

Forward-Looking Statements



In this presentation, the Company and its management discuss and make statements based on currently available information regarding their intentions, beliefs, current expectations, and projections of, among other things, the Company's future performance, including the effects of the Coronavirus (COVID-19) pandemic, business growth, retention rates, loss costs, claim trends and the impact of key business initiatives, future technologies and planned investments. Certain of these statements may constitute "forward-looking" statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and are often identified by words such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "target," "project," "intend," "believe," "estimate," "predict," "potential," "pro forma," "seek," "likely," or "continue," or other comparable terminology and their negatives. The Company and its management caution investors that such forward-looking statements are not guarantees of future performance. Risks and uncertainties are inherent in the Company's future performance. Factors that could cause the Company's actual results to differ materially from those indicated by such forward-looking statements include, among other things, those discussed or identified from time to time in the Company's public filings with the SEC, including the risks detailed in the Company's Quarterly Reports on Form 10-Q and the Company's Annual Reports on Form 10-K. Except as required by applicable securities laws, the Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Filings with the U.S. Securities and Exchange Commission (the "SEC")

The Company's filings with the SEC and its quarterly investor presentations can be accessed through the "Investors" link on the Company's website, www.employers.com. The Company's filings with the SEC can also be accessed through the SEC's EDGAR Database at www.sec.gov (EDGAR CIK No. 0001379041).

Reconciliation of Non-GAAP Financial Measures to GAAP

Within this investor presentation we present various financial measures, some of which are "non-GAAP financial measures" as defined in Regulation G pursuant to Section 401 of the Sarbanes-Oxley Act of 2002. A description of these non-GAAP financial measures, as well as a reconciliation of such non-GAAP measures to our most directly comparable GAAP financial measures is included in the attached Financial Supplement. Management believes that these non-GAAP measures are important to the Company's investors, analysts and other interested parties who benefit from having an objective and consistent basis for comparison with other companies within our industry. Management further believes that these measures are more relevant than comparable GAAP measures in evaluating our financial performance.

These measures should not be viewed as a substitute for those determined in accordance with GAAP. Reconciliation of these measures to their most comparable GAAP financial measures are included in the attachment to this presentation. They are also included in the earnings release Form 8-Ks filed with the Securities and Exchange Commission (SEC) and available in the "Investors" section of our website at www.employers.com.

At a Glance						
Ticker	NYSE: EIG					
Headquarters	Reno, Nevada					
Stock Price*	\$40.16					
Common Shares Outstanding at 9/30/2021	28.0 Million					
Float at 9/30/2021	27.2 Million					
Average Daily Volume	196,000 - shares					
Market Cap*	\$1.1 Billion					
Book Value per Share at 9/30/2021	\$46.81**					
Analyst Coverage	Boenning & Scattergood Dowling & Partners JMP Securities Truist Securities					

^{*} As of October 22, 2021

^{**} Including the Deferred Gain

Impacts of COVID-19 on our Business



(excerpt from the Company's Form 10-Q)

The COVID-19 pandemic has caused a reduction in business activity, widespread unemployment, supply chain interruptions, and overall economic instability. All states, including California, where we generated 45% of our in-force premiums as of September 30, 2021, have, in recent times, imposed various restrictions on business operations and social gatherings. Certain classes of business that we insure, especially those related to the restaurant and hospitality industries, were particularly affected by these restrictions.

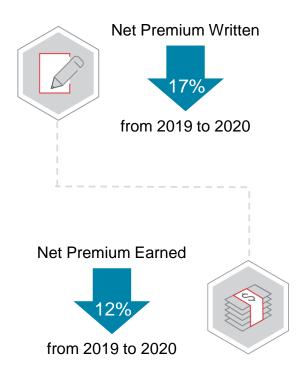
While new business premium production did not meet our expectations earlier in the year, we remain encouraged by the rebound we have experienced since May of 2021. We closed another quarter with a record number of policies in-force, which demonstrates that our policyholders have endured the pandemic and small businesses are actively shopping for workers compensation coverage, and our year-over-year new business premium has increased. As widespread vaccinations continue and labor market shortages improve, we remain confident that rising payrolls will bring further improvement to our top line. In support of this anticipated recovery, we have continued to pursue and advance the significant investments that we have made in delivering a superior customer experience for our independent and digital agents.

We continually review and adjust to changes in our policyholders' payrolls, economic conditions, and seasonality, as experience develops or new information becomes known. Any such adjustments are included in our current operations and are made periodically through mid-term endorsements and/or premium audits. We increased our final audit premium accruals by \$4.7 million during the three months ended September 30, 2021, as our payroll exposure improved with the labor market strengthening.

