



# 2021 ANNUAL REPORT





# OUR BUSINESS

Selective Insurance Group, Inc. (NASDAQ: SIGI) is a New Jersey holding company for ten property and casualty insurance companies with \$10.5 billion in assets as of December 31, 2021. A customer-centric company, we are dedicated to serving our customers' unique insurance needs through customized risk management solutions and value-added services.

## OUR YEAR IN REVIEW

The year 2021 marks our eighth consecutive year of double-digit non-GAAP operating return on common equity. This truly outstanding achievement places us in a very small group of industry peers that have generated similar strong and consistent financial results. Our Net Promoter Score, which is our customers' likelihood to recommend Selective, has consistently increased over the past four years, underscoring our steadfast commitment to raising the high bar on delivering a superior customer service experience. Our success comes from a highly engaged and aligned team of talented employees intensely focused on executing our initiatives to achieve these results in our unique operating model.

**15%**

Growth in net premiums written

**92.8%**

Combined ratio

**\$263M**

Net investment income after-tax

**A+**

AM Best financial strength rating

**14.3%**

Non-GAAP operating return on common equity\*

**57**

Net promoter score

**22**

Awards that recognize our unique products, services, and workplace

**SELECTIVE**  
BE UNIQUELY INSURED®

\* Non-GAAP (U.S. Generally Accepted Accounting Principles) operating income, non-GAAP operating income per diluted common share, and non-GAAP operating return on common equity are non-GAAP measures. Refer to the section entitled "Financial Highlights of Results for Years Ended December 31, 2021, 2020, and 2019" in Item 7 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 for a reconciliation of the non-GAAP measures to the equivalent GAAP measures.

# 2021 FINANCIAL HIGHLIGHTS

(\$ in millions, except per share data)

2021

2020

% or Point Change  
Better (Worse)

## Insurance Operations

Net premiums written	\$3,189.7	\$2,773.1	15%
Combined ratio	92.8%	94.9%	2.1 pt
Underwriting income after-tax	\$172.7	\$107.7	60%
Return on common equity from insurance operations after-tax	6.5%	4.6%	1.9 pt

## Investments

Net investment income after-tax	\$263.0	\$184.6	42%
Net realized and unrealized investment gains (losses) after-tax	\$13.9	(\$3.3)	NM^
Total invested assets	\$8,027.0	\$7,505.6	7%
Invested assets per dollar of common stockholders' equity	\$2.88	\$2.96	(3)%
Annual after-tax yield on investment portfolio	3.4%	2.6%	0.8 pt
Return on common equity from net investment income after-tax	9.9%	7.8%	2.1 pt

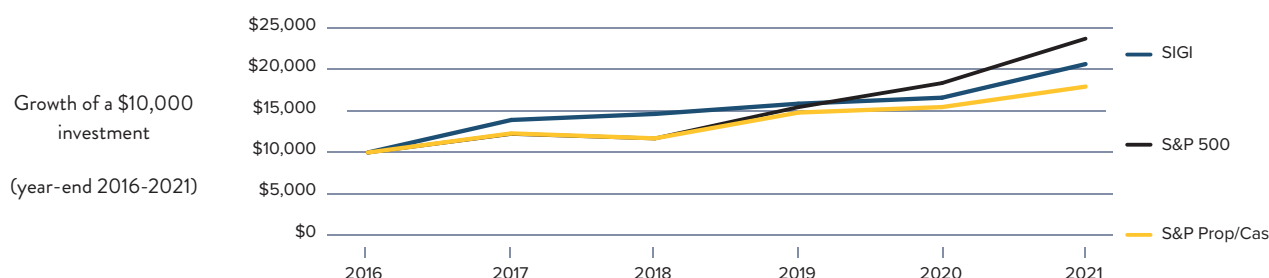
## Summary Data

Total revenues	\$3,379.2	\$2,922.3	16%
Net income available to common stockholders	\$394.5	\$246.4	60%
Return on common equity	14.8%	10.4%	4.4 pt
Non-GAAP operating income*	\$380.6	\$249.7	52%
Non-GAAP operating return on common equity*	14.3%	10.5%	3.8 pt
Operating cash flow as % of net premiums written	24.2%	20.0%	4.2 pt
Total assets	\$10,461.4	\$9,687.9	8%
Stockholders' equity	\$2,982.9	\$2,738.9	9%
Common stockholders' equity	\$2,782.9	\$2,538.9	10%

## Per Common Share Data

Diluted net income available to common stockholders	\$6.50	\$4.09	59%
Diluted non-GAAP operating income*	\$6.27	\$4.15	51%
Dividends to common stockholders	\$1.03	\$0.94	10%
Book value	\$46.24	\$42.38	9%

## AVERAGE ANNUAL RETURN



\* Non-GAAP (U.S. Generally Accepted Accounting Principles) operating income, non-GAAP operating income per diluted common share, and non-GAAP operating return on common equity are non-GAAP measures. Refer to the section entitled "Financial Highlights of Results for Years Ended December 31, 2021, 2020, and 2019" in Item 7 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 for a reconciliation of the non-GAAP measures to the equivalent GAAP measures.

