



Selective Insurance Group, Inc.

2nd Quarter Investor Presentation

Current as of April 30, 2015



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 are discussed in further detail in Selective’s public filings with the United States Securities and Exchange Commission. 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.

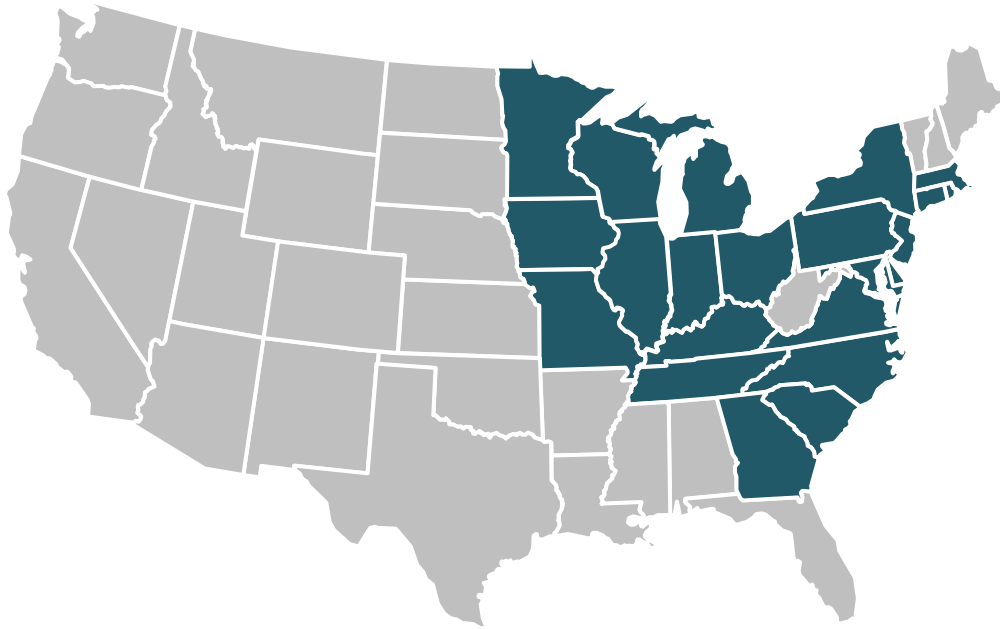
Who We Are

- ◆ 42nd largest U.S. property & casualty carrier*
- ◆ Rated “A” or higher by A.M. Best for 85 consecutive years
- ◆ Unique “High-tech, High-touch” operating model
- ◆ Higher operating leverage: 1 point of combined ratio = 1 point of ROE



*Source: A.M. Best, based on 2014 Net Premiums Written

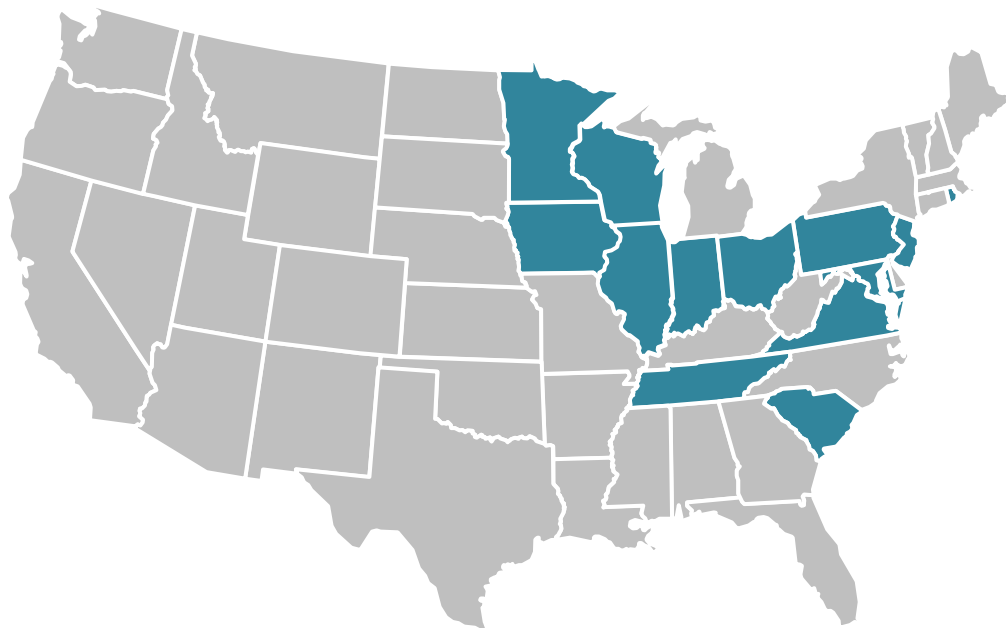
Standard Commercial Lines



- ◆ Franchise value model with 1,100 independent agents
- ◆ 100 field based underwriters
- ◆ Diversified product portfolio
- ◆ Average account size of \$10K

| | <u>2014</u> | <u>1Q 2015</u> |
|--------------------------|-------------|----------------|
| Statutory Combined Ratio | 95.5% | 89.7% |

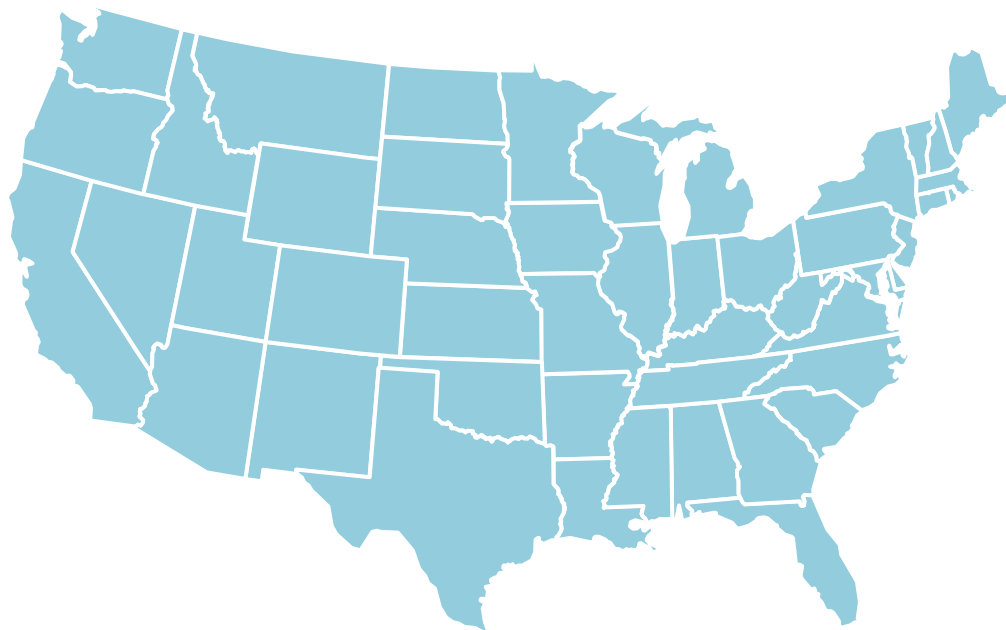
Standard Personal Lines



- ◆ 700 independent agents
- ◆ Focus on the “Consultative Buyer”
- ◆ The Selective Edge™ product

| | <u>2014</u> | <u>1Q 2015</u> |
|--------------------------|-------------|----------------|
| Statutory Combined Ratio | 94.5% | 105.1% |

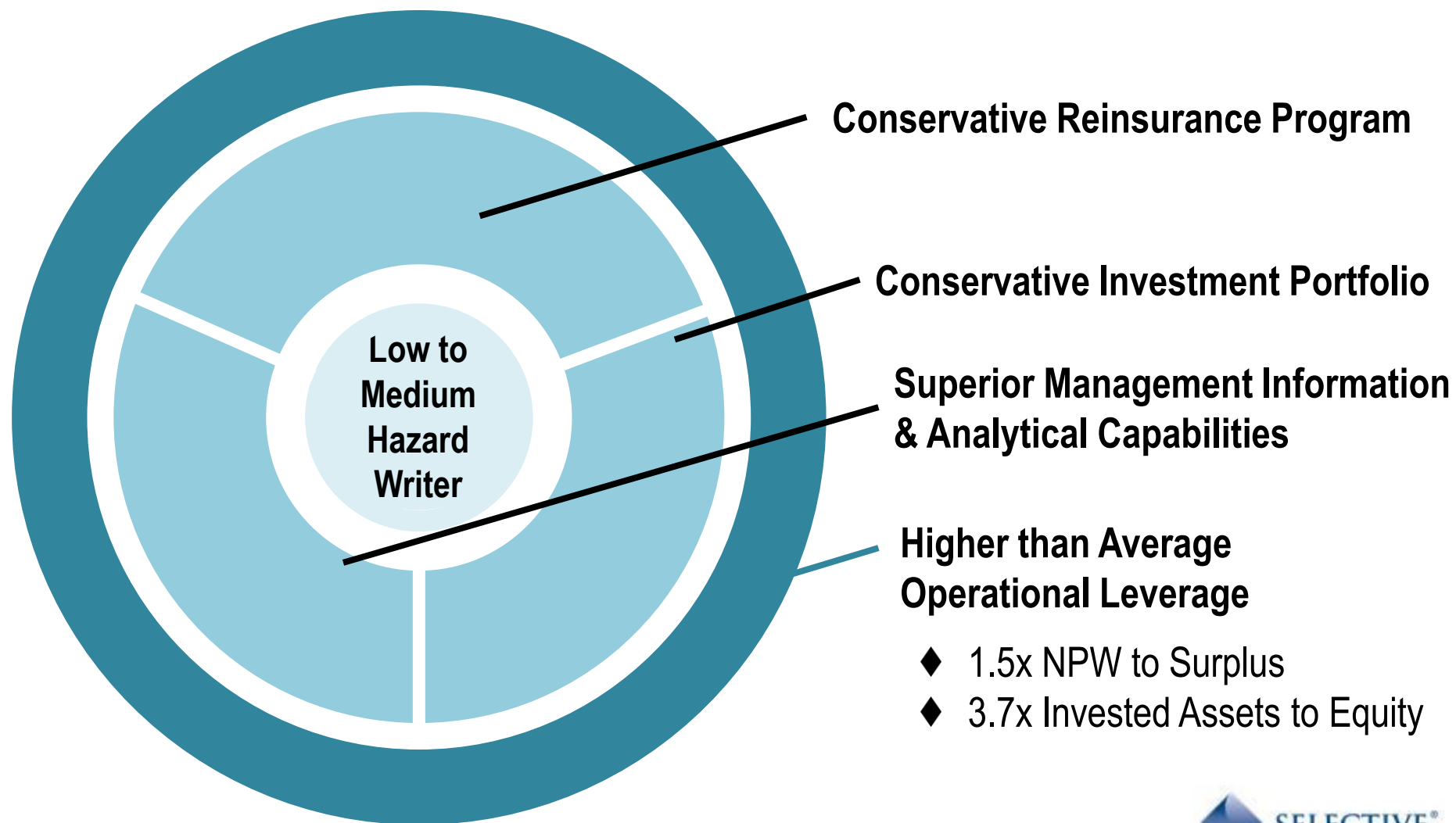
Excess & Surplus Lines



- ◆ 80 wholesale general agents
- ◆ 70% general liability
- ◆ 97% with limits of \$1M or lower
- ◆ Average policy size of \$3,100

