



May, 2011

JMP 10th Annual Securities Research Conference

Employers Holdings, Inc.
Investor Presentation

Safe Harbor Disclosure

This slide presentation is for informational purposes only. It should be read in conjunction with our Form 10-K for the year 2010, our Form 10-Qs and our Form 8-Ks filed with the Securities and Exchange Commission (SEC), all of which are available on the "Investor Relations" section of our website at www.employers.com.

Non-GAAP Financial Measures

In presenting Employers Holdings, Inc.'s (EMPLOYERS) results, management has included and discussed certain non-GAAP financial measures, as defined in Regulation G. Management believes these non-GAAP measures better explain EMPLOYERS results allowing for a more complete understanding of underlying trends in our business. These measures should not be viewed as a substitute for those determined in accordance with GAAP. The reconciliation of these measures to their most comparable GAAP financial measures is included in this presentation or in our Form 10-K for the year 2010, our Form 10-Qs and our Form 8-Ks filed with the Securities and Exchange Commission (SEC) and available in the "Investor Relations" section of our website at www.employers.com.

Forward-looking Statements

This presentation may contain certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements regarding anticipated future results and can be identified by the fact that they do not relate strictly to historical or current facts. They often include words like "believe", "expect", "anticipate", "estimate" and "intend" or future or conditional verbs such as "will", "would", "should", "could" or "may". All subsequent written and oral forward-looking statements attributable to us or individuals acting on our behalf are expressly qualified in their entirety by these cautionary statements.

Any forward-looking statements made in this presentation reflect EMPLOYERS current views with respect to future events, business transactions and business performance and are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve risks and uncertainties, which may cause actual results to differ materially from those set forth in these statements.

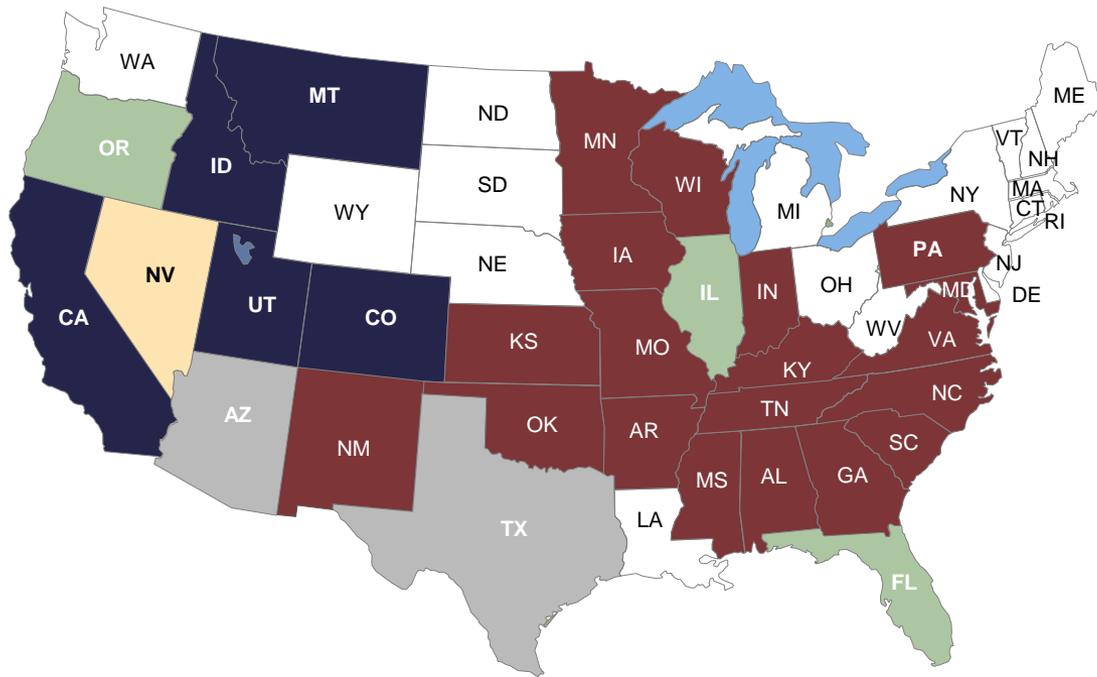
We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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Overview



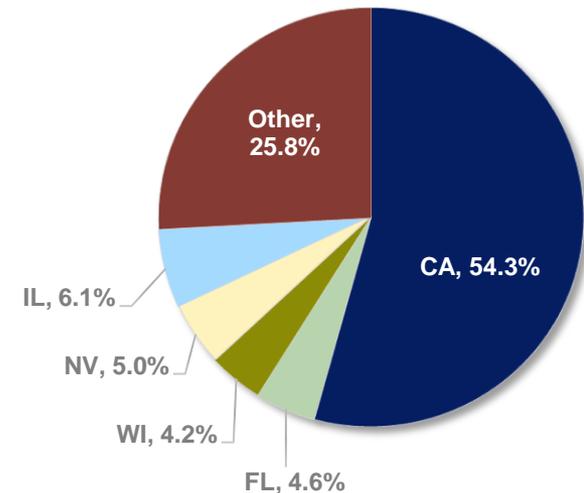
Selectively Expanding Footprint



Highlights

(at March 31, 2011)

- 12 Mo. NPW: \$334 million
- Adjusted BV per share: \$22.11
- Combined ratio before LPT:122.4%



**In Force Premiums Written (%)
March 31, 2011**

2000	2002	2006	2007	2008
1913 – 1999 State WC fund in NV	2002 Acquisition, book of business in CA, UT, ID, MT, CO	2005 Formation of mutual hold co	2007 Demutualization and IPO – entry into FL, IL and OR	2008 Acquisition of AmCOMP Incorporated, entry into IA
2000 Privatization		2006 Entry into TX, AZ		

Current trends - actions

Current operating environment is characterized by high levels of unemployment, reduced work hours, price competition and historically low yields.

Growth initiatives

- Adding agents and policies; deploying rapid quote system
- Two year targets: add over 900 agencies and 20,000 policies