^ Not meaningful

# 2021 ANNUAL REPORT SHAREHOLDER LETTER

I am pleased to report that Selective had another exceptional year of financial and operating performance. 2021 marked our eighth consecutive year of double-digit non-GAAP operating return on common equity (ROE). Few competitors have matched this strong performance consistency; it is one reason we believe AM Best Company upgraded our financial strength rating to “A+” (Superior). While incredibly proud of our consistent superior operating performance and excellent financial strength, we are enthusiastic and focused on the opportunities in front of us. Our unique franchise value, dedicated employees, sophisticated tools and technologies, and deep relationships with top-notch distribution partners position us well for future growth and profitability.

## DELIVERING EXCEPTIONAL OPERATING PERFORMANCE:

The year 2021 was notable for many events and developments globally, nationally, and at Selective. The COVID-19 pandemic continued to impact everyone, and natural catastrophes affected many.

Our employees continued to exceed the high bar in meeting our policyholders’, claimants’, and distribution partners’ varied needs. Their efforts are the foundation for our strong operating results and excellent market reputation. Their commitment and success are why we were again designated in 2021 as a Great Place to Work™ organization.

Financial results and other key highlights from 2021 include:

- New business growth of \$648 million, driven in part by the utilization of our proprietary MarketMax® platform, which helps identify prospective customers.
- Net income available to common stockholders of \$394 million (\$6.50 per diluted common share) and non-GAAP operating income of \$381 million (\$6.27 per diluted common share).
- Net premiums written (NPW) of \$3.2 billion were up 15% from the prior year. Growth drivers included renewal pure price increases, exposure growth, new business, and stable retention.
- Our combined ratio was an impressive 92.8%, despite higher than expected catastrophe (CAT) losses. This result is a tribute to our decade-long success in continually improving our business mix and achieving renewal pure price increases in line with or above expected loss trend.
- After-tax net investment income of \$263 million was up 42% over the prior year due to ongoing exceptionally strong alternative investment returns.



**John J. Marchioni**  
President and Chief Executive Officer

- Our non-GAAP operating ROE was 14.3%, well above our full-year operating ROE target of 11%. Our underwriting operations and investments were both strong contributors to the overall ROE.
- We developed and implemented enhanced automation platforms for small commercial and excess and surplus (E&S) business that should drive further profitable growth opportunities.
- We repositioned our personal lines business to focus on the mass affluent customer base where we believe we can be more competitive with the strong coverage and servicing capabilities that we offer.
- Adoption of our digital services grew, including our customer self-service platform, our award-winning MySelective mobile app, and proactive messaging.

At year-end 2021, our balance sheet remained extremely strong with a record \$3.0 billion of stockholders’ equity and a conservative 14.5% debt-to-capitalization ratio. In 2021, we increased our quarterly shareholder dividend by 12%, to \$0.28 per share, and our Board authorized a \$100 million share repurchase program in 2020, which has \$96.6 million of remaining capacity as of December 31, 2021. The following is a summary of our results by segment.

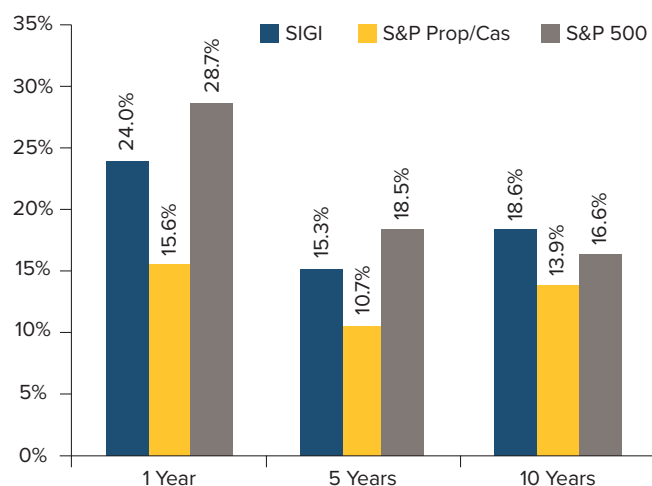
- **Standard Commercial Lines:** The segment accounts for 81% of total NPW, and had another excellent year. NPW was up 16% compared with the prior year, and the business generated a solid 91.9% combined ratio. Results benefited from continued strong profitability in larger lines, such as general liability and workers compensation, and improvement in the commercial auto line.

- **Excess & Surplus Lines:** The segment, which accounts for 10% of total NPW, generated 23% premium growth and a 94.3% combined ratio for the year. During the year, we entered into a renewal rights agreement with Argo Group US, Inc. for its small commercial-oriented E&S book, which will be re-underwritten based on our appetite, terms, and pricing.
- **Standard Personal Lines:** The segment accounts for 9% of total NPW, and generated a 98.6% combined ratio. NPW was \$292 million, down 1% compared with the prior year, driven by increased competition. In 2021, we repositioned the book towards a mass affluent customer base, and subsequently, our homeowners' product changes went into effect and we launched changes to our auto and umbrella offerings. The flood business within our personal lines segment is written on behalf of the government-backed National Flood Insurance Program, and generated attractive fee income that helped the results of this segment.

