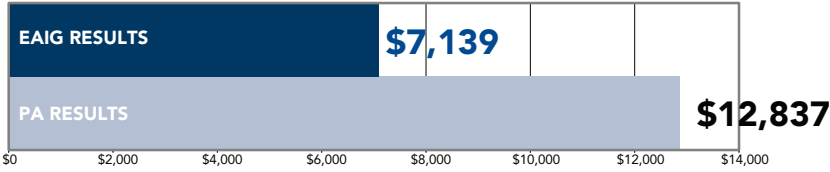


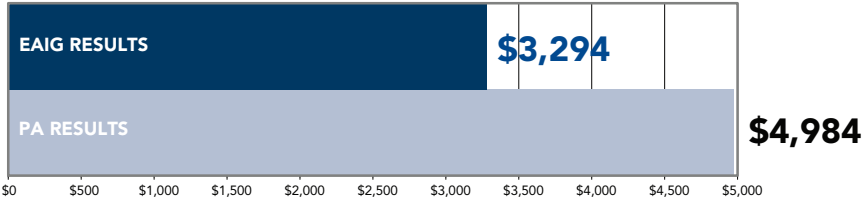
# How does your workers' compensation carrier stack up?

## Average Total Cost Per Claim



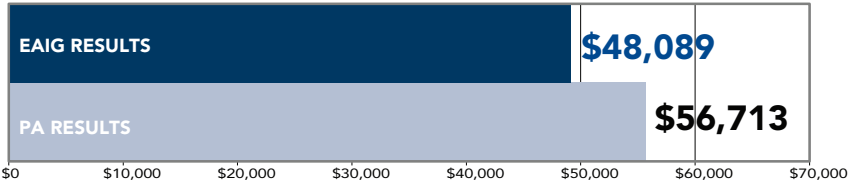
With Eastern Alliance your claim costs are **44% less.**

## Average Medical Payment Per Claim



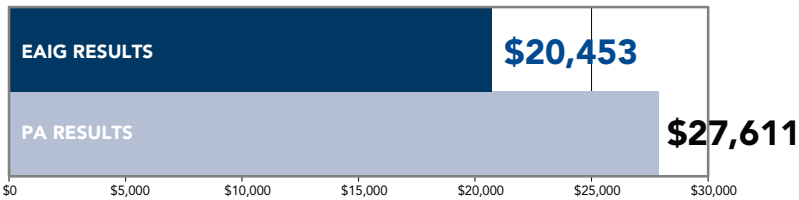
Eastern Alliance drives down your medical costs by **34%.**

## Compromise & Release



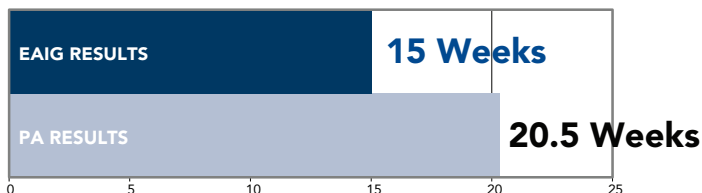
Eastern Alliance closes claims faster and **15% lower.**