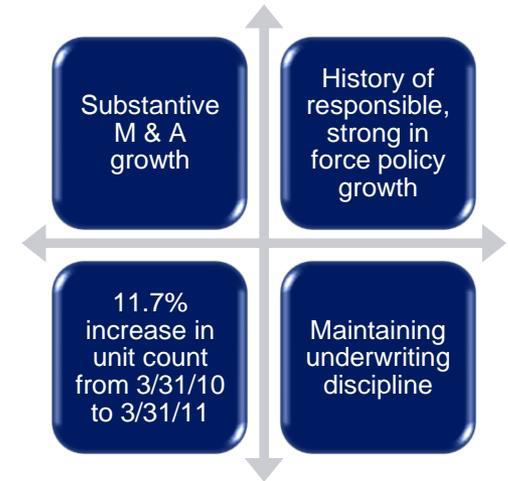
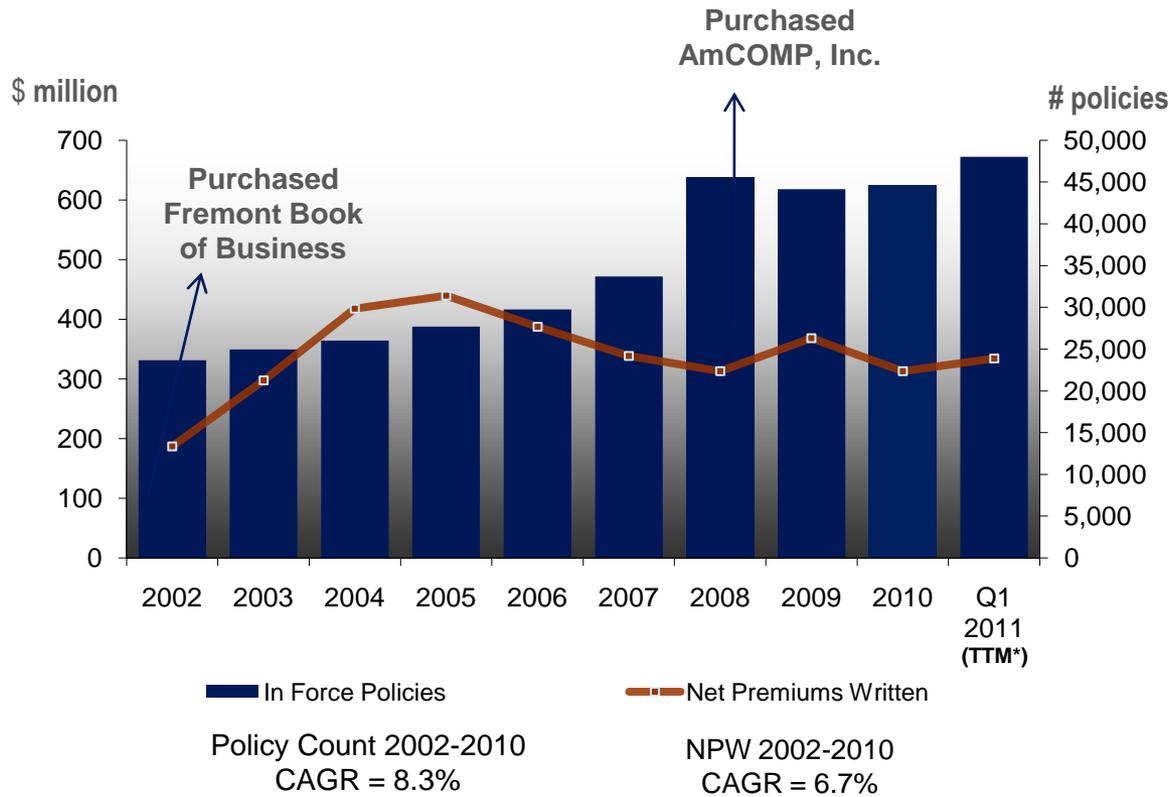
Cost controls implemented

- Combined four regional operating units into two, consolidated offices and staffing declined by 225
- Reduced underwriting expenses 20% in this year's first quarter

Increased California filed rates over 28% since 2009

- Positive net rate in California which represents half of our book of business in Q 1
- Current year loss provision rate of 76.6% at 3/31/11
- Additional rate increase in California planned

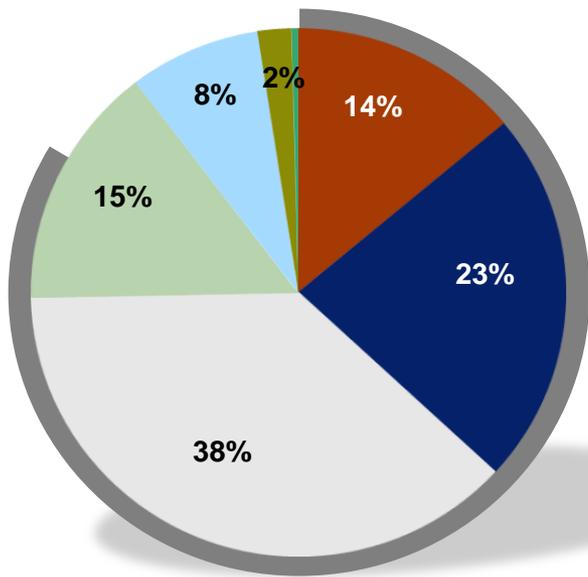
Market Penetration



* Trailing Twelve Months

Disciplined Risk Selection

Focused guidelines and selection within industry-defined classes



EMPLOYERS = 90% of Total In Force Premium, Hazard Groups A – D

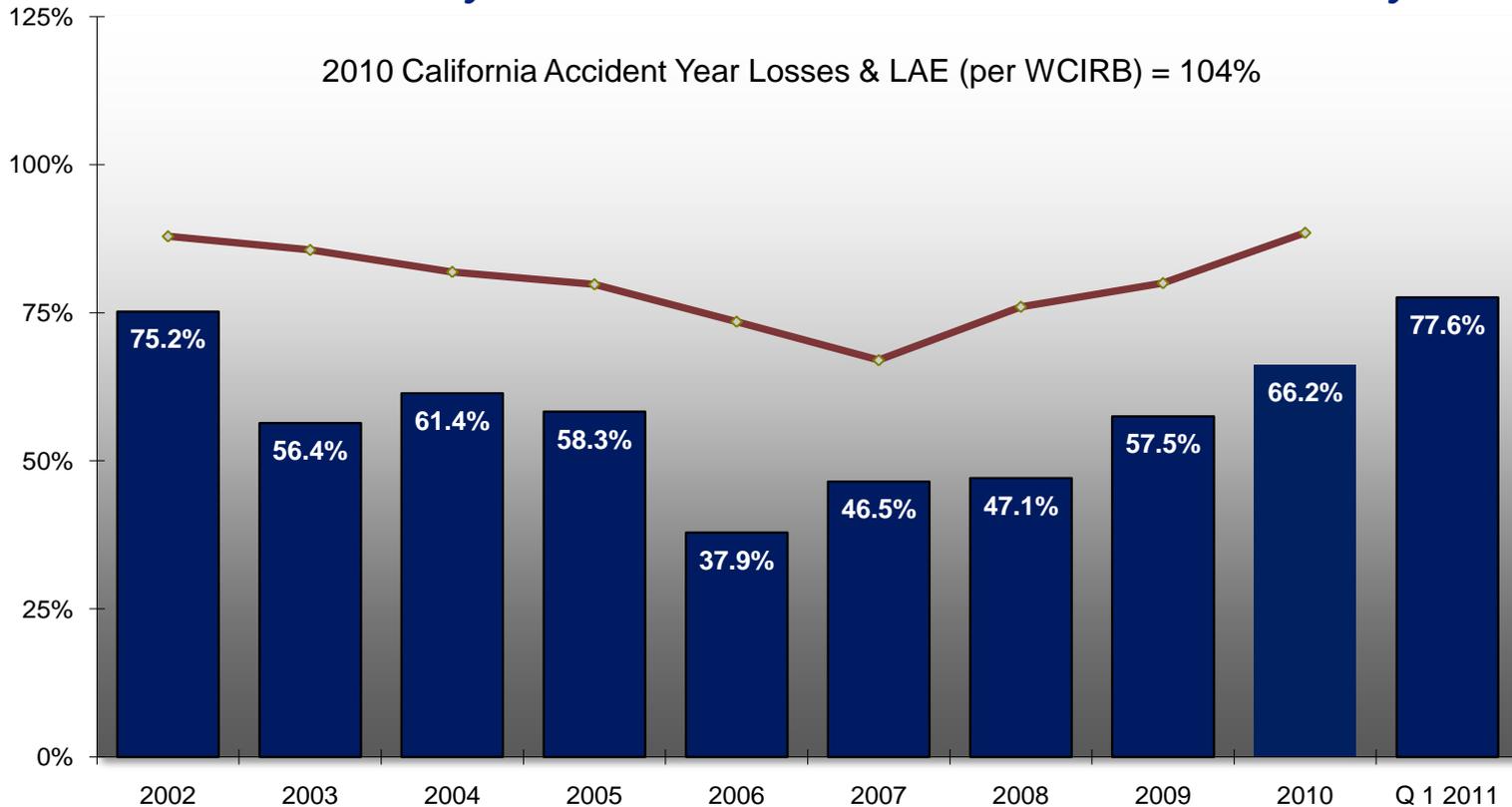
- Hazard Group A ■ Lower Risk
 - Hazard Group B ■
 - Hazard Group C ■
 - Hazard Group D ■
 - Hazard Group E ■
 - Hazard Group F ■
 - Hazard Group G ■ Higher Risk
- ↑
↓