## STRONG SHARE PRICE PERFORMANCE

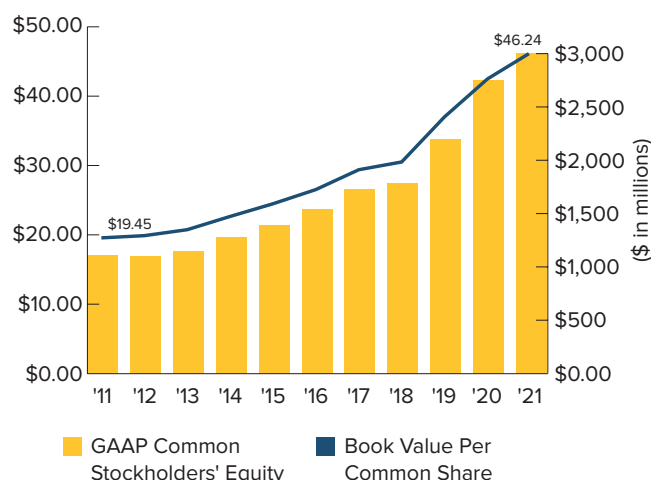
Over recent years, our strong and consistent financial results have been rewarded by the equity markets, leading to solid long-term share price performance. Selective's total 2021 shareholder return of 24.0% trailed the S&P 500 Index, which was up 28.7%, but was significantly better than the performance for the S&P Property and Casualty Insurance Index. Over the past ten-year period, Selective's shareholders experienced total returns of 18.6%, exceeding the 16.6% average annual performance of the S&P 500 Index.

## HISTORICAL TOTAL RETURN: SIGI VS. BENCHMARKS (DECEMBER 31, 2021)



The 1, 5 and 10 year P/E multiples, located in the bars, are historical averages over that time period.

## BOOK VALUE PER COMMON SHARE AND COMMON STOCKHOLDERS' EQUITY GROWTH



## EXECUTION ON KEY STRATEGIC PRIORITIES

Our strong 2021 operating and financial performance is the result of superior execution of our strategic objectives. Looking forward, we remain focused on achieving these, with the greatest emphasis on profitable growth and generating solid ROEs relative to our weighted average cost of capital. Major strategic initiatives that will contribute to our ongoing success include:

- **Underwriting Discipline and Price Adequacy:** For over a decade, we have consistently achieved renewal pure price increases at or above expected loss trend. This track record gives us the confidence that we can effectively navigate all market cycles. We understand and price risks granularly, producing an overall attractively priced book of business that permits us to grow in identified segments. This consistent approach has allowed us to effectively obtain the appropriate price while maintaining high business retention rates. We will continue to manage our growth and profitability account-by-account, facilitating more focused business mix improvements.
- **Expanding Market Share:** In our commercial lines business, we remain focused on four key initiatives: (i) increasing agency appointments to represent at least 25% market share in our footprint states; (ii) increasing Selective's share of our agents premium to 12%; (iii) maximizing new business growth in the small business market through utilization of our enhanced small business platform; and (iv) executing on our geographic-expansion plan. During 2021 we made progress on each of these fronts:
  - We appointed more than 100 new agencies, consistent with recent years. This brings our total distribution partner count to 1,430 and total office locations to about 2,500. We expect this appointment pace to remain steady.



- We continue to generate organic growth with our existing distribution partners. Our MarketMax<sup>®</sup> tool provides our distribution partners with insights into their overall portfolio, identifying high-quality target accounts to grow their business with us.
- Finally, our commercial lines geographic-expansion plans remain on track. In 2022, we plan to open the states of Alabama, Idaho, and Vermont (subject to regulatory approvals), with additional growth planned for subsequent years.

#### • Investing in Sophisticated Tools and Technologies for Growth and Efficiency:

We continue to develop and implement new tools and technologies to create operating efficiencies for our distribution partners and us, strengthening our market position. We expanded the use of MarketMax<sup>®</sup>, our agency-facing platform that helps identify new business opportunities, and updated our technology platforms for small commercial and E&S business.

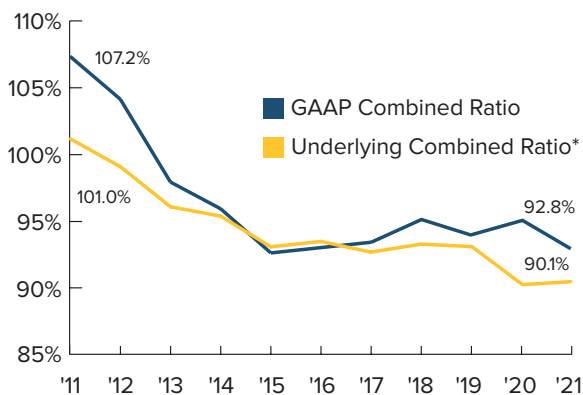
#### • Becoming an Omni-Channel Customer Experience Leader:

One of our major strategic initiatives, delivering a superior omni-channel customer experience, differentiates our value proposition for policyholders, claimants, and distribution partners. During the pandemic, our Safety Management and Claims organizations quickly adapted to deliver exceptional customer service virtually. Our ongoing investments to build out our digital customer offerings allows customers to engage us 24x7 in their chosen manner. Adoptions of our self-service platform and award-winning MySelective mobile app continue to accelerate. These platforms and our continued emphasis on expanding value-added services should generate future retention benefits.

