



Current

500 FULL-TIME EMPLOYEES

Offices

- o Charleston, WV (Headquarters)
- o Charlotte, NC
- o Naperville, IL
- o Pittsburgh, PA

Current

1100 FULL-TIME EMPLOYEES

Offices

- o Columbus, OH (Headquarters)
- o Concord, NH
- o DeWitt, IA
- o Edina, MN
- o Murfreesboro, TN
- o Sheboygan, WI

Claims Offices

- o Akron, OH
- o Cincinnati, OH
- o Cleveland, OH
- o Dayton, OH
- o Pittsburgh, PA

Combined

1600 FULL-TIME EMPLOYEES

Offices

- o Charleston, WV (Headquarters)
- o Columbus, OH (Headquarters)
- o Charlotte, NC
- o Concord, NH
- o DeWitt, IA
- o Edina, MN
- o Murfreesboro, TN
- o Naperville, IL
- o Pittsburgh, PA
- o Sheboygan, WI

Claims Offices

- o Akron, OH
- o Cincinnati, OH
- o Cleveland, OH
- o Dayton, OH
- o Pittsburgh, PA

FINANCIALS

PREMIUM

\$375 MILLION

SURPLUS

\$750 MILLION

ASSETS

\$2.3 BILLION

COMBINED RATIO

100%

A.M. BEST RATING

A-

FINANCIALS

PREMIUM

\$775 MILLION

SURPLUS

\$781 MILLION

ASSETS

\$2.2 BILLION

COMBINED RATIO

100.3%

A.M. BEST RATING

A

FINANCIALS

PREMIUM

\$1.2 BILLION

SURPLUS

\$1.53 BILLION

ASSETS

\$4.5 BILLION

COMBINED RATIO

100.2%

A.M. BEST RATING

A- OR A *ANTICIPATED

Combined Benefits

The joint venture using the affiliation model between BrickStreet and Motorists Mutual, a member of Motorists Insurance Group, is a strategic fit, leveraging the two companies' respective strengths and unlocking growth potential. This includes improving risk diversification, expanding agency distribution and providing economies of scale for purchasing power.



Through this joint venture, Motorists and BrickStreet will enter into an affiliation agreement allowing them to partner together financially and operationally while maintaining their individual brands. As mutual companies, both will continue to be owned by their policyholders and remain domiciled in Ohio and West Virginia, respectively. After the anticipated approvals and closing in July 2017, this affiliation will include more than 1,600 employees, 10 offices writing in 29 states, premiums of nearly \$1.2 billion, a surplus of nearly \$1.55 billion and assets of \$4.5 billion.

BrickStreet's planned portfolio of 16 states will be expanded to total 29 states and BrickStreet's agents and policyholders will be able to secure other lines of insurance through the BrickStreet/Motorists partnership.

Motorists will be able to grow its commercial lines book of business by leveraging BrickStreet's 360° workers' compensation model. This will include expansion into additional states and optimizing product offerings within each of its affiliates.

Agents will have:

- Ability to offer additional products and services to meet the commercial insurance needs of their policyholders
- Enhance franchise value, field relationships and risk management expertise
- A new super-regional carrier and top 20 mutual organization
- Workers' compensation coverage for added classes and sizes of accounts

Policyholders will have:

- Increased surplus security
- Increased financial strength through size and diversification
- State-of-the-art loss control
- Expanded commercial coverages
- An integrated multiline technology platform
- A new top 20 mutual organization ensuring we remain well capitalized and fully able to meet our obligations

Employees/associates will have:

- Opportunities to excel and grow professionally
- Larger footprint, additional locations
- Improved financial strength
- Continued community and industry engagement

Management Structure

The joint venture through an affiliation model between Motorists Mutual and BrickStreet gives both companies the ability to leverage expertise and leadership by integrating members from each company's executive leadership team as members of the Motorists Insurance Group (the Group).



The proposed executive management structure will be as follows:

Officers:

Gregory A. Burton, Executive Chairman of the Group
(BrickStreet representative)

David L. Kaufman, CEO of the Group
(Motorists Mutual representative)

Thomas J. Obrokta, Jr., President of the Group
(BrickStreet representative)

Charles D. Stapleton, Executive Vice President and Chief Operating Officer of the Group
(Motorists Mutual representative)

Susan E. Haack, Executive Vice President and Corporate Secretary of the Group
(Motorists Mutual representative)

J. Christopher Howat, Executive Vice President, Chief Financial Officer and Treasurer of the Group
(BrickStreet representative)

Joining the officers on the executive team will be:

Anthony "Tony" Laska, Chief Information Officer of the Group
(BrickStreet representative)

John C. Kessler, Chief Strategy Officer of the Group
(Motorists Mutual representative)

Marchelle E. Moore, Chief Legal Officer of the Group
(Motorists Mutual representative)

William J. McGee, Jr., Chief Risk and Compliance Officer of the Group
(BrickStreet representative)

Anne B. King, Chief Human Resources Officer of the Group
(Motorists Mutual representative)

Jeffrey L. Benintendi, Executive Vice President and Chief Operating Officer,
BrickStreet Mutual Insurance Company

Grady B. Campbell, Senior Vice President and Chief Operating Officer,
Motorists Mutual Insurance Company

Board of Directors Structure

Once approvals are final, the new Board members will be appointed to the BrickStreet Board of Directors and thereafter be submitted to the policyholders for re-election.



Gregory A. Burton (BrickStreet representative)

W. Marston Becker (BrickStreet representative)

Thomas V. Flaherty (BrickStreet representative)

Kevin J. Craig (BrickStreet representative)

W. Gaston Caperton III (BrickStreet representative)

Stephen G. Roberts (BrickStreet representative)

John J. Bishop (Motorists Mutual representative)

Robert C. Smith (Motorists Mutual representative)

David L. Kaufman (Motorists Mutual representative)

Michael L. Wiseman (Motorists Mutual representative)

Dennis B. Sullivan (Motorists Mutual representative)

Robert L. McCracken (Motorists Mutual representative)

Gregory A. Burton will serve as the Executive Chairman of the BrickStreet board and **David L. Kaufman** will serve as CEO.

Once approvals are final, the new Board members will be appointed to the Motorists Mutual Board of Directors and thereafter be submitted to the policyholders for re-election.

John J. Bishop (Motorists Mutual representative)

Robert C. Smith (Motorists Mutual representative)

Archie M. Griffin (Motorists Mutual representative)

Sandra W. Harbrecht (Motorists Mutual representative)

Yvette McGee-Brown (Motorists Mutual representative)

David L. Kaufman (Motorists Mutual representative)

Gregory A. Burton (BrickStreet representative)

Thomas V. Flaherty (BrickStreet representative)

W. Marston Becker (BrickStreet representative)

David L. Rader (BrickStreet representative)

Steven F. White (BrickStreet representative)

Kevin J. Craig (BrickStreet representative)

Gregory A. Burton will serve as the Executive Chairman of the Motorists Mutual board and **David L. Kaufman** will serve as CEO.