



April, 2008

Employers Holdings, Inc.

Management 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 2007, our Form 10-Q for the quarters of 2007 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 <a href="https://www.employers.com">www.employers.com</a>.

### **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 2007, our Form 10-Q for the quarters of 2007 and our Form 8-Ks filed with the Securities and Exchange Commission (SEC) and available in the "Investor Relations" section of our website at <a href="https://www.employers.com">www.employers.com</a>.

### **Forward-looking Statements**

This presentation contains 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". Certain factors that could cause actual results to differ materially from expected results include increased competitive pressures, changes in the interest rate environment, general economic conditions, and legislative and regulatory changes that could adversely affect the business of EMPLOYERS and its subsidiaries. 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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# Corporate Overview and Operations





### Overview

### Business

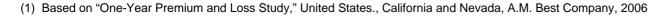
- Specialty provider of workers' compensation insurance
  - 18<sup>th</sup> largest private writer in the U.S. (1)
  - 8th largest private writer in California (1)
  - 2<sup>nd</sup> largest writer in Nevada (1)

### **Customers**

- Small businesses in low-to-medium hazard industries
- Distribution through independent agents and strategic partners
- Average annual policy premium of approximately \$10,000

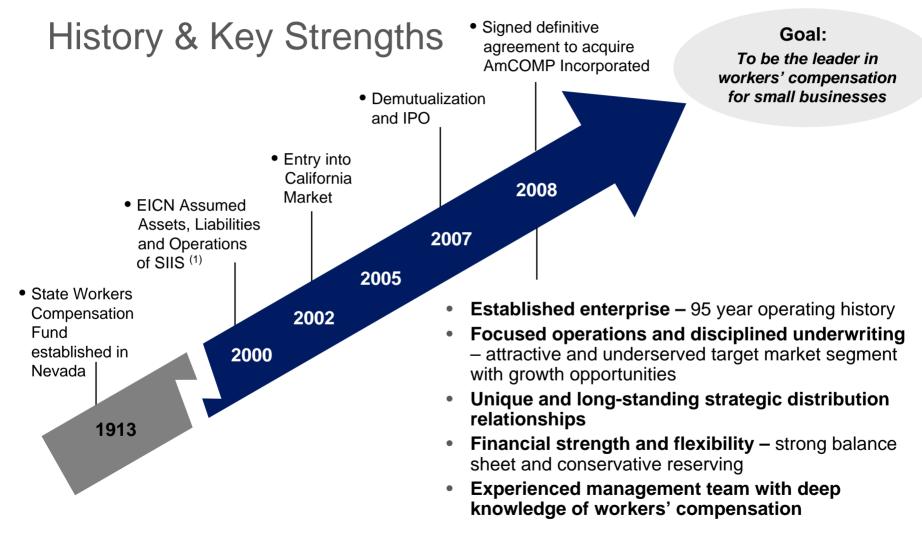
### Geographic

- Focused in Western U.S. direct premiums written at 12/31/07
  - 72% in California
  - 17% in Nevada
  - 11% in nine other states