Despite government mandates and legislative changes related to the COVID-19 pandemic, including the presumption of COVID-19 compensability for all or certain occupational groups in many states, we experienced a decline in the frequency of compensable indemnity claims during the first nine months of 2021. This decline was experienced in nearly all states.

While vaccination efforts are underway and most businesses have now reopened, the continued impact of the COVID-19 pandemic, including any increases in infection rates, new variants and renewed governmental action to slow the spread of COVID-19, cannot be estimated at this time.





COVID-19 Claims Data



5,781 claims were reported

1,338 were actual claims

341 claims were accepted

148 claims are currently open

Largest single incurred amount was \$867,000 Average size of incurred open claims \$31,281 Average size of incurred closed claims \$787 Total Aggregate incurred so far is \$5,566,087





EMPLOYERS® is a mono-line writer of workers' compensation (WC) insurance focused on low to medium hazard risk small businesses.

MARKETS AND DISTRIBUTION

\$580 Million Written Premium 2020 \$697 Million Written Premium 2019

Low Hazard Focus

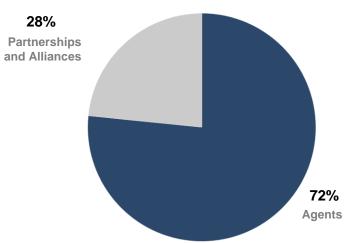
97%

of in-force premium in **NCCI** low to medium (hazard groups A-D)

3%

of in-force premium in NCCI higher (hazard groups E-G)

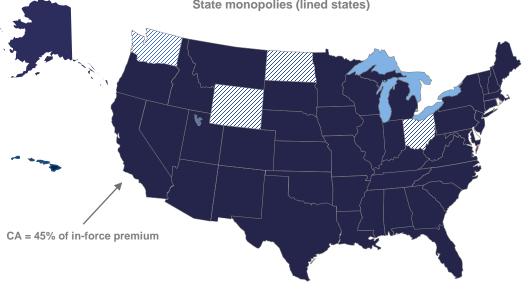
Premium Contribution



109,870 in-force policies at 9/30/2021 \$5,186 average policy size

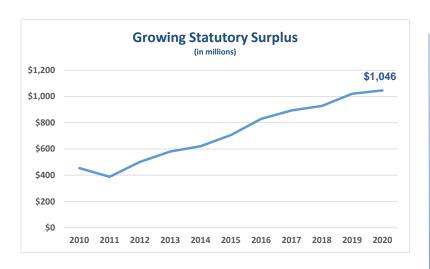
Nationwide Platform

State monopolies (lined states)



Capital Strength ~ Returns to Shareholders





A- (Excellent) rating from A.M. Best

Shareholder Friendly While Focused on Long-Term Stability

\$813M

Returned to shareholders since IPO in share repurchases and dividends

Reinsurance

\$190 million in excess of \$10 million retention

Investment Portfolio Complements Structure \$2.7B

Investment Portfolio (average credit quality A+)

■ Fixed Income ■ Equities and Other Investments

2021 Repurchases and Dividends

\$33.3M

Aggregate share repurchases in nine months ended September 30, 2021, totaling 876,284 shares of common stock, at an average price of \$38.03 per share

\$0.75

Cash dividends paid per share in 2021 (representing a 2.6% annual dividend yield on the 9/30/2021 share price of \$39.49)

OVER 100 YEAR OPERATING HISTORY

Strong underwriting focus with established presence in attractive markets

Record number of policies in-force, excellent operating ratios

Unique, long-standing strategic distribution relationships

Conservative risk profile and prudent capital management

Solid financial position and strong balance sheet

Extremely well-positioned for post COVID-19 economic recovery

UNIQUE GROWTH
OPPORUTUNITIES
SPECIFIC TO
EMPLOYERS®

Transforming the way small businesses and insurance agents utilize digital capabilities to improve their customer experience:

- (i) improving the agent experience and enhancing agent efficiency;
- (ii) providing direct-tocustomer workers' compensation insurance policies through Cerity, a subsidiary separate from EMPLOYERS' other insurance businesses

The Workers Compensation Market



- Workers' compensation is a form of insurance providing wage replacement and medical benefits to employees injured in the course of employment.
- Approximately 1,500 companies write workers' compensation in the U.S.