#### • Developing Talent with a Greater Diversity, Equity & Inclusion (DE&I) Focus:

We are committed to increasing employee diversity at all levels in our organization. While women and racial and ethnic minorities constitute a meaningful part of our overall workforce, we strive to increase representation in senior organizational levels. We continue to make substantial progress on our DE&I initiatives, including establishing and supporting several affinity and employee resource groups, which provide employees with opportunities to increase cultural awareness, network, and enhance their professional development. We expanded our relationships with historically Black colleges and universities (HBCUs), including a Selective on-campus recruiting day and sponsorship of an HBCU team for the 2021 and 2022 National African American Insurance Association (NAAIA) Talent Development Competition. We implemented DE&I performance objectives and goals for all leaders and incorporated a specific DE&I objective into our 2022 Annual Cash Incentive Program strategic measures.

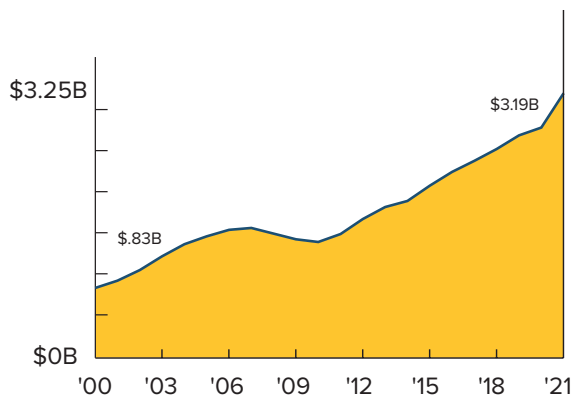
### COMBINED RATIOS



The achievement of our targeted strategic initiatives has contributed to strong GAAP and underlying combined ratios.

\*Underlying combined ratio excludes catastrophe losses and prior year casualty reserve development.

### NET PREMIUMS WRITTEN



#### • Achieving our ROE Targets:

Each year, we establish a non-GAAP operating ROE target well above our estimated weighted average cost of capital. This high bar aligns our incentive compensation structure with shareholder returns, challenging us to be our best. For 2022, our non-GAAP operating ROE target is 11%, approximately 350 basis points over our current estimated weighted average cost of capital.

### MAKING AN ENVIRONMENTAL, SOCIAL, AND GOVERNANCE (ESG) DIFFERENCE

Selective has always recognized the need to create value for all four of its key constituents: our employees; our

distribution partners; our customers and the communities in which they live and work; and our shareholders. By delivering exceptional value to the first three, our shareholders are consistently rewarded. Our 95+ year track record of being a socially responsible company speaks for itself. Regardless, there is always more we can do.

Selective continued to drive ESG initiatives, overseen by our management Sustainability Committee, and published our second



ESG report, Driving Sustainable Impact (on our website's Investors page) in 2021. We also started expanding our corporate headquarters solar facility, which produces power sold to others, incorporated ESG considerations into our investment manager due diligence process, and invested in ESG-dedicated funds. We provide customers and distribution partners with services that help mitigate risks, offering a wide range of tools and technologies. Selective continues to make employee development a core strategic priority, supporting the communities in which we live and operate in through the Selective Insurance Group Foundation, and we remain committed to advancing diversity, equity, and inclusion at all levels in our organization.

## CONCLUSION

While our results in 2021 were outstanding, the achievement I am most proud of is the unwavering dedication of our employees in serving our customers and distribution partners, and helping them navigate through the pandemic-related challenges and the various catastrophic events they've experienced. The efforts of our employees over the past two years have further strengthened our reputation in the market with customers and distribution partners. The excellent performance we delivered in 2021 is the direct result of our ability to successfully execute the fundamentals of our business: risk selection, pricing, and claims adjudication.

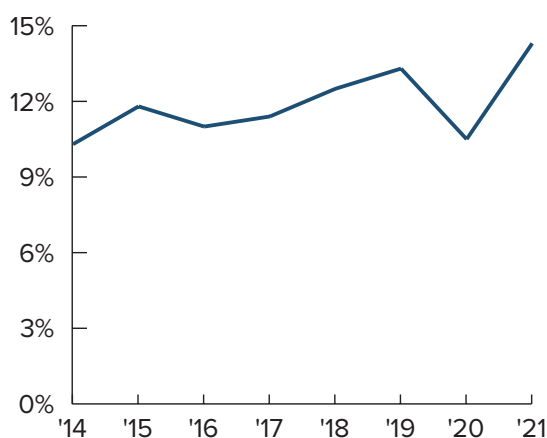
In 2022, we will remain committed to our prudent and disciplined approach to generating profitable growth over time, which has been key to delivering superior operating and financial performance. Our competitive and market-differentiating advantages are our unique field model, enabled by sophisticated tools and technology, the extraordinary franchise value created with our distribution partners, and our superior omni-channel customer experience. Our ongoing success is driven by our outstanding employees, who always execute with the utmost dedication, especially during these unprecedented times. Through their work addressing the varied needs of our policyholders, claimants, and distribution partners, we have built a sustainable platform that should outperform and lead our industry for years to come.

In advance of the 2022 Annual Meeting of Stockholders, please join me in recognizing Gregory E. Murphy, who is not standing for re-election as a Director. Greg joined Selective in 1980, rising through the ranks to Chairman & CEO, a position he held for 20 years before becoming Executive Chairman and then Non-Executive Chairperson. He left his impression on every aspect of our operations; his leadership and mentorship are unmatched.