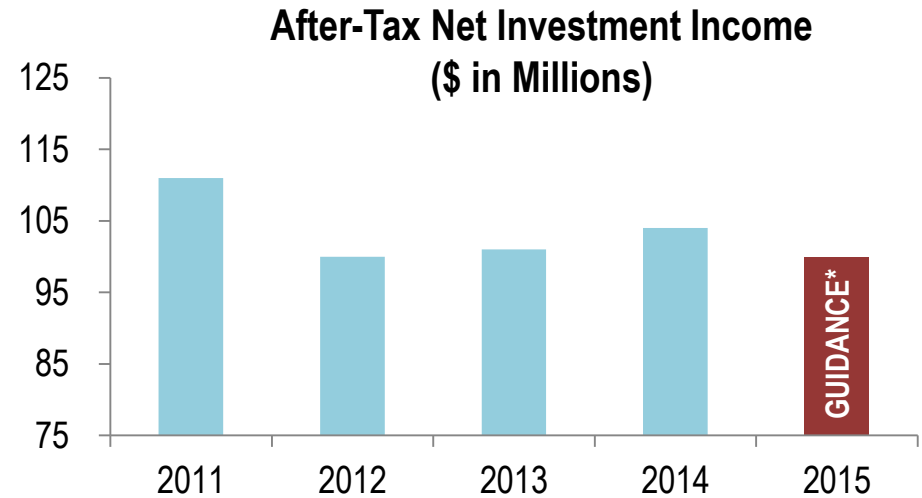
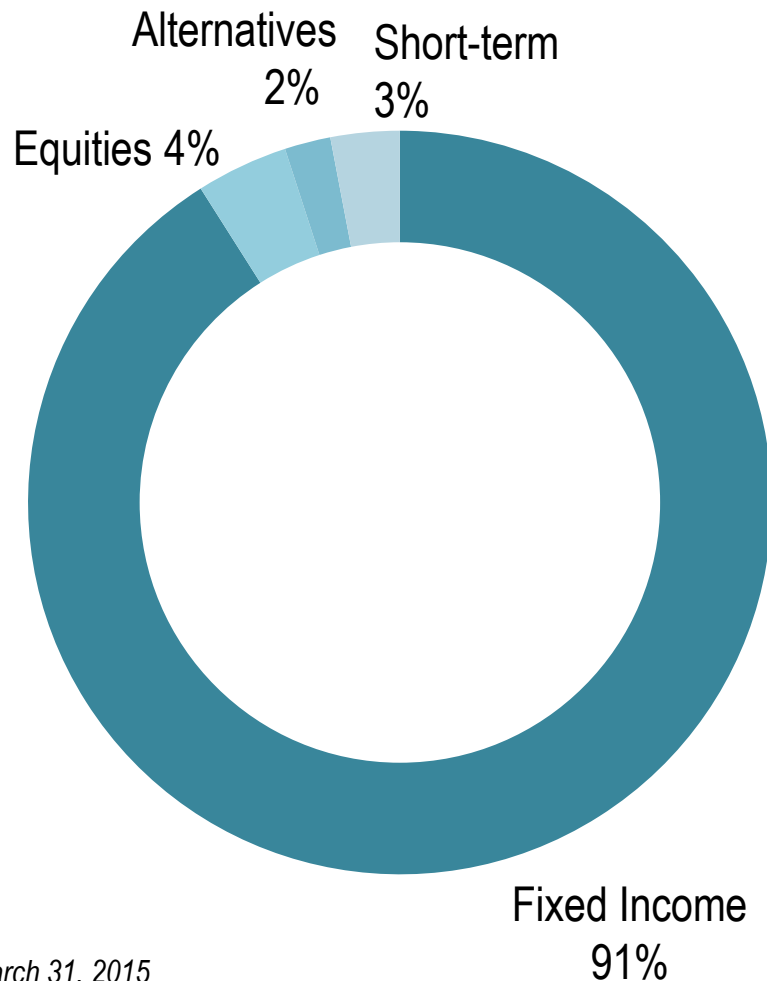
| | <u>2014</u> | <u>1Q 2015</u> |
|--------------------------|-------------|----------------|
| Statutory Combined Ratio | 99.2% | 102.1% |

Risk and Return Strategy



As of March 31, 2015

Conservative Investment Portfolio



- ◆ “AA-” average credit quality
- ◆ 3.7 year duration (incl. short-term)
- ◆ Investment ROE
Yield of 2.1% x Leverage of 3.7 = 7.8%

As of March 31, 2015

*Guidance as of April 30, 2015

**Latest 12-months

Conservative CAT Reinsurance

Renewed January 1, 2015

\$685M in excess of \$40M retention

Reduced gross PML
through CAT
management actions

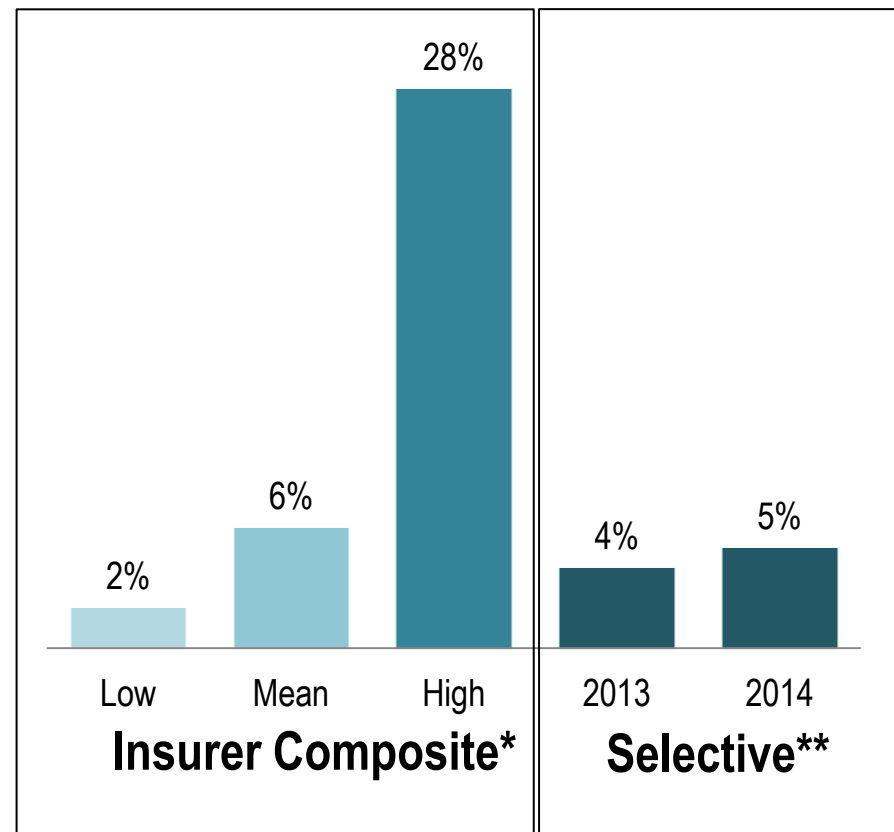
Exhausts at
approximately 1-in-273
year event

**2015 Property
Catastrophe
Treaty**

Average reinsurer rating
"A+"

\$196 million
collateralized

% of Equity at Risk
1 in 250 Year Event



*Source: AonBenfield 2013 CAT Risk Tolerance Disclosure Trend Analysis
Composite of 20 insurers who disclosed actual or target PML