% In Force Premiums, 12/31/10

NCCI Hazard Group	EMPLOYERS Top 10 Classes	% In Force Premium
A	Restaurants	11.2
C	Physicians/Clerical	8.9
D	Automobile Services	8.0
B	Wholesale Stores	4.6
B	College Employees	3.0
B	Retail Stores	2.7
B	Hotel Employees	2.0
D	Machine Shops	2.0
C	Clerical	1.9
C	Grocery/Provisions Stores	1.7
	Total Top 10	46.0

Delivering Superior Loss Ratios

Consistently lower Loss and LAE Ratios than the industry

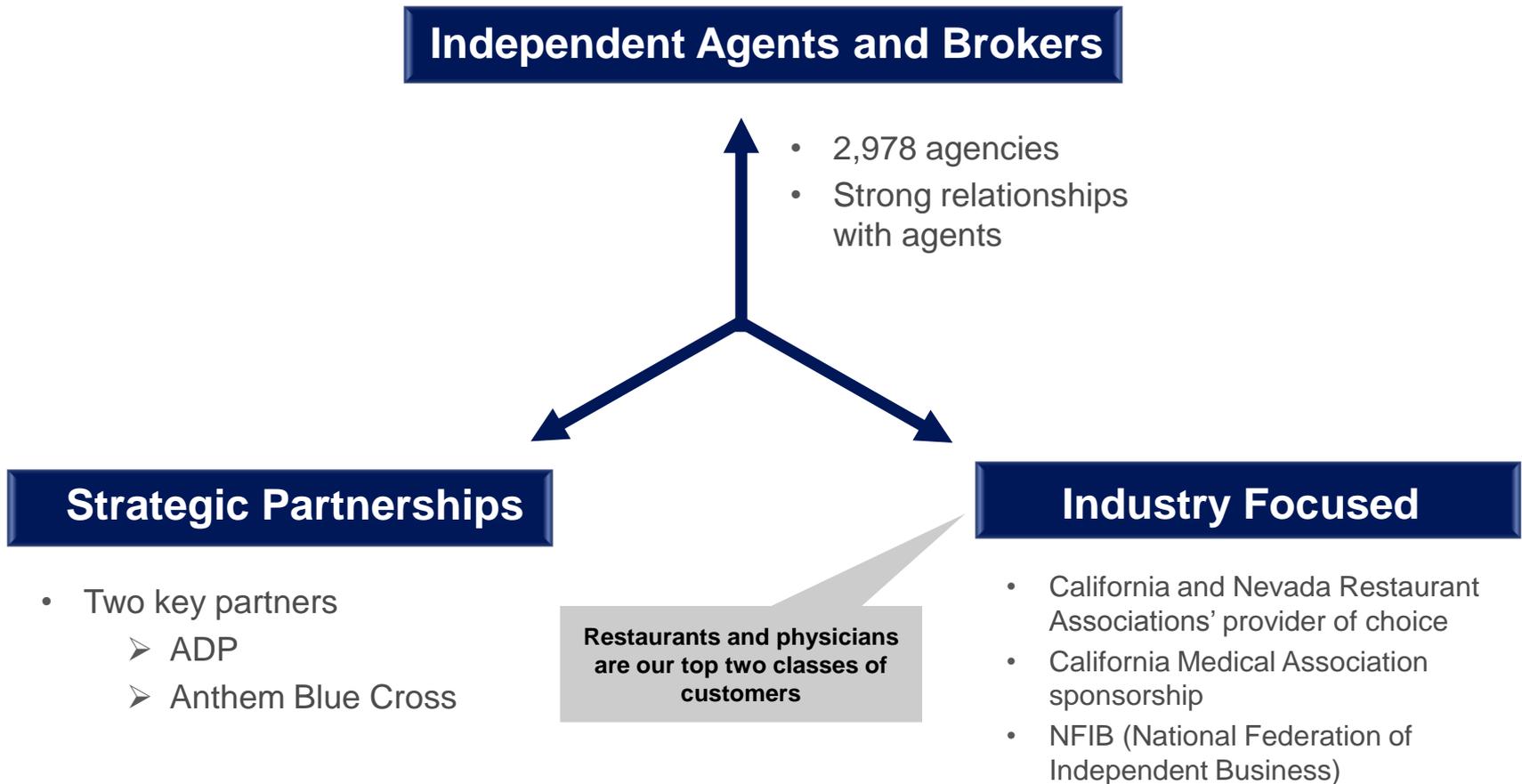


■ Losses & LAE (before LPT deferred reinsurance gain)

—◆— Industry Losses & LAE Ratio*

* A.M. Best, "Aggregates and Averages" and "QAR" (For 2010, estimate based on first nine months)

Unique Distribution Network



Increasing Points of Access

Partnerships

Provide

... a distribution advantage by expanding market reach and providing local knowledge