Our 2022 Annual Meeting of Shareholders is being held virtually, which allows meeting attendance from any location in the world. We hope you will join us.

**John J. Marchioni**  
President and  
Chief Executive Officer

## NON-GAAP OPERATING RETURN ON COMMON EQUITY\*



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# OUR BUSINESS

In collaboration with our distribution partners, we offer standard and specialty insurance to businesses, non-profits, public entities, and individuals through the following segments:



## Standard Commercial – 81% of business

We provide commercial insurance to more than 80 types of businesses that include Contractors; Mercantile and Service; Community and Public Services; and Manufacturing and Wholesale. Unique risk management solutions, safety management expertise, customer-centric claims service, and a commitment to superior customer service position Selective as the carrier of choice for business insurance.



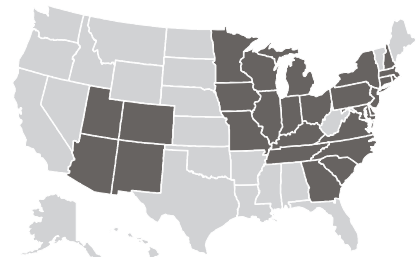
## Excess & Surplus – 10% of business

Selective offers Excess & Surplus Lines property, general liability, and inland marine products coverage through wholesale agents and brokers to customers in targeted industry segments, including artisan and general contractors; restaurants, bars and taverns; and vacant properties and habitation.

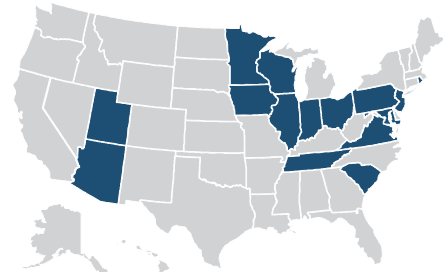


## Standard Personal – 9% of business

Selective offers a number of customizable insurance solutions for drivers, homeowners, and renters. In addition, Selective is the 4<sup>th</sup>\* largest Write Your Own (WYO) carrier in the National Flood Insurance Program, providing flood building and contents coverage to homeowners and businesses across all 50 states.

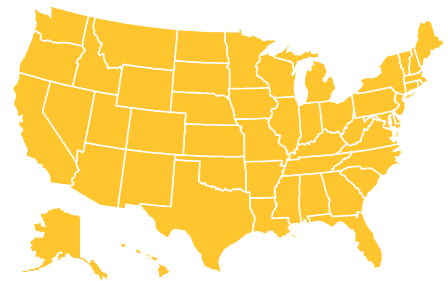


Standard Commercial (27 states and the District of Columbia)



Standard Personal† (15 states)

† Flood Insurance available in all 50 states



Excess & Surplus (50 states)

## OUR FOOTPRINT

We deliver customized risk management solutions to customers in the states shown above. In 2022, we will continue our geographic expansion and plan to make our unique products and services available to commercial businesses and public entities in Vermont, Alabama, and Idaho.

\*According to SNL Financial based on 2020 data.



# OUR COMPETITIVE ADVANTAGES

Our competitive advantages are true differentiators in the marketplace and help drive our financial performance.



## **Unique field model enabled by sophisticated tools and technology**

Selective's empowered and dynamic field model is key to our agency value proposition and underwriting quality. It is comprised of underwriting and safety management personnel who are located in the geographic territories they serve. Our claims operation is organized by area of specialty with regional expertise, supported by local resources who manage our claims customer relationships. Our field experts apply a data-driven approach using sophisticated tools for our underwriting and pricing practices to effectively deliver unique products and services to our customers and distribution partners.



## **True franchise value with top-notch distribution partners**

Selective works closely with approximately 1,400 retail and 85 wholesale distribution partners to build strong relationships and deliver exceptional service to our shared customers. We are committed to our distribution partners' success and provide them with the tools, products, services, and resources to prosper and build their market share. We continue to appoint high-caliber and diverse distribution partners to drive profitable growth.



## **Superior customer experience delivered by dedicated employees**

Selective's more than 2,400 employees are the most important element of our success. Through them — and in collaboration with our distribution partners — we deliver our brand promise to provide unique insurance solutions. By creating customized risk mitigation strategies, value-added services, and an exceptional 24x7 omni-channel service experience, we are able to meet or exceed customers' expectations.

**SELECTIVE**  
BE UNIQUELY INSURED®

# UNIQUELY SERVING OUR CUSTOMERS

We aspire to be indispensable to our customers and distribution partners by delivering unique insurance solutions, including value-added services that help make their engagement with Selective more impactful and relevant. Customers who adopt at least one of our service offerings retain at a rate 1.4 points higher than those who do not self-service. Below are a few of our complimentary value-added services that differentiate Selective in the marketplace and show our customers what it means to *Be Uniquely Insured®*.



## User Friendly Mobile Connectivity

Our MySelective mobile app allows customers to view auto ID cards, report a claim, chat with a live associate, manage billing/payments, and more. In 2021, our app received a Gold Stevie® award in the Sales and Marketing Mobile Application-New Version category and a PropertyCasualty360 Insurance Innovator award.



