

Rate Adequacy



Business Insurance Specialists

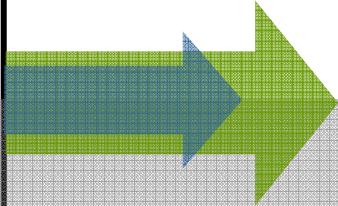
(OR WHAT THE UW DOES ONCE THE ACTUARIES GET DONE)

Introduction

(OR WHAT THE  UW DOES ONCE THE ACTUARIES GET DONE)

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Topics



An Overview of GUARD Insurance Group

Pricing Committee

Underwriting Guidelines

Individual Risk Underwriting

Review and Refinement

Entering a New Line of Business

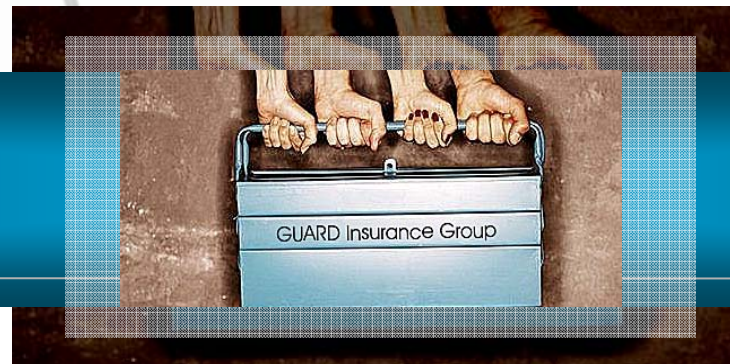
Challenges to Resources

The Future

About Us

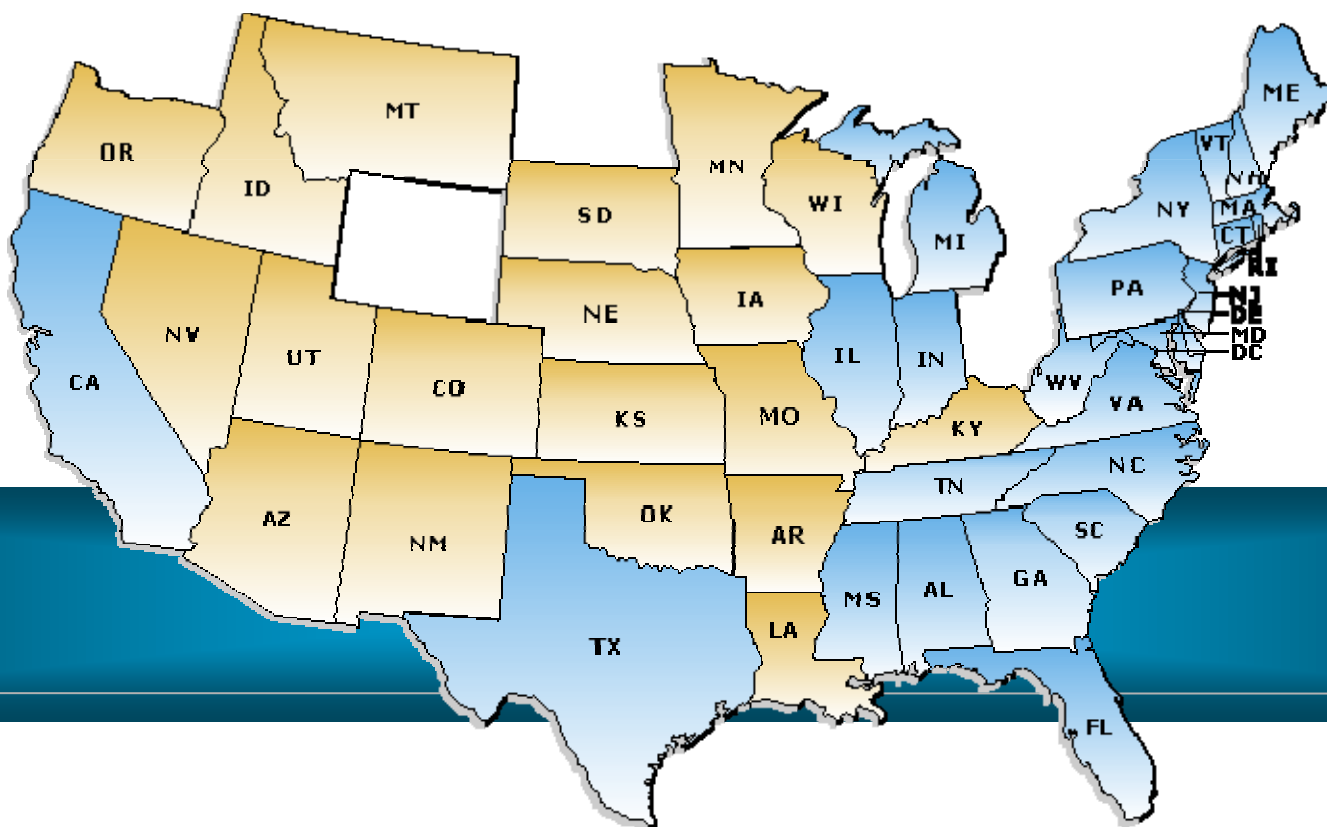
A Workers' Compensation specialist, GUARD has been providing quality coverage for small- to mid-sized businesses for well over two decades through our subsidiary carriers, AmGUARD, EastGUARD, NorGUARD and WestGUARD.