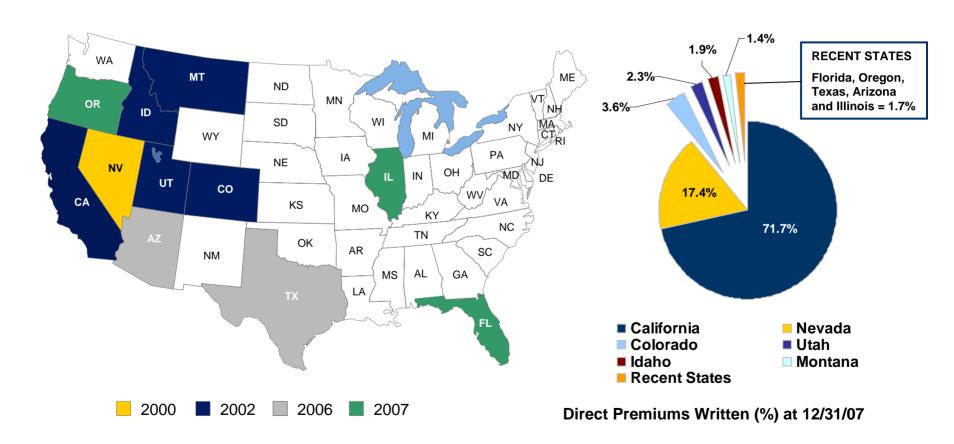






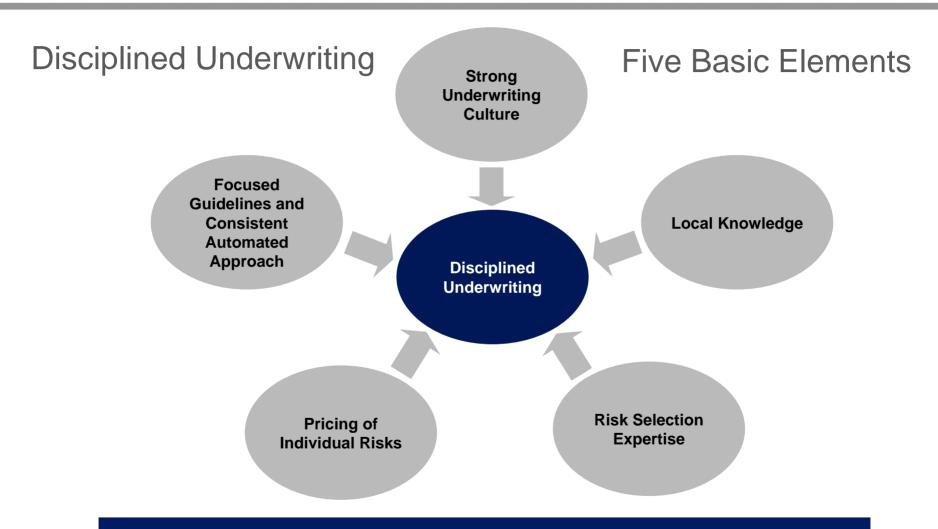


# Geographic Footprint









46.5% statutory loss and LAE ratio as of 12/31/07

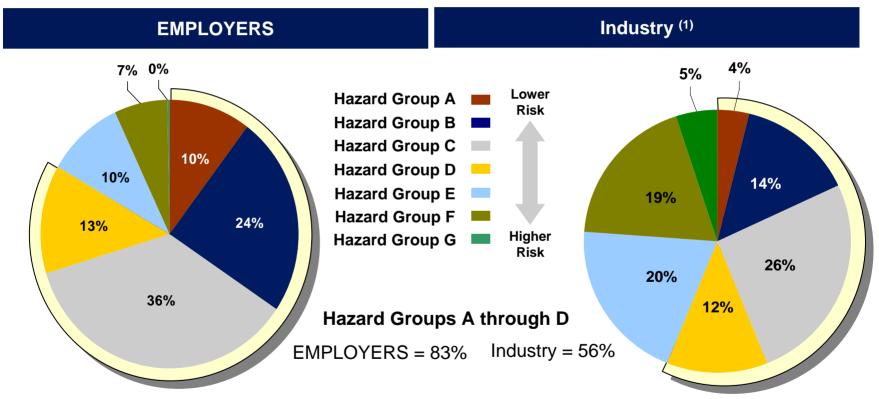




# Focus on Low to Medium Hazard Groups



% of Premiums Written, 12/31/06



Focus on low to medium hazard risks allows us to optimize risk selection and pricing adequacy





# **Customer Selection**

### **Top Ten Classes in 2007**

Hazard Group	Class	Direct Premiums Written (000s)	Percent of Total
Α	Restaurants	\$ 22,292	6.4%
С	Physicians & Clerical	20,402	5.8
В	Store: Wholesale	16,917	4.8
В	Store: Retail	10,411	3.0
В	College: Professional Employees & Clerical	9,114	2.6
С	Clothing Manufacturers	8,349	2.4
С	Clerical Office Employees	8,166	2.3
D	Machine Shops	7,558	2.2
D	Automobile Service or Repair Center or Drivers	6,183	1.8
С	Dentists & Dental Surgeons & Clerical	6,142	1.8
	Top 10	\$115,534	33.1%

**EMPLOYERS** further differentiates risks within industry-defined customer classes





# Strategic Distribution Partners









- Largest payroll services company in the U.S. with over 450,000 clients
- Partner since entering California market in 2002
- Business originated by ADP's field sales staff and insurance agency
- "Pay-by-Pay" premium collection

- Largest group health carrier in California
- Partner since entering California market in 2002
- Business originated by Wellpoint's health insurance agents
- Single bill to customers

- > E-chx, Inc.
- Since Q 4 2006
- Specialty provider of payroll services
- Intego Insurance Services, LLC
- Since Q 4 2007
- Provider of insurance software services

Strategic partners expand market reach and produce business with high persistency





# Strategies

Focus on Profitability



- Target attractive, underserved small business market
- Maintain disciplined risk selection, underwriting and pricing

