

# FINANCIAL STRENGTH

## HM INSURANCE GROUP

With more than 30 years in the insurance marketplace, HM Insurance Group (HM) provides health risk solutions for its clients, backed by sound business practices and financial judgment. Strong and well capitalized, HM uses a stable business model and risk management expertise to underwrite and service a wide range of health risk exposures for employers and their employees. It's our policy to protect.

### Our Business

HM's sound business judgment and focus on smart, controlled growth continues to result in solid financials year after year. Revenue growth has been driven primarily by the strong performance of the Stop Loss block as well as the strategic growth of our Workers' Compensation and Managed Care Reinsurance businesses. Prudent rate development, pricing and risk selection are fundamental to HM's growing market share, helping to ensure that business growth is managed appropriately.

HM has been named to Ward's 50<sup>®</sup> top-performing insurance companies for the seventh consecutive year, indicating financial stability and the ability to grow while maintaining strong capital positions and underwriting results.<sup>1</sup>

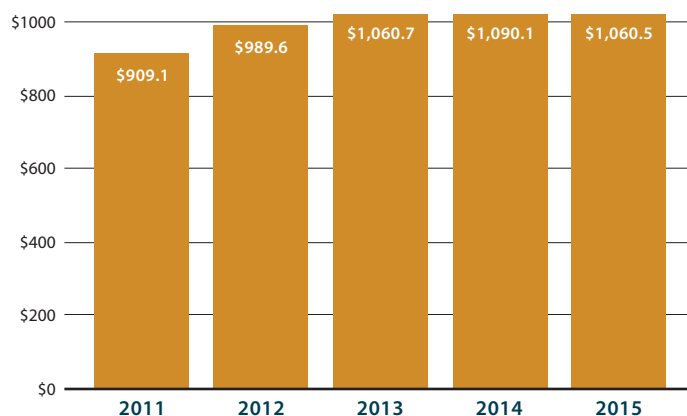
### Our Commitment

In order to meet our product guarantees, HM, as a regulated entity, sets aside reserves and capital. To ensure we can meet our financial commitments to our clients, each of the HM Insurance Group companies has reserves and capital that exceed the levels required by regulators.

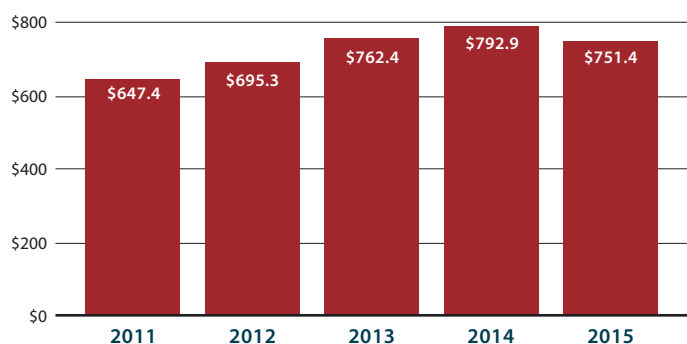
### Our Approach

The companies of HM Insurance Group are committed to effectively managing our clients' business, helping to ensure their financial success as well. We focus our experience and risk management expertise to consistently deliver a high level of performance for our producers, TPAs, policyholders and covered members.

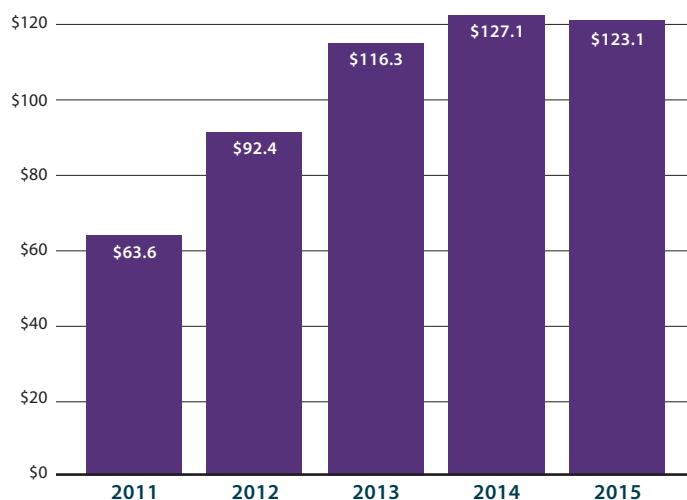
**HM Gross Revenue (in millions):**



**Stop Loss Gross Revenue (in millions):**



**Workers' Compensation Gross Revenue (in millions):**



### What sets HM apart?

- HM works to make our service even better for our clients by processing Stop Loss and Workers' Compensation claims with more than 99% technical and financial accuracy.
- We deliver savings to our clients by effectively managing our business. Savings from cost containment programs for Stop Loss clients total more than \$77 million over the last five years. And Workers' Compensation network savings have reduced claim costs by more than 68% in 2015 alone.

### About HM Insurance Group

HM Insurance Group (HM) works to protect businesses and their employees from the potential financial risks associated with health care costs. The company's product portfolio provides health risk solutions that address a range of risk situations confronting employers, employees and health care providers. A recognized leader in Employer Stop Loss, HM also offers Managed Care Reinsurance nationally and Workers' Compensation in Pennsylvania.

HM Life Insurance Company, HM Life Insurance Company of New York, Highmark Casualty Insurance Company and HM Casualty Insurance Company are rated "A-" (Excellent) by A.M. Best Company, one of the country's oldest and most respected rating agencies. HM also consistently has been named to Ward's 50® top life and health carriers based on financial performance. Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.

For more information, contact your HM Sales representative or visit [hmig.com](http://hmig.com)



It's our policy to protect.<sup>SM</sup>  
800.328.5433 | [hmig.com](http://hmig.com)

Financial data gathered from HM Insurance Group internal financial reporting, January 2016.

<sup>1</sup>Ward Group, Top 50® Life and Health Companies, July 2015

Coverage is underwritten by HM Life Insurance Company or HM Casualty Insurance Company, Pittsburgh, PA, in all states except New York under policy form series HL601, HM905, HL902, HL904, HM308 or similar. In New York, coverage is underwritten by HM Life Insurance Company of New York, New York, NY, under policy form series HL601, HL902, HM407, HM308 or similar. Based on the plan selected, certain other insured benefits, administrative and/or customer support services may be provided by other carriers or service providers. Certain exclusions and limitations may apply. The coverage or service requested may not be available in all states and is subject to all applicable state and federal laws.