

FINANCIAL SUPPLEMENT SECOND QUARTER 2017

Forward-Looking Statements

Certain statements in this report, including information incorporated by reference, are "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995 ("PSLRA"). The PSLRA provides a safe harbor under the Securities Act of 1933 and the Securities Exchange Act of 1934 for forward-looking statements. These statements relate to our intentions, beliefs, projections, estimations, or forecasts of future events or our future financial performance and involve known and unknown risks, uncertainties, and other factors that may cause our or our industry's actual results, levels of activity, or performance to be materially different from those expressed or implied by the forward-looking statements. In some cases, you can identify forward-looking statements by use of words such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "target," "project," "intend," "believe," "estimate," "predict," "potential," "pro forma," "seek," "likely," or "continue" or other comparable terminology. These statements are only predictions, and we can give no assurance that such expectations will prove to be correct. We undertake no obligation, other than as may be required under the federal securities laws, to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Factors that could cause our actual results to differ materially from those projected, forecasted, or estimated by us in forward-looking statements, include, but are not limited to:
□ difficult conditions in global capital markets and the economy;
□ deterioration in the public debt and equity markets and private investment marketplace that could lead to investment losses and fluctuations in interest rates;
□ ratings downgrades could affect investment values and, therefore, statutory surplus;
□ the adequacy of our loss reserves and loss expense reserves;
the frequency and severity of natural and man-made catastrophic events, including, but not limited to, hurricanes, tornadoes, windstorms, earthquakes, hail, terrorism, explosions, severe
winter weather, floods, and fires;
□ adverse market, governmental, regulatory, legal, or judicial conditions or actions;
□ the concentration of our business in the Eastern Region;
□ the cost and availability of reinsurance;
□ our ability to collect on reinsurance and the solvency of our reinsurers;
□ uncertainties related to insurance premium rate increases and business retention;
□ changes in insurance regulations that impact our ability to write and/or cease writing insurance policies in one or more states;
□ recent federal financial regulatory reform provisions that could pose certain risks to our operations;
□ our ability to maintain favorable ratings from rating agencies, including A.M. Best, Standard & Poor's, Moody's and Fitch;
our entry into new markets and businesses; and
□ other risks and uncertainties we identify in filings with the United States Securities and Exchange Commission, including, but not limited to, our Annual Report on Form 10-K and other
periodic reports.

These risk factors may not be exhaustive. We operate in a continually changing business environment, and new risk factors emerge from time-to-time. We can neither predict such new risk factors nor can we assess the impact, if any, of such new risk factors on our businesses or the extent to which any factor or combination of factors may cause actual results to differ materially from those expressed or implied in any forward-looking statements in this report. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this report might not occur.

Selective's SEC filings can be accessed through the Investors page of Selective's website, www.Selective.com, or through the SEC's EDGAR Database at www.sec.gov (Selective EDGAR CIK No. 0000230557).

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CONSOLIDATED FINANCIAL HIGHLIGHTS

(Unaudited)

-		Q	Quarter ended			Year-to-date		
(\$ and shares in millions, except per share data)	June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	June 30, 2017	June 30, 2016	
For Period Ended								
Net premiums written	\$ 613.8	598.7	515.0	578.8	578.1	1,212.5	1,143.5	
Change in net premiums written, from comparable prior year period	 6 %	6	9	6	9	6	9	
Underwriting income, before-tax	\$ 30.3	49.2	35.2	32.0	43.8	79.5	84.7	
Net investment income earned, before-tax	41.4	37.4	35.4	33.4	31.2	78.8	62.0	
Net realized investment gains (losses), before-tax	 1.7	(1.0)	(7.7)	3.7	1.8	0.7	(0.9)	
Net income	\$ 41.4	50.4	39.4	38.5	43.6	91.9	80.6	
Operating income*	 40.3	51.1	44.4	36.1	42.5	91.4	81.2	
At Period End								
Total assets	 7,528.2	7,404.1	7,355.8	7,363.2	7,189.6	7,528.2	7,189.6	
Total invested assets	 5,503.0	5,460.8	5,364.9	5,368.4	5,266.5	5,503.0	5,266.5	
Stockholders' equity	1,652.6	1,592.6	1,531.4	1,574.9	1,552.7	1,652.6	1,552.7	
Shares outstanding	 58.4	58.2	58.0	57.9	57.8	58.4	57.8	
Per Share and Share Data								
Net income per diluted share	\$ 0.70	0.85	0.67	0.66	0.74	1.55	1.38	
Operating income per diluted share*	 0.68	0.86	0.75	0.62	0.72	1.54	1.39	
Weighted average diluted shares outstanding	 59.2	59.1	58.9	58.7	58.6	59.2	58.6	
Book value per share	\$ 28.32	27.34	26.42	27.22	26.86	28.32	26.86	
Dividends paid per share	 0.16	0.16	0.16	0.15	0.15	0.32	0.30	
Financial Ratios								
Loss and loss expense ratio	 60.2 %	56.6	58.4	58.3	56.1	58.4	56.5	
Underwriting expense ratio	 34.2	34.6	35.2	35.7	35.4	34.4	35.2	
Dividends to policyholders ratio	0.3			0.1	0.3	0.2	0.3	
GAAP combined ratio	 94.7 %	91.2	93.6	94.1	91.8	93.0	92.0	
Annualized ROE	 10.2	12.9	10.1	9.8	11.5	11.5	10.9	
Annualized operating ROE*	 9.9	13.1	11.4	9.2	11.2	11.5	11.0	
Debt to total capitalization	 21.0	21.6	22.3	21.2	20.0	21.0	20.0	
Net premiums written to policyholders' surplus	 1.4 x	1.4x	1.4x	1.4x	1.4x	1.4x	1.4x	
Invested assets per dollar of stockholders' equity	\$ 3.33	3.43	3.50	3.41	3.39	3.33	3.39	

