

## United Fire Group, Inc. Reports Third Quarter 2015 Results

CEDAR RAPIDS, Iowa - (GLOBE NEWSWIRE) - United Fire Group, Inc. (NASDAQ/GS: UFCS), November 5, 2015 - FOR IMMEDIATE RELEASE

#### **Consolidated Financial Results - Highlights:**

Three Months Ended September 30, 2015		Nine Months Ended September 30, 2015	
Operating income <sup>(1)</sup> per diluted share <sup>(2)</sup>	\$ 0.75	Operating income <sup>(1)</sup> per diluted share <sup>(2)</sup>	\$ 2.25
Net income per diluted share <sup>(2)</sup>	\$ 0.77	Net income per diluted share <sup>(2)</sup>	\$ 2.31
Net realized investment gains per share <sup>(2)</sup>	\$ 0.02	Net realized investment gains per share <sup>(2)</sup>	\$ 0.06
GAAP combined ratio	94.1%	GAAP combined ratio	93.9%
		Book value per share	\$ 33.73
		Return on equity <sup>(3)</sup>	9.3%

**United Fire Group, Inc.** (the "Company") (NASDAQ/GS: UFCS) today reported consolidated operating income<sup>(1)</sup> of \$0.75 per diluted share for the three-month period ended September 30, 2015 (the "third quarter"), compared to consolidated operating loss of \$(0.01) per diluted share for the same period in 2014. For the nine-month period ended September 30, 2015 ("year-to-date"), consolidated operating income was \$2.25, compared to consolidated operating income of \$0.81 per diluted share for the same period in 2014.

The Company reported consolidated net income, including net realized investment gains and losses, of \$19.5 million (\$0.77 per diluted share) for the third quarter, compared to consolidated net income of \$0.3 million (\$0.01 per diluted share) for the same period in 2014. Year-to-date, consolidated net income, including net realized investment gains and losses, was \$58.2 million (\$2.31 per diluted share) compared to \$24.3 million (\$0.95 per diluted share) for the same period in 2014.

"Our 2020 Vision has been in place for a while now and I'm pleased to announce that as of this writing, we are meeting or exceeding our key objectives of improved return on equity ("ROE"), targeted increases in written premium, best-inclass service, and being a best place to work," stated Randy A. Ramlo, President and Chief Executive Officer.

"Our book of business continues to perform well," continued Ramlo. "For the quarter, consolidated net premiums earned increased 12.9 percent due to both rate increases in our commercial lines of business and new business, and our total revenues increased 12.2 percent. For the nine-month period ended September 30, 2015, consolidated net premiums earned increased 12.3 percent and total revenues increased 9.8 percent. We continue to believe that 2015 will be a milestone year as the Company continues to be on pace to achieve the \$1 billion revenue threshold."

<sup>(1)</sup> Operating income (loss) is a commonly used non-GAAP financial measure of net income (loss) excluding realized investment gains and losses and related federal income taxes. Because our calculation may differ from similar measures used by other companies, investors should be careful when comparing our measure of operating income to that of other companies. Management evaluates this

measure and ratios derived from this measure because we believe it better represents the normal, ongoing performance of our business. See Supplemental Tables - Financial Highlights for a reconciliation of operating income to net income.

- (2) Per share amounts are after tax.
- (3) Return on equity ("ROE") is calculated by dividing annualized net income by average year-to-date equity.

"Additionally, our return on equity improved by 5.2 percentage points compared to the same period for 2014," stated Ramlo. "As I have mentioned on numerous occasions, we strive for an ROE that places within the range of our top performing peers. We believe that in today's less than optimal investment environment, ROE improvement will be a byproduct of sound underwriting executed by the very best talent available."

The Company recognized consolidated net realized investment gains of \$1.0 million during the third quarter, compared to consolidated net realized investment gains of \$0.9 million for the same period in 2014. Year-to-date, the company recognized consolidated net realized investment gains of \$2.6 million compared to consolidated net realized investment gains of \$5.8 million for the same period in 2014.