**Blended Model Results (RMS & AIR)

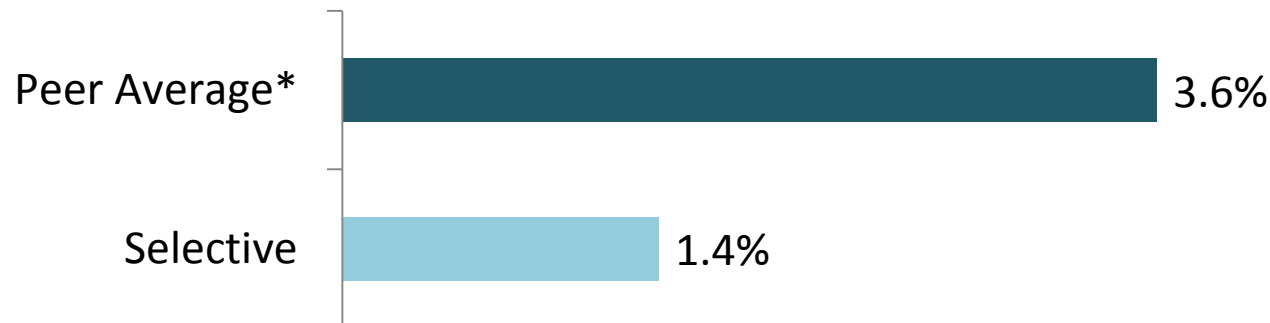
Reserve Strength

Disciplined reserving practices

Quarterly ground-up reserve reviews

3 evaluations per year by independent auditor

**Standard Deviation (2005 – 2014) of Reserve Development
Points on the Combined Ratio**



**Source: SNL Financial, Statutory Filings
Peers include CINF, THG, STFC, UFCS, CNA, HIG, TRV, and WRB*

High-Tech

Easy-to-use agency technology

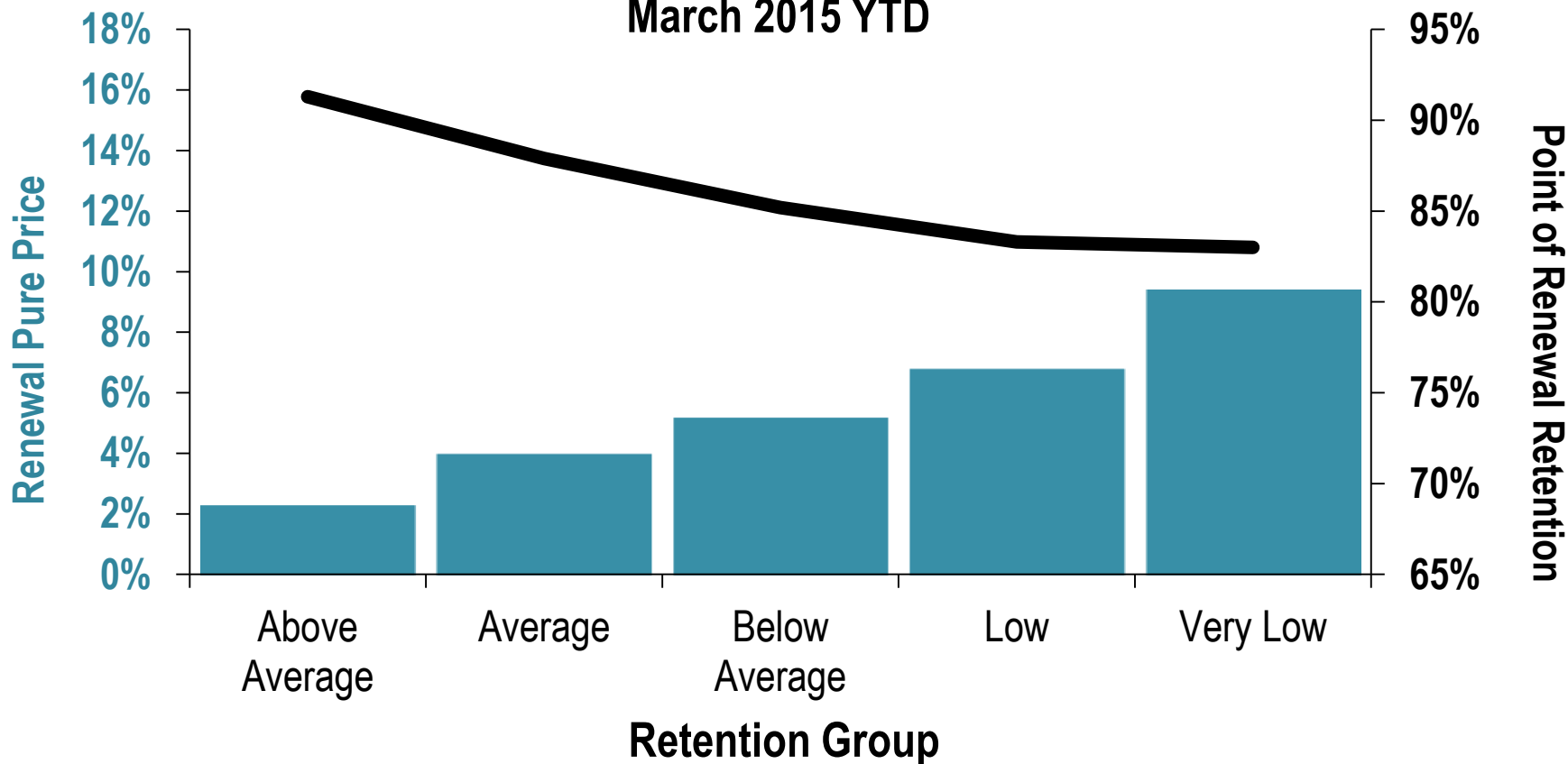
Investing in omni-channel customer experience

Leader in modeling and business intelligence



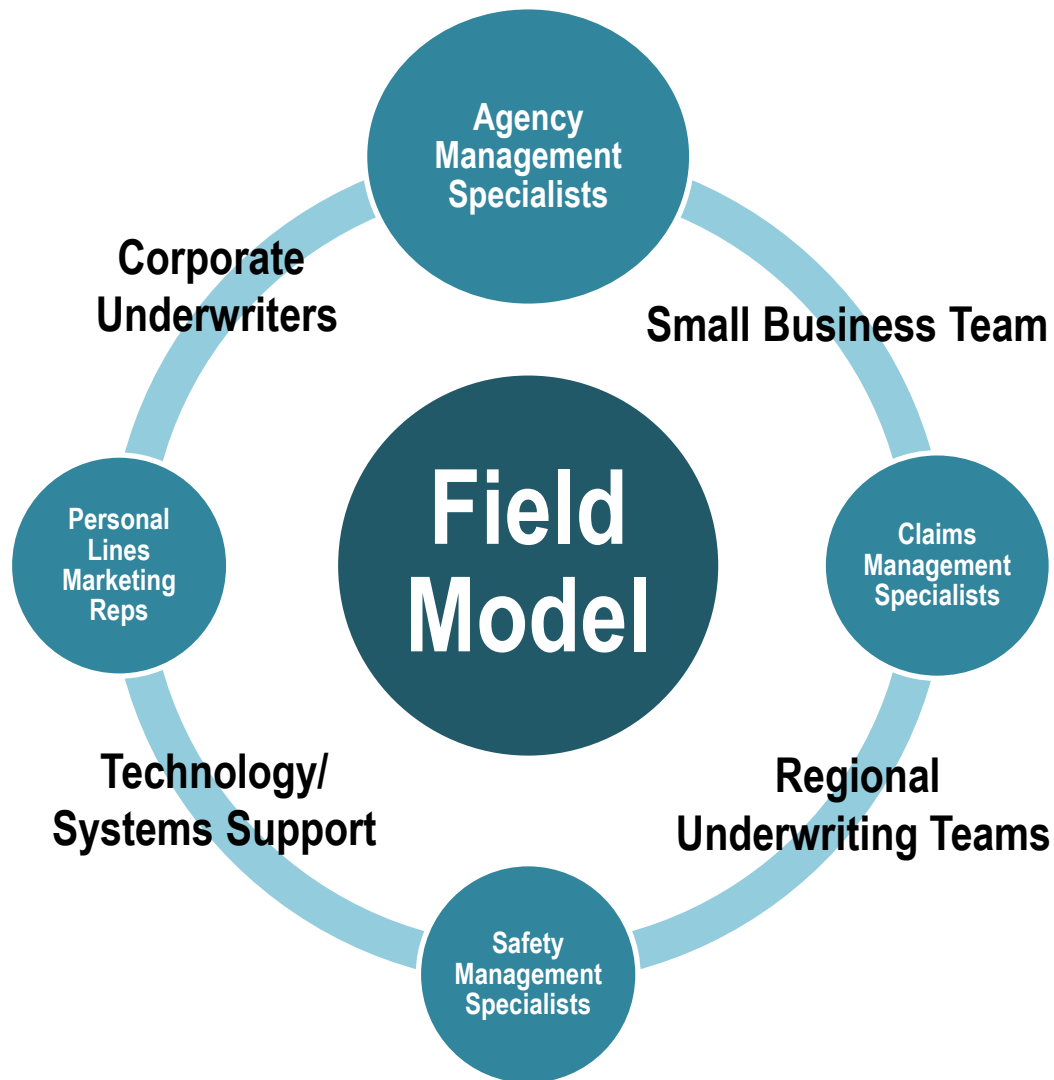
Highly Granular Pricing Capability

Standard Commercial Lines
March 2015 YTD



| | | | | | |
|--------------|-----|-----|-----|----|----|
| % of Premium | 53% | 26% | 11% | 7% | 3% |
|--------------|-----|-----|-----|----|----|

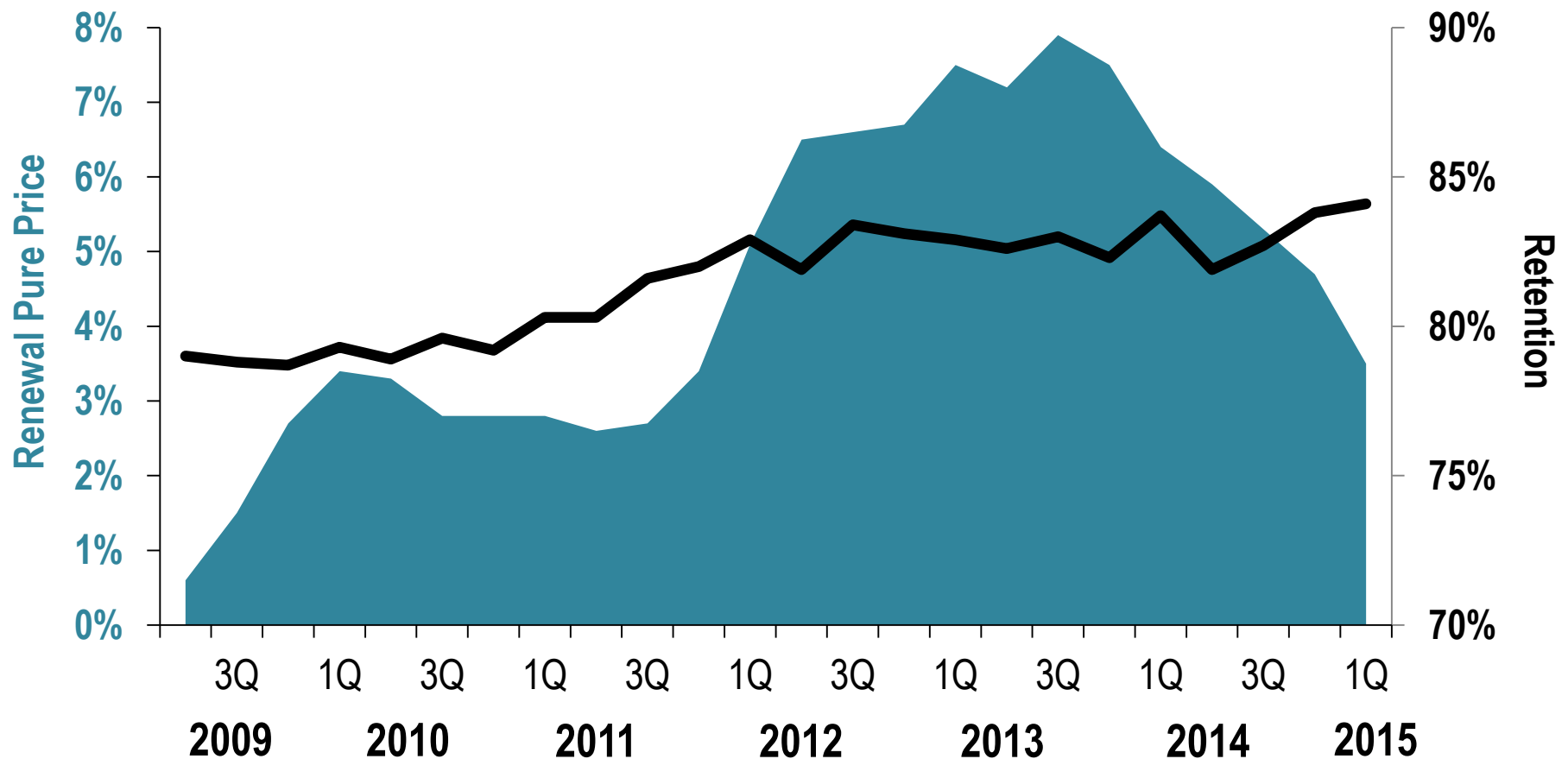
High-Touch



- ◆ Responsive, field-based model
- ◆ Supported by regional & corporate expertise
- ◆ Focus on customer experience