In select states, complementary BOP, Commercial Auto and Umbrella coverages are also featured, enabling us to provide a **multi-line insurance solution** to employers.



Operating Area

GUARD is actively writing business in 26 states through a network of independent agents and brokers in over 1,000 locations across the country. We are licensed in 45 states.



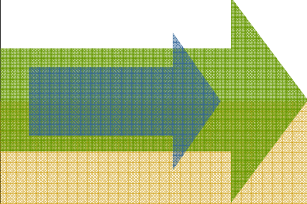
Quick Facts

- **Established:** 1983
- **A.M. Best Rating:** A- Excellent
- **Parent Holding Company:** Clal Insurance Enterprises Holdings, Ltd.
- **Offices:** Home Office in Wilkes-Barre, PA; six satellite locations
- **Number of policyholders (2008):** 38,000
- **Policyholder retention ratio (2008):** 90.3%
- **Direct written premium (2008):** \$207 million
- **Combined ratio (2008/WC):** 84.8%
- **Surplus (2008):** \$172 million
- **Net income (2008/GAAP):** \$18 million



Marketshare

GUARD is ranked among:

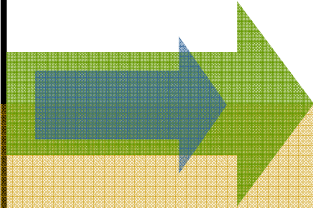
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- The **top 55** providers of Workers' Compensation insurance in the United States.
 - The **top 20** providers of Workers' Compensation insurance in nine states.
 - The **top 10** providers of Workers' Compensation insurance in five states.

Pricing Committee

- 
- Make up
 - Activities
 - Recommendations
 - State Types
 - Type A
 - Type B
 - Type C



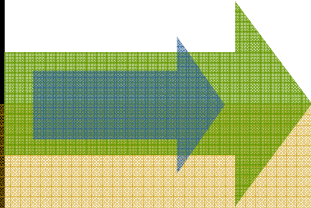
Underwriting Guidelines



- Company Selection Criteria
- Pricing Parameters



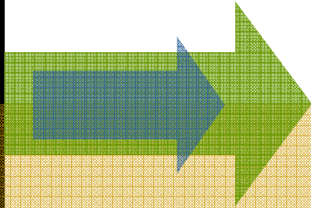
Individual Risk UW



- Underwriting Authority
- Account Analysis
- Referral Process



Review & Refinement



- Annual Review
- Ad-hoc Review

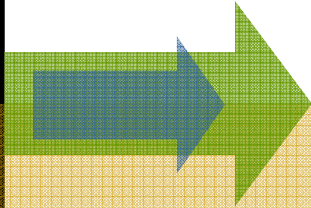
Entering a New Line of Business

GUARD's accomplishments to date haven't been accidental. Our upward climb in the Workers' Compensation industry has yielded a number of core competencies that we are effectively harnessing to spearhead our development of a [more comprehensive product line](#).

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Challenges to Resources



- Actuarial Staff
- State Filings
- Systems
- Underwriting
- Claims

The Future

From our position in the marketplace as *Workers' Compensation Specialists*, we have begun the evolution to **"Business Insurance Specialists,"** capitalizing on GUARD's unique understanding and superior handling of small- to mid-sized business.

BUSINESS INSURANCE SPECIALISTS

Thanks!