^{*} Non-GAAP measure. Refer to Page 13 for definition.

CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

				Year-to-date			
	June 30), Mar. 31,	Dec. 31,	Sept. 30,	June 30,	June 30,	June 30,
(\$ and shares in millions)	2017	2017	2016	2016	2016	2017	2016
Revenues		\neg					
Net premiums earned	\$ 568	3.0 560.9	552.8	542.4	531.9	1,128.9	1,054.4
Net investment income earned	4	1.4 37.4	35.4	33.4	31.2	78.8	62.0
Net realized investment gains (losses)		3.0 2.4	(3.7)	4.0	2.3	5.4	3.2
Other-than-temporary impairments		1.2) (3.5)	(4.0)	(0.3)	(0.5)	(4.7)	(4.1)
Other income		3.3	1.9	2.2	3.9	6.5	4.8
Total revenues	614	4.5 600.5	582.4	581.7	568.7	1,215.0	1,120.2
Expenses							
Losses and loss expenses incurred		1.6 317.5	322.9	316.3	298.5	659.0	595.6
Policy acquisition costs		5.8 196.2	196.0	193.8	190.7	393.1	374.0
Interest expense		6.1	5.8	5.7	5.6	12.2	11.2
Other expenses		1.1 13.1	7.3	10.4	11.6	24.2	25.2
Total expenses	555	5.6 532.9	532.0	526.2	506.4	1,088.5	1,006.0
Income before federal income tax	58	8.9 67.6	50.3	55.4	62.3	126.5	114.2
Federal income tax expense	1	7.5 17.1	11.0	16.9	18.7	34.6	33.6
Net income	\$ 4	50.4	39.4	38.5	43.6	91.9	80.6
Exclude: Net realized investment (gains) losses, after tax		0.7	5.0	(2.4)	(1.1)	(0.4)	0.6
Operating income *	\$ 40).3 51.1	44.4	36.1	42.5	91.4	81.2
Weighted average shares outstanding (diluted)	59	9.2 59.1	58.9	58.7	58.6	59.2	58.6
Net income per share (diluted)	\$ 0.	70 0.85	0.67	0.66	0.74	1.55	1.38
Operating income per share (diluted) *	\$ 0.	68 0.86	0.75	0.62	0.72	1.54	1.39

^{*} Non-GAAP measure. Refer to Page 13 for definition.

CONSOLIDATED BALANCE SHEETS

(Unaudited)

(\$ in millions, except per share data)	June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016
ASSETS					
Investments					
Fixed income securities, held-to-maturity, at carrying value	\$ 72.5	84.8	101.6	130.5	160.3
Fixed income securities, available-for-sale, at fair value		4.867.0	4.792.5	4.832.5	4.671.8
Equity securities, available-for-sale, at fair value		154.9	146.8	147.3	152.9
Short-term investments		247.2	221.7	169.6	205.5
Other investments		106.8	102.4	88.5	76.1
Total investments		5,460.8	5,364.9	5,368.4	5,266,5
Cash		0.5	0.5	1.5	1.5
Interest and dividends due or accrued		40.2	40.2	39.9	39.9
Premiums receivable, net of allowance		707.7	681.6	711.6	706.6
Reinsurance recoverable, net of allowance		580.4	621.5	640.0	592.4
Prepaid reinsurance premiums		145.4	146.3	152.0	145.5
Current federal income tax		1-15.1	2.5	132.0	143.5
Deferred federal income tax		72.2	84.8	41.7	47.7
Property and equipment, net of accumulated depreciation and amortization		68.5	69.6	69.8	68.6
Deferred policy acquisition costs		227.6	222.6	235.9	228.6
Goodwill		7.8	7.8	7.8	7.8
Other assets		92.9	113.5	94.6	84.5
Office descets		92.9	113.3	94.0	04.3
Total assets	\$ 7,528.2	7,404.1	7,355.8	7,363.2	7,189.6
LIABILITIES AND STOCKHOLDERS' EQUITY					
Liabilities					
Reserve for losses and loss expenses	\$ 3,731.2	3,679.5	3,691.7	3,686.6	3,590.2
Unearned premiums		1,299.8	1,262.8	1,306.3	1,263.5
Short-term debt		-	-	45.0	60.0
Long-term debt	438.9	438.8	438.7	378.6	328.4
Current federal income tax		11.6	-	6.5	8.7
Accrued salaries and benefits	103.2	96.3	132.9	103.6	118.7
Other liabilities	248.2	285.6	298.4	261.8	267.4
Total liabilities	\$ 5,875.6	5,811.5	5,824.5	5,788.3	5,636.9
Stockholder's Equity					
Preferred stock of \$0 par value per share	\$ -				
Common stock of \$2 par value per share		204.1	203.2	203.0	202.9
Additional paid-in capital		354.2	347.3	342.8	340.1
Retained earnings		1,609.9	1,568.9	1,538.9	1,509.2
Accumulated other comprehensive income (loss)		2.1	(16.0)	62.2	72.0
Treasury stock, at cost		(577.7)	(572.1)	(572.1)	(571.5)
Total stockholders' equity		1.592.6	1.531.4	1.574.9	1.552.7
Commitments and contingencies	φ 1,032.0	1,372.0	1,331.4	1,374.7	1,334.1