## Loss Prevention and Mitigation

Our safety management specialists visit our business customers to help them mitigate risks and keep their businesses safe. We also provide digital offerings that include a suite of self-paced modules for assessing risk in various areas, such as water intrusion; slip, trip, and fall prevention; ergonomics; ignitable liquids; and business resiliency planning, that enable customers to improve their risk profile.



## Protecting Those Most Vulnerable

Our complimentary tools and resources, offered in partnership with abuse-prevention risk management consulting company Praesidium, help business customers protect or mitigate the abuse or molestation of vulnerable children and adults. In addition, we lead the insurance industry in the number of employees trained and certified as Praesidium Guardians™, improving our capabilities and expertise in organizational risk prevention.



## Triage Services for Injured Workers

Our workers compensation policyholders have access to registered nurses 24x7 to advise injured workers on appropriate treatment options like self-care, urgent care, or the emergency room.



## Expedited Claims Handling

Our SWIFTClaim® or “Service With Improved Fast Tracking” process for non-complex auto and property losses is conducted via electronic communication to streamline claim handling and help customers receive expedited payments.



## Roadside Peace of Mind

Our customer service team members remain on the phone with our personal auto customers who require roadside assistance in the unfortunate event of an accident to provide support and peace of mind until help arrives.



We are proud of the 22 awards and accolades we received in 2021 that recognize the excellent insurance experience we provide customers and distribution partners and the best-in-class workplace we create for employees. For a complete list of our distinguished honors, please visit [www.Selective.com/about-Selective/awards](http://www.Selective.com/about-Selective/awards).

# ... THROUGH INNOVATION

Through a year of ongoing pandemic challenges, severe natural catastrophes, supply chain issues, and higher inflation, we demonstrated our primary purpose and value: making our policyholders and communities safer and restoring lives and businesses after an insured loss. Our innovative customer-centric solutions enable us to continuously raise the high bar on delivering a superior customer experience.



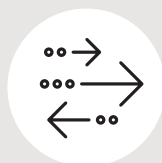
## Live Chat

Live chat sessions on Selective.com and the MySelective mobile app help customers and distribution partners quickly and conveniently get answers to address their billing, payment, and self-service questions. More than 14,000 live chats took place in 2021.



## Claims Handling via Text Message

Launched in 2021, customers can now engage in two-way text messaging with our claims adjusters for improved transparency and communication throughout the claim experience.



## Integrated Voice Response (IVR)

Our IVR platform enables callers into our Customer Contact Center to quickly and conveniently self-serve and access information without the need to speak with a representative. More than 140,000 calls were handled through our IVR in 2021.



## Proactive Communications

To help customers stay informed and mitigate risks, we proactively distribute personalized and specific email, push notifications, and text messages on topics like billing reminders, vehicle and food recalls, and weather events. Approximately 75% of our customers receive these timely, contextual, and valuable messages.

As a customer-centric organization, we prioritize customer research, journey mapping, and usability testing to help make the insurance process as easy and seamless as we can.



In 2021, Selective won the Excellence in Customer Service Award from Business Intelligence Group in recognition of our tools to help customers find success.



# OUR UNIQUE TEAM

At Selective, we don't just insure uniquely, we employ uniqueness. Employees are empowered to bring their true, authentic selves to work every day, and to share their unique perspectives, experiences, and talents with one another. We are a stronger and higher performing team when we embrace our differences, collaborate across teams and departments, and foster a diverse, equitable, and inclusive culture.

Creating a highly engaged team is one of our strategic imperatives, and a key area of focus. In 2021, we:



Deployed and supported employee resource groups for our working caregivers, Black employees, LGBTQ+ employees and allies, and women in Information Technology to provide those who identify with or support these communities an opportunity to increase cultural awareness, network, develop professionally, and share in fun and engaging activities.



Hosted all-employee virtual town halls and company meetings to bring our team together, discuss timely and relevant topics, provide support and camaraderie, and reinforce alignment on our strategic business objectives.



Launched our R.I.S.E. (Retain, Include, Support, Engage) program to provide ethnically diverse individuals a path to first-level management.



Received multiple honors that recognize Selective as an employer of choice, including Great Place to Work® recertification, Fortune Best Workplaces in Financial Services and Insurance award, Forbes' America's Best-in-State Employers (New Jersey) award, and DiversityJobs Top Employer award.



Provided employees with enhanced virtual collaboration tools to facilitate video calling and conferencing, chat messaging, and file sharing.



Provided access to over 22,000 skills training courses and resources, as well as a variety of instructor-led classes, to help employees' professional growth and development.

To support employees as they navigated the second year of a global pandemic, we also introduced a new Flexible Work Location Policy to enable employees to work in the office 60% of the time and remote 40%; enhanced our Employee Assistance Program with additional mental health resources; and increased our telemedicine options to include physical therapy, behavioral health, and other specialties.



# MAKING A DIFFERENCE

Investing in the communities where we live and work is core to our business. Starting with our founder, D.L.B. Smith in 1926 through today, we help make a difference through contributions of both time and money.