Balancing Rate and Retention

Standard Commercial Lines

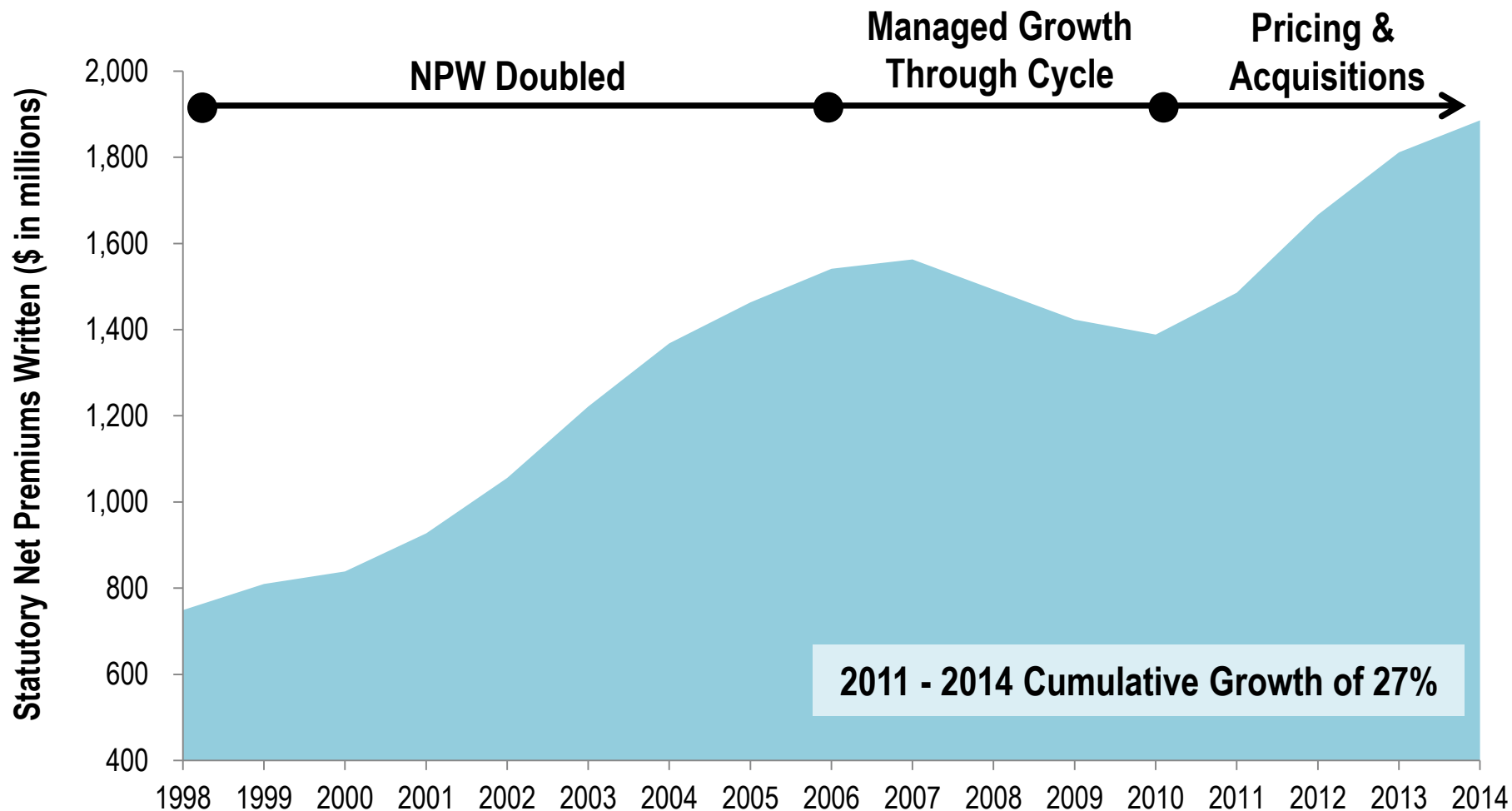


2014: What We Achieved

3-Year Plan established in 2012

| | Measure | Target (Time) | 2014 Actual Results |
|----|------------------|--|---|
| 1. | Combined Ratio | <ul style="list-style-type: none">• 92% ex-CAT combined ratio (2014)• 3 points of CAT losses (2014) | <ul style="list-style-type: none">✓ Ex-CAT combined ratio of 92.5%✓ 3.2 points of CAT losses |
| 2. | Renewal Pricing | <ul style="list-style-type: none">• Renewal pure price increases between 5% and 8% (2012-2014) | <ul style="list-style-type: none">✓ 2012: 6.3%✓ 2013: 7.6%✓ 2014: 5.6% |
| 3. | Return on Equity | <ul style="list-style-type: none">• 12% ROE (Longer-term) | <ul style="list-style-type: none">▪ 10.3% Operating ROE▪ 11.7% Total ROE |

History of Disciplined Growth



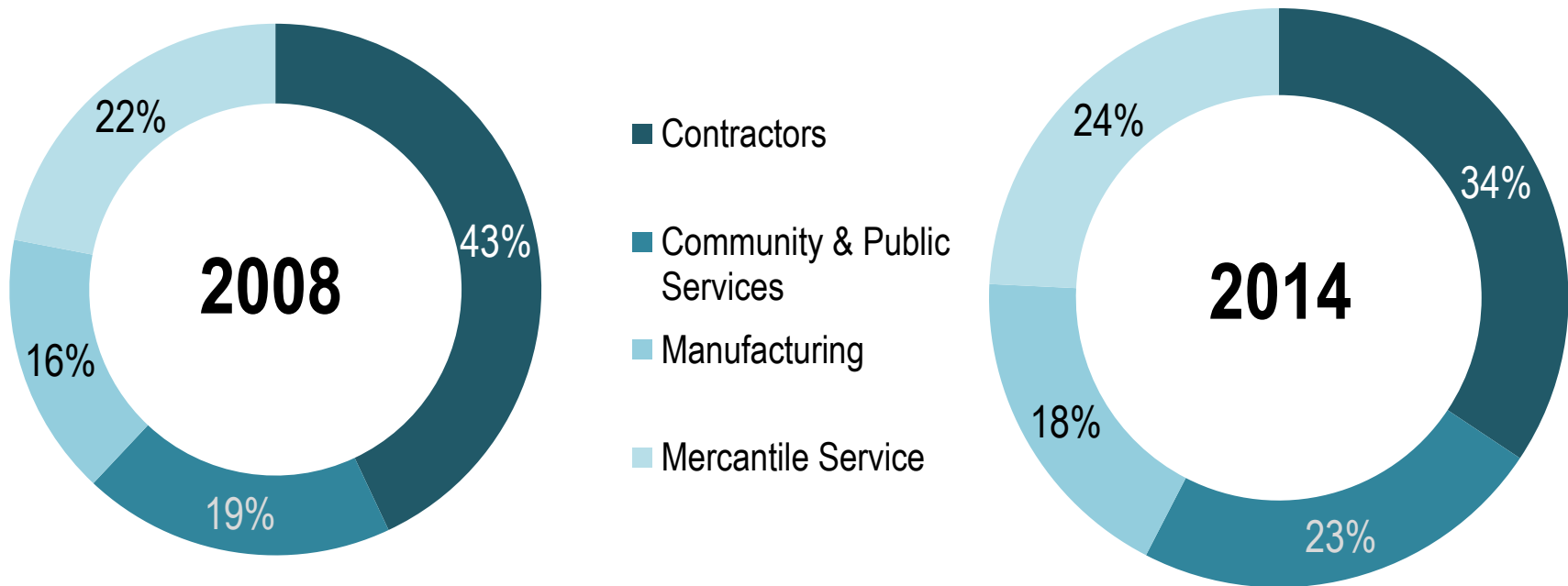
Standard Commercial Lines Growth Opportunities

1. **Middle Market:** Addition of agency management specialists throughout the footprint
2. **Small Business:** Expanded underwriting authority for regional small business teams; straight-through processing
3. Increasing share of wallet within agency plant
4. Addition of new agents



**New business capacity
exceeds \$400M**

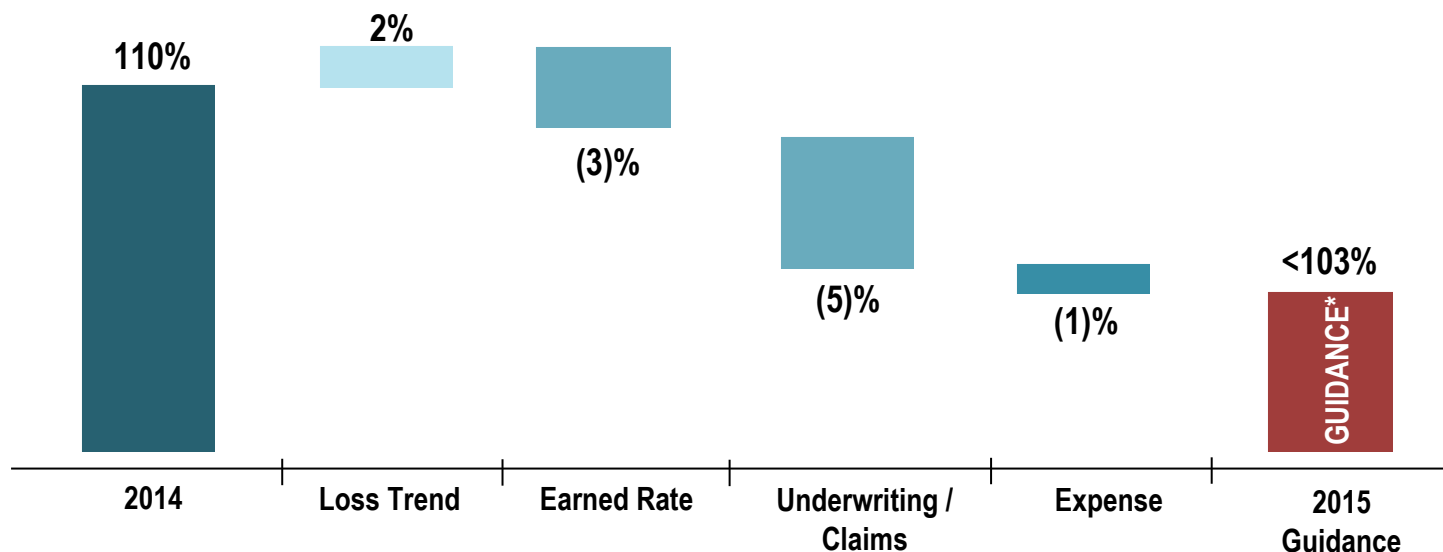
Strategic Business Unit Diversification



Improved mix of business

Workers Compensation Results

- ◆ Improved mix of business by focusing on lower hazard accounts
- ◆ Centralized handling of workers compensation claims
- ◆ Formation of Strategic Case Management Unit and escalation modeling
- ◆ Renewal pure price increases in excess of expected claim inflation

