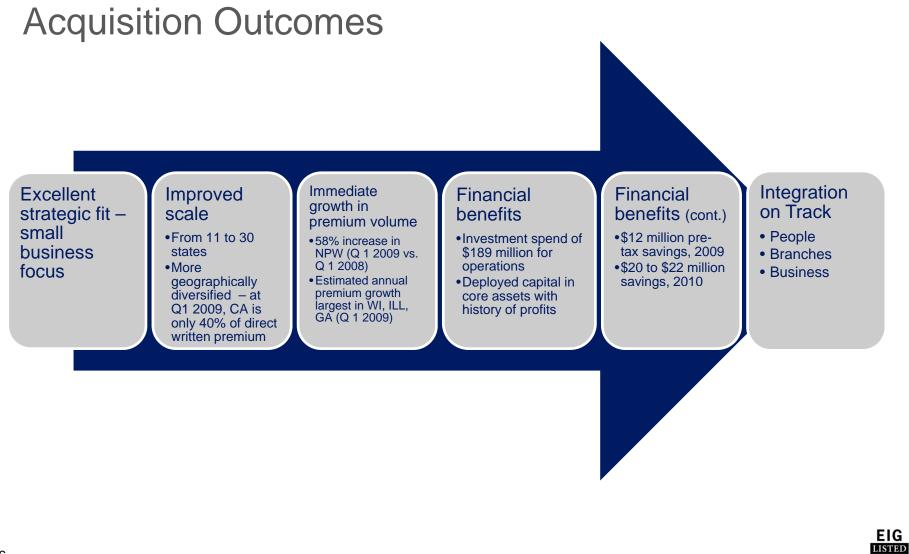
Update







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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