Result

... in high persistency

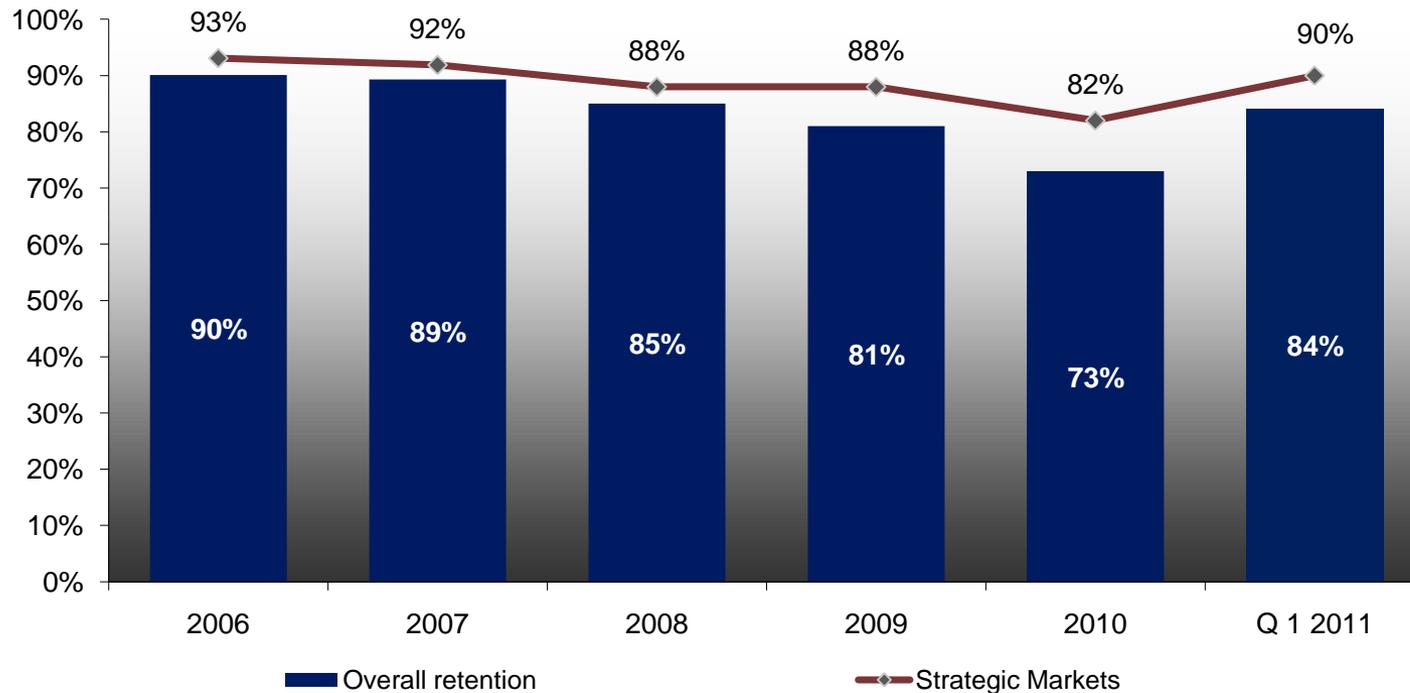
Contribute

... about 22.1% of in-force premiums at 12/31/10

	<p>Largest payroll services company in the U.S. Partner since 2002 – business originates with ADP's field sales staff and insurance agency with "Pay-by-Pay" premium collection</p>
	<p>Largest group health carrier in CA – exclusive relationship – use medical provider network Partner since 2002 – business originated by health agents with a single bill to customers</p>
	<p>Specialty provider of payroll services / insurance broker Partner since Q4 2006, expanded alliance in 2008</p>
	<p>Provider of insurance software services – partner since Q4 2007</p>
	<p>Small business payroll services – partner since Q2 2008</p>
	<p>Online payroll services and payment processing One of the largest independent payroll processors in Southern CA Partner since Q1 2009</p>
	<p>First company in the U.S. to offer insurance coverage on-line or direct for professional service businesses with 10 employees or less NEW partner – Q4 2010</p>

Strong Retention Rates

Strategic partnerships result in consistently higher retention rates



Superior Claims Management

In-house medical management staff

- Coordinate care and manage medical costs
- URAC accreditation in case management and utilization review

Comprehensive fraud program

- \$5.2 million savings in 2010

Rigorous quality assurance processes

- Ensure compliance with best practices and regulatory requirements

Dedicated subrogation unit

- Recoveries over \$2.9 million in 2010

Pharmacy benefit management program

- Savings over \$3.1 million in 2010

Claims professionals average over a decade of experience

Key Highlights: (Q 1, 2011 compared with Q 1, 2010 except where noted)

Net income	<ul style="list-style-type: none">• GAAP net income \$0.21/diluted share, decrease of 17 cents/share• Net income before the LPT \$0.10/diluted share, decrease of 17 cents/share
Premium	<ul style="list-style-type: none">• Increased net premiums written 27%, net premiums earned 4%
Policy count	<ul style="list-style-type: none">• Increased 11.7%• Average policy size declined 18%
Underwriting and other operating expense	<ul style="list-style-type: none">• Decreased \$6.6 million or 20.4%
Loss ratio before LPT	<ul style="list-style-type: none">• Increased to 77.6% from 56.3%• Losses & LAE before the LPT increased 43.2% to \$63.9 million
AY combined ratio	<ul style="list-style-type: none">• Accident year combined ratio improved nearly 4 points
Tax benefit	<ul style="list-style-type: none">• \$2.4 million due to higher percentage of tax-exempt pre-tax income
Net rate (change)	<ul style="list-style-type: none">• Positive in California• Negative 0.8% for Q 1 2011, negative 5.3% year over year
Book value per share	<ul style="list-style-type: none">• Book value per share of \$22.11, growth of 3 cents in first quarter

Loss Portfolio Transfer (LPT)



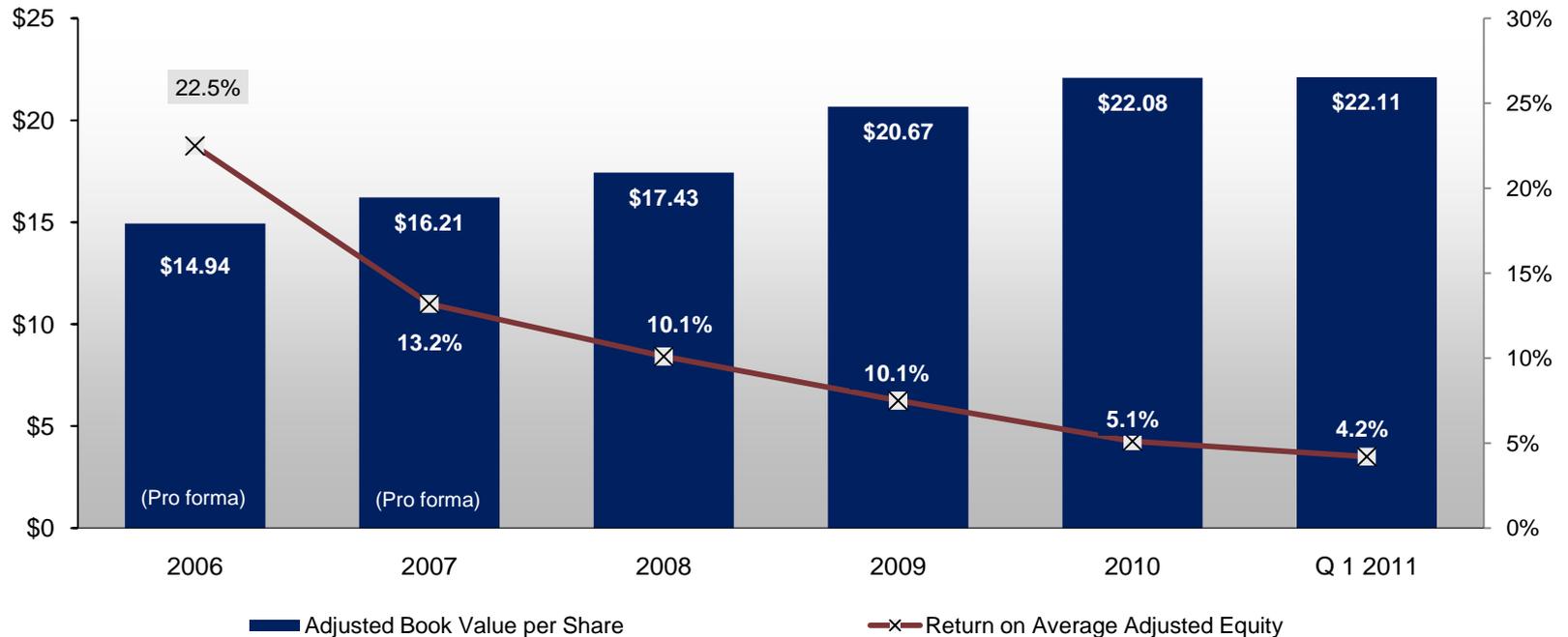
Contract	
	(\$ million)
Total Coverage	\$2,000
Original Reserves (Liabilities) Transferred	\$1,525
Consideration	\$ 775
Gain at 1/1/2000	750
Subsequent Reserve Adjustments	(147.5)
Gain at 3/31/11	\$602.5

