

Key Message Map

Harleysville's employees are at the heart of our continued success.

- Both organizations share a common heritage as mutual companies and a strong commitment to the communities where our employees live and work.
- A notable aspect of the agreement is that Harleysville's geographic strength east of the Mississippi complements Nationwide's independent agency presence west of the Mississippi, bringing together two best-in-class independent agency carriers.
- The proposed combination will allow us to invest resources in our employees, and provide additional career opportunities as part of the larger organization.
- This is a significant opportunity to expand market share, which would take many years and a great deal of expense for both organizations to achieve independently.

Harleysville's agency partners will continue to receive superior support and a broader product portfolio.

- Harleysville will continue to support our agency partners as we always have.
- This combination will allow even more opportunity to focus on our strategy—meeting the needs of our agency partners and policyholders for the long term.
- A broader portfolio of insurance, financial, and banking products and services will be available to Harleysville's and Nationwide's agents and customers.
- This will bring together two organizations that are committed to meeting our promise to our policyholders when they need us most.

**Harleysville
has entered into
an agreement to
combine with Nationwide**

Together with our independent agency partners, we remain "Good people to know" for our policyholders

- By combining with Nationwide, we will further strengthen and diversify our company, expand our distribution footprint, and increase our book of business.
- Harleysville remains committed to our independent agency partners and their relationships with our policyholders.
- Together, the organizations will be well positioned to meet our financial commitments to our policyholders, building off of a strong and stable foundation.
- The combination will result in enhanced products and services delivering additional value for our customers.

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**Any inquiries from the news media should immediately be referred to
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