Disciplined Underwriting



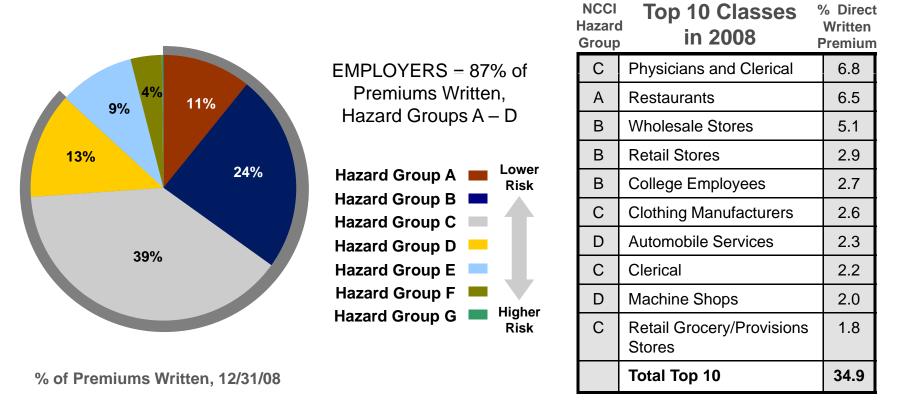


<u>EMPLOYERS</u>®

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Disciplined Risk Selection

Further Differentiate Risks within Industry-defined Customer Classes





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

• \$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

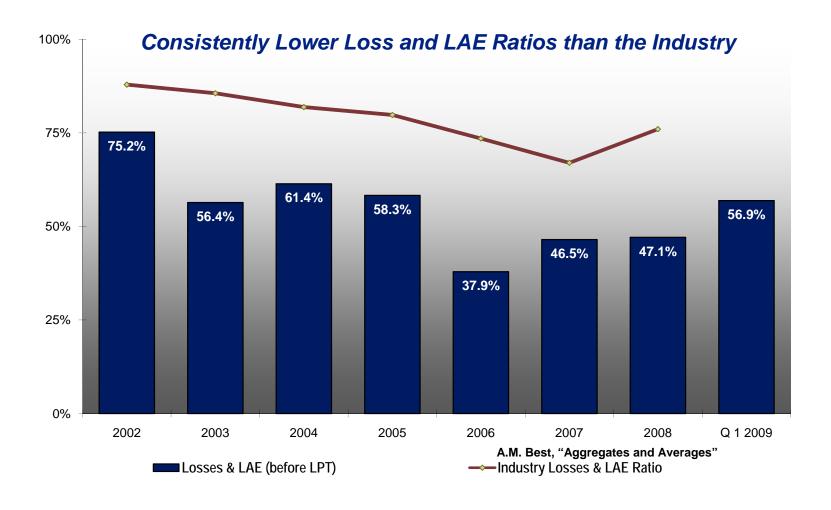
Savings over \$2.9 million in 2008

Claims professionals average over a decade of experience





Delivering Superior Loss Ratios

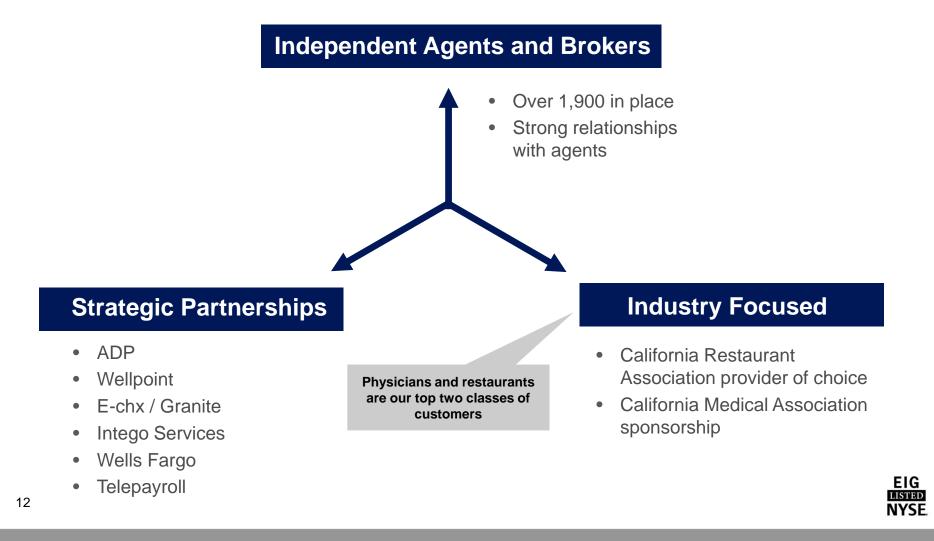




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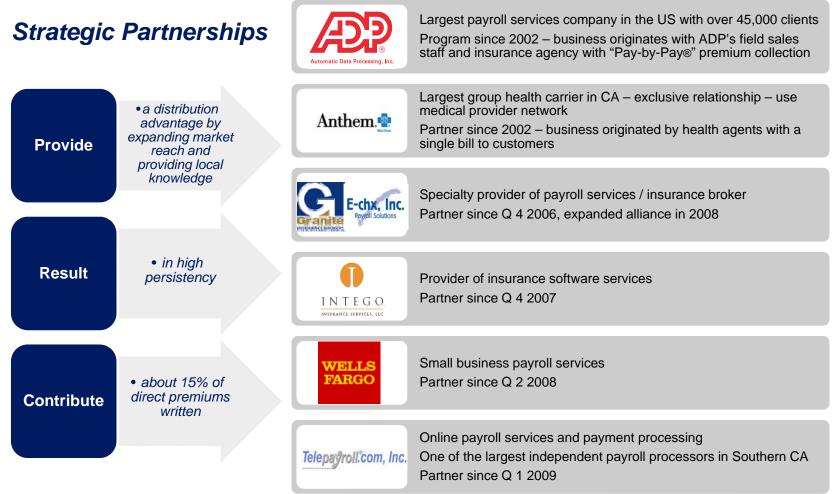


Unique Distribution Network





Increasing Points of Access

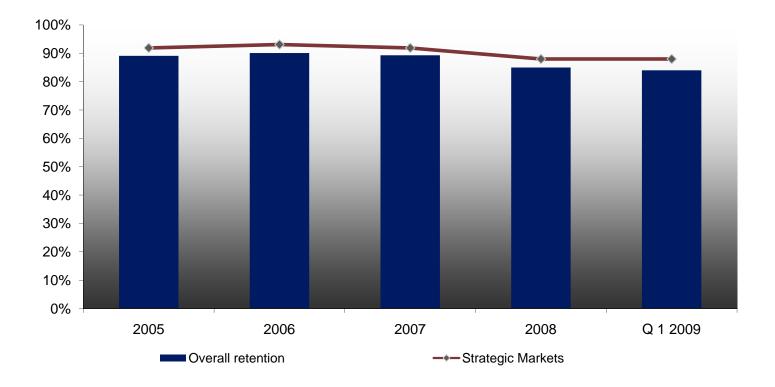






Strong Retention Rates

Strategic Partnerships Result in Consistently Higher Retention Rates

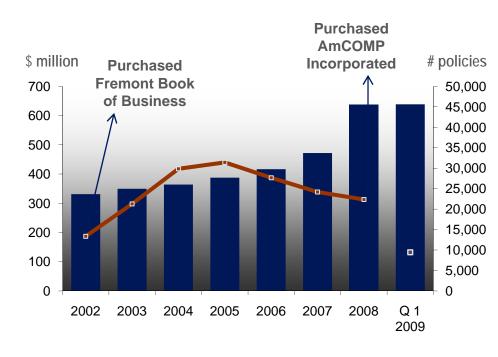




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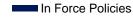
Increasing Market Penetration