Consolidated net investment income was \$24.1 million for the third quarter, an increase of 5.3 percent, as compared to net investment income of \$22.8 million for the same period in 2014. The increase in net investment income for the quarter was driven by the change in value of our investments in limited liability partnerships as compared to the same period in 2014. The valuation of these investments varies from period to period due to current market conditions.

Year-to-date, consolidated net investment income was \$74.2 million, compared to net investment income of \$77.2 million for the same period in 2014. The decrease is due to the decline in the asset base of the life segment due to decreases in annuity holdings and the continued low interest rate environment.

Consolidated net unrealized investment gains, net of tax, totaled \$130.2 million as of September 30, 2015, a decrease of \$19.4 million or 13.0 percent from December 31, 2014. The decrease in net unrealized investment gains resulted from volatility in the equity markets as well as interest rate increases that negatively impacted our bond portfolio during 2015.

Total consolidated assets as of September 30, 2015 were \$3.9 billion, which included \$3.1 billion of invested assets. The Company's book value per share was \$33.73, which is an increase of \$1.06 per share or 3.2 percent from December 31, 2014 and is primarily attributed to net income of \$58.2 million offset by a decrease in net unrealized investment gains of \$19.4 million, net of tax, during the first nine months of 2015, and shareholder dividends of \$16.0 million.

The annualized return on equity was 9.3 percent as of September 30, 2015.

#### **P&C Segment**

Net income for the property and casualty insurance segment, including net realized investment gains and losses, totaled \$18.0 million (\$0.71 per diluted share) for the third quarter, compared to net loss of \$1.9 million (\$0.07 per diluted share) in the same period in 2014. Year-to-date, net income for the property and casualty insurance segment, including realized investment gains and losses, totaled \$54.4 million (\$2.16 per diluted share), compared to net income of \$19.5 million (\$0.76 per diluted share) in the same period of 2014.

Net premiums earned increased 12.2 percent to \$219.0 million in the third quarter, compared to \$195.2 million in the same period of 2014. Year-to-date, net premiums earned increased 11.7 percent to \$628.4 million, compared to \$562.5 million in the same period of 2014.

#### "Modest rate increases in some regions still obtainable; still exceed loss cost trends."

"Commercial lines renewal pricing varied by region with average percentage increases in the low single digits on smaller accounts," stated Ramlo. "Premium written from new business was down from the prior quarter but up from third quarter 2014. Our success ratio on quoted accounts remains at an acceptable level."

"We experienced improvement in loss ratios in nearly every line of business with the exception of commercial auto during the third quarter and year-to-date, which seems to be an industry trend," stated Ramlo. "We attribute this trend to lower fuel prices, a shortage of qualified drivers, and higher roadway use by commercial vehicles. We will continue to monitor this line of business diligently and make the underwriting and pricing changes necessary to achieve our profit objectives."

"The loss ratio on our workers' compensation line of business continues to improve and has benefited from past rate increases and the elimination of poor performing accounts," continued Ramlo. "We have also reduced our percentage of high hazard classes of business, making for fewer severe losses."

"Personal auto lines renewal pricing increases during the quarter improved slightly, but remained at low-single digits," stated Ramlo, "while homeowners pricing experienced average percentage increases in the mid-single digits, especially in areas affected by large convective storms. Competitive market conditions persisted on new business during the quarter."

### "Catastrophe losses during third quarter were less than expected."

Catastrophe losses totaled \$7.0 million (\$0.18 per share after tax) for the third quarter, compared to \$23.3 million (\$0.60 per share after tax) for the same period in 2014. Year-to-date, catastrophe losses totaled \$27.3 million (\$0.71 per share after tax), compared to \$47.2 million (\$1.20 per share) for the same period in 2014.