Accounting at 3/31/11	
	(\$ million)
Statutory Surplus Created	\$602.5
Cumulative Amortization To Date	(236.7)
GAAP: Deferred Reinsurance Gain – LPT Agreement	\$365.8

Claims 6/30/1995 and prior – Approximately 3,300 claims open as of 03/31/11 with 4.5% closing each year

Remaining liabilities at 03/31/11: \$836.4 million

Return on Average Adjusted Equity, Increasing Book Value per Share



NOTE: 50,000,002 pro forma shares prior to February 5, 2007 (IPO date)
 Return on Average Equity includes deferred gain related to the LPT – equity in the ROE calculation is averaged for the period

History of Reserve Strength

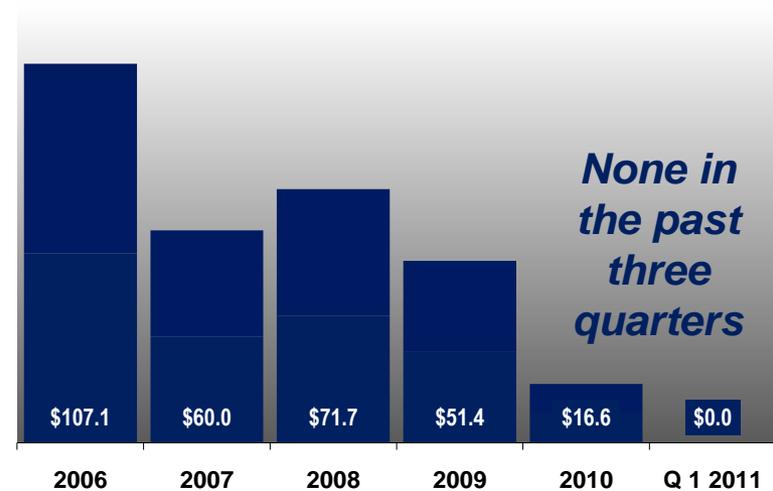
Net reserves for workers' comp industry estimated to be deficient by \$10 Billion at 12/31/10⁽¹⁾

Reserve Review



Reserve Development

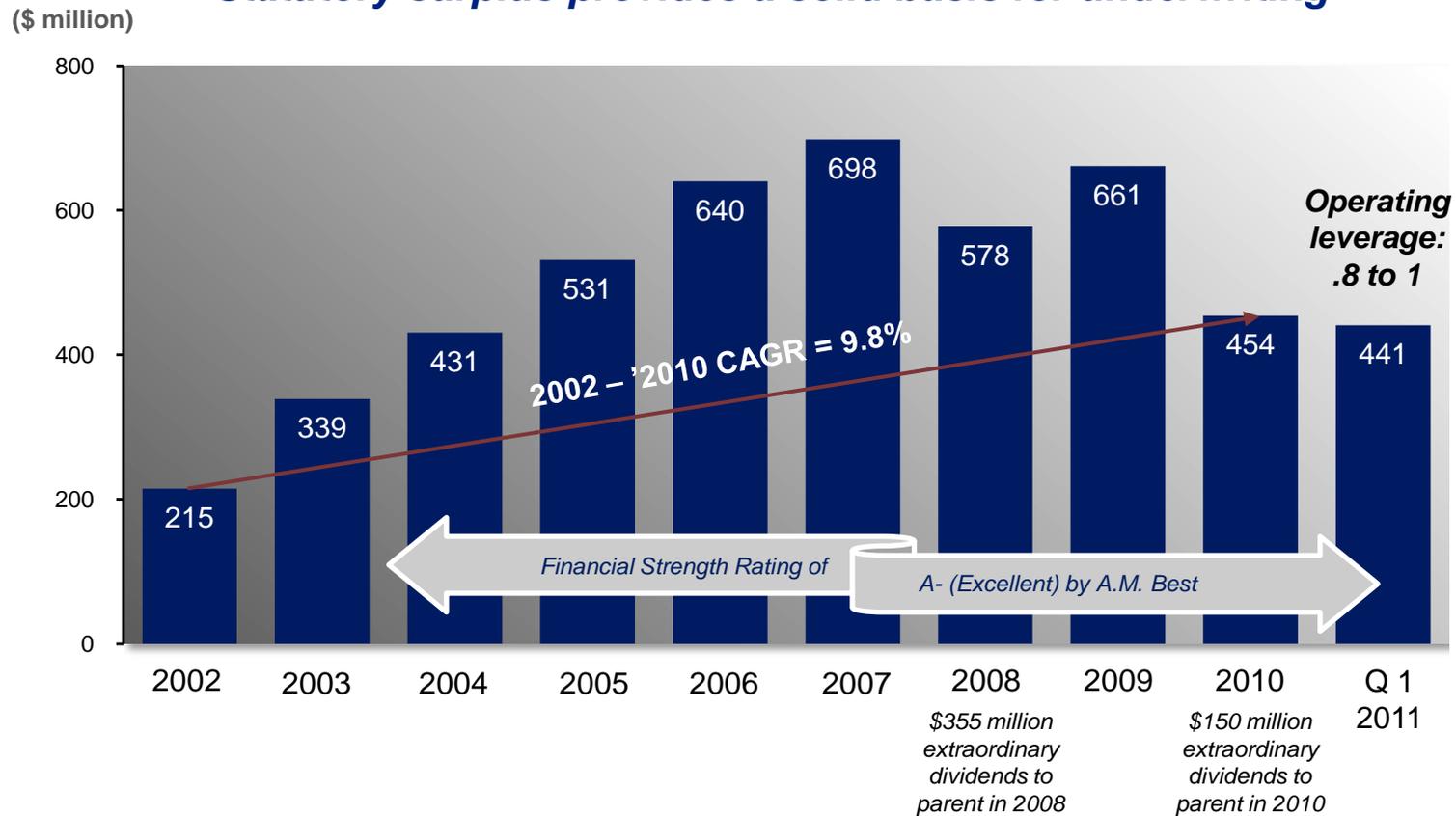
Net Calendar Year Reserve Releases for Prior Accident Years (\$ million)



(1) NCCI, "State of the Line" – May 5, 2011 – an increase of 11% from \$9 billion in 2009

Strong Capital Position

Statutory surplus provides a solid basis for underwriting



Prudent Capital Management

Holding Company Flexibility at 3/31/11

- *Debt to total capital (including the deferred reinsurance gain, LPT) ratio – 13.4%*
- *\$366 million in cash and securities*