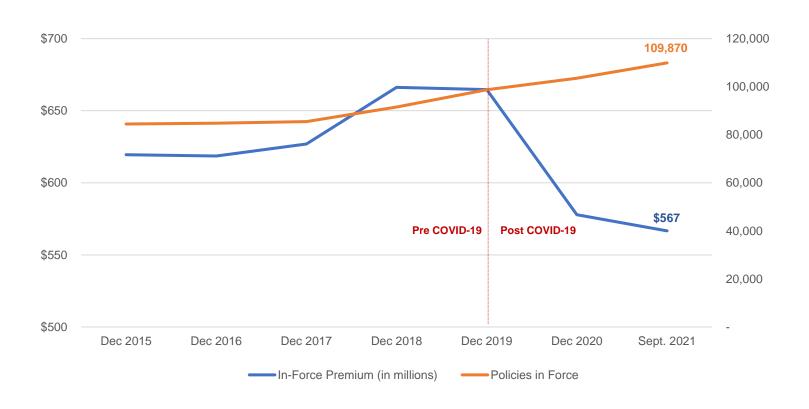
Total Size: Approximately \$51 Billion in Direct Written Premium in 2020*

2020	0	2020 Direct Premiums Written	2020 Direct Premiums Written (Workers		
Rank	Company Travelers	(ALL LINES) 28,786,741	3,737,454	Comp. 13%	
2	The Hartford	12,378,219	2,992,054	24%	
3	Zurich	13,623,338	2,495,405	18%	
4	Chubb	24,199,582	2,294,598	9%	
5	Liberty Mutual	36,172,570	2,140,149	6%	
6	Berkshire Hathaway Inc.	46,358,896	1,998,778	4%	
7	AmTrust Financial	4,620,771	1,956,224	42%	
8	AF Group	2,189,021	1,668,319	76%	
9	State Ins Fund Workers' Comp	1,610,727	1,610,727	100%	New York State Fund
10	Old Republic Insurance	4,777,897	1,301,262	27%	<i>y</i>
11	AIG	13,503,321	1,188,916	9%	
12	Great American Insurance	6,689,564	1,165,279	17%	
13	W. R. Berkley Corp.	6,807,602	1,087,052	16%	-
14	State Compensation Ins Fund	1,076,840	1,076,840	100%	California State Fund
15	ICW	1,042,670	964,004	92%	
16	Texas Mutual Insurance Co.	923,314	923,314	100%	> Texas State Fund
17	CNA	11,746,820	814,943	7%	,
18	Fairfax Financial	7,514,896	700,029	9%	
19	STARR Cos.	3,816,065	662,253	17%	
20	Arch Capital	4.688.733	631.585	13%	100% focused on Workers'
21	EMPLOYERS®	570,760	570,760	100%	Compensation Low-Medium Hazard Risk
22	CopperPoint Insurance Companies	668.784	569,547	85%	
23	Pinnacol Assurance	512,025	512,025	100%	Colorado State Fund
24	Markel	6,054,305	497,736	8%	•
25	Everest Re	2,690,700	493,543	18%	

^{*} Source: National Association of Insurance Commissioners and S&P Global



For EMPLOYERS®, in-force policy counts are at record levels, but payrolls have been adversely impacted by COVID-19.



Market Conditions: Impact and Recovery



The Macro-Economy and Workers Compensation



America's small business insurance specialist.®

2019

Markets have been competitive with generally declining loss costs reflected in rates.

Provided greater support to agents and policyholders; further diversified risk exposure geographically; and utilized a multi-company pricing platform and territory-specific pricing.

2020

The slowdown in economic production due to COVID-19 led to an overall reduction in premiums as policyholders reduced their workforce.

The record number of ending policies inforce demonstrates that Employers' policyholders are enduring the pandemic, albeit with lower payroll levels.

Average policy size falls to \$5,584, down from \$6,735 in 2019.

2021

Macro-economic conditions remain resilient.

With its high number of policies in-force and strong retention ratios, Employers is well positioned to regain the premium it lost to COVID-19.

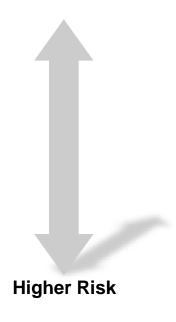
"For the remainder of the year we will be diligently focused on improving our economies of scale by capitalizing on emerging labor market improvements, while continuing to maintain underwriting discipline and actively managing our expenses"



Hazard Group: Workers' Compensation classifications that have relatively similar expected excess loss factors over a broad range of limits