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



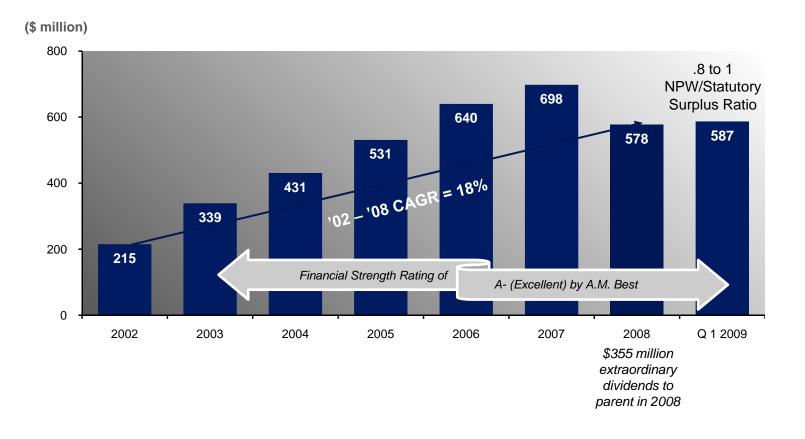






Strong Capital Position

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 <u>3 Reinsurers: ACE,</u> <u>Berkshire (NICO), XL</u> 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

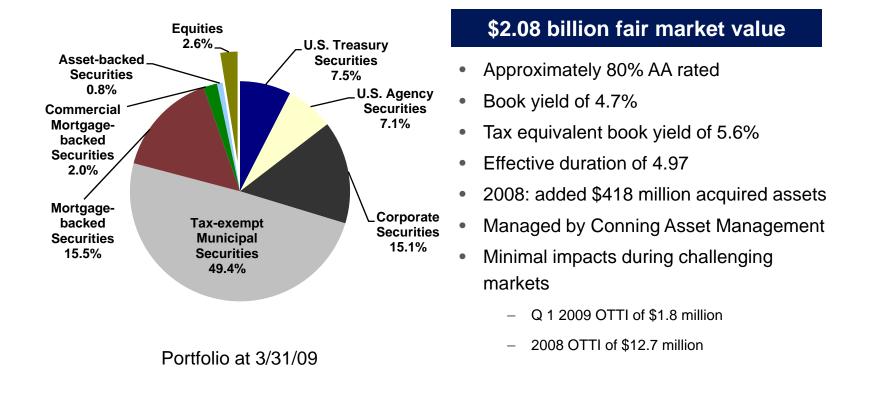
Remaining liabilities at 3/31/09: \$920 million



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High Quality Investment Portfolio







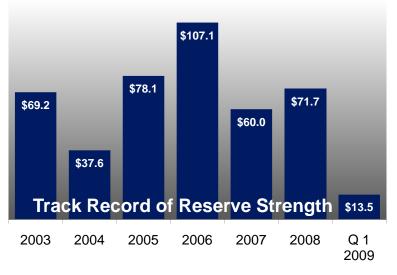
History of Reserve Strength

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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High Quality Reinsurance

Reinsurance Management

Maintain a high quality reinsurance program

Focus on select small business provides a natural dispersion of exposure across markets

Long-term relationships with lead reinsurers

100% rated A or better

Program Structure

Priced annually, effective 7/1/2008

Limits of \$200M

Retention of \$5M

Catastrophe excess of loss includes maximum any one life of \$10M

Includes terrorism, excludes nuclear, biological, chemical, and radiological





Prudent Capital Management

\$80 million in cash \$18 million in additional upstream div	dends in 2009	Over \$200 million (Over \$100 million in n subsidiaries)	in fixed maturities naturing securities over the next year at operating	
Investing in the Future				
Generating capital Investing in operations Investing in securities	profitable		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	
Ret	urning Capita	al to Shareh	olders	
Dividends \$0.24 per	share or approximately \$	12 million per year – fu	ture dividends subject to Board approval	
Repurchases per share			rchased at 3/31/09, average price = \$12.31 average price = \$16.56 per share	





