

About us

THIRD QUARTER 2011


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 and its subsidiaries.

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.

2011 consolidated vital statistics (Third quarter)

- Ranked within the top 60 U.S. property/casualty insurance companies based on net written premium
- One of the 20 largest U.S. commercial multi-peril insurers and one of the 25 largest commercial auto insurers
- Assets: \$4.0 billion
- Policyholder surplus: \$1.2 billion
- Premium-to-surplus ratio: 0.9 to 1
- Net written premium: \$1.1 billion (Full year 2010)

Harleysville Group (HGIC) third quarter financial highlights

- Statutory combined ratio: 129.5 percent
- Operating return on equity (trailing 12 months): -0.9 percent
- Book value: \$27.66 per share
- Annualized dividend: \$1.52 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 1,340 independent insurance agencies**
- 1,706 employees at corporate headquarters and regional offices**

Financial strength

- A.M. Best: A “Excellent” (Under review with positive implications)
- Moody’s: A3 (Stable)
- Standard & Poor’s: A- (Positive)

For more information about Harleysville Insurance, visit our website at www.harleysvillegroup.com.

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

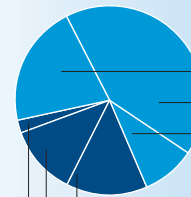
* Excludes the effect of the 1/1/2011 pooling transfer related to workers compensation business

** As of 12/31/2010


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Harleysville Insurance
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Harleysville, PA 19438-2297
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HGIC mix of business (Year to date)



Commercial lines	
Commercial auto	21%
Commercial multi-peril	42%
Other commercial lines	9%
Total:	72%
Personal lines	
Personal auto	14%
Homeowners	12%
Other personal lines	2%
Total:	28%

Net written premium*



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