Pursue
Organic
Growth
Opportunities



- Expand in current markets and in our new states
- Leverage infrastructure, technology and systems
- Utilize existing and new strategic distribution partners

Optimize Capital Structure



- Invest in operations and manage capital prudently
- Consider opportunistic strategic transactions
- Return capital to shareholders





# AmCOMP Acquisition – Compelling Transaction

### **Key Terms**

- Announced 1/10/08
- Estimated closing: 2Q 2008
- Subject to regulatory approvals and AmCOMP shareholder vote
- \$12.50 per share, \$194 million equity value, \$230 million including assumed debt
- 100% cash consideration
- Expected financing sources: combination of debt and cash

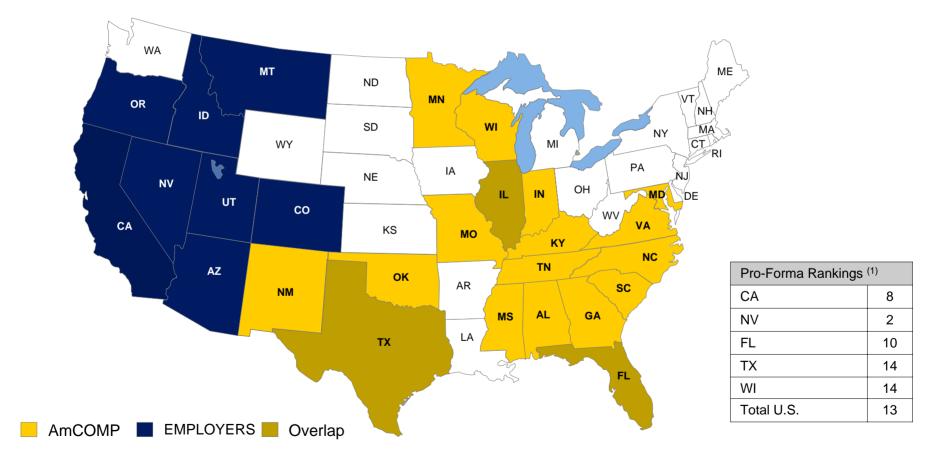
### **Strategic Rationale**

- Excellent strategic fit
  - Mono-line workers' compensation company, disciplined underwriting, small to mid-sized businesses
- Immediate premium volume growth
  - \$221 million direct premium written in18 states
  - Over 900 independent agencies
- Increased scale
  - Diversified earnings base
- Meaningful synergies
  - \$10 million annual pre-tax cost savings achievable by 2010
    - Elimination of public company expenses, systems integration, lower reinsurance costs
- Financial benefits
  - Efficient use of capital and debt capacity
  - Accretive to EPS and ROE in first full year