FINANCIAL METRICS

(Unaudited)

			Quarter ended			Year-t	o-date
	June 30,	Mar. 31,	Dec. 31,	Sept. 30,	June 30,	June 30,	June 30,
(\$ and shares in millions, except per share data)	2017	2017	2016	2016	2016	2017	2016
Book value per share							
Stockholders' equity	. \$ 1,652.6	1,592.6	1,531.4	1,574.9	1,552.7	1,652.6	1,552.7
Common shares issued and outstanding, at period end		58.2	58.0	57.9	57.8	58.4	57.8
Book value per share		27.34	26.42	27.22	26.86	28.32	26.86
Book value per share excluding unrealized gain (loss) on fixed income securities		26.65	25.98	25.53	25.00	27.25	25.00
Financial results (after-tax)							
Underwriting income	. 19.7	32.0	22.9	20.8	28.5	51.7	55.1
Net investment income	. 30.3	27.5	26.4	24.9	23.5	57.8	47.1
Interest expense	. (4.0)	(4.0)	(3.8)	(3.7)	(3.7)	(7.9)	(7.3)
Other expense	. (5.8)	(4.4)	(1.1)	(5.9)	(5.9)	(10.1)	(13.6)
Net realized gains (losses)	1.1	(0.7)	(5.0)	2.4	1.1	0.4	(0.6)
Total after-tax net income	. 41.4	50.4	39.4	38.5	43.6	91.9	80.6
Return on average equity							
Insurance segments	. 4.9	% 8.2	5.9	5.3	7.5	6.5	7.5
Net investment income	. 7.5	7.0	6.8	6.4	6.2	7.3	6.4
Interest expense	` '	(1.0)	(1.0)	(0.9)	(1.0)	(1.0)	(1.0)
Other expense		(1.1)	(0.3)	(1.6)	(1.5)	(1.3)	(1.9)
Net realized gains (losses), net of tax at 35%		(0.2)	(1.3)	0.6	0.3	-	(0.1)
Annualized ROE		12.9	10.1	9.8	11.5	11.5	10.9
Exclude: Net realized (gains) losses, net of tax at 35%		0.2	1.3	(0.6)	(0.3)	-	0.1
Annualized Operating ROE*	9.9	% 13.1	11.4	9.2	11.2	11.5	11.0
Debt and total capitalization							
Notes payable:							
1.61% Borrowings from FHLBNY		25.0	25.0	25.0	-	25.0	-
1.56% Borrowings from FHLBNY		25.0	25.0	25.0	-	25.0	-
3.03% Borrowings from FHLBI	. 60.0	60.0	60.0	-	-	60.0	-
0.63% Borrowings from FHLBI		-	-	-	15.0	-	15.0
1.25% Borrowings from FHLBI		-	-	45.0	45.0	-	45.0
7.25% Senior notes	. 49.7	49.7	49.6	49.6	49.6	49.7	49.6
6.70% Senior notes	. 99.0	99.0	99.0	98.9	98.9	99.0	98.9
5.875% Senior notes	180.2	180.2	180.1	180.0	179.9	180.2	179.9
Total debt	. 438.9	438.8	438.7	423.6	388.4	438.9	388.4
Stockholders' equity	. 1,652.6	1,592.6	1,531.4	1,574.9	1,552.7	1,652.6	1,552.7
Total capitalization	. \$ 2,091.5	2,031.4	1,970.1	1,998.5	1,941.1	2,091.5	1,941.1
Ratio of debt to total capitalization	21.0	% 21.6	22.3	21.2	20.0	21.0	20.0
Policyholders' surplus	. \$ 1,653.2	1,622.3	1,583.8	1,551.2	1,506.5	1,653.2	1,506.5

^{*} Non-GAAP measure. Refer to Page 13 for definition.