97% in Hazard Groups A-D

Lower Risk

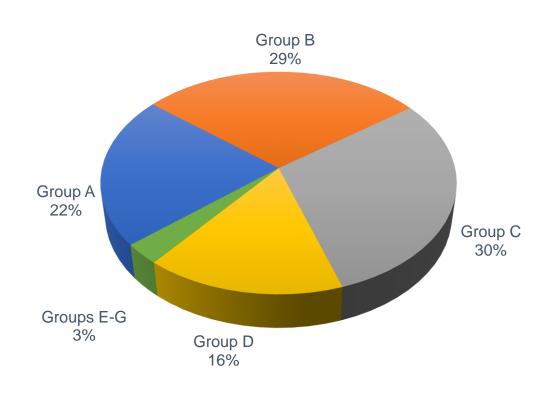


3% in Hazard Groups E-G

Focus on Select Low to Medium Hazard Groups

Data shown as a % of in-force premium

September 30, 2021





EMPLOYERS® Target Market: Small Business / Low Hazard Risk

EMPLOYERS® Top 10 types of insureds:

- Restaurants and Other Eating Places (23%)
- Traveler Accommodations (7%)
- Automobile Dealers (5%)
- Automotive Repairs and Maintenance (5%)
- Offices of Physicians (4%)
- Real Estate Management (4%)
- Schools (3%)
- Retail Stores (3%)
- Grocery Stores (3%)
- Wholesale Stores (3%)

In-Force Growth (YoY)



OVERALL

At September 30, 2021

In-Force Premiums: DOWN 4%
Policies: UP 6%
Average policy size: DOWN 10%

CALIFORNIA

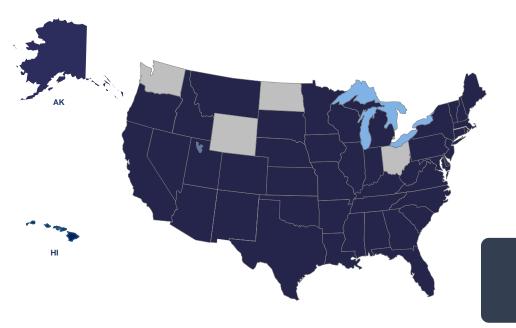
45% of total in-force premiums

Premium DOWN 6%



37% of total in-force policies

Policies DOWN 1%



ALL OTHER STATES

55% of total in-force premiums

Premium DOWN 3%



63% of total in-force policies

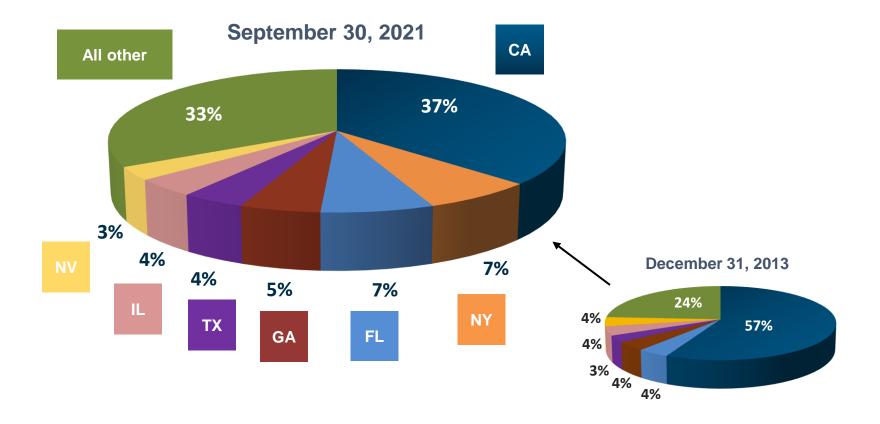
Policies UP 11%



(by policies in-force)

Continual diversification outside of CA

Now writing business throughout the United States, with the exception of four states that are served exclusively by their state funds.

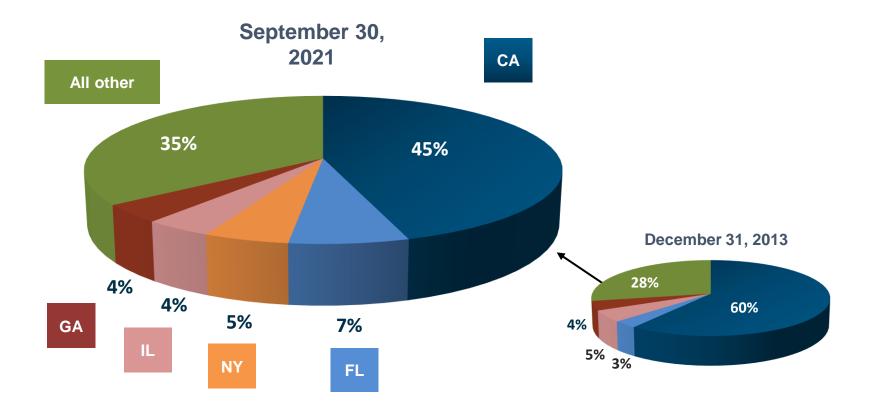




(by in-force premium)

Continual diversification outside of CA

Now writing business throughout the United States, with the exception of four states that are served exclusively by their state funds.



