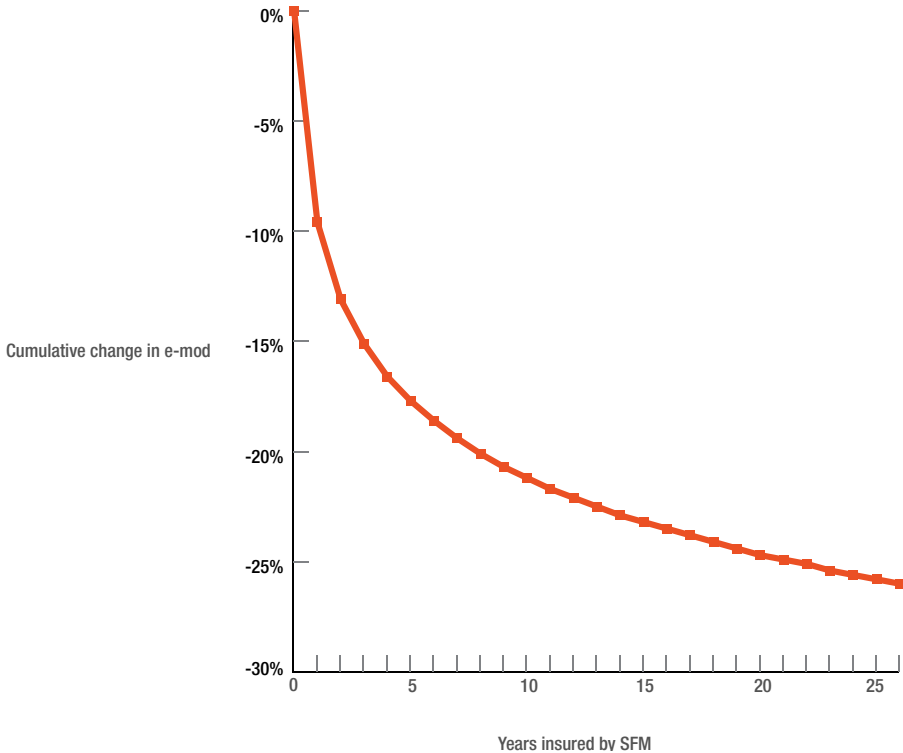




SFM delivers long-term bottom-line value to employers

- Specialization**
- Expertise**
- Stability**



Long-term improvement in experience mods

- SFM-insured employers experience long-term improvement in their e-mods. That drives bottom-line results.
- E-mod improvements begin early. The longer the employer is with SFM, the greater the improvement.
- Improved e-mods result from controlling claim costs. SFM excels at cost control.

Your experience modification factor—or e-mod—reflects your organization’s workers’ compensation loss experience relative to businesses similar to yours in size and type. It is a factor in the premium calculation: The lower the e-mod, the lower the premium.

Trendline above is based on (i) average annual percentage changes for each policyholder age group, which includes each policyholder’s experience for prior policy years, and (ii) policyholders with e-mods of 1.0 or greater when they began coverage with SFM.

For more information about SFM, please see the brochure, “Welcome to SFM,” or visit www.sfmic.com.