CONSOLIDATED INSURANCE OPERATIONS STATEMENT OF OPERATIONS

(Unaudited)

			Q		Year-to-date			
		June 30,	Mar. 31,	Dec. 31,	Sept. 30,	June 30,	June 30,	June 30,
(\$ in millions)		2017	2017	2016	2016	2016	2017	2016
Underwriting results								
Net premiums written	\$	613.8	598.7	515.0	578.8	578.1	1,212.5	1,143.5
Change in net premiums written, from comparable prior year period		6 %	6	9	6	9	6	9
Net premiums earned	\$	568.0	560.9	552.8	542.4	531.9	1,128.9	1,054.4
Losses and loss expenses incurred		341.6	317.5	322.9	316.3	298.5	659.0	595.6
Net underwriting expenses incurred		194.2	194.3	194.8	193.6	188.1	388.5	370.8
Dividends to policyholders		1.9	(0.1)	(0.2)	0.5	1.6	1.8	3.3
GAAP underwriting gain	\$	30.3	49.2	35.2	32.0	43.8	79.5	84.7
Catastrophe losses	s	29.3	12.2	26.6	10.4	8.4	41.5	22.8
(Favorable) prior years' casualty reserve development		(14.3)	(14.4)	(23.0)	(19.0)	(10.0)	(28.7)	(27.0)
Underwriting ratios								
Loss and loss expenses ratio		60.2 %	56.6	58.4	58.3	56.1	58.4	56.5
Underwriting Expense ratio		34.2	34.6	35.2	35.7	35.4	34.4	35.2
Dividends to policyholders ratio		0.3			0.1	0.3	0.2	0.3
Combined ratio		94.7 %	91.2	93.6	94.1	91.8	93.0	92.0
Catastrophe losses		5.2 pts	2.2	4.8	1.9	1.6	3.7	2.2
(Favorable) prior years' casualty reserve development		(2.5) pts	(2.6)	(4.2)	(3.5)	(1.9)	(2.5)	(2.6)
Combined ratio before catastrophes		89.5 %	89.0	88.8	92.2	90.2	89.3	89.8
Combined ratio before catastrophes and prior years' development		92.0	91.6	93.0	95.7	92.1	91.8	92.4
Other Statistics								
Non-catastrophe property losses	\$	73.3	71.4	70.0	78.5	64.3	144.7	130.8
Non-catastrophe property losses		12.9 pts	12.7	12.7	14.5	12.1	12.8	12.4
Direct new business	\$	136.1	124.7	123.8	125.4	130.5	260.8	248.1

STANDARD COMMERCIAL LINES STATEMENT OF OPERATIONS AND SUPPLEMENTAL DATA

(Unaudited)

		Q	uarter ended			Year-to-date		
(\$ in millions)	June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	June 30, 2017	June 30, 2016	
Underwriting results								
Net premiums written	\$ 478.9	483.5	392.2	449.5	449.0	962.5	904.1	
Change in net premiums written, from comparable prior year period	7 %	6	10	9	9	6	9	
Net premiums earned		438.4	429.7	421.6	411.3	882.0	814.2	
Losses and loss expenses incurred	252.9	241.6	230.3	238.2	221.6	494.4	445.0	
Net underwriting expenses incurred	154.0	154.4	154.4	152.7	147.9	308.4	294.8	
Dividends to policyholders	1.9	(0.1)	(0.2)	0.5	1.6	1.8	3.3	
GAAP underwriting gain	\$ 34.8	42.5	45.2	30.1	40.2	77.3	71.1	
Catastrophe losses	\$ 17.0	6.9	13.6	6.2	3.6	23.9	15.3	
(Favorable) prior years' casualty reserve development	(17.3)	(16.4)	(28.5)	(19.0)	(12.0)	(33.7)	(30.0)	
Underwriting ratios								
Loss and loss expenses ratio	57.1 %	55.1	53.6	56.5	53.9	56.0	54.7	
Underwriting expense ratio		35.2	35.9	36.3	35.9	35.0	36.2	
Dividends to policyholders ratio		-	-	0.1	0.4	0.2	0.4	
Combined ratio	92.2 %	90.3	89.5	92.9	90.2	91.2	91.3	
Catastrophe losses	3.8 pts	1.6	3.2	1.5	0.9	2.7	1.9	
(Favorable) prior years' casualty reserve development	- 1	(3.7)	(6.6)	(4.5)	(2.9)	(3.8)	(3.7)	
Combined ratio before catastrophes		88.7	86.3	91.4	89.3	88.5	89.4	
Combined ratio before catastrophes and prior years' development	92.3	92.4	92.9	95.9	92.2	92.3	93.1	
Other statistics								
Non-catastrophe property losses	\$ 48.2	49.8	45.6	51.6	41.6	98.0	85.2	
Non-catastrophe property losses		11.4	10.6	12.2	10.1	11.1	10.5	
Direct new business		89.5	85.2	89.2	95.5	187.5	183.2	
Renewal pure price increases		3.0	2.7	2.5	2.6	3.1	2.7	
Retention	83 %	85	84	84	83	83	83	

