

FMH ACQUIRES JOHN DEERE INSURANCE COMPANY

Informational Fact Sheet

COMPANIES



Farmers Mutual Hail
Insurance Company of Iowa

John Deere Insurance Company

DESCRIPTION

FMH is a provider of risk management solutions including reinsurance, crop insurance (MPCI and private Crop Hail products), and property and casualty insurance supporting county mutuals and agricultural producers. The company has over 120 years of risk management expertise.

www.fmh.com

John Deere Insurance Company is a wholly-owned operating subsidiary of Deere & Company, offering crop insurance coverage including MPCI and private Crop Hail products. John Deere's insurance business is comprised of two operating entities; John Deere Insurance Company and John Deere Risk Protection, Inc.

www.deere.com/en_US/products/crop_insurance/crop_insurance.page

FAST FACTS

- Headquartered in West Des Moines, IA
- Founded in 1893 as Crop Hail company
- Entered MPCI crop insurance in 1998
- Acquired Central Iowa Mutual in 2011 to form P&C Division
- AM Best rating A (Excellent)
- Headquartered in Johnston, IA
- John Deere founded in 1837
- Entered crop insurance in 2004
- Pioneer in Precision Ag technology
- AM Best rating A- (Excellent)

EMPLOYEES

312 total employees including Home Office, Field, and P&C employees in Story City

153 dedicated employees plus Deere corporate resources including Home Office and remote

2014 CROP INSURANCE

- \$532 million estimated GWP
- 15 states
- 2,124 agencies
- 4,101 agents
- \$432 million estimated GWP
- 39 states
- 433 agencies
- 1,346 agents

2014 P&C AND REINSURANCE

- Reinsurance – \$42 million estimated GWP
- Property & Casualty – \$31.7 million estimated GWP

COMPLETE FARM INSURANCE SOLUTIONS

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STRATEGIC RATIONALE

- A strategic move to expand and diversify FMH's position in the crop insurance market
- Ability to leverage and enhance FMH's distribution channels and operational strengths
- Great cultural and management fit between FMH and JDIC
- Ability to develop and deliver Precision Ag technology solutions for our customers

TRANSACTION TERMS AND TIMELINE

- Transaction Terms: FMH, to acquire 100% of the outstanding capital stock of John Deere Insurance Company ("JDIC") and John Deere Risk Protection, Inc. ("JDRP")
- Expected Closing: On or about the end of the first quarter of 2015

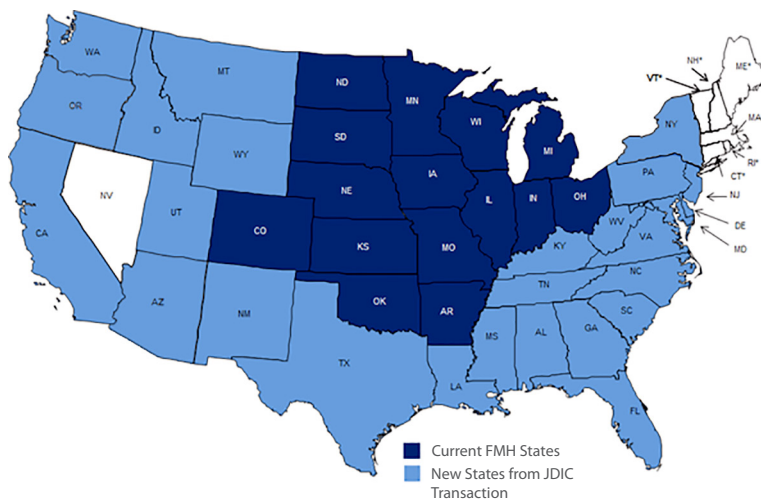
COMBINED COMPANY

- Combined Gross Written Premiums of **\$1.03 billion**
- **TOP 5** AIP writing MPCI
- **2nd largest** Crop Hail provider
- Writing premiums in **39 states**

COMBINED COMPANY FOOTPRINT

Regional to National Crop Insurance Provider

Existing and New States



Combined Crop Insurance Premium Distribution