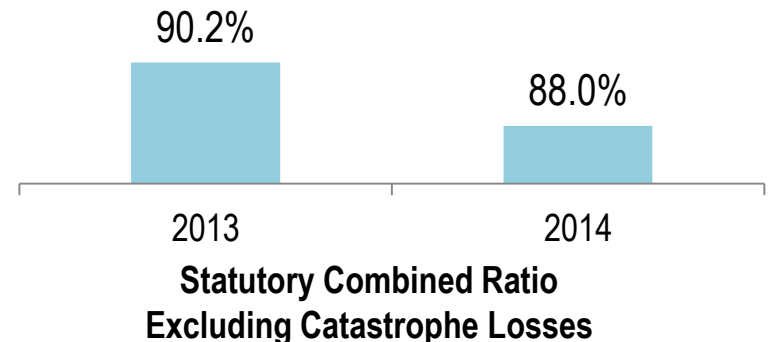
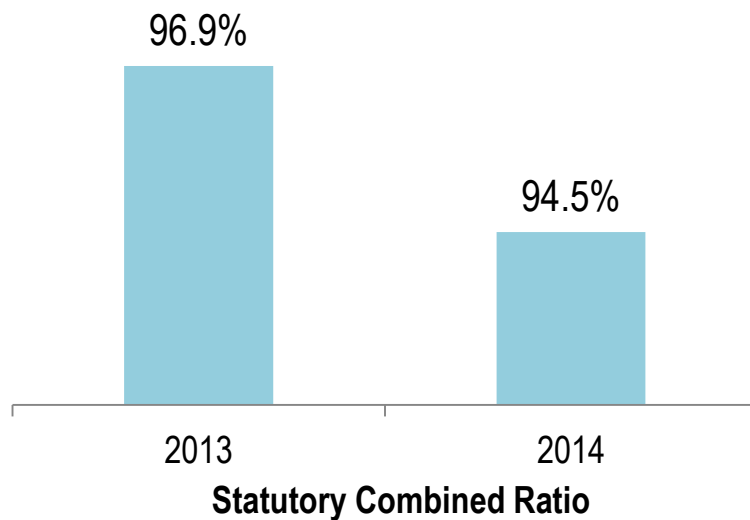


*Guidance as of April 30, 2015

Statutory Combined Ratio

Standard Personal Lines Growth Opportunities

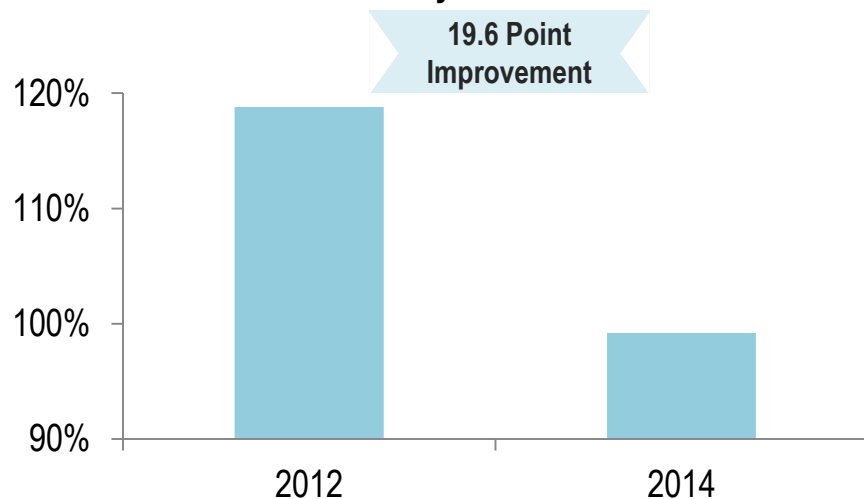
- ◆ Improved profitability through rate and targeted underwriting actions
- ◆ The Selective Edge™ product
 - Targets consultative buyers across the wealth spectrum who shop on overall value and service & combined auto and home policies



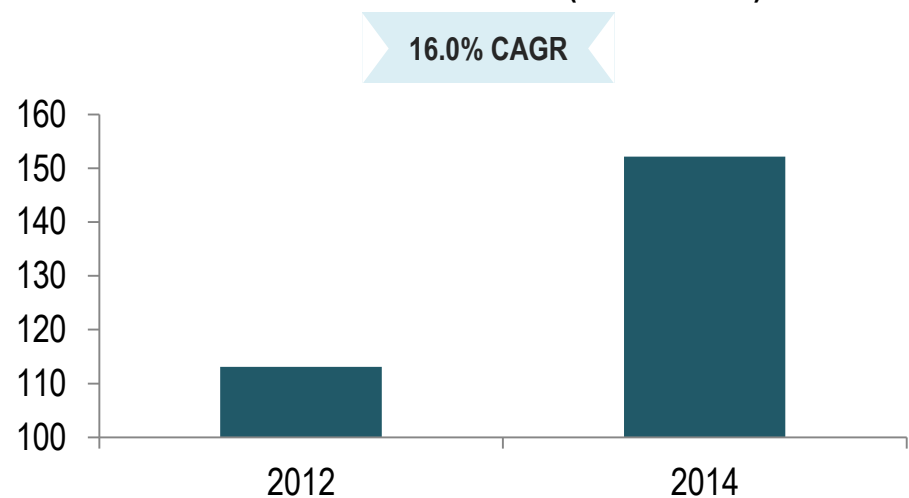
Excess and Surplus Lines Growth Opportunity

- ◆ Increase wholesale agent share of wallet
- ◆ New online quoting capability
- ◆ New business incentives to retail partners

Statutory Combined Ratio

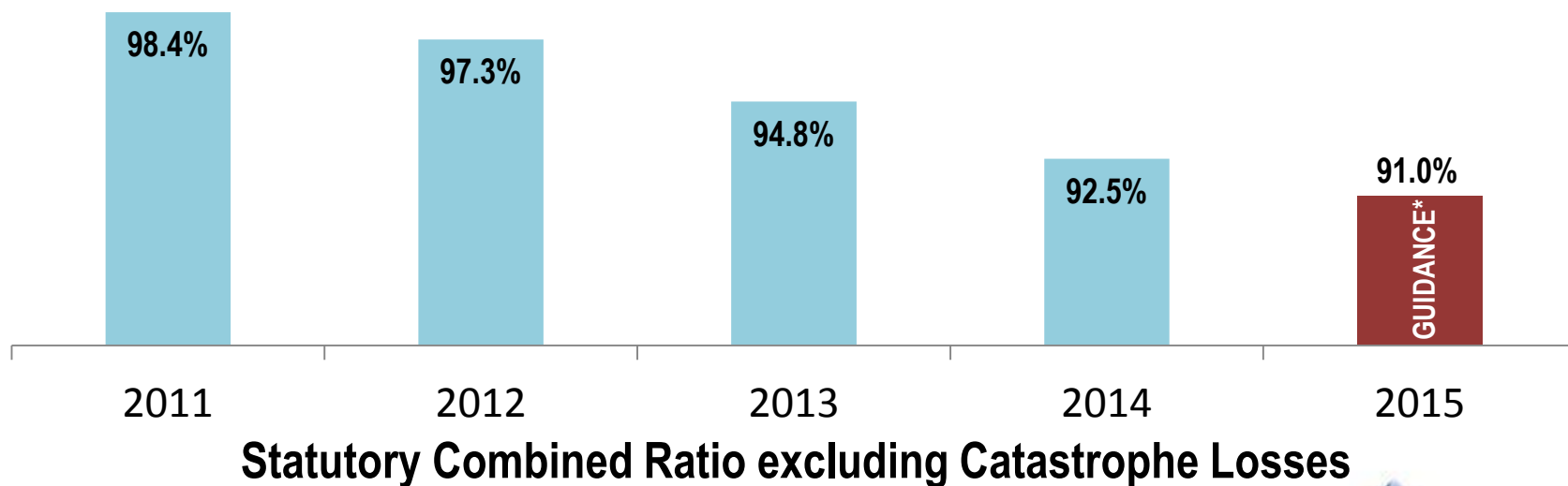


Net Premiums Written (\$ in Millions)