# Expands EMPLOYERS Geographic Footprint



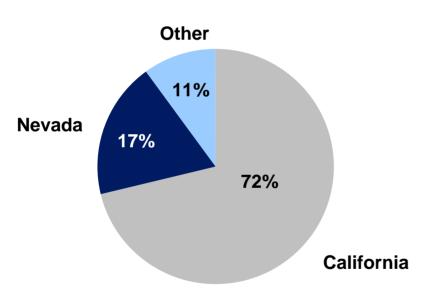


# Diversifies EMPLOYERS Geographic Footprint

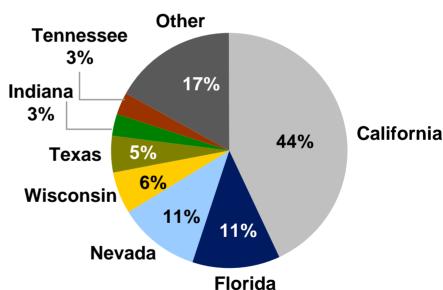
% of Direct Premiums Written, 12/31/07

### **EMPLOYERS**

### **EMPLOYERS + AmCOMP Pro Forma**



**Direct Premiums Written: \$ 346 Million** 



**Direct Premiums Written: \$ 567 Million** 







# **Financial Results**

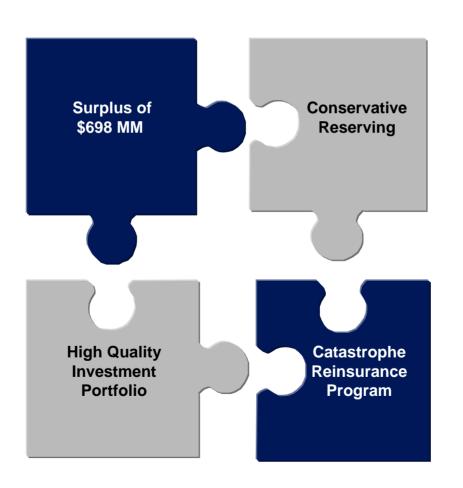




# Four Key Elements of Our Financial Strength

0.5:1 NPW / Surplus at 12/31/07

Approximately 93% fixed maturity with average rating AA



Track record of reserve strength

Coverage up to \$200MM loss





# Loss Portfolio Transfer (LPT)

- Non-recurring transaction with no ongoing cash benefits or charges to current operations
- Retroactive 100% quota share reinsurance coverage for all losses occurring prior to 7/1/95
- Gain on transaction booked as statutory surplus; deferred and amortized under GAAP

Contract	
\$ millions	
Total Coverage	\$2,000
Original Reserves Transferred	\$1,525
Consideration	775
Gain at 1/1/2000	750
Subsequent Reserve Adjustments	(147.5)
Gain at 12/31/2007	\$602.5

Accounting at 12/31/07	
\$ millions	
Statutory Surplus Created	\$602.5
Cumulative Amortization To Date	(177.5)
GAAP: Deferred Reinsurance Gain – LPT Agreement	\$425.0

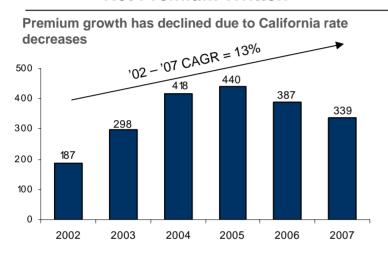




# Financial Snapshot

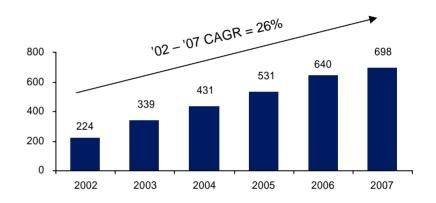
### (\$ million)

### **Net Premium Written**

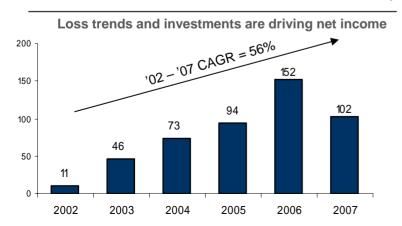


### **Statutory Surplus**

Strong growth provides a solid basis for underwriting



### **Net Income Before Loss Portfolio Transfer (LPT)**



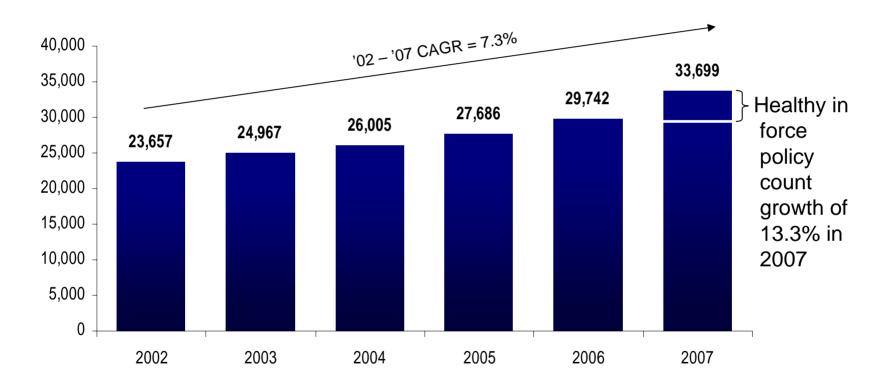
### **Equity Incl. Deferred Gain – LPT**







# Growing In Force Policy Count



Total in force policy count has grown consistently





# Selected Operating Results

	Dec 31	Dec 31	Dec 31
\$ million	2005	2006	2007
Income Statement Data			
Gross Written Premium	\$ 458.7	\$ 401.8	\$ 350.7
Net Written Premium	439.7	387.2	338.6
Net Earned Premium	438.3	393.0	346.9
Net Investment Income	54.4	68.2	78.6
Net Income	137.6	171.6	120.3
Net Income Before LPT	93.8	152.2	102.2
Balance Sheet Data			
Total Investments	\$1,595.8	\$1,715.7	\$1,726.3
Cash and Cash Equivalents	61.1	80.0	149.7
Total Assets	3,094.2	3,195.7	3,191.2
Reserves for Loss and LAE	2,350.0	2,307.8	2,269.7
Shareholders' Equity	144.6	303.8	379.5
Equity Including LPT Deferred Gain	607.0	746.8	804.5