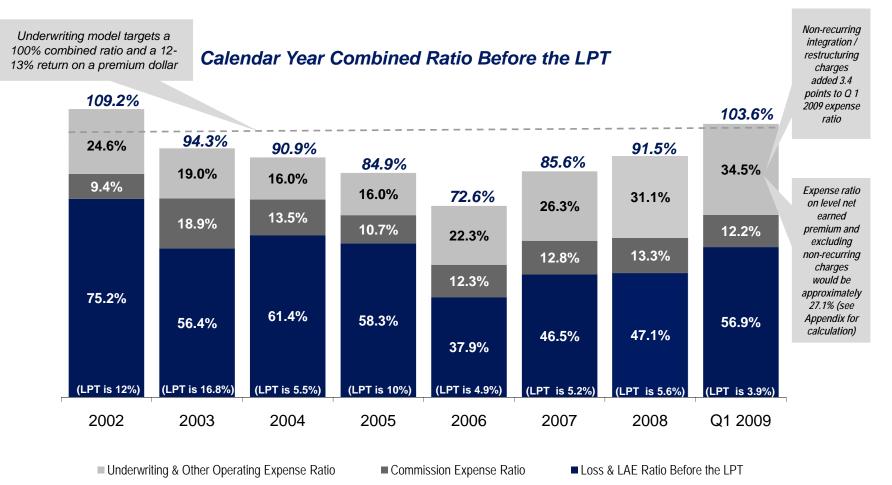
Selected Operating Results

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





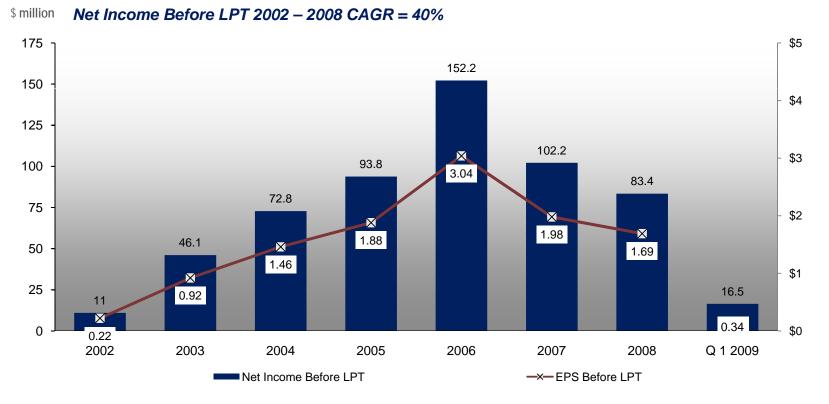
Consistently Profitable Underwriting







Continuing Profits

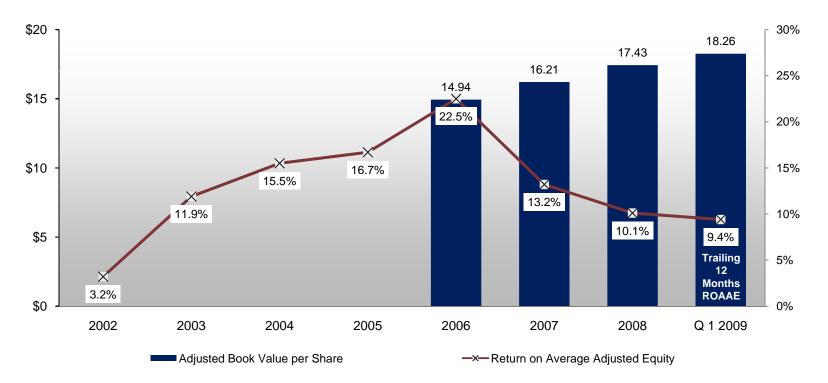


NOTE: 50,000,002 pro forma shares prior to February 5, 2007 (IPO date)