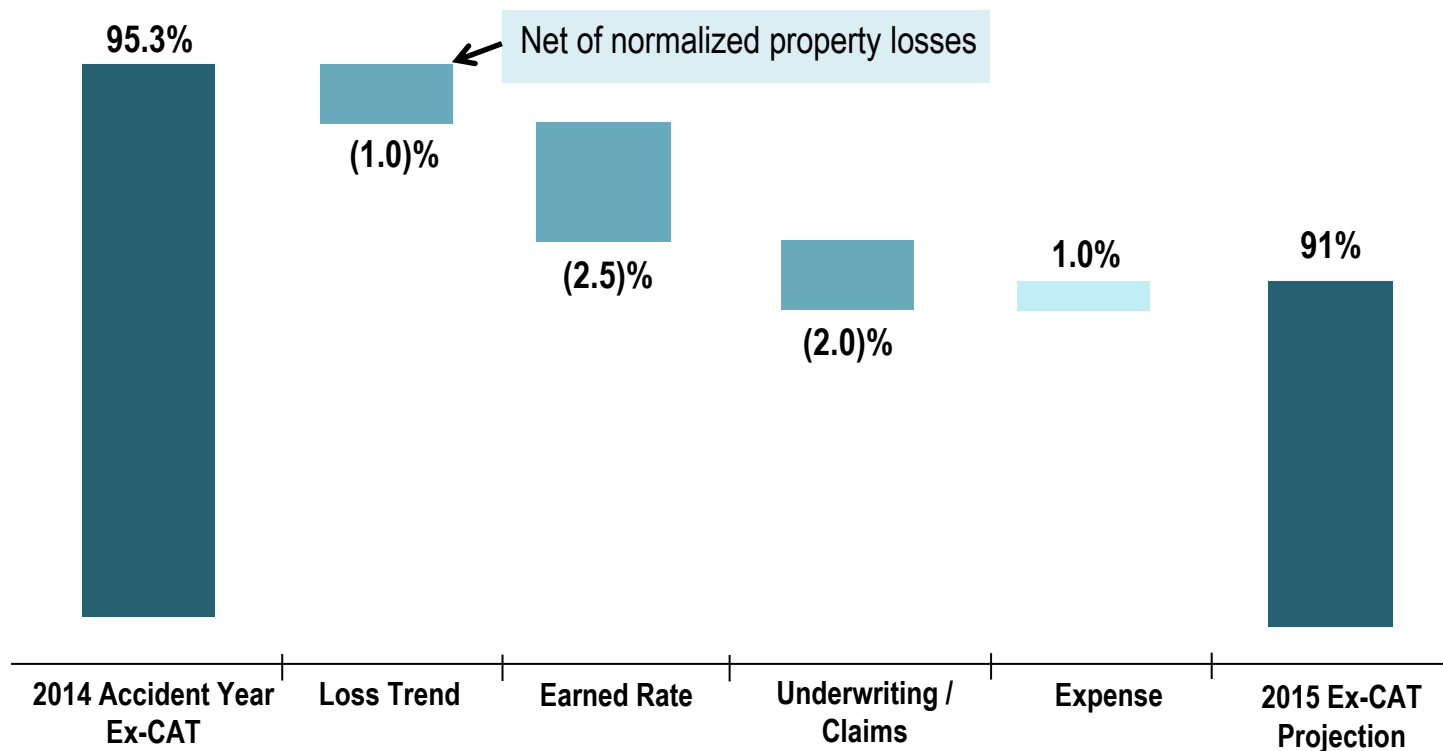
2015 Guidance

- ◆ 4 points of catastrophe losses
- ◆ 4% overall renewal pure price
- ◆ \$100 million of after-tax investment income
- ◆ 58 million weighted average shares outstanding



*Guidance as of April 30, 2015

2015 Ex-CAT Statutory Combined Ratio Plan



Given current low interest rate environment, a 94% combined ratio = 11.5% ROE

Why Invest?

- ◆ Long track record of success
- ◆ Unique “High-tech, High-touch” operating model with strong agency relationships
- ◆ Investing in omni-channel customer experience
- ◆ Positioned for growth in Standard Commercial Lines, Standard Personal Lines, and Excess & Surplus Lines
- ◆ Higher operating leverage: 1 point of combined ratio = 1 point of ROE
- ◆ Higher investment leverage: 3.7x invested assets to stockholders' equity
= 7.8% investment ROE

Financial Highlights 2011– Q1 2015

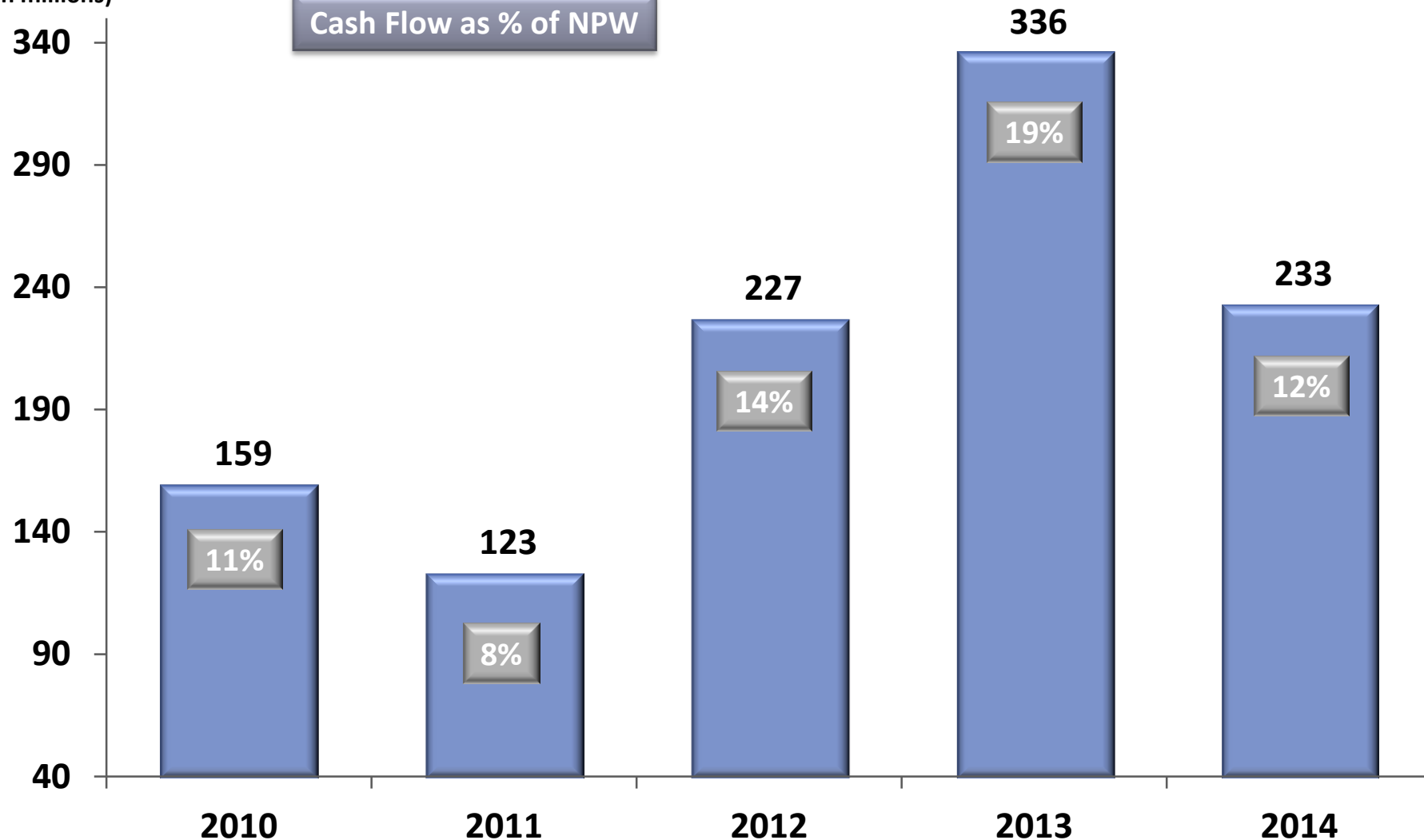
| | 2011 | 2012 | 2013 | 2014 | Q1 2015 |
|---------------------------------------|---------|---------|---------|---------|---------|
| Statutory NPW Growth | 7.0% | 12.2% | 8.7% | 4.1% | 8.7% |
| Operating EPS* | \$0.38 | \$0.58 | \$1.65 | \$2.17 | \$0.48 |
| Net Income per Share* | \$0.40 | \$0.68 | \$1.87 | \$2.47 | \$0.69 |
| Dividend per Share | \$0.52 | \$0.52 | \$0.52 | \$0.53 | \$0.14 |
| Book Value per Share* | \$19.45 | \$19.77 | \$20.63 | \$22.54 | \$23.11 |
| Statutory Premiums to Surplus | 1.4 | 1.6 | 1.4 | 1.4 | 1.5 |
| Invested Assets/Stockholder's Equity* | 3.89 | 3.97 | 3.97 | 3.77 | 3.72 |
| Return on Average Equity* | 2.1% | 3.5% | 9.5% | 11.7% | 12.3% |
| Operating Return on Average Equity* | 2.0% | 3.0% | 8.4% | 10.3% | 8.5% |
| Statutory Combined Ratio - Total | 106.7% | 103.5% | 97.5% | 95.7% | 93.0% |
| - Standard Commercial Lines | 103.9% | 103.0% | 97.1% | 95.5% | 89.7% |
| - Standard Personal Lines | 117.3% | 100.7% | 96.9% | 94.5% | 105.1% |
| - Excess and Surplus Lines | 131.3% | 118.8% | 102.9% | 99.2% | 102.1% |
| GAAP Combined Ratio - Total* | 107.2% | 104.0% | 97.8% | 95.8% | 94.5% |
| - Standard Commercial Lines* | 104.3% | 103.3% | 97.4% | 95.7% | 91.8% |
| - Standard Personal Lines* | 117.8% | 101.3% | 97.1% | 94.4% | 103.4% |
| - Excess and Surplus Lines* | 270.2% | 124.7% | 103.0% | 99.7% | 104.1% |

*Historical values (2010-2011) have been restated to reflect impact of deferred policy acquisition cost accounting change

Net Operating Cash Flow

(\$ in millions)