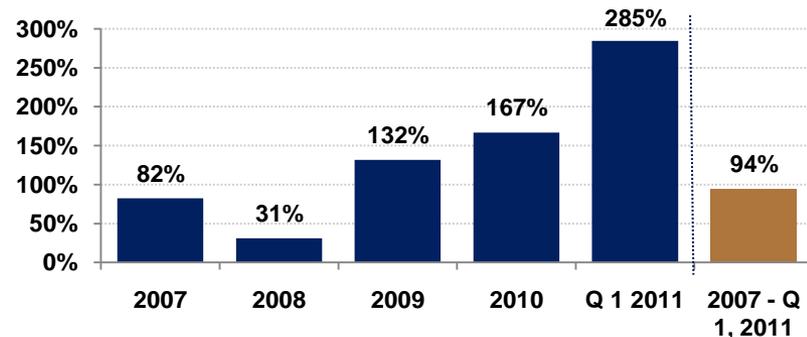
Investing in the Future

- *Generate capital to invest in operations/securities*
- *Deploy capital – opportunistic acquisitions*
 - Acquired AmCOMP (October, 2008) – equity value \$189 million
- *Control costs*
 - Underwriting and other operating expense declined 20.4% year over year in the first quarter

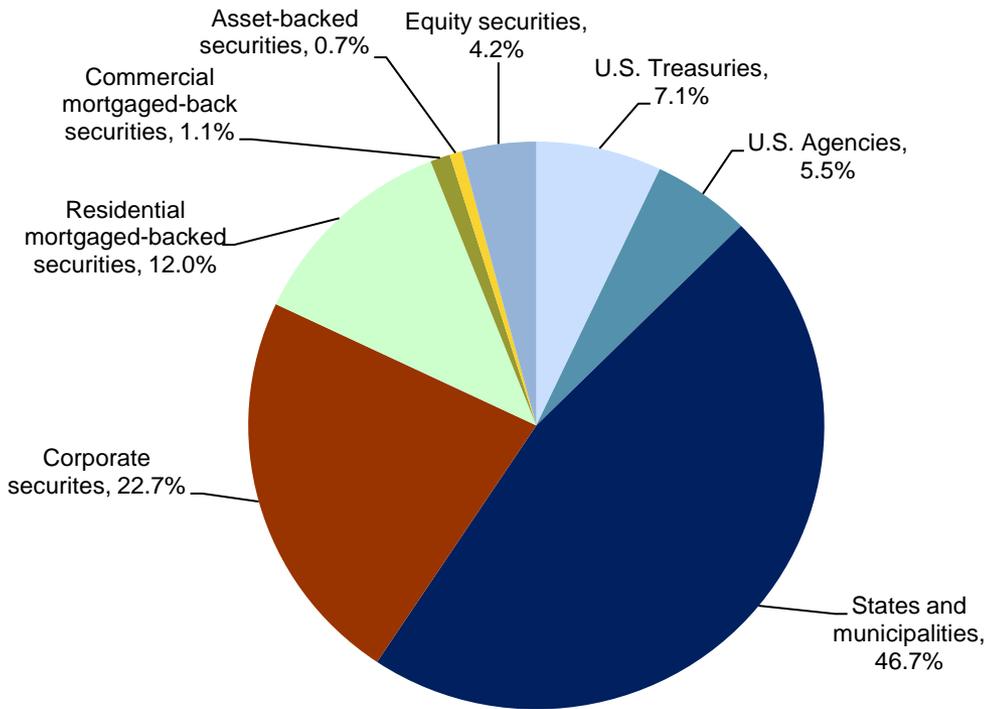
Returning Capital to Shareholders

- *Dividends - \$0.24 per share – subject to Board approval*
- *Share Repurchases – \$8.6 million in Q 1, 2011*

Common share repurchases and dividends as a percent of net income before the LPT



High Quality Investment Portfolio



Portfolio at 03/31/11

\$2.0 billion fair market value

- 96% fixed maturities with an average weighted rating of AA
- Average book yield of 4.1%
- Tax equivalent book yield of 5.3%
- Effective duration of 4.9
- Managed by Conning Asset Management

High Quality Reinsurance

Reinsurance Management

Maintain a high quality reinsurance program

Focus on select small business provides a natural dispersion of exposure across markets

Long-term relationships with lead reinsurers

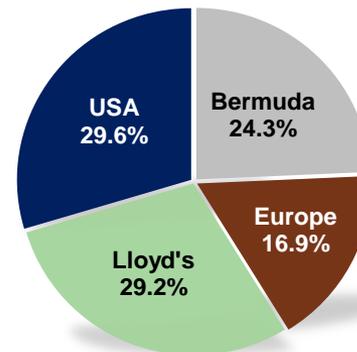
Rated A or better

Program Structure, Effective 7/1/10

Limits of \$200M

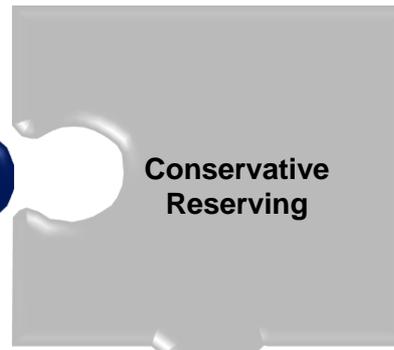
Retention of \$5M plus \$2M annual deductible

Reinsurers by Market



Summary of Financial Strength

.7 to 1 NPW to Surplus at 12/31/10



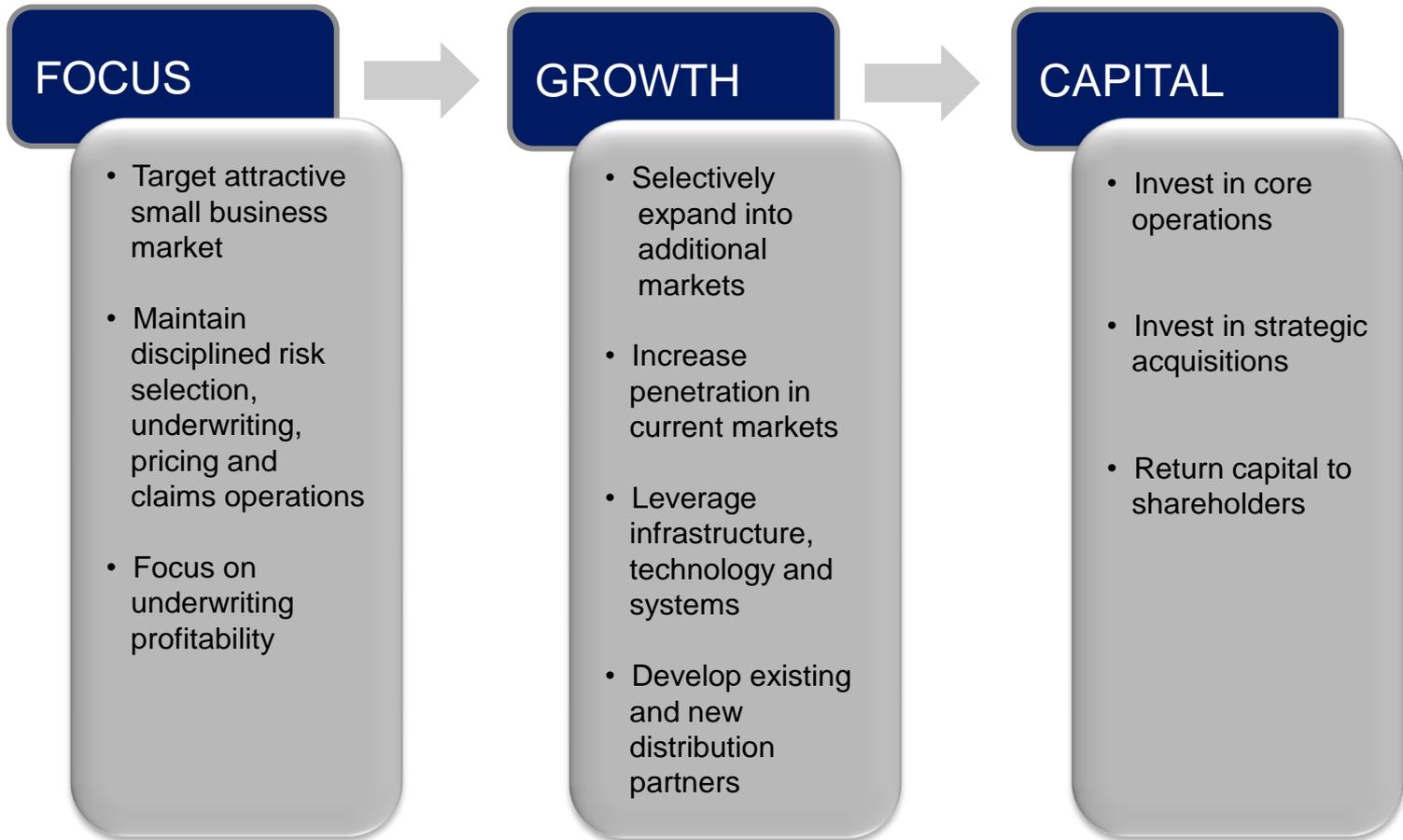
Track record of reserve strength: since IPO, nearly \$200 million favorable prior AY reserve development as of 3/31/11