Return on Average Adjusted Equity, Increasing Book Value per Share

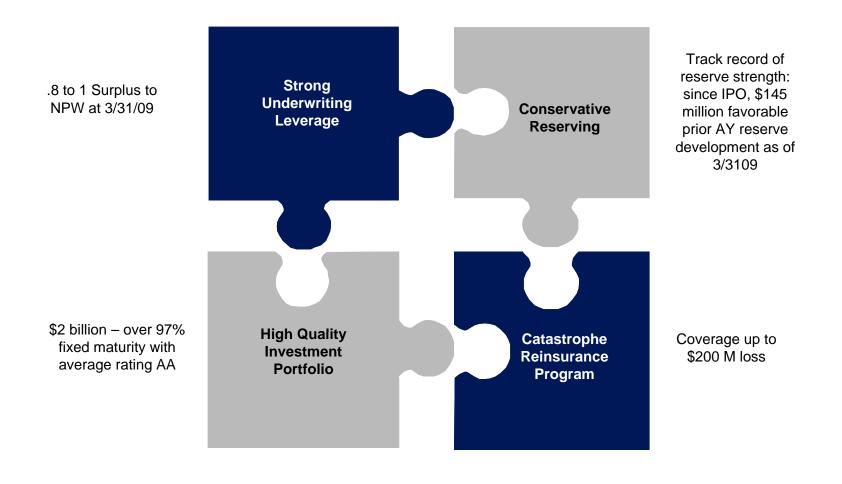


NOTE: 50,000,002 pro forma shares prior to February 5, 2007 (IPO date) Return on Average Equity includes deferred gain related to the LPT – equity in the ROE calculation is averaged for the period





Summary of Financial Strength







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





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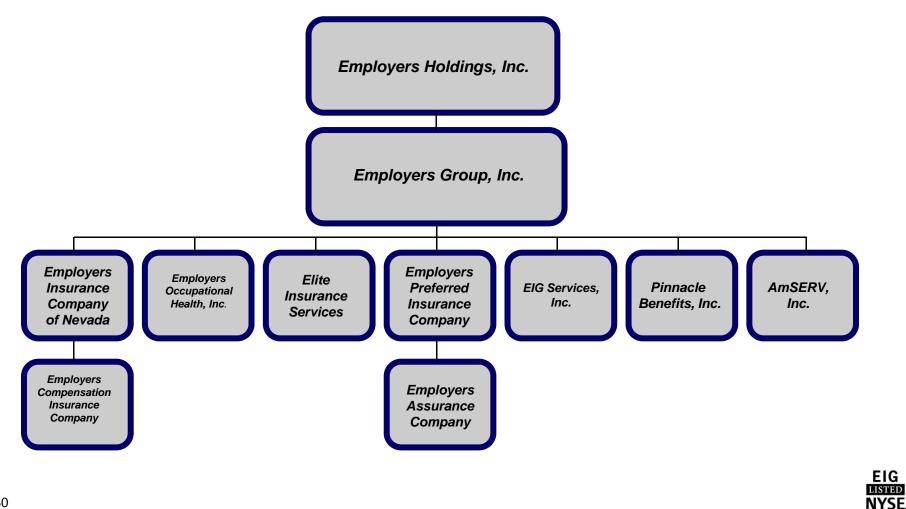


Appendix





Organization





	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	Α
Underwriting & Other Operating Expenses				36.5	
Policyholder Dividends				2.0	
Total Expenses				38.5	В
Less: One-time restructuring charge				3.8	
Net Underwriting & Other					
Operating Expenses			\$	34.7	С
Expense ratio				34.5%	B/A
Adjusted Expense ratio (net)				31.1%	C/A
			_	01.1/0	0,10
Adjusted Expense ratio (net) on Level Premiums (1stQ-'08)				27.1%	C/D

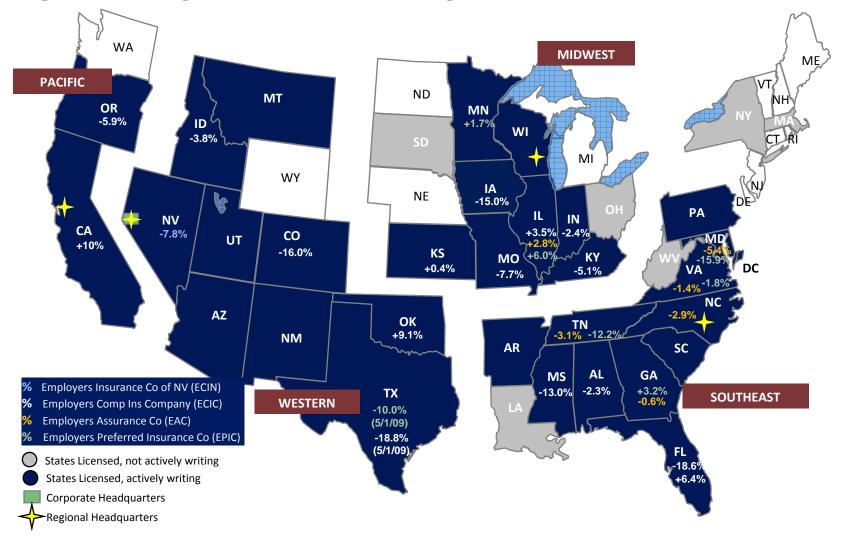




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Regional Organization, Pricing Trends in 2009 at 4/1/09



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