STANDARD PERSONAL LINES STATEMENT OF OPERATIONS AND SUPPLEMENTAL DATA

(Unaudited)

		Q	uarter ended			Year-to-date		
(\$ in millions)	June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	June 30, 2017	June 30, 2016	
(\$\psi ii minoris)	2017	2017	2010	2010	2010	2017	2010	
Underwriting results								
Net premiums written	\$ 78.1	64.7	68.1	76.2	75.6	142.8	137.5	
Change in net premiums written, from comparable prior year period	3 %	4	3	(1)	(1)	4	(2)	
Net premiums earned	\$ 71.7	71.2	70.9	68.7	70.8	142.9	141.0	
Losses and loss expenses incurred		44.3	54.3	41.6	42.2	99.0	81.9	
Net underwriting expenses incurred		21.8	23.2	22.8	22.5	44.5	44.4	
GAAP underwriting (loss) gain	\$ (5.8)	5.1	(6.6)	4.3	6.1	(0.7)	14.7	
Catastrophe losses	\$ 9.4	3.9	11.4	2.5	2.1	13.3	4.3	
Unfavorable prior years' casualty reserve development	3.0	2.0	2.5	-	-	5.0	-	
Underwriting ratios Loss and loss expenses ratio Underwriting expense ratio Combined ratio	76.3 % 31.7 108.0 %	62.2 30.6 92.8	76.5 32.8 109.3	60.5 33.3 93.8	59.6 31.8 91.4	69.3 31.2 100.5	58.1 31.5 89.6	
Combined ratio	100.0 /0	72.0	107.3	73.0	71.4	100.5	02.0	
Catastrophe losses	13.0 pts	5.5	16.0	3.6	3.0	9.3	3.1	
Unfavorable prior years' casualty reserve development	4.2 pts	2.8	3.5	_	_	3.5	_	
Combined ratio before catastrophes	95.0 %	87.3	93.3	90.2	88.4	91.2	86.5	
Combined ratio before catastrophes and prior years' development	90.8	84.5	89.8	90.2	88.4	87.7	86.5	
Other Statistics								
Non-catastrophe property losses	\$ 20.0	16.3	17.6	18.9	18.4	36.4	34.7	
Non-catastrophe property losses	27.9 pts	22.9	24.8	27.6	25.9	25.4	24.6	
Direct new business		11.4	10.7	12.0	9.6	24.6	17.0	
Renewal pure price increases		2.7	4.1	4.7	5.2	2.7	5.1	
Retention	84 %	84	84	83	83	84	82	

EXCESS AND SURPLUS LINES STATEMENT OF OPERATIONS AND SUPPLEMENTAL DATA

(Unaudited)

			Q	uarter ended			Year-to-date		
(\$ in millions)		June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	June 30, 2017	June 30, 2016	
Underwriting results									
Net premiums written	. \$	56.8	50.5	54.8	53.0	53.6	107.2	101.9	
Change in net premiums written, from comparable prior year period	-	6 %	4	6	(2)	18	5	23	
Net premiums earned	. \$	52.8	51.2	52.1	52.2	49.8	104.0	99.2	
Losses and loss expenses incurred	.	34.0	31.6	38.3	36.5	34.6	65.6	68.7	
Net underwriting expenses incurred		17.5	18.1	17.3	18.1	17.7	35.5	31.6	
GAAP underwriting gain (loss)	. \$	1.3	1.6	(3.5)	(2.4)	(2.5)	2.9	(1.1)	
Catastrophe losses	. \$	3.0	1.4	1.6	1.7	2.7	4.4	3.2	
Unfavorable prior years' casualty reserve development		-	-	3.0	-	2.0	-	3.0	
Underwriting ratios									
Loss and loss expenses ratio	.	64.4 %	61.7	73.5	69.9	69.5	63.0	69.3	
Underwriting expense ratio		33.1	35.2	33.1	34.6	35.6	34.2	31.8	
Combined ratio		97.5 %	96.9	106.6	104.5	105.1	97.2	101.1	
Catastrophe losses		5.7 pts	2.7	3.1	3.3	5.4	4.2	3.2	
Unfavorable prior years' casualty reserve development		- pts	2.7	5.8	5.5	4.0	7.2	3.0	
Combined ratio before catastrophes		91.8 %	94.2	103.5	101.2	99.7	93.0	97.9	
Combined ratio before catastrophes and prior years' development		91.8	94.2	97.7	101.2	95.7	93.0	94.9	
Other Statistics									
Non-catastrophe property losses	. \$	5.1	5.3	6.8	7.9	4.4	10.4	10.8	
Non-catastrophe property losses		9.7 pts	10.3	13.0	15.2	8.7	10.0	10.9	
Direct new business	. \$	24.9	23.8	27.9	24.2	25.4	48.7	47.9	
Price increases		3.7 %	7.1	4.6	5.8	4.3	5.6	4.1	

CONSOLIDATED INVESTMENT INCOME

(Unaudited)