History of Reserve Strength



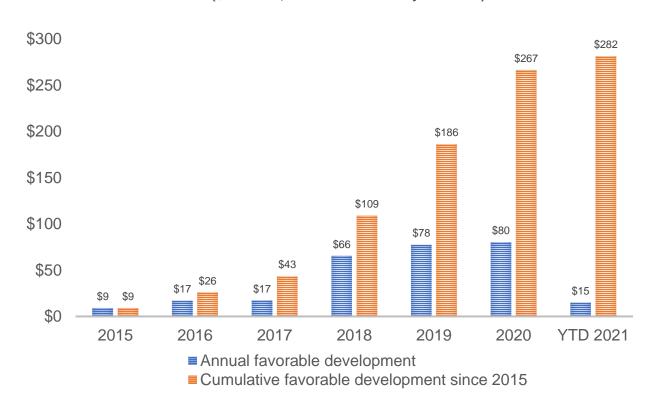
Reserve Review

Reserves are reviewed internally each quarter

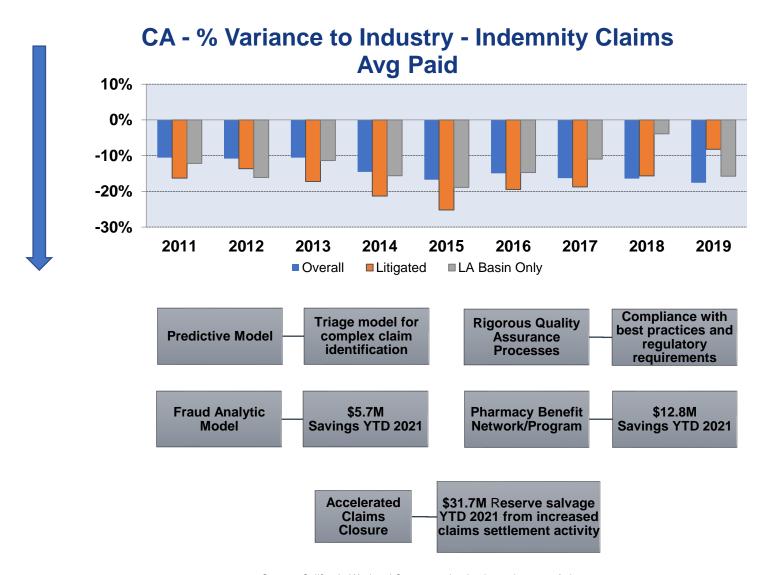
Management's best estimate is presented to the Audit Committee of the Board of Directors each quarter

Net Calendar Year Reserve Development in Recent Prior Accident Years

(\$ millions, excludes involuntary business)







Source: California Workers' Compensation Institute, data as of June 30, 2020.



Workers' comp insurance for small business



What is Cerity?



Headquartered in Austin, TX, Cerity is a digital, direct-to-customer company dedicated to providing small/micro businesses with workers' compensation insurance policies that meet their specific needs.

- Cerity is a different kind of company, one that wants to make insurance easy because it should be. Cerity's goal is to make it easy for small business owners to protect their business. Cerity believes that small business owners need a simple no-hassle way to buy workers' comp insurance.
- Using innovative digital solutions, Cerity created a product that made the process simple while being transparent about what its customers are buying. Cerity's top priority is to provide a product that helps small business owners protect their business when the unexpected happens.
- Cerity is a team of advisors, educators and partners working to help small business owners save more in the long-run.



Cerity helps cover small businesses in just a few clicks.

How is Cerity Different?

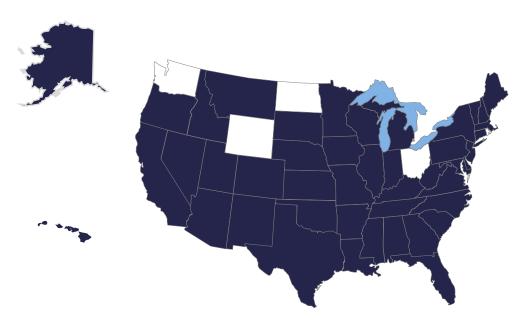


- Built from scratch with a focus exclusively on small business.
- Leverages modern technology and advanced data and analytics including a predictive model with up to 100 price points, making it fast and precise.
- Gives small businesses the ability to get a quote and purchase a policy in less than five minutes.
- Enables small business owners to quote, purchase and maintain a policy from one organization.