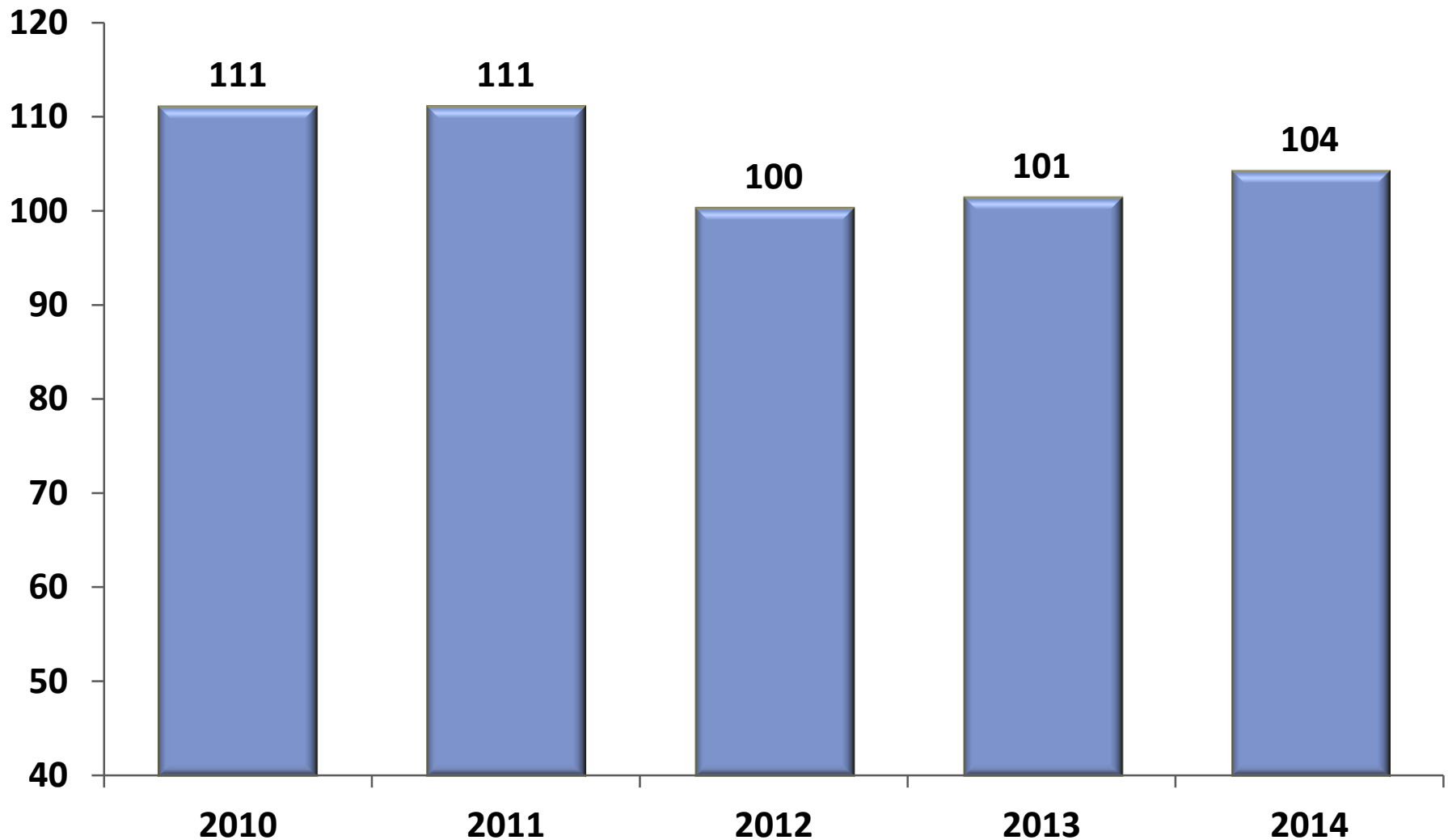
Cash Flow as % of NPW



YTD March 2015: \$61M

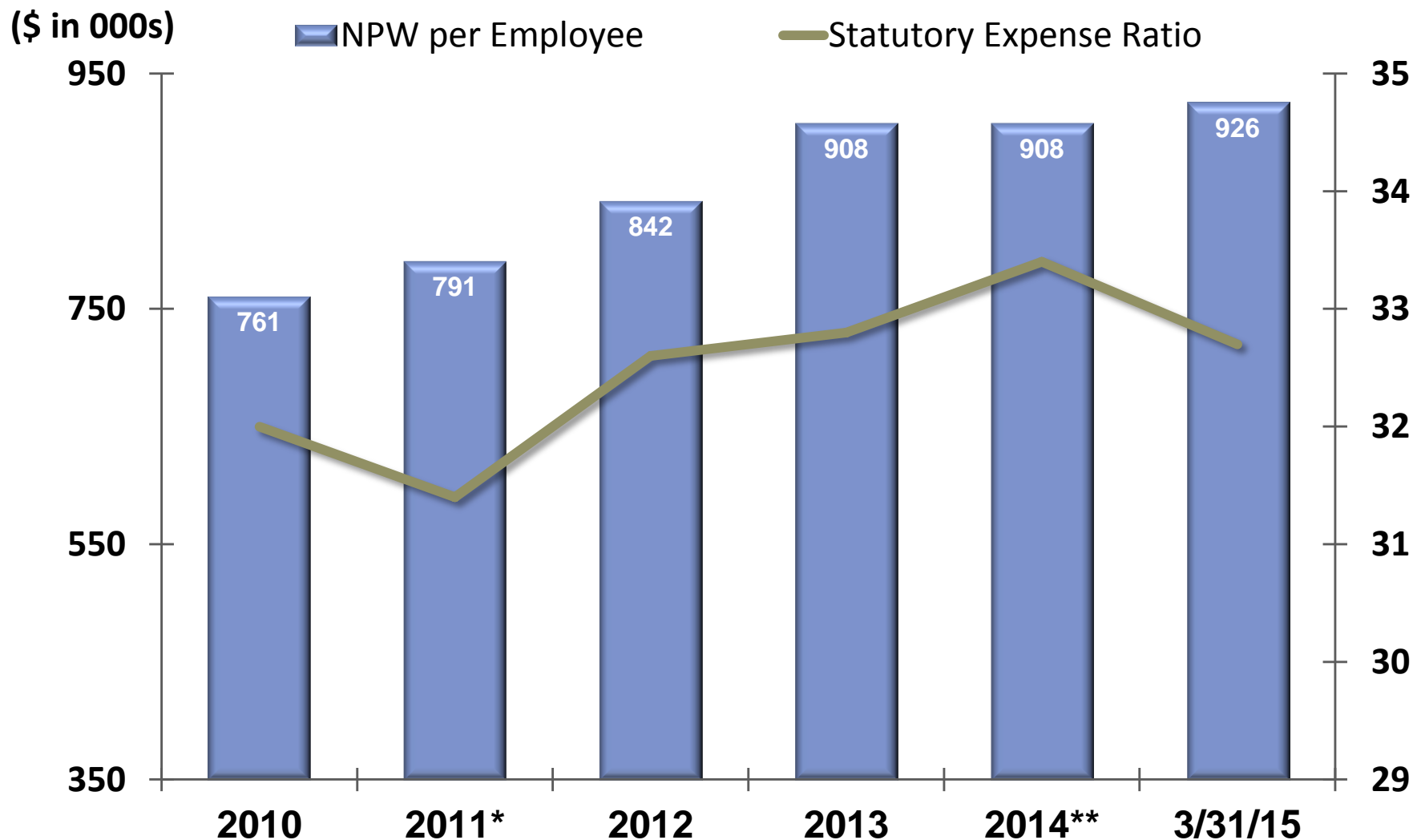
Investment Income – After-tax

(\$ in millions)