"Catastrophe losses for the third quarter were less than we would normally expect," stated Ramlo. "Catastrophe losses added 3.2 percentage points to the combined ratio and impacted earnings by \$0.18 per diluted share. Year-to-date catastrophe losses added 4.4 percentage points to the combined ratio and impacted earnings by \$0.71 per share. Generally speaking, we pay less attention to quarterly results given the volatility from quarter to quarter and base our goals and objectives on annual results."

"Our expectations for catastrophe losses in any given year is six percentage points of the combined ratio," continued Ramlo. "Second and third quarters are more storm- and catastrophe-laden in geographic areas where we conduct much of our business due to spring and summer convective storms and hurricanes; however, 2015 has experienced a mild hurricane season and convective seasonal storms have not been a significant factor for us."

The property and casualty insurance segment experienced \$0.7 million of favorable development in our net reserves for prior accident years during the third quarter, compared to \$6.8 million of favorable reserve development in the same period in 2014. Year-to-date, favorable development in our net reserves for prior accident years was \$24.1 million, compared to \$32.5 million in the same period in 2014. Development amounts can vary significantly from quarter-to-quarter and year-to-year depending on a number of factors, including the number of claims settled and the settlement terms. At September 30, 2015, our total reserves are within our actuarial estimates.

"With regard to large losses," stated Ramlo, "We are no longer seeing the severity we experienced during third quarter 2014. We believe at this time, we are seeing more normalized loss experience consistent with our expectations."

The GAAP combined ratio improved by 13.3 percentage points to 94.1 percent for the third quarter, compared to 107.4 percent for the same period in 2014. Year-to-date the GAAP combined ratio improved 9.1 percentage points to 93.9 percent, compared to 103.0 percent for the same period in 2014. We attribute this improvement to a lack of catastrophe losses and more adequate pricing of our products, which has improved our underlying underwriting performance.

#### **Expense Levels**

The expense ratio for the third quarter was 31.2 percentage points, compared to 31.1 percentage points for the third quarter of 2014. Year-to-date, the expense ratio was 30.2 percentage points, compared to 31.4 for the same period in 2014.

"As expected, our expense ratio is holding steady from quarter to quarter as we finalize costs associated with our integration of the Mercer Group of companies and other investments in core development and technology," stated Ramlo. "Though we believe our 2015 expense ratio will continue to be higher than our targets due to increased pension and postretirement benefit costs, the expense ratio should continue remain within the current range."

#### Life Segment

Net income for the life insurance segment totaled \$1.5 million (\$0.06 per share) for the third quarter, compared to \$2.2 million (\$0.09 per share) for the third quarter of 2014. Year-to-date, net income for the life insurance segment totaled \$3.8 million (\$0.15 per share) compared to \$4.9 million (\$0.19 per share).

"Though the life segment benefited from higher sales of single premium whole life policies and a decline in the amount of expense associated with the payment of interest to policyholders on annuity accounts," stated Ramlo, "it was not enough to offset the decrease in investment income and an increase in losses and loss settlement expenses due to death benefits. We have reached our long-term objective of equally diversifying our life product / annuity mix, which should improve our life segment's performance when interest rates improve."

Net premiums earned increased 21.4 percent to \$20.4 million for the third quarter, compared to \$16.8 million for the third quarter of 2014. Year-to-date, net premiums earned increased to \$53.4 million, compared to \$44.7 million for the same period in 2014. The increase was primarily due to an increase in sales of single premium whole life policies.

Net investment income decreased 9.0 percent to \$13.3 million for the third quarter, compared to \$14.6 million for the third quarter of 2014. Year-to-date, net investment income decreased 11.7 percent to \$40.6 million, compared to \$46.0 million for the same period in 2014. The decrease is due to a continuation of the low interest rate environment and a lower asset base due to declining annuity deposits.

Losses and loss settlement expenses increased \$1.3 million for the third quarter, compared to the same period in 2014, due to corresponding increases in death benefits paid. Fluctuations in the timing of death benefits occur from quarter-to-quarter and year-to-year.