Cerity's Focus



- Cerity operates throughout the United States, with the exception of four states that are served exclusively by their state funds.
- Cerity currently covers the following businesses:
 - Food & Beverage
 - Tech and Scientific services
 - Legal and Financial services
 - Hospitality
 - Landscaping and Lawn Services
 - Printing and Publishing
 - Retail
 - Educational
 - Personal Services
 - Clothing retail
 - Personal product retail
 - Medical professions
 - Architecture and Engineering services
 - Office, Home and Garden
 - Therapeutic Services
 - · Cerity plans to expand into other classes of business in the future



www.cerity.com

Target Customer: *The Long Game*



- 76% of small business owners within Cerity's target market indicate they would like to purchase commercial insurance online, reinforcing our belief customer buying behaviors are changing and the market is ready for a simple, digital purchasing solution.
- There are nearly 30 million small businesses in the United States and Cerity believes this number will continue to grow.
- Cerity's focus is on low-hazard business with 25 or fewer employees.

How will the U.S. Small Business Owner buy workers' compensation over the next 5, 10, 20 years???

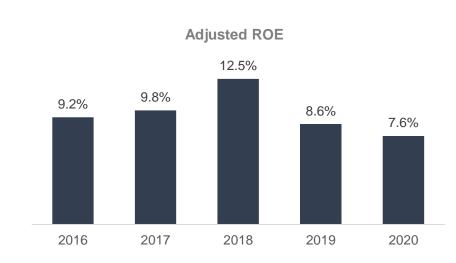


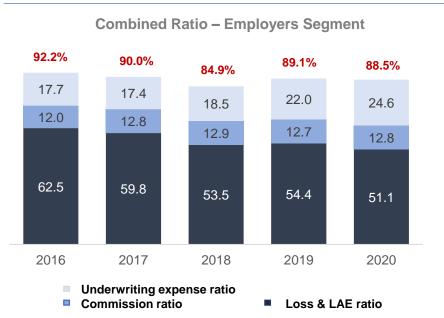


Five-Year Financial Performance













	Three Months e	nded Sept. 30,	Nine Months ended Sept. 30,		
\$ in millions	2021	2020	2021	2020	
Net investment income	\$ 18.4	\$ 18.5	\$ 54.9	\$ 58.3	
Underwriting income (CAY ex LPT)	(0.5)	(12.0)	(11.8)	(27.6)	
Underwriting income (PAY devel. on vol. business)	-	15.0	15.0	41.5	
Other operating items	(2.8)	(4.1)	(11.1)	(9.3)	
Adjusted income (pretax)	14.9	17.4	47.0	62.9	
Income taxes	(3.3)	(3.3)	(8.7)	(12.1)	
Adjusted net income	\$ 11.6	\$ 14.1	\$ 38.3	\$ 50.8	

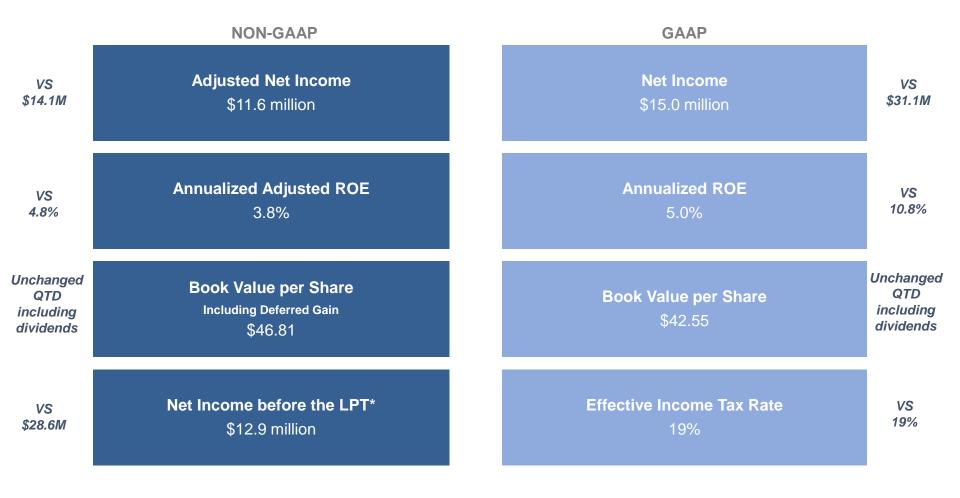
CAY = Current Accident Year

PAY = Prior Accident Year

LPT – see pages 29-30

3Q21 Highlights (YoY)