YTD March 2015: \$21M

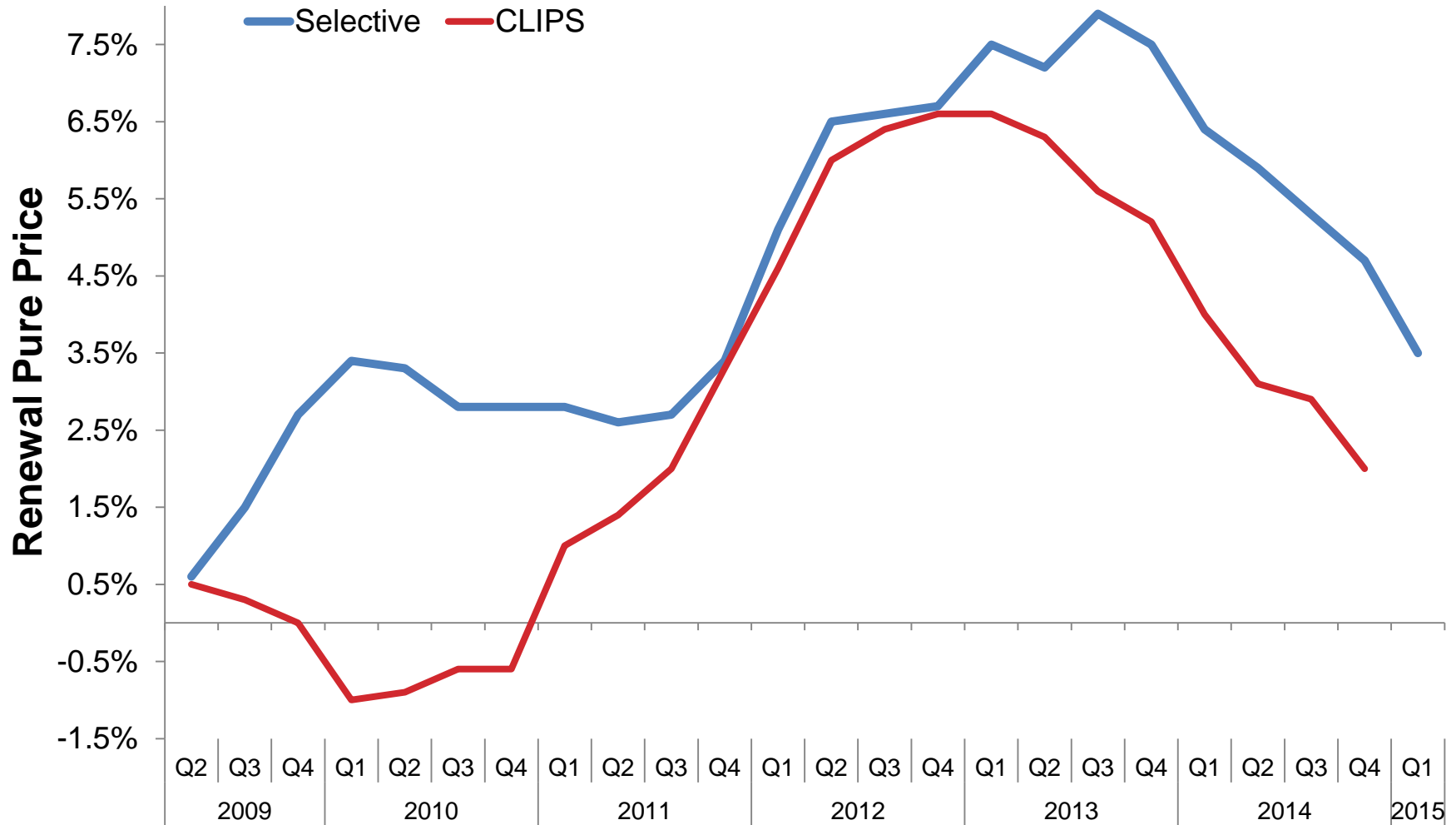
Insurance Operations Productivity



**Excludes Excess & Surplus Lines*

***Expense ratio excludes 0.4 point benefit from self-insured group sale*

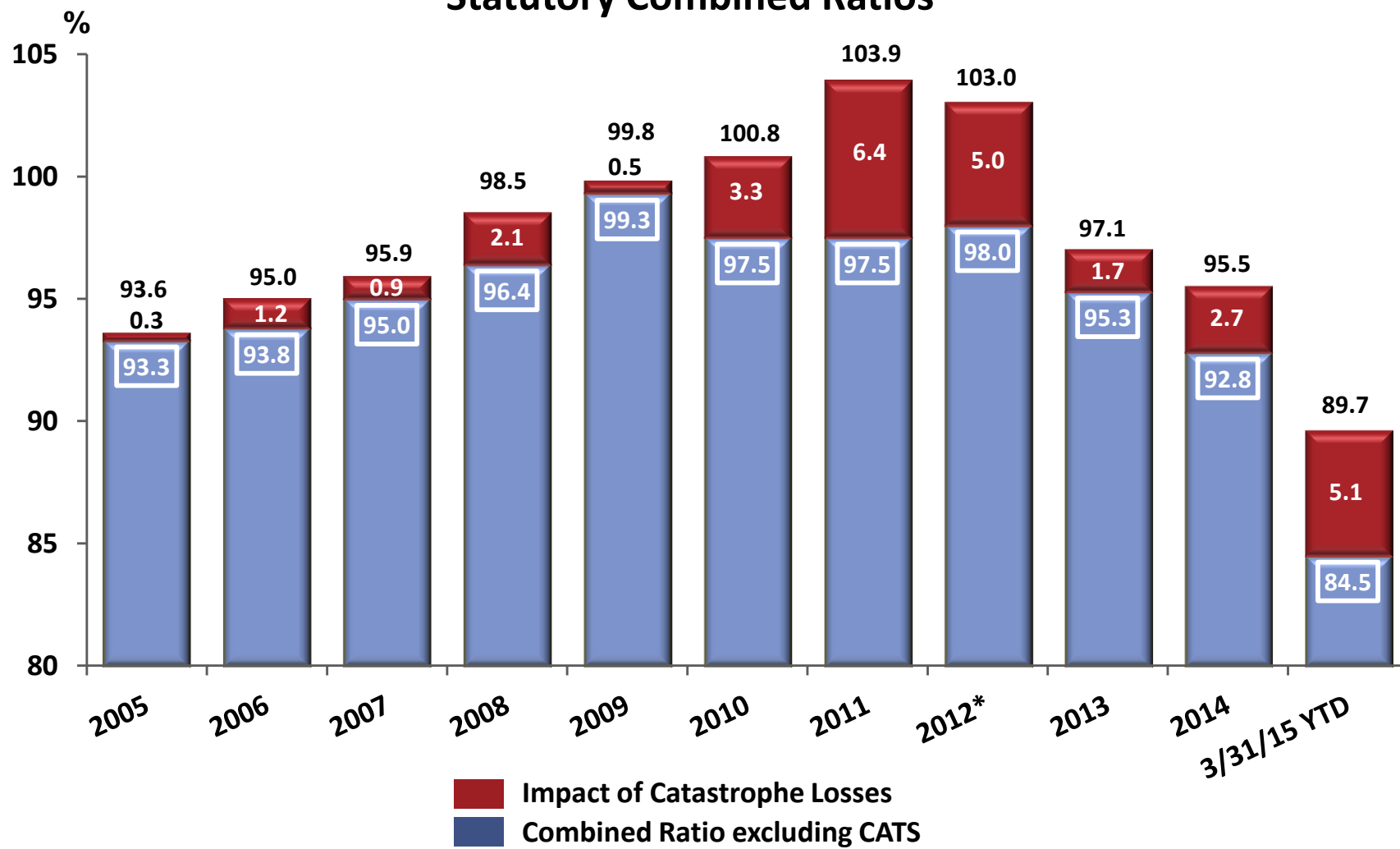
Standard Commercial Lines Pricing



Industry Source: Towers Watson Commercial Lines Insurance Pricing Survey

Standard Commercial Lines Profitability

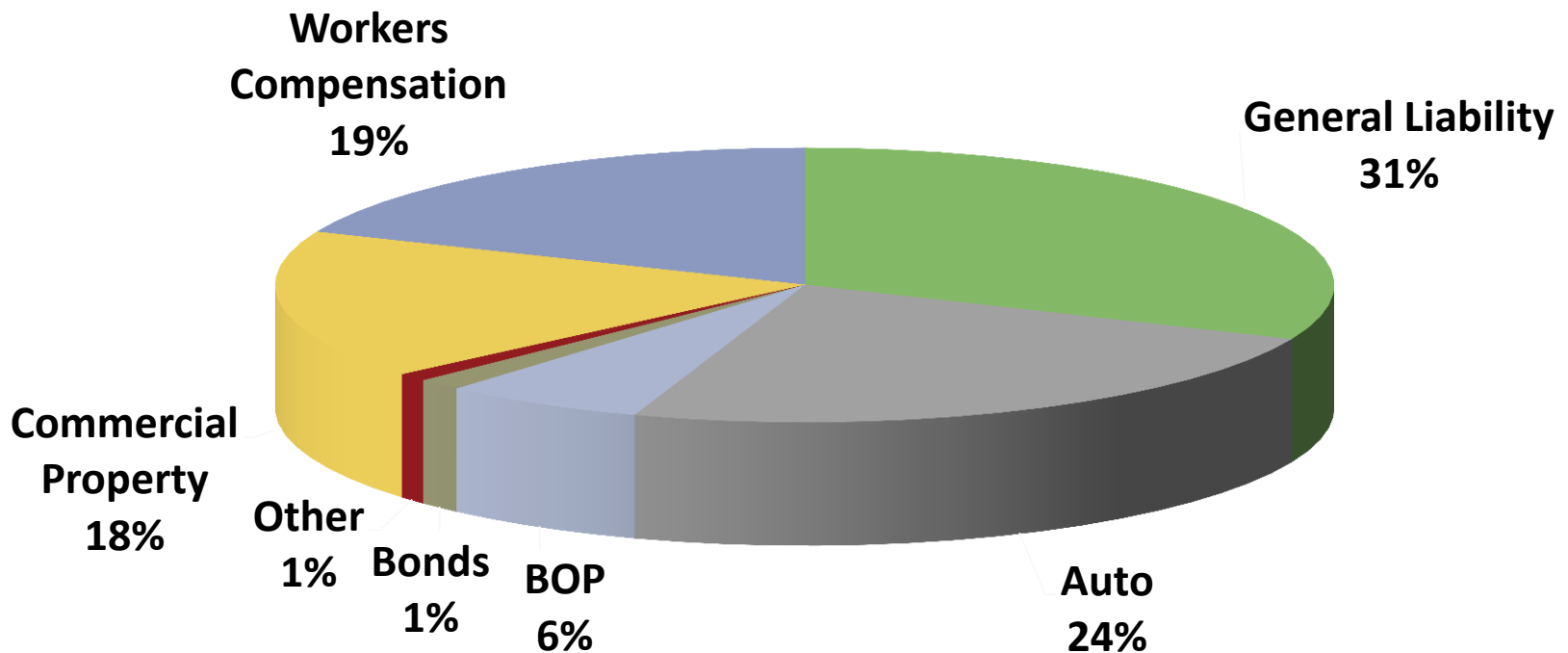
Statutory Combined Ratios



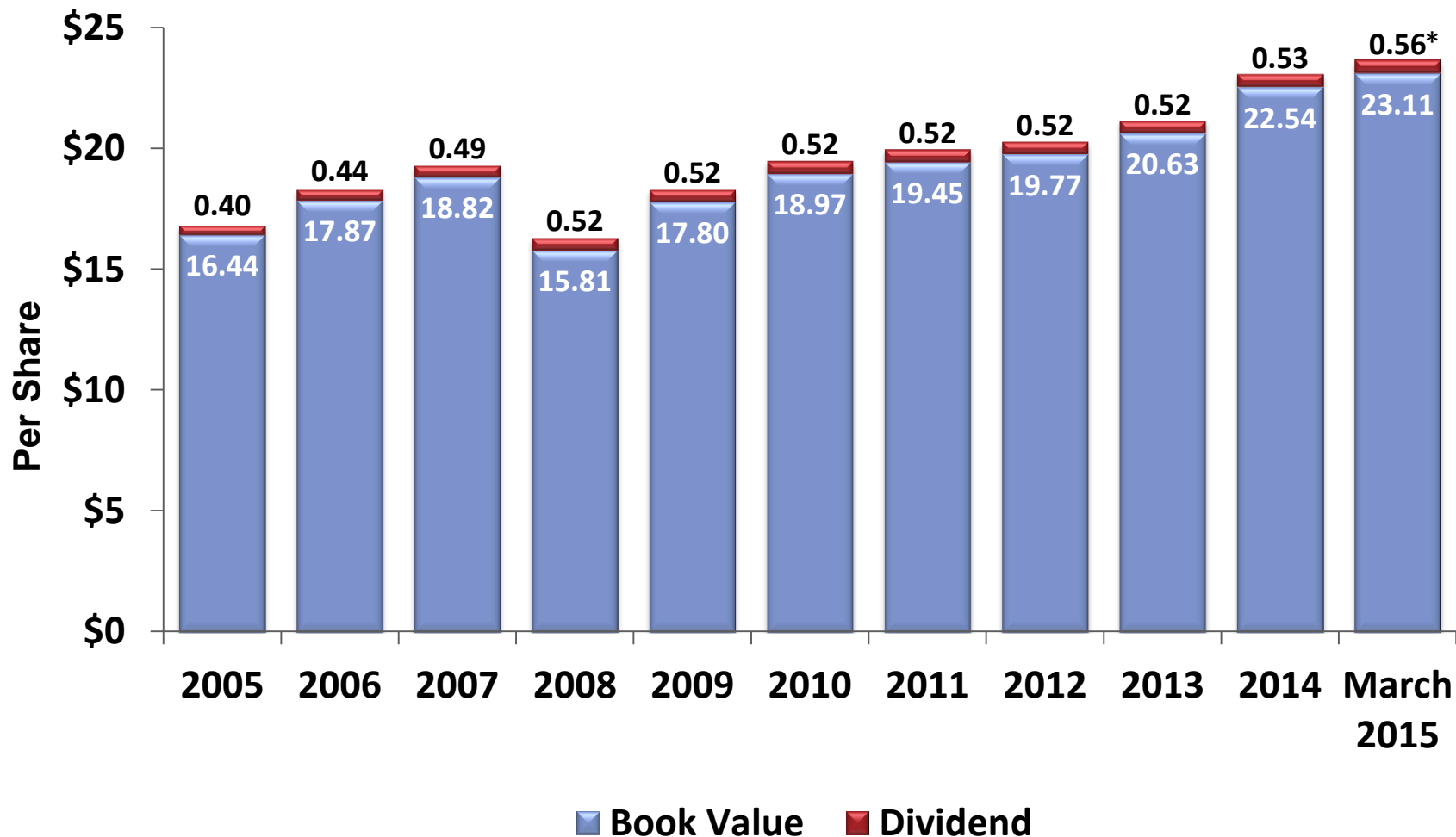
**Includes impact of reinstatement premium on catastrophe reinsurance program as a result of Hurricane Sandy
Some amounts may not foot due to rounding*

Premium by Line of Business

2014 Standard Commercial Lines Net Premium Written



Long-Term Shareholder Value Creation



*Annualized indicated dividend

Note: Book value restated for change in deferred policy acquisition costs (2005-2006 Estimated)