The increase in liability for future policy benefits increased during third quarter and the nine-month period ended September 30, 2015, by \$2.2 million and \$6.1 million, respectively, compared to the same periods in 2014 due to an increase in the number of single premium whole life policies issued.

Deferred annuity deposits decreased 51.5 percent and 50.0 percent, respectively, for the three- and nine-month periods ended September 30, 2015 compared to the same period of 2014, due to gradual lowering of the credited rate offered on our deferred annuity products during the low interest rate environment. As a result of the lower interest rate offered, we speculate that annuity participants are seeking higher yields elsewhere.

Net cash outflow related to our annuity business was \$27.3 million for the third quarter compared to a net cash outflow of \$23.8 million in the same period in 2014. We attribute this to the interest rate activity previously described.

#### **Capital Management**

During the third quarter, we declared and paid a \$0.22 per share cash dividend to shareholders of record on September 1, 2015. We have paid a quarterly dividend every quarter since March 1968.

Under our share repurchase program, we may purchase the Company's common stock from time to time on the open market or through privately negotiated transactions. The amount and timing of any purchases will be at management's discretion and will depend upon a number of factors, including the share price, general economic and market conditions, and corporate and regulatory requirements. We are authorized by the Board of Directors to purchase an additional 1,528,886 shares of common stock under our share repurchase program, which expires in August 2016. During the third quarter, 29,691 shares were repurchased under the program at a total cost of \$1.0 million and an average share price of \$32.99. Year-to-date, we have purchased 79,396 shares of our common stock for \$2.4 million, at an average cost of \$30.51 per share.

#### **Earnings Call Access Information**

An earnings call will be held at 9:00 a.m. Central Standard Time on November 5, 2015 to allow securities analysts, shareholders and other interested parties the opportunity to hear management discuss the Company's 2015 third quarter results and its expectations for 2015.

<u>Teleconference</u>: Dial-in information for the call is toll-free 1-844-492-3723 (international dial-in is 1-412-542-4184). The event will be archived and available for digital replay through November 19, 2015. The replay access information is toll-free 1-877-344-7529; conference ID no. 10074128.

<u>Webcast</u>: An audio webcast of the teleconference can be accessed at the Company's investor relations page at http://ir.unitedfiregroup.com/event or http://services.choruscall.com/links/ufcs151105. The archived audio webcast will be available until November 19, 2015.

<u>Transcript</u>: A transcript of the teleconference will be available on the Company's website soon after the completion of the teleconference.

#### About United Fire Group, Inc.

Founded in 1946 as United Fire & Casualty Company, United Fire Group, Inc., through its insurance company subsidiaries, is engaged in the business of writing property and casualty insurance and life insurance and selling annuities.

Through our subsidiaries, we are licensed as a property and casualty insurer in 45 states, plus the District of Columbia, and we are represented by approximately 1,200 independent agencies. The United Fire pooled group is rated "A" (Excellent) by A.M. Best Company.

Our subsidiary, United Life Insurance Company, is licensed in 37 states, represented by approximately 1,200 independent life agencies and rated "A-" (Excellent) by A.M. Best Company.

For more information about United Fire Group, Inc. visit www.unitedfiregroup.com or contact:

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#### **Disclosure of Forward-Looking Statements**