# Earnings and EPS

\$ Million (except per share data)	12/31/06	12/31/07
GAAP Net Income	\$ 171.6	\$ 120.3
Less: LPT Deferred Gain Amortization	(19.4)	(18.0)
Net Income Before LPT	\$ 152.2	\$ 102.2
EPS for Feb. 5 through the period (required reporting due to conversion)		\$ 2.19
Pro forma EPS for the period	\$ 3.43	\$ 2.32
EPS attributable to LPT	<u>.39</u>	<u>.35</u>
Pro forma EPS Before Impacts of the LPT	\$ 3.04	\$ 1.97

### **NOTES:**

- (1) Pro Forma EPS for 2006 assumes 50,000,002 shares outstanding before the conversion.
- (2) Pro forma basic and diluted EPS computed using the weighted average shares outstanding during the period after the Company's IPO and assumes the 50,000,002 shares outstanding prior to the IPO.
- (3) Basic EPS and Diluted EPS round to the same amount for the periods.
- (4) EPS before the impact of the LPT for the period February 5 through December 31, 2007 has not been calculated.





# **Underwriting Profitability**

COMBINED RATIO (GAAP and excluding the LPT)	December 31 2005	December 31 2006	December 31 2007
Loss and LAE Ratio	48.3%	33.0%	41.3%
Less: Impact of LPT (1)	10.0%	4.9%	5.2%
Loss and LAE Ratio (excluding LPT)	58.3%	37.9%	46.5%
Commission Expense Ratio (2)	10.7%	12.3%	12.8%
Underwriting and Other Expense Ratio (2)	16.0%	22.3%	26.3%
Combined Ratio (excluding LPT)	84.9%	72.6%	85.6%
Favorable Reserve Development (\$ million)	\$78.1	\$107.1	\$60.0 <sup>(3)</sup>



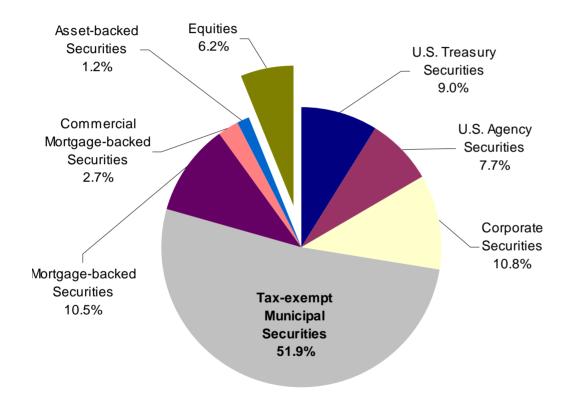
<sup>(1)</sup> Total deferred gain amortization and LPT reserve adjustment of \$43.8 million in 2005, \$19.4 million in 2006, and \$18 million in 2007.

<sup>(2)</sup> Our recent expense ratios are largely a function of declines in California rates.

<sup>(3)</sup> Net of \$1.6 million commutation in the third quarter.



# Investment Portfolio



Portfolio Mix at 12/31/07

# \$1.7 billion of investment securities

- Less than .03% related to sub-prime
- Less than 6% related to financials
- Approximately 93% AA rated
- Book yield of 4.37%
- Tax equivalent yield of 5.37%
- Effective duration of 5.82
- Outsourced to Conning Asset Management





# Capital Management

### **Strong Capital Position**

- \$804 million GAAP adjusted equity at 12/31/07
- 0.5:1 NPW/surplus at 12/31/2007
- No debt pre-acquisition
- Reserve strength

### Holding Company Cash Flow

- \$200 million extraordinary dividend authorization in 2008
- General corporate purposes include: dividends, share repurchases, parent level expenses, cash component of acquisition financing

### **Capital Management Tools**

- Shareholder dividends
  - \$0.06 per share quarterly dividend
  - Four quarters for a total of \$12.3 million
- Share repurchases
  - Completed \$75 million on 10/17/2007, 3,911,272 total shares
  - \$100 million
     authorized in February
     2008, authorization
     through June 30 2009

Our goal is to drive shareholder value through an improving ROE resulting from (i) profitability consistent with historical results, (ii) disciplined growth and (iii) prudent capital management







# **Summary**





# Summary

- Established enterprise with 95 year operating history
- Focused operations and disciplined underwriting target an attractive and underserved market segment with growth opportunities
- Unique and long-standing strategic distribution relationships
- Financial strength and flexibility strong balance sheet and conservative reserving
- Experienced management team with deep knowledge of workers' compensation insurance





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