

EFFECTIVE FEB. 1, 2020

Greg Murphy to Transition to Exec. Chairman of the Board



Gregory E. Murphy

Chief Executive Officer
and Chairman of Selective’s
Board of Directors

Incoming Executive Chairman of
Selective’s Board of Directors

NOTABLE ACCOMPLISHMENTS AT SELECTIVE

- ▶ Achieved top-performing financial performance with non-GAAP operating return on equity averaging 11.6% and 11.4% over the past three and five years, respectively
- ▶ Led Selective’s strategic growth to become a premier independent agency carrier while expanding commercial lines operations to 27 states from 16
- ▶ Helped create enhanced experience for Selective customers, with increased loyalty and retention through digital technology and value-added services
- ▶ Worked with best-in-class employees and “ivy league” independent insurance agents to drive our financial success
- ▶ Introduced innovative new technologies, such as: sophisticated commercial lines predictive modeling, SWIFTClaimSM and Selective[®] Drive, which detects unsafe commercial driving behaviors, including cell phone use while a vehicle is in motion
- ▶ In 2019, *Business Insurance* honored Selective for leadership, ingenuity, and inventiveness in introducing Selective[®] Drive to the risk management community

John Marchioni Named Incoming CEO



John J. Marchioni

President and
Chief Operating Officer

Incoming Chief Executive Officer

EXPERIENCE AT SELECTIVE

- ▶ Since joining Selective in 1998, has held roles of increasing responsibility from VP, Strategic Business Unit Leader and Executive VP, Insurance Operations Leader to President and Chief Operating Officer since September 2013
- ▶ Oversees all Selective insurance operations, information technology, human resources, actuarial, finance, legal and strategy
- ▶ Net Premiums Written increased approximately 50% from 2013 to 2019 under his leadership* and six consecutive years of double-digit ROEs

*Based on Q2 2013 to Q2 2019



EDUCATION
& CERTIFICATES

BA Princeton
University

Harvard Business
School, Advanced
Management
Program

Chartered
Property
Casualty
Underwriter

BY THE NUMBERS | OCTOBER 1999 - OCTOBER 2019



Selective has been rated “A” (Excellent) or better for more than 85 years by A.M. Best

Net premiums
increased
more than
300%

\$2.5B

\$750M



Increased stock price
by 640%¹, compared to
152% return for DJIA

1. Stock returns per Bloomberg, as of close of market on October 29, 2019



Total
Shareholder
Return of
1,081%²

2. TSR per Bloomberg, as of close of market on October 29, 2019

“In his more than 21 years at Selective, John has worked across all areas of our operations and has proven to be a thoughtful and strategic executive with a deep understanding of our industry and how to grow our business. I, along with the Board, have worked closely with John and have been impressed by his performance as President and Chief Operating Officer for the last six years. His unanimous election as CEO demonstrates the confidence we have in his abilities, judgment and vision to continue to innovate and lead us into the future.”

Gregory E. Murphy

Chief Executive Officer and Chairman of Selective’s Board of Directors

