

Heartland Farm Mutual 2022 Annual General Meeting

Comments from President & Chief Executive Officer

I am pleased to be here today for Heartland's Annual General Meeting. Without a shred of a doubt, 2021 was a year like no other. Not only did the organization successfully operationalize its state-of-the-art Guidewire policy management system and close on the merger between Heartland and The Kings Mutual, but these significant accomplishments were realized during the pandemic with the vast majority of our employees working from home. The merger between Kings and Heartland opens doors to new markets, increases geographic diversification and represents another step towards achieving greater scale.

On the financial front, the new Heartland realized a healthy underwriting profit of close to \$18M, while our overall written premium volume for the year stood at about \$150M, accounting for the merger. Investment returns were moderate, leading to an after-tax profit of \$17M. These robust results enhanced Heartland's financial strength, bringing our surplus to \$182M and allowing us to return close to \$6M in premiums to policyholders in the form of targeted rate reductions.

On the community front, Heartland donated more than \$200,000 to close to 35 charities during 2021. Nothing could make me more proud to work for this organization.

In closing, I would like to express my appreciation to our staff members, business partners and to our policyholders for their continued loyalty. My appreciation is also extended to our Board of Directors whose stewardship and counsel pave the way for our organization to become more than it has ever been for its stakeholders and the community.

Thank you