		Year-	Year-to-date				
(\$ in millions)	June 30, 2017	Mar. 31, 2017	Dec. 31, 2016	Sept. 30, 2016	June 30, 2016	June 30, 2017	June 30, 2016
Net Investment Income							
Fixed income securities							
Taxable	. \$ 28.4	27.5	23.9	22.5	21.2	55.8	42.2
Tax-exempt		9.4	9.6	10.0	10.6	18.7	21.2
Total fixed income securities		36.9	33.5	32.5	31.8	74.6	63.4
Equity securities		1.5	1.4	1.5	2.2	2.9	4.4
Other investments	5.2	1.6	3.0	1.6	(0.6)	6.8	(1.7)
Short-term investments	0.4	0.3	0.2	0.2	0.1	0.6	0.3
Investment income	44.7	40.2	38.1	35.8	33.5	84.9	66.5
Investment expenses	. (3.3)	(2.8)	(2.6)	(2.4)	(2.3)	(6.1)	(4.5)
Investment tax expense	. (11.1)	(10.0)	(9.0)	(8.5)	(7.7)	(21.1)	(14.9)
Total net investment income, after-tax	. \$ 30.3	27.5	26.4	24.9	23.5	57.8	47.1
Net realized capital gains (losses)							
Fixed income securities	. \$ 2.6	2.0	(6.8)	2.2	0.4	4.6	0.9
Equity securities	1	2.0	3.1	1.9	2.0	0.4	2.3
Short term		_	5.1	1.7	2.0	- 0.4	2.5
Other investments		0.5	_	_	_	0.5	_
Gross gains (losses)		2.4	(3.7)	4.0	2.3	5.4	3.2
Other-than-temporary impairment losses		(3.5)	(4.0)	(0.3)	(0.5)	(4.7)	(4.1)
Total net realized capital gains (losses)		(1.0)	(7.7)	3.7	1.8	0.7	(0.9)
Change in unrealized gains (losses)	. \$ 34.0	27.2	(110.0)	(16.7)	53.9	61.2	122.2
Average investment yields							
Fixed income securities, before-tax		3.0	2.7	2.6	2.6	3.0	2.7
Fixed income securities, after-tax		2.2	2.0	2.0	2.0	2.2	2.0
Total portfolio, before-tax		2.8	2.6	2.5	2.4	2.9	2.4
Total portfolio, after-tax	. 2.2	2.0	2.0	1.9	1.8	2.1	1.8
Effective tax rate on net investment income	. 26.9 %	26.6	25,5	25.4	24.6	26.8	24.0
New money purchase rates for fixed income securities, before-tax		3.1	3.0	2.9	3.5	3.1	3.0
New money purchase rates for fixed income securities, after-tax		2.1	2.1	2.0	2.4	2.1	2.1
Effective duration of fixed income portfolio including short term (in years)	. 3.7	3.6	3.8	3.7	3.7	3.7	3.7

CONSOLIDATED COMPOSITION OF INVESTED ASSETS

(Unaudited)

	June 20		March 201		December 201		Septemb 201		June : 201	
(\$ in millions)	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Fixed income securities, at fair value	\$ 5,094.3	92.5 %	4,955.4	90.7	4,897.8	91.2	4,968.6	92.5	4,838.8	91.8
Equity securities, at fair value	161.7	2.9	154.9	2.8	146.8	2.7	147.3	2.7	152.9	2.9
Other investments	116.4	2.1	106.8	2.0	102.4	1.9	88.5	1.6	76.1	1.4
Short-term investments	133.7	2.4	247.2	4.5	221.7	4.1	169.6	3.2	205.5	3.9
Total investments	\$ 5,506.1	100.0 %	5,464.3	100.0	5,368.6	100.0	5,374.0	100.0	5,273.3	100.0
Fixed income portfolio, at carry value										
U.S. government obligations	\$ 68.0	1.3 %	88.3	1.8	77.3	1.6	89.9	1.8	96.2	2.0
Foreign government obligations	18.7	0.4	32.6	0.7	26.9	0.5	9.5	0.2	9.0	0.2
State and municipal	1,458.7	28.7	1,349.9	27.3	1,457.4	29.8	1,551.5	31.3	1,594.2	33.0
Corporate	1,840.1	36.1	1,850.2	37.4	2,020.3	41.3	2,219.7	44.7	2,061.9	42.7
Collateralized loan obligations ("CLOs") and other asset-backed securities ("ABS")	702.5	13.8	678.4	13.7	529.0	10.8	284.5	5.7	258.8	5.4
Residential mortgage-backed securities ("RMBS")	724.0	14.2	688.6	13.9	525.2	10.7	538.9	10.9	551.6	11.4
Commercial mortgage-backed securities ("CMBS")	279.2	5.5	263.8	5.3	258.0	5.3	269.1	5.4	260.4	5.4
Total fixed income securities	\$ 5,091.2	100.0 %	4,951.8	100.0	4,894.1	100.0	4,963.0	100.0	4,832.1	100.0
Weighted average credit quality										
Investment grade credit quality	\$ 4,944.2	97.1 %	4,807.3	97.0	4,747.7	96.9	4,805.6	96.7	4,755.6	98.3
Non-investment grade credit quality	150.1	2.9	148.1	3.0	150.0	3.1	163.1	3.3	83.3	1.7
Total fixed income securities, at fair value	\$ 5,094.3	100.0 %	4,955.4	100.0	4,897.9	100.0	4,968.6	100.0	4,838.9	100.0
Weighted average credit quality of fixed income portfolio	AA-		AA		AA	-	AA	-	AA	-
Expected maturities of fixed income securities at carry value										
Due in one year or less	\$ 341.0	6.7 %	371.4	7.5	429.6	8.8	550.3	11.1	567.3	11.7
Due after one year through five years	2,124.7	41.7	2,026.9	40.9	2,179.1	44.5	2,466.0	49.7	2,491.1	51.6
Due after five years through 10 years	2,388.0	46.9	2,302.5	46.5	2,099.2	42.9	1,831.6	36.9	1,657.9	34.3
Due after 10 years	237.6	4.7	251.0	5.1	186.2	3.8	115.1	2.3	115.8	2.4
Total fixed income securities	\$ 5,091.2	100.0 %	4,951.8	100.0	4,894.1	100.0	4,963.0	100.0	4,832.1	100.0