This release may contain forward-looking statements about our operations, anticipated performance and other similar matters. The Private Securities Litigation Reform Act of 1995 provides a safe harbor under the Securities Act of 1933 and the Securities Exchange Act of 1934 for forward-looking statements. The forward-looking statements are not historical facts and involve risks and uncertainties that could cause actual results to differ from those expected and/or projected. Such forward-looking statements are based on current expectations, estimates, forecasts and projections about our company, the industry in which we operate, and beliefs and assumptions made by management. Words such as "expect(s)," "anticipate(s)," "intends(s)," "plan(s)," "believe(s)" "continue(s)," "seek(s)," "estimate(s)," "goal(s)," "remain on track," "optimistic," "target(s)," "forecast(s)," "project(s)," "predict(s)," "should," "could," "may," "will continue," "might," "hope," "can" and other words and terms of similar meaning or expression in connection with a discussion of future operations, financial performance or financial condition, are intended to identify forward-looking statements. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed in such forwardlooking statements. Information concerning factors that could cause actual outcomes and results to differ materially from those expressed in the forward-looking statements is contained in Part I, Item IA "Risk Factors" of our Annual Report on Form 10-K for the year ended December 31, 2014, filed with the Securities and Exchange Commission ("SEC") on March 2, 2015. The risks identified in our Form 10-K are representative of the risks, uncertainties, and assumptions that could cause actual outcomes and results to differ materially from what is expressed in the forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this release or as of the date they are made. Except as required under the federal securities laws and the rules and regulations of the SEC, we do not have any intention or obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise.

# **Supplemental Tables**

		Fina	anci	al Highligl	nts				
		Three Mor	nths E	Ended Septem	ber 30,	Nine Mor	ths E	nded Septem	ber 30,
(In Thousands, Except Per Share Data and Ratios)		2015		2014	Change %	2015		2014	Change %
Revenue Highlights									
Net premiums earned	\$	239,421	\$	212,021	12.9 % \$	681,817	\$	607,189	12.3 %
Net investment income		24,050		22,837	5.3 %	74,205		77,202	(3.9)%
Total revenues		264,560		235,865	12.2 %	758,962		691,442	9.8 %
<b>Income Statement Data</b>									
Operating income (loss)		18,906		(256)	NM	56,527		20,574	174.7 %
After-tax net realized investment gains		628		581	8.1 %	1,704		3,767	(54.8)%
Net income	\$	19,534	\$	325	NM \$	58,231	\$	24,341	139.2 %
Diluted Earnings Per Share Data									
Operating income (loss)	\$	0.75	\$	(0.01)	NM \$	2.25	\$	0.81	177.8 %
After-tax net realized investment gains		0.02		0.02	— %	0.06		0.14	(57.1)%
Net income	\$	0.77	\$	0.01	NM \$	2.31	\$	0.95	143.2 %
Catastrophe Data									
Pre-tax catastrophe losses	\$	6,955	\$	23,282	(70.1)% \$	27,336	\$	47,160	(42.0)%
Effect on after-tax earnings per share		0.18		0.60	(70.0)%	0.71		1.20	(40.8)%
Effect on combined ratio		3.2%	o	11.9%	(73.1)%	4.4%	<b>6</b>	8.4%	(48.1)%
Favorable reserve development experienced on prior accident years	\$	686	\$	6,755	(89.8)% \$	24,129	\$	32,520	(25.8)%
Combined ratio		94.1%	<b>6</b>	107.4%	(13.3)%	93.9%	6	103.0%	(9.1)%
Return on equity						9.3%	6	4.1%	128.9 %
Cash dividends declared per share	\$	0.22	\$	0.20	10.0 % \$	0.64	\$	0.58	10.3 %
Diluted weighted average shares outstanding	2:	5,379,348	2	5,404,349	(0.1)%	25,171,881	2	5,536,569	(1.4)%