\$2 billion – approximately 96% invested in fixed maturities with average weighted rating of AA



Coverage up to \$200M loss

Key Strategies



Key Strengths

- ***Strong underwriting franchise with established presence in attractive markets***
 - 98 year operating history – attractive, underserved target market segment with growth opportunities
- ***Unique, long-standing strategic distribution relationships***
- ***Conservative risk profile and prudent capital management***
- ***Strong financial position and strong balance sheet***
 - rated A- by A.M. Best
- ***Experienced management team with deep knowledge of workers' compensation***
 - average 28 years experience with the ability to manage through challenging operating conditions

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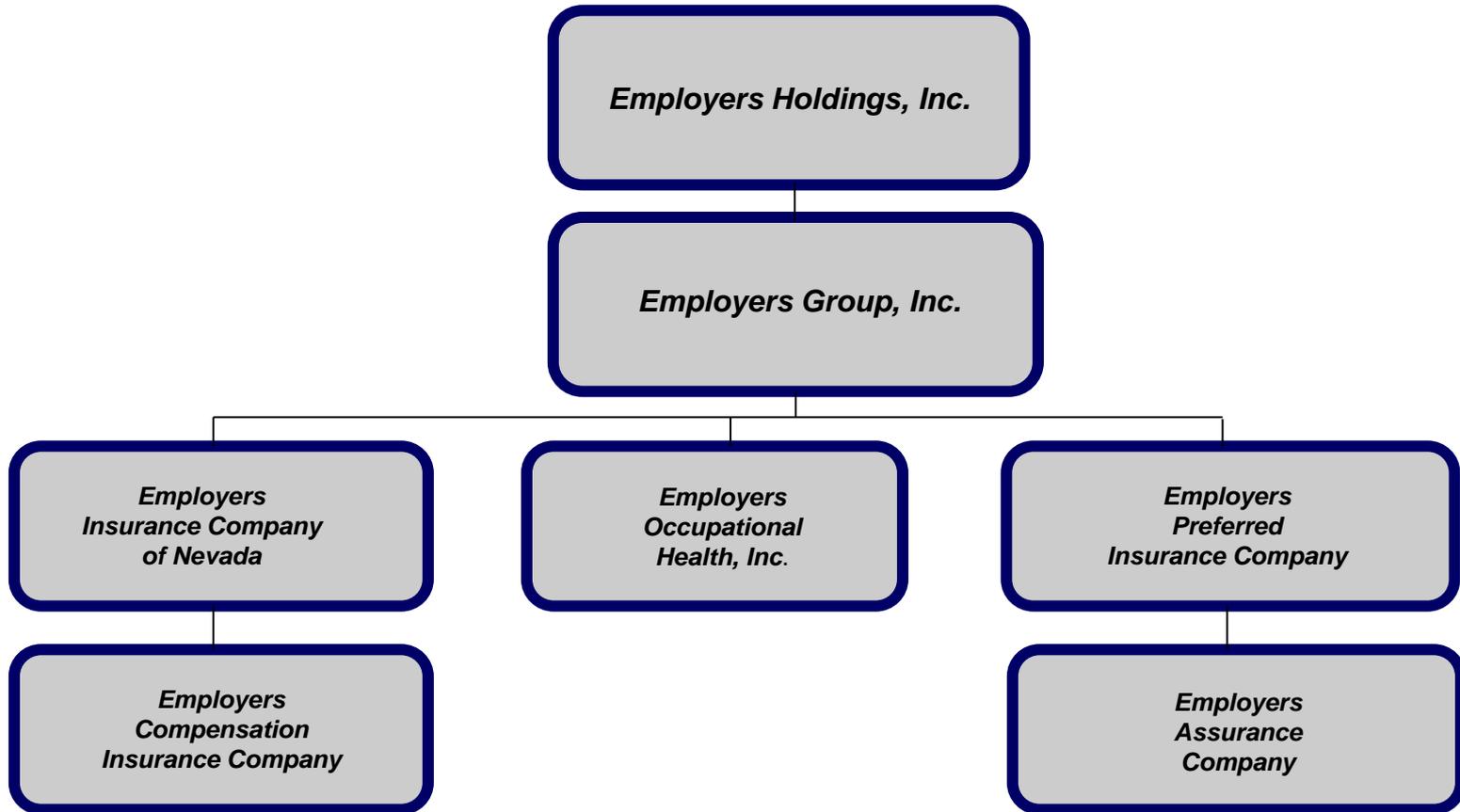
Appendix

Stock Ownership Limitations

As a reminder to investors, Employers Holdings, Inc. (EMPLOYERS) owns four insurance companies, domiciled in three different states. These wholly-owned insurers are regulated by insurance commissioners and are subject to the statutes and regulations of the various states where they are domiciled and authorized to transact insurance. As a result, EMPLOYERS has the following stock ownership limitations, which must be satisfied prior to certain stock transactions.