Alternative investments		June 30,	2017	
	Number	Original	Remaining	Current
Strategy	of Funds	Commitment	Commitment	Market Value
Private equity	22	\$ 182.8	76.0	46.9
Private credit	12	126.0	57.4	29.9
Real assets	8	99.0	31.2	20.8
Total	42	\$ 407.8	164.7	97.7

Combined Insurance Company Subsidiaries

Statutory Results by Line of Business Quarter Ended June 30, 2017

(Unaudited)

	Net Premiums	Percent	Net Premiums	Percent	Loss	LAE	Underwriting Expense	Dividends to Policyholders	Combined Ratio	Combined Ratio	Und	lerwriting
(\$ in thousands)	Written	Change	Earned	Change	Ratio	Ratio	Ratio	Ratio	2017	2016	Gai	in/(Loss)
Standard Personal Lines:		<u> </u>		Ü								
Homeowners	\$ 35,095	(2.5) %	\$ 32,467	(2.8) %	65.8	9.2	34.0	-	109.0	84.4	\$	(3,829)
Auto	41,071	8.2	37,663	5.0	67.7	10.8	33.0	-	111.5	104.3		(5,439)
Other (including flood)	1,941	19.2	1,542	0.7	87.9	(32.6)	(127.7)	-	(72.2)	(129.2)		3,162
Total	\$ 78,107	3.3	\$ 71,672	1.2	67.2	9.2	29.5	-	105.9	89.9	\$	(6,106)
Standard Commercial Lines:												
Commercial property	81,971	3.3	78,052	6.1	58.2	5.6	37.5	0.1	101.4	78.2		(2,572)
Workers compensation	81,354	2.9	79,460	5.6	33.0	16.2	26.9	2.2	78.3	87.7		16,744
General liability	158,721	9.1	141,503	9.5	30.0	14.7	33.7	-	78.4	83.5		24,763
Auto	119,063	9.3	108,316	9.5	71.6	11.3	31.1	0.1	114.1	107.0		(18,643)
Businessowners' policies	25,121	(0.6)	24,989	1.4	32.5	11.3	38.0	-	81.8	82.4		4,490
Bonds	8,363	22.2	6,986	23.3	(17.6)	6.3	53.2	-	41.9	74.6		3,323
Other	4,324	5.9	4,288	8.8	(0.2)	(0.1)	56.6	-	56.3	56.4		1,852
Total	\$ 478,917	6.7	\$ 443,594	7.9	44.8	12.1	33.3	0.4	90.6	88.6	\$	29,957
E&S	\$ 56,790	6.0	\$ 52,764	5.9	51.5	12.8	32.7	-	97.0	102.7	\$	251
Total Insurance Operations	\$ 613,814	6.2	\$ 568,030	6.8	48.2	11.8	32.8	0.3	93.1	90.1	\$	24,102

	2017	2016
Losses Paid	\$ 253,507	\$ 241,720
LAE Paid	53,969	51,045
Total Paid	\$ 307,476	\$ 292,765

Combined Insurance Company Subsidiaries

Statutory Results by Line of Business Year-to-Date Ended June 30, 2017

(Unaudited)