## Average Indemnity Payment Per Lost Time Claim



Eastern Alliance gets your employees healthier faster, for **26% less.**

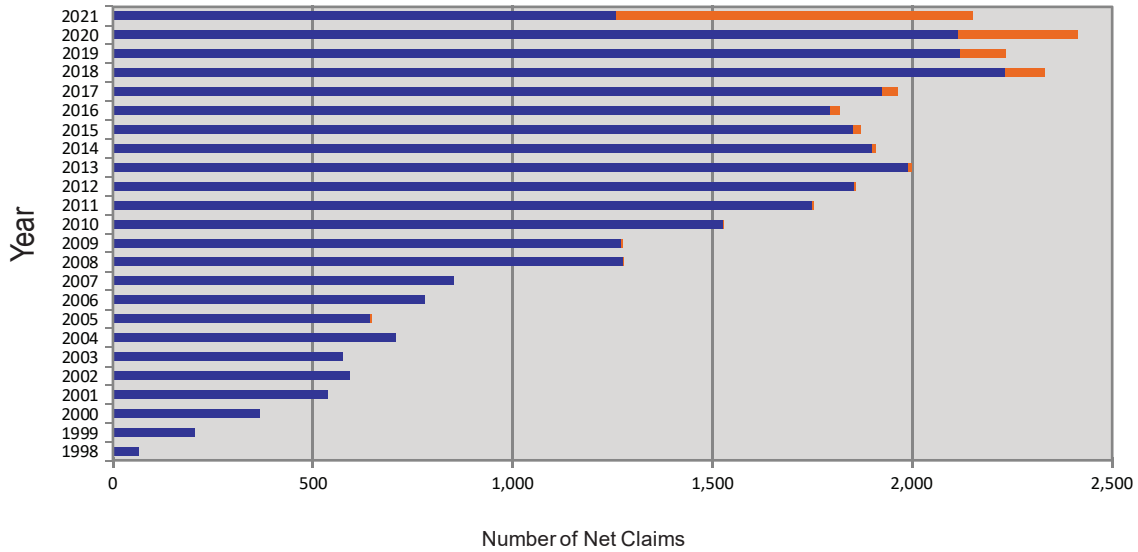
## Average Duration of Disability



Eastern Alliance gets your employees back to work, **5.5 Weeks faster.**

# Eastern's Claim Closing Patterns

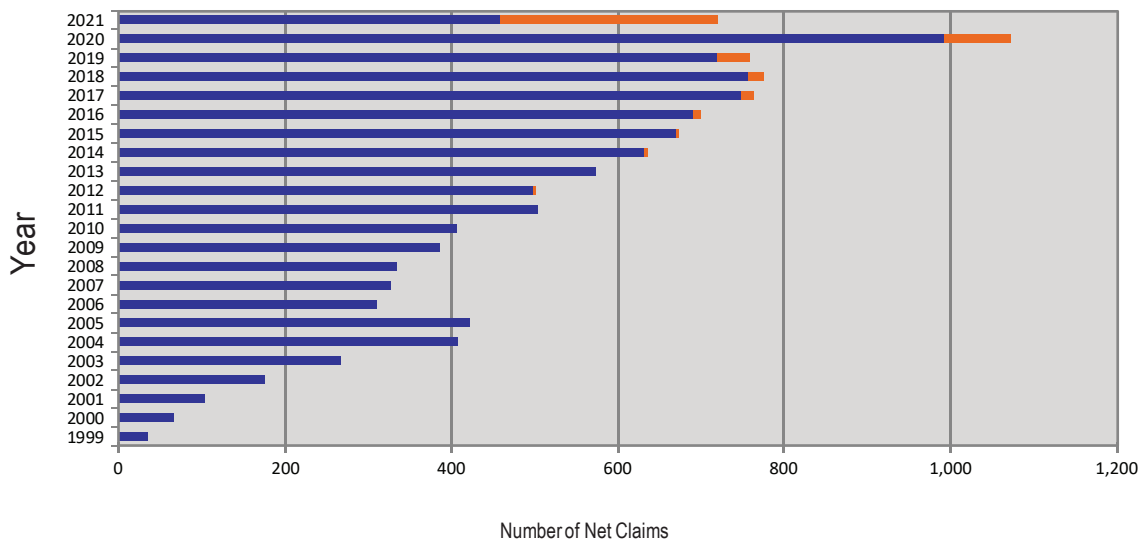
## Traditional



|          | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  |
|----------|------|------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ■ Closed | 63   | 201  | 364  | 536  | 590  | 573  | 706  | 643  | 777  | 849  | 1,276 | 1,273 | 1,526 | 1,751 | 1,857 | 1,990 | 1,990 | 1,855 | 1,796 | 1,927 | 2,233 | 2,122 | 2,115 | 1,262 |
| ■ Open   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 2    | 0    | 0    | 1     | 2     | 1     | 2     | 2     | 8     | 7     | 17    | 20    | 37    | 97    | 110   | 298   | 889   |

Results as of March 31, 2022

## Alternative Markets



|          | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| ■ Closed | 35   | 66   | 103  | 175  | 267  | 407  | 422  | 310  | 326  | 334  | 385  | 406  | 504  | 498  | 573  | 632  | 671  | 691  | 749  | 757  | 719  | 993  | 460  |
| ■ Open   | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 2    | 0    | 3    | 2    | 8    | 14   | 18   | 39   | 79   | 259  |

Results as of March 31, 2022