- In 2021, Selective's charitable arm – The Selective Insurance Group Foundation – donated more than \$545,000 to non-profit organizations that empower safe, sustainable, just, and diverse communities.
- We donated approximately \$70,000 in matching gifts to match employees' and distribution partners' donations to charities and "Dollars for Doers" grants to recognize the hours that employees volunteer.
- Approximately 65% of our total giving is directed to local charities in the communities where we have a major presence, including Sussex County, NJ where we are proudly headquartered.
- Selective provides all employees a Volunteer Day to use their time and talent to support and improve communities, such as building a playhouse for the Richmond, VA Metropolitan Habitat for Humanity, serving food and drinks to troops at a USO Center in Fort Indiantown Gap, PA, and helping families in need "shop" for holiday gifts at Newton, NJ-based Project Self Sufficiency's Holiday Toy Shop.
- Selective provided an in-kind donation of over 230 computers and projectors through the Kids In Need Foundation and The Teacher's Desk to help under-resourced students in their online learning.



As a property and casualty insurance company, we understand that climate change creates greater unpredictability of weather-related loss frequency and severity. This poses a long-term risk to the lives and livelihoods of our customers and business. Our efforts to help address climate change and its associated impacts are centered on prudent oversight and management of catastrophe risk exposure; helping our customers through responsive claims handling, safety management, and proactive weather alerts; allocating capital away from specific environmentally hazardous classes through underwriting and investment initiatives; and reducing our carbon footprint.



In our 2021 Environmental, Social, and Governance (ESG) report, we highlighted the initiatives that help us drive sustainability. This includes efforts to understand and attempt to mitigate climate change risk, provide customers with empathetic claims services and risk mitigation solutions, build a highly engaged team of employees and leaders, make a positive impact on our communities and society, and build a culture of strong governance and transparency. To read our ESG report, please visit [www.Selective.com/investors/reports-earnings-and-presentations/reports](http://www.Selective.com/investors/reports-earnings-and-presentations/reports).



# MANAGEMENT TEAM



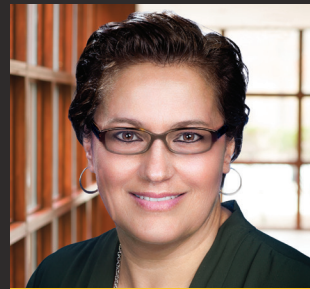
**John J. Marchioni**

President and  
Chief Executive Officer



**Shadi K. Albert**

Executive Vice President  
Insurance Strategy and  
Business Development



**Lucinda (Cyndi) Bennett**

Executive Vice President  
Chief Human Resources Officer



**John P. Bresney**

Executive Vice President  
Chief Information Officer



**Joseph O. Eppers**

Executive Vice President  
Chief Investment Officer



**Gordon J. Gaudet**

Executive Vice President  
Chief Innovation Officer



**Brenda M. Hall**

Executive Vice President  
Commercial Lines  
Chief Operating Officer



**Jeffrey F. Kamrowski**

Executive Vice President  
MUSIC



**Paul Kush**

Executive Vice President  
Chief Claims Officer



**Michael H. Lanza**

Executive Vice President  
General Counsel and  
Chief Compliance Officer



**Vincent M. Senia**

Executive Vice President  
Chief Actuary



**Mark A. Wilcox**

Executive Vice President  
Chief Financial Officer

# DIRECTORS

**Gregory E. Murphy** 1997  
Non-Executive Chairperson of the Board  
Selective Insurance Group, Inc.

**Ainar D. Aijala, Jr.** 2020  
Retired, former Senior Advisor,  
Deloitte & Touche LLP

**Lisa Rojas Bacus** 2020  
Retired, former Executive Vice President and  
Global Chief Marketing Officer, Cigna Corporation

**John C. Burville, Ph.D, FIA, MAAA** 2006  
Retired, former Insurance Consultant  
to the Bermuda Government

**Terrence W. Cavanaugh** 2018  
Founding Partner, Accretive Consulting LLC, and  
former President and Chief Executive Officer,  
Erie Indemnity Company

**Wole C. Coaxum** 2020  
Chief Executive Officer,  
Mobility Capital Finance (MoCaFi)

**Robert Kelly Doherty** 2015  
Managing Partner,  
Caymen Advisors and Caymen Partners

**John J. Marchioni** 2019  
President and Chief Executive Officer,  
Selective Insurance Group, Inc.

**Thomas A. McCarthy** 2018  
Retired, former Executive Vice President and  
Chief Financial Officer, Cigna Corporation

**Stephen C. Mills** 2020  
Retired, former President and General Manager,  
New York Knicks

**H. Elizabeth Mitchell** 2018  
Retired, former President and Chief Executive Officer,  
Renaissance Reinsurance U.S., Inc.

**Michael J. Morrissey, CFA** 2008  
Special Advisor and former President and Chief Executive Officer,  
International Insurance Society, Inc.