	Net Premiums	Percent	Net Premiums	Percent	Loss	LAE	Underwriting Expense	Dividends to Policyholders	Combined Ratio	Combined Ratio	Und	lerwriting
(\$ in thousands)	Written	Change	Earned	Change	Ratio	Ratio	Ratio	Ratio	2017	2016	Gain/(Loss)	
Standard Personal Lines:												
Homeowners	61,630	(1.5) %	\$ 65,167	(1.7) %	52.3	8.8	36.3	-	97.4	85.0	\$	3,001
Auto	77,791	8.1	74,613	4.1	66.8	10.8	33.2	-	110.8	104.5		(9,114)
Other (including flood)	3,382	12.8	3,093	1.2	71.4	(28.5)	(137.7)	-	(94.9)	(136.1)		6,426
Total	142,803	3.8	\$ 142,873	1.3	60.2	9.1	30.5	-	99.8	90.1	\$	313
Standard Commercial Lines:												
Commercial property	162,474	4.8	154,443	7.4	50.8	5.4	37.6	(0.2)	93.7	84.8		6,747
Workers compensation	173,194	1.6	158,786	5.0	44.0	14.9	26.4	1.6	86.9	84.3		16,989
General liability	313,858	8.2	281,487	9.4	31.0	11.0	33.9	(0.1)	75.8	83.4		57,058
Auto	236,449	8.9	215,445	10.9	67.7	10.9	31.4	(0.1)	109.9	106.0		(28,027)
Businessowners' policies	51,321	2.5	49,834	2.6	39.4	11.3	37.6	-	88.3	88.6		5,283
Bonds	16,154	26.5	13,484	21.2	(3.8)	6.4	52.6	-	55.2	77.8		4,638
Other	9,015	5.4	8,529	9.7	(0.2)	0.1	55.7	-	55.6	55.1		3,513
Total	962,465	6.5	\$ 882,008	8.3	45.4	10.6	33.3	0.2	89.5	89.1	\$	66,201
E&S <u>\$</u>	107,250	5.3	\$ 104,003	4.8	48.6	14.6	33.3	-	96.5	100.6	\$	2,598
Total Insurance Operations	1,212,518	6.0	\$ 1,128,884	7.1	47.6	10.6	33.0	0.2	91.4	90.4	\$	69,111

	2017	<u>2016</u>
Losses Paid	\$ 495,486	\$ 452,393
LAE Paid	102,482	97,169
Total Paid	\$ 597,968	\$ 549,562

RECONCILIATION OF NET INCOME TO OPERATING INCOME AND CERTAIN OTHER NON-GAAP MEASURES

(Unaudited)

		Q	uarter ended			Year-t	o-date
	ine 30,	Mar. 31,	Dec. 31,	Sept. 30,	June 30,	June 30,	June 30,
(\$ in millions, except per share data)	2017	2017	2016	2016	2016	2017	2016
Reconciliation of net income to operating income							
Net income	\$ 41.4	50.4	39.4	38.5	43.6	91.9	80.6
Exclude: Net realized (gains) losses	(1.7)	1.0	7.7	(3.7)	(1.8)	(0.7)	0.9
Exclude: Tax on net realized (gains) losses	0.6	(0.4)	(2.7)	1.3	0.7	0.2	(0.3)
Operating income	 40.3	51.1	44.4	36.1	42.5	91.4	81.2
Reconciliation of net income per diluted share to operating income per diluted share							
Net income per diluted share	\$ 0.70	0.85	0.67	0.66	0.74	1.55	1.38
Exclude: Net realized (gains) losses	(0.03)	0.02	0.13	(0.06)	(0.03)	(0.01)	0.02
Exclude: Tax on net realized (gains) losses	0.01	(0.01)	(0.05)	0.02	0.01	-	(0.01)
Operating income per diluted share	0.68	0.86	0.75	0.62	0.72	1.54	1.39
Reconciliation of annualized ROE to annualized operating ROE							
Annualized ROE	 10.2 %	12.9	10.1	9.8	11.5	11.5	10.9
Exclude: Net realized (gains) losses	(0.4)	0.3	2.0	(0.9)	(0.5)	(0.1)	0.1
Exclude: Tax on net realized (gains) losses	0.1	(0.1)	(0.7)	0.3	0.2	0.1	-
Annualized operating ROE	9.9 %	13.1	11.4	9.2	11.2	11.5	11.0

Operating income, operating income per diluted share, and operating return on equity differ from net income, net income per diluted share, and return on equity, respectively, by the exclusion of after-tax net realized gains and losses on investments and the results of discontinued operations, if any. They are used as important financial measures by management, analysts, and investors, because the realization of net investment gains and losses in any given period is largely discretionary as to timing. In addition, these net realized investment gains and losses, as well as other-than-temporary investment impairments that are charged to earnings and the results of discontinued operations, could distort the analysis of trends. These operating measurements are not intended as a substitute for net income, earnings per share, or return on equity prepared in accordance with U.S. generally accepted accounting principles (GAAP). Reconciliations of net income, net income per diluted share, and operating income per diluted share, and operating return on equity, respectively, are provided in the tables above. Statutory data is prepared in accordance with statutory accounting rules as defined by the National Association of Insurance Commissioners Accounting Practices and Procedures Manual and, therefore, is not reconciled to GAAP.

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As of June 30, 2017				
	A.M. Best	Standard & Poor's	Moody's	Fitch
Financial Strength Ratings:	A	A	A2	A+
Long-Term Debt Credit Rating	bbb+	BBB	Baa2	BBB+

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