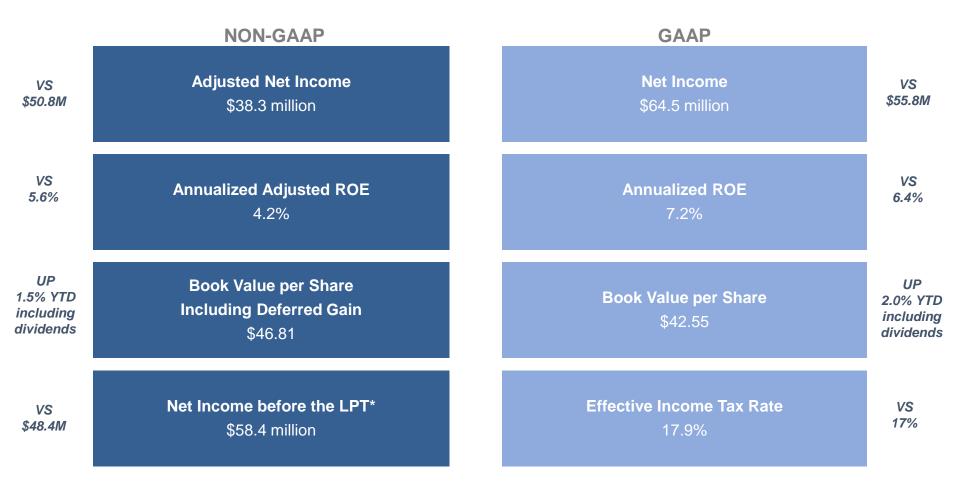




^{* -} See Slides 28-29 on LPT

YTD 2021 Highlights (YoY)



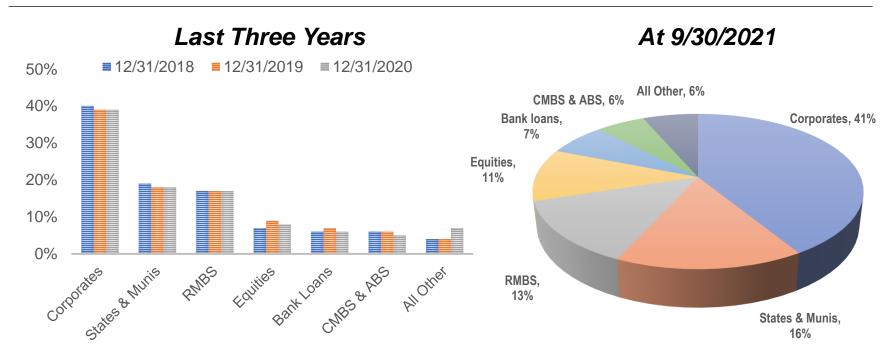




2021: \$2.65 billion fair market value (2.7 billion including cash)

- High quality (average credit quality of A+)
- Highly liquid (\$1.2 billion is unencumbered and available within 3 business days)
- Duration of 3.5
- 2020 total investment return of 6.2%, annualized 2021 YTD total investment return of 2.0%
- 3.0% average ending pre-tax book yield

Investment Portfolio Allocation



The History of the LPT



In 1999, the Nevada State Industrial Insurance System (our predecessor) entered into a retroactive 100% quota share reinsurance agreement for all losses incurred 6/30/95 and prior through a loss portfolio transfer transaction with third party reinsurers (LPT Agreement).

Upon entry into the LPT Agreement, an initial deferred reinsurance gain (Deferred Gain) was recorded as a liability on our GAAP Balance Sheets which is being periodically amortized to income as a reduction to our losses and loss adjustment expenses.

So What Does that Mean?

Pursuant to the LPT Agreement, through 2024 we are entitled to receive a contingent profit commission which is based on both actual paid results to-date and projections of expected paid losses under the LPT Agreement.

The LPT Agreement is a non-recurring transaction that provides us with no significant ongoing cash benefits.

As a result of the LPT Agreement, within each of our non-GAAP measures we include the remaining Deferred Gain in our book value calculations and exclude the current period amortization of the Deferred Gain from our operating results and underwriting ratios.

LPT Status

Retroactive 100% quota share reinsurance coverage for all losses 6/30/95 and prior