**Cynthia (Cie) S. Nicholson** 2009  
Managing Member, Band of Sisters, LLC

**William M. Rue** 1977  
Chairman, Chas. E. Rue & Son, Inc.,  
t/a Rue Insurance

**John S. Scheid, CPA** 2014  
Owner, Scheid Investment Group, LLC, and  
former Senior Partner, PricewaterhouseCoopers LLP

**J. Brian Thebault** 1996  
Lead Independent Director, Selective Insurance Group, Inc.  
Partner, Thebault Associates

**Philip H. Urban** 2014  
Retired, former President and Chief Executive Officer,  
Grange Insurance

# OFFICERS

## President and Chief Executive Officer

**John J. Marchioni**<sup>1,2</sup>

## Executive Vice Presidents

**Shadi K. Albert**<sup>2</sup>

Insurance Strategy and  
Business Development

**Lucinda (Cyndi) Bennett**<sup>2</sup>

Chief Human Resources Officer

**John P. Bresney**<sup>2</sup>

Chief Information Officer

**Joseph O. Eppers**<sup>1,2</sup>

Chief Investment Officer

**Gordon J. Gaudet**<sup>2</sup>

Chief Innovation Officer

**Brenda M. Hall**<sup>2</sup>

Commercial Lines  
Chief Operating Officer

**Jeffrey F. Kamrowski**<sup>2</sup>

MUSIC

**Paul Kush**<sup>2</sup>

Chief Claims Officer

**Michael H. Lanza**<sup>1,2</sup>

General Counsel and  
Chief Compliance Officer

**Vincent M. Senia**<sup>2</sup>

Chief Actuary

**Mark A. Wilcox**<sup>1,2</sup>

Chief Financial Officer

## Senior Vice Presidents

**Charles C. Adams**<sup>2</sup>

Regional Manager  
Mid-Atlantic Region

**Allen H. Anderson**<sup>2</sup>

Chief Underwriting Officer  
Personal Lines

**Jeffrey F. Beck**<sup>2</sup>

Government and Regulatory Affairs

**Teresa M. Caro**<sup>2</sup>

Regional Manager  
New Jersey Region

**Sarita G. Chakravarthi**<sup>1,2</sup>

Tax and Assistant Treasurer

**Christopher G. Cunniff**<sup>1,2</sup>

Chief Risk Officer

**Giunero Floro**<sup>2</sup>

Chief Marketing Officer

**Kevin P. Forrey**<sup>2</sup>

Enterprise Delivery Services

**Anthony D. Harnett**<sup>1,2</sup>

Chief Accounting Officer

**Todd Hoivik**<sup>2</sup>

Commercial Lines Pricing  
and Research

**Martin Hollander**<sup>1,2</sup>

Chief Audit Executive

**Robert J. McKenna, Jr.**<sup>2</sup>

Enterprise Strategy and Execution

**Ryan T. Miller**<sup>2</sup>

Regional Manager  
Southern Region

**Maria Orecchio**<sup>2</sup>

Deputy General Counsel

**Rohan Pai**<sup>1,2</sup>

Investor Relations and Treasurer

**Thomas S. Purnell**<sup>2</sup>

Regional Manager  
Northeast Region

**Erik A. Reidenbach**<sup>2</sup>

Regional Manager  
Heartland Region

**Nathan C. Rugge**<sup>2</sup>

Actuarial Reserving

**Brian C. Sarisky**<sup>2</sup>

Chief Underwriting Officer  
Commercial Lines

**Valerie Sparks**<sup>2</sup>

Regional Manager  
Southwest Region

<sup>1</sup>Selective Insurance Group, Inc.

<sup>2</sup>Selective Insurance Company of America

# INVESTOR INFORMATION

## Annual Meeting

Tuesday, May 3, 2022 - 9:00 a.m. (ET)  
Virtual format via live audiocast at  
[www.virtualshareholdermeeting.com/SIGI2022](http://www.virtualshareholdermeeting.com/SIGI2022)

## Investor Relations

Rohan Pai  
Senior Vice President  
Investor Relations and Treasurer  
(973) 948.1364  
[Investor.Relations@Selective.com](mailto:Investor.Relations@Selective.com)

## Dividend Reinvestment Plan

Selective Insurance Group, Inc. makes available to holders of its common stock an automatic dividend reinvestment and stock purchase plan.

For information contact:

EQ Shareowner Services  
P.O. Box 64854  
St. Paul, Minnesota 55164  
(866) 877.6351

## Registrar and Transfer Agent

EQ Shareowner Services  
P.O. Box 64854  
St. Paul, Minnesota 55164  
(866) 877.6351

## Auditors

KPMG LLP  
345 Park Avenue  
New York, New York 10154

## Internal Audit Department

Martin Hollander  
Senior Vice President  
Chief Audit Executive  
[Internal.Audit@Selective.com](mailto:Internal.Audit@Selective.com)

## Executive Office

40 Wantage Avenue  
Branchville, New Jersey 07890  
(973) 948.3000

## Shareholder Relations

Selective will provide by mail, free of charge, a copy of its Annual Report on Form 10-K for the year ended December 31, 2021 (not including exhibits and documents incorporated by reference), the Proxy Statement for the 2022 Annual Meeting, and the annual report and proxy materials for future Annual Meetings (once available) at your request. Please direct all requests to:

Robyn P. Turner  
Vice President  
Assistant General Counsel and  
Corporate Secretary  
(973) 948.1766  
[Shareholder.Relations@Selective.com](mailto:Shareholder.Relations@Selective.com)

## Common Stock Information

Selective Insurance Group, Inc.'s common stock trades on the Nasdaq Global Select Market under the symbol: SIGI.

## Form 10-K

Selective's Form 10-K, as filed with the U.S. Securities and Exchange Commission, is provided as part of this 2021 Annual Report.

## Website

Visit us at [www.Selective.com](http://www.Selective.com)  
for information about Selective,  
including our latest financial news.



40 Wantage Avenue • Branchville, New Jersey 07890