

# About us

SECOND QUARTER 2010

**Harleysville**  
Good people to know®

Recognized as “Good people to know” in the markets it serves, Harleysville Insurance is a leading provider of insurance products and services for small and mid-sized businesses, as well as individuals. Harleysville Insurance includes Harleysville Group Inc. (NASDAQ: HGIC), a publicly traded holding company for our eight regional property/casualty insurance companies, as well as Harleysville Mutual Insurance Company.

The Harleysville organization is known for financial soundness; creating strong, lasting relationships with independent agents and policyholders; and providing superior customer service, especially in claims handling.

## 2010 consolidated vital statistics (Second quarter)

- Ranked within the top 70 U.S. property/casualty insurance companies based on net written premium
- One of the 20 largest U.S. commercial multi-peril insurers
- Assets: \$4.0 billion
- Policyholder surplus: \$1.3 billion
- Premium-to-surplus ratio: 0.9 to 1
- Net written premium: \$1.1 billion (Full year 2009)

## Harleysville Group (HGIC) second quarter financial highlights

- Statutory combined ratio: 101.3 percent
- Operating return on equity (trailing 12 months): 10.8 percent
- Book value: \$28.82 per share
- Annual dividend: \$1.44 per share

## Operational overview

- Operates in 32 eastern and midwestern states
- Offers a wide variety of insurance products and services focused on small and middle-market commercial business, as well as individuals. Major commercial product lines include businessowners, commercial multi-peril, property, general liability, automobile and workers compensation, with specialty products focused on human services and inland marine. Other lines include personal automobile, homeowners, life/employee benefits and flood insurance.
- Products sold by some 1,320 independent insurance agencies\*
- 1,713 employees at corporate headquarters and regional offices\*

## Financial strength

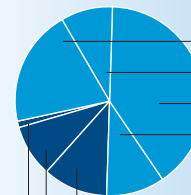
- A.M. Best: A “Excellent” (Stable)
- Moody’s: A3 (Stable)
- Standard & Poor’s: A- (Stable)

For more information about Harleysville Insurance, visit our Web site at [www.harleysvillegroup.com](http://www.harleysvillegroup.com).

Note: All information valid at date of printing; certain information is subject to change at anytime.

\* As of 12/31/2009

## HGIC mix of business (Year to date)



### Commercial lines

Commercial auto	20%
Workers compensation	9%
Commercial multi-peril	40%
Other commercial lines	10%
<b>Total:</b>	<b>79%</b>

### Personal lines

Personal auto	11%
Homeowners	9%
Other personal lines	1%
<b>Total:</b>	<b>21%</b>

Net written premium



**Harleysville**  
Good people to know®

Harleysville Insurance  
355 Maple Avenue  
Harleysville, PA 19438-2297  
[www.harleysvillegroup.com](http://www.harleysvillegroup.com)

**Trusted  
Choice®**

Z-1197 2Q10