NM = Not meaningful

Co	nsoli	idated Inco	me St	atement										
	Th	ree Months En	ded Se	ptember 30,	Ni	ine Months End	s Ended September 30							
(In Thousands)		2015		2014		2015		2014						
Revenues														
Net premiums written <sup>(1)</sup>	\$	236,545	\$	207,372	\$	731,648	\$	656,612						
Net premiums earned	\$	239,421	\$	212,021	\$	681,817	\$	607,189						
Investment income, net of investment expenses	3	24,050		22,837		74,205		77,202						
Net realized investment gains		966		894		2,622		5,796						
Other income		123		113		318		1,255						
Total Revenues	\$	264,560	\$	235,865	\$	758,962	\$	691,442						
Benefits, Losses and Expenses														
Losses and loss settlement expenses	\$	144,526	\$	154,346	\$	421,297	\$	422,299						
Increase in liability for future policy benefits		12,784		10,552		32,503		26,450						
Amortization of deferred policy acquisition costs		48,697		44,644		135,526		124,374						
Other underwriting expenses		26,161		21,665		73,241		68,869						
Interest on policyholders' accounts		5,568		7,503		18,207		23,342						
<b>Total Benefits, Losses and Expenses</b>	\$	237,736	\$	238,710	\$	680,774	\$	665,334						
Income (loss) before income taxes		26,824		(2,845)		78,188		26,108						
Federal income tax expense (benefit)		7,290		(3,170)		19,957		1,767						
Net income	\$	19,534	\$	325	\$	58,231	\$	24,341						

<sup>(1)</sup> Data prepared in accordance with statutory accounting principles, which is a comprehensive basis of accounting other than U.S. GAAP.

Consolidated Balance Sheet										
(In Thousands)		ember 30, 2015	December 31, 20							
Total invested assets:										
Property and casualty segment	\$	1,572,222	\$	1,554,637						
Life insurance segment		1,524,232		1,616,324						
Total cash and investments		3,220,515		3,261,535						
Total assets		3,876,016		3,856,689						
Future policy benefits and losses, claims and loss settlement expenses	\$	2,381,026	\$	2,417,201						
Total liabilities		3,030,556		3,039,274						
Net unrealized investment gains, after-tax	\$	130,223	\$	149,623						
Total stockholders' equity		845,460		817,415						
Property and casualty insurance statutory capital and surplus <sup>(1)(2)</sup>	\$	702,303	\$	685,866						
Life insurance statutory capital and surplus <sup>(2)</sup>		157,194		155,667						

<sup>(1)</sup> Because United Fire & Casualty Company owns United Life Insurance Company, property and casualty insurance statutory capital and surplus includes life insurance statutory capital and surplus and therefore represents our total consolidated statutory capital and surplus.

<sup>(2)</sup> Data prepared in accordance with statutory accounting principles, which is a comprehensive basis of accounting other than U.S. GAAP.

	Th	ree Months E	nded S	eptember 30.	Ni	ne Months Er	ded September 30,				
(In Thousands, Except Ratios)		2015		2014		2015		2014			
Revenues											
Net premiums written <sup>(1)</sup>	\$	216,124	\$	190,551	\$	678,242	\$	611,941			
Net premiums earned	\$	218,993	\$	195,195	\$	628,396	\$	562,521			
Investment income, net of investment expenses		10,716		8,190		33,582		31,191			
Net realized investment gains (losses)		732		(22)		316		3,682			
Other income (loss)		_		(102)		_		693			
<b>Total Revenues</b>	\$	230,441	\$	203,261	\$	662,294	\$	598,087			
Benefits, Losses and Expenses											
Losses and loss settlement expenses	\$	137,696	\$	148,815	\$	400,087	\$	402,964			
Amortization of deferred policy acquisition costs		46,847		42,902		130,305		119,280			
Other underwriting expenses		21,505		17,843		59,625		57,207			
<b>Total Benefits, Losses and Expenses</b>	\$	206,048	\$	209,560	\$	590,017	\$	579,451			
Income (loss) before income taxes	\$	24,393	\$	(6,299)	\$	72,277	\$	18,636			
Federal income tax expense (benefit)		6,373		(4,419)		17,857		(835)			
Net income (loss)	\$	18,020	\$	(1,880)	\$	54,420	\$	19,471			
GAAP combined ratio:											
Net loss ratio - excluding catastrophes		59.7%		64.4%		59.3%		63.2%			
Catastrophes - effect on net loss ratio		3.2		11.9		4.4					
Net loss ratio		62.9%		76.3%		63.7%		71.6%			
Expense ratio		31.2		31.1		30.2		\$ 402,964 119,280 57,207 \$ 579,451 \$ 18,636 (835) \$ 19,471			
Combined ratio		94.1%		107.4%		93.9%		103.0%			
Statutory combined ratio:(1)											
Net loss ratio - excluding catastrophes		59.9%		64.0%		59.4%		63.5%			
Catastrophes - effect on net loss ratio		3.2		11.9		4.4		8.4			
Net loss ratio		63.1%		75.9%		63.8%		71.9%			
Expense ratio		33.5		32.1		31.3		31.2			
Combined ratio		96.6%		108.0%		95.1%		103.1%			