Gain booked as statutory surplus; deferred & amortized under GAAP

Non-recurring transaction No significant ongoing cash benefits

Gain includes ITD adjustments to LPT reserves and a contingent profit commission

Collateralized: largely cash/short-term securities, US Treasuries, and equities

3 Reinsurers:
Chubb (ACE) Borkshiro (

Chubb (ACE), Berkshire (NICO), XL Group

\$339M remaining liabilities

1,600 open claims

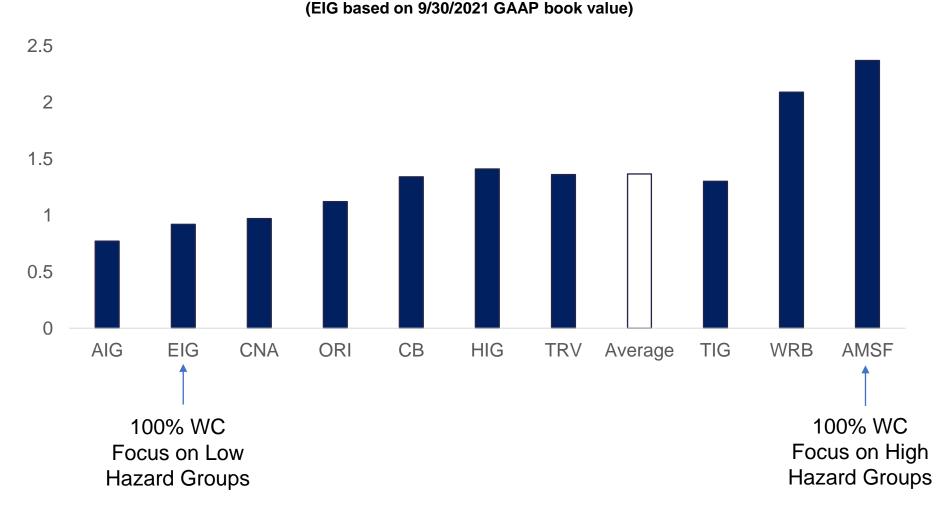
THE LPT AGREEMENT	(\$ million)
Total coverage	\$2,000
Original LPT reserves (liabilities) transferred	1,525
Consideration	<u>775</u>
STAT LPT gain recognized at June 30, 1999	750
Subsequent LPT reserve adjustments	(352)
Subsequent LPT contingent commission adjustments	
(profit sharing)	69
Cumulative LPT amortization to-date	(348)
GAAP LPT gain remaining at September 30, 2021	\$ 119

Valuation and Comparing Public Comps



Price to Book ratios as of 10-22-2021 for top 10 publicly-held workers' compensation writers

(EIG and AMSF are the only pure play publicly traded workers' compensation writers)





Additional Financial Information



Click on Links for Full Documents

Financial Results and Supplement for Third Quarter Ended September 30, 2021

Employers Holdings, Inc. Reports Third Quarter 2021 Results; Declares Fourth Quarter 2021 Cash Dividend of \$0.25 per Share

Company to Host Conference Call on Friday, October 29, 2021, at 11:00 a.m. Eastern Daylight Time

RENO, Nev.--(BUSINESS WIRE)--Oct. 28, 2021-- Employers Holdings, Inc. (the "Company") (NYSE:EIG), a holding company with subsidiaries that are specialty providers of workers' compensation insurance and services focused on select, small businesses engaged in low-to-medium hazard industries, today reported financial results for its third quarter ended September 30, 2021.

- Record number of ending policies in-force (109,870), up 6% since year-end,
 Gross premiums written were \$152.3 million, up 16% year-over-year,
- . Net premiums earned of \$1471 million, up 2% year-over-year.

- . The Company repurchased 327,402 shares of its common stock at an average price of \$40.54 per share,

Management Commentary

Chief Executive Officer Katherine Antonello commented; "We closed the quarter with yet another record number of policies in-force and our written premiums, which were up 16% year-over-year, were the highest they have been audit accruals by \$47 million during the quarter. In addition, October premium writings are off to a very strong

We maintained our current accident year loss and LAE ratio on voluntary business at 63.6%, down from 65.5% a year ago. Indemnity claim frequency continues to be down in recent periods while indemnity claim severity remains moderate. As part of our continued technology and process improvements initiative, we implemented a new comprehensive claims system during the quarter which we believe has enhanced and streamlined our claims. handling processes. In connection with this implementation, we undertook several process changes and, as a result, we chose not to recognize any prior year loss reserve development during the quarter.

Our underwriting and administrative expenses of \$374 million were down 19% from a year ago. The decrease was primarily a result of targeted expense savings, mainly in the areas of compensation and professional fees.

Form 10Q for the Third Quarter Ended September 30, 2021

UNITED STATES SECURITIES AND EXCHANGE COMMISSION **FORM 10-0** ☑ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE For the Quarterly Period Ended September 30, 2021 ☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from _____ to ____ Commission file number: 001-33245 EMPLOYEDS HOLDINGS INC 10375 Professional Circle Reno, Nevada 89521 (Address of principal executive offices and zip code) Securities registered pursuant to Section 12(b) of the Act: Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the proceeding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes 🗵 No 🗆 Indicate by check mark whether the regionant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulations ST (2323-405 of this chapter) during the preceding 12 months (or for such shorter period that the regionant was required to submit such files). Yes GI No II

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company"