- For a period of five years following the effective date of the Plan of Conversion of EMPLOYERS, which was February 5, 2007, no person may directly or indirectly acquire or offer to acquire in any manner beneficial ownership of 5% or more of any class of EMPLOYERS voting securities without the prior approval by the Nevada Commissioner of Insurance of an application for acquisition under Section 693A.500 of the Nevada Revised Statutes.
- Under Nevada insurance law, the Nevada Commissioner of Insurance may not approve an application for such acquisition unless the Commissioner finds that (1) the acquisition will not frustrate the plan of conversion as approved by our members and the Commissioner, (2) the board of directors of Employers Insurance Company of Nevada has approved the acquisition or extraordinary circumstances not contemplated in the plan of conversion have arisen which would warrant approval of the acquisition, and (3) the acquisition is consistent with the purpose of relevant Nevada insurance statutes to permit conversions on terms and conditions that are fair and equitable to the members eligible to receive consideration.
- Furthermore, any person or entity who individually or together with an affiliate (as defined by applicable law) seeks to directly or indirectly acquire in any manner, at any time, beneficial ownership of 5% or more of any class of EMPLOYERS voting securities, will be subject to certain requirements, including the prior approval of the proposed acquisition by certain state insurance regulators, depending upon the circumstances involved. Any such acquisition without prior satisfaction of applicable regulatory requirements may be deemed void under state law.

Operating Organization



Selected Operating Results

Income Statement (\$ million)	2005	2006	2007	2008	2009	2010
Gross Written Premium	\$ 451.4	\$ 386.8	\$ 351.8	\$ 318.4	\$ 379.9	\$ 322.3
Net Written Premium	432.5	372.2	339.7	308.3	368.3	313.1
Net Earned Premium	438.3	393.0	346.9	328.9	404.2	321.8
Net Investment Income	54.4	68.2	78.6	78.1	90.5	83.0
Net Income	137.6	171.6	120.3	101.8	83.0	62.8
Net Income Before LPT	93.8	152.2	102.2	83.4	65.0	44.6
Balance Sheet (\$ million)	2005	2006	2007	2008	2009	2010
Total Investments	\$ 1,595.8	\$ 1,715.7	\$ 1,726.3	\$ 2,042.9	\$ 2,029.6	\$ 2,080.5
Cash and Cash Equivalents *	61.1	80.0	149.7	202.9	191.6	136.8
Total Assets	3,188.8	3,266.8	3,264.3	3,825.1	3,676.7	3,480.1
Reserves for Loss and LAE	2,350.0	2,307.8	2,269.7	2,506.5	2,425.7	2,279.7
Shareholders' Equity	144.6	303.8	379.5	444.7	498.4	490.1
Equity Including LPT Deferred Gain	607.0	746.8	804.5	851.3	887.0	860.5

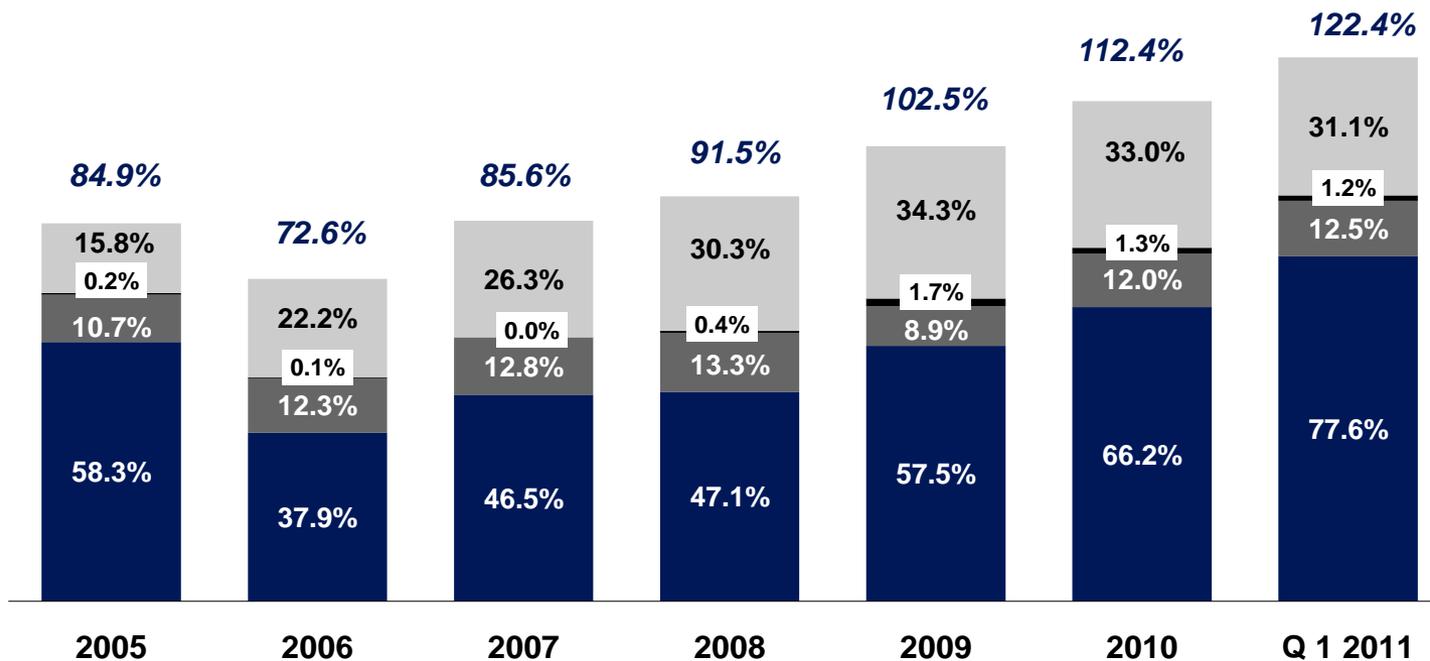
* Includes Restricted cash and cash equivalents

Selected Quarterly Operating Results

INCOME STATEMENT (\$ million except per share)	Q 1 2011	Q 1 2010	Q 4 2010
Net premiums earned	82.4	79.3	83.6
Net investment income	20.5	21.3	20.4
GAAP net income	8.3	16.1	20.1
Net income before the LPT	3.8	11.7	15.4
Earnings per share before the LPT	0.10	0.27	0.39
BALANCE SHEET (\$ million)	3/31/11	3/31/10	12/31/10
Total investments	2,025.8	2,027.4	2,080.5
Cash and cash equivalents *	178.6	190.3	136.8
Total assets	3,479.3	3,651.5	3,480.1
Reserves for loss and LAE	2,267.7	2,393.9	2,279.7
Shareholders' equity	485.8	509.2	490.1
Equity including LPT deferred gain	851.6	893.4	860.5
UNDERWRITING	Q 1 2011	Q 1 2010	Q 4 2010
Loss ratio before LPT	77.6%	56.3%	73.5%
Combined ratio before LPT	122.4%	111.3%	113.3%
Change in net rate (premium in-force/insured payroll)	-5% (since 3/31/10)	-5% (since 6/30/09)	-5% (since 12/31/09)
Change in insured payroll	-3% (since 3/31/10)	-17% (since 6/30/09)	-12% (since 12/31/09)
FINANCIAL	3/31/11	3/31/10	12/31/10
Book value per share	\$22.11	\$20.91	\$22.08
Return on average adjusted equity (12 mos.)	4.2%	6.9%	5.1%

* Includes Restricted cash and cash equivalents

Calendar Year Combined Ratio



■ Loss & LAE Ratio Before the LPT
 ■ Policyholder Dividends Ratio

■ Commission Expense Ratio
 ■ Underwriting & Other Operating Expense Ratio

Filed Rate Changes: 07/01/10 thru 06/01/11