<sup>(1)</sup> Data prepared in accordance with statutory accounting principles, which is a comprehensive basis of accounting other than U.S. GAAP.

Life	Insu	rance Fina	ncial	Results					
	Three Months Ended September 30, Nine Months Ended September 30,								
In Thousands)		<b>2015</b> 2014				2015	2014		
Revenues									
Net premiums written <sup>(1)</sup>	\$	20,421	\$	16,821	\$	53,406	\$	44,671	
Net premiums earned	\$	20,428	\$	16,826	\$	53,421	\$	44,668	
Investment income, net of investment expenses		13,334		14,647		40,623		46,011	
Net realized investment gains		234		916		2,306		2,114	
Other income		123		215		318		562	
Total Revenues	\$	34,119	\$	32,604	\$	96,668	\$	93,355	
Benefits, Losses and Expenses									
Losses and loss settlement expenses	\$	6,830	\$	5,531	\$	21,210	\$	19,335	
Increase in liability for future policy benefits		12,784		10,552		32,503		26,450	
Amortization of deferred policy acquisition costs	S	1,850		1,742		5,221		5,094	
Other underwriting expenses		4,656		3,822		13,616		11,662	
Interest on policyholders' accounts		5,568		7,503		18,207		23,342	
Total Benefits, Losses and Expenses	\$	31,688	\$	29,150	\$	90,757	\$	85,883	
Income before income taxes	\$	2,431	\$	3,454	\$	5,911	\$	7,472	
Federal income tax expense		917		1,249		2,100		2,602	
Net income	\$	1,514	\$	2,205	\$	3,811	\$	4,870	

<sup>(1)</sup> Net premiums written is a financial measure prepared in accordance with statutory principles, which is a comprehensive basis of accounting other than U.S. GAAP.

Net Premiums Written by Line of Business											
	Tl	Three Months Ended September 30, Nine Months Ended September 30									
		2015		2014		2015		2014			
(In Thousands)							\$ 1 1 1 1 \$ 5 \$ \$ \$				
<b>Net Premiums Written</b>											
Commercial lines:											
Other liability <sup>(1)</sup>	\$	65,750	\$	56,942	\$	210,032	\$	185,206			
Fire and allied lines <sup>(2)</sup>		52,227		45,732		161,541		145,789			
Automobile		47,494		40,925		148,356		130,866			
Workers' compensation		22,990		20,658		76,146		71,802			
Fidelity and surety		5,687		5,566		17,594		16,222			
Miscellaneous		(168)		587		1,283		2,130			
Total commercial lines	\$	193,980	\$	170,410	\$	614,952	\$	552,015			
Personal lines:											
Fire and allied lines <sup>(3)</sup>	\$	12,038	\$	11,951	\$	33,359	\$	33,239			
Automobile		6,602		6,191		18,882		18,074			
Miscellaneous		275		261		813		768			
Total personal lines	\$	18,915	\$	18,403	\$	53,054	\$	52,081			
Reinsurance assumed		3,229		1,738		10,236		7,845			
Total	\$	216,124	\$	190,551	\$	678,242	\$	611,941			

<sup>(1) &</sup>quot;Other liability" is business insurance covering bodily injury and property damage arising from general business operations, accidents on the insured's premises and products manufactured or sold.

<sup>(2) &</sup>quot;Fire and allied lines" includes fire, allied lines, commercial multiple peril and inland marine.

<sup>(3) &</sup>quot;Fire and allied lines" includes fire, allied lines, homeowners and inland marine.

Net Premiums Earned, Losses and Loss Settlement Expenses and Loss Ratio by Line of Business

Three Months Ended September 30,				2015		2014					
				Net Losses				let Losses	_		
	<b>N</b> T 4			and Loss				and Loss			
		Net		Settlement	Net		Net	Settlement		Net	
(In Thousands, Except Ratios)		remiums		Expenses	Loss		Premiums		Expenses	Loss	
Unaudited		Earned		Incurred	Ratio		Earned		Incurred	Ratio	
Commercial lines											
Other liability	\$	67,752	\$	32,483	47.9%	\$	58,807	\$	32,842	55.8 %	
Fire and allied lines		51,913		29,534	56.9		46,448		49,120	105.8	
Automobile		47,840		45,326	94.7		42,181		36,938	87.6	
Workers' compensation		24,721		14,654	59.3		22,955		12,239	53.3	
Fidelity and surety		5,709		(85)	(1.5)		5,095		150	2.9	
Miscellaneous		386		57	14.8		692		(28)	(4.0)	
Total commercial lines	\$	198,321	\$	121,969	61.5%	\$	176,178	\$	131,261	74.5 %	
Personal lines											
Fire and allied lines	\$	11,084	\$	9,295	83.9%	\$	11,151	\$	12,163	109.1 %	
Automobile		6,119		4,952	80.9		5,877		5,622	95.7	
Miscellaneous		260		116	44.6		251		1,622	NM	
Total personal lines	\$	17,463	\$	14,363	82.2%	\$	17,279	\$	19,407	112.3 %	
Reinsurance assumed	\$	3,209	\$	1,364	42.5%	\$	1,738	\$	(1,853)	(106.6)%	
Total	\$	218,993	\$	137,696	62.9%	\$	195,195	\$	148,815	76.3 %	

NM= Not meaningful

Net Premiums Earned, Losses and Loss Settlement Expenses and Loss Ratio by Line of Business

Nine Months Ended September 30,				2015				2014			
		Net Losses and Loss				Net Losses					
								and Loss			
		Net	Settlement		Net	Net	S	Settlement	Net		
(In Thousands, Except Ratios)	P	remiums		Expenses	Loss	Premiums		Expenses	Loss		
Unaudited		Earned		Incurred	Ratio	Earned		Incurred	Ratio		
Commercial lines											
Other liability	\$	191,725	\$	101,162	52.8%	\$ 167,851	\$	87,704	52.3%		
Fire and allied lines		149,732		98,602	65.9	133,802		126,618	94.6		
Automobile		136,966		116,588	85.1	121,022		88,539	73.2		
Workers' compensation		71,224		36,464	51.2	64,981		46,577	71.7		
Fidelity and surety		15,030		2,540	16.9	13,654		1,145	8.4		
Miscellaneous		1,735		181	10.4	2,039		(18)	(0.9)		
Total commercial lines	\$	566,412	\$	355,537	62.8%	\$ 503,349	\$	350,565	69.6%		
Personal lines											
Fire and allied lines	\$	32,990	\$	24,364	73.9%	\$ 33,253	\$	32,548	97.9%		
Automobile		17,917		12,807	71.5	17,349		16,588	95.6		
Miscellaneous		759		228	30.0	742		1,710	NM		
Total personal lines	\$	51,666	\$	37,399	72.4%	\$ 51,344	\$	50,846	99.0%		
Reinsurance assumed	\$	10,318	\$	7,151	69.3%	7,828	\$	1,553	19.8%		
Total	\$	628,396	\$	400,087	63.7%	562,521	\$	402,964	71.6%		

NM= Not meaningful