

## Liberty Mutual Group Reports Third Quarter 2007 Results

BOSTON, Mass., November 1, 2007 – Liberty Mutual Group (“LMG” or the “Company”) today reported net operating income<sup>1</sup> of \$390 million for the three months ended September 30, 2007, an increase of \$3 million over the same period in 2006. Results in the quarter include a 9.6% increase in revenues and a \$67 million after-tax (\$95 million pre-tax) increase in asbestos reserves related to the completion of the Company’s comprehensive ground-up study. Net operating income for the nine months ended September 30, 2007, was \$991 million, an increase of \$37 million over the same period in 2006.

“We had a solid quarter despite a more competitive market place for property and casualty insurance. Our core businesses produced good operating results and cash flow, and we had significant growth in investment income,” said Edmund F. Kelly, Liberty Mutual Group Chairman, President and CEO. “Our premium growth was very satisfying and reflects the benefits of our diversification strategy. Traditional domestic commercial lines’ premium growth was lower than recent quarters, reflecting our underwriting discipline in the face of competitive market conditions. This was more than offset by our International business unit, which provided more than half of our consolidated premium growth. Both domestic and international personal lines produced strong unit growth in the quarter, bringing total worldwide insured autos to 8.2 million.

Additionally, we achieved several strategic milestones including the completion of the acquisition of Ohio Casualty Corporation, the start up of our personal auto insurance operation in Poland and the recent signing of an agreement to acquire Brazilian insurer Indiana Seguros, S.A. Each of these will further strengthen and diversify our businesses and provide opportunities for future profitable growth.”

### Third Quarter Highlights

- Revenues for the three months ended September 30, 2007 were \$6.589 billion, an increase of \$575 million over the same period in 2006.
- Net written premium for the three months ended September 30, 2007 was \$5.795 billion, an increase of \$636 million over the same period in 2006.
- Net investment income for the three months ended September 30, 2007 was \$759 million, an increase of \$95 million over the same period in 2006.
- Net operating income for the three months ended September 30, 2007 was \$390 million, an increase of \$3 million over the same period in 2006. Results in the period reflect a \$67 million after-tax increase in asbestos reserves related to the completion of the Company’s comprehensive ground-up study.
- Cash flow from operations for the three months ended September 30, 2007 was \$1.131 billion, a decrease of \$103 million from the same period in 2006.
- The combined ratio before catastrophes<sup>2</sup> and net incurred losses attributable to prior years<sup>3</sup> for the three months ended September 30, 2007 was 98.7%, an increase of 3.5 points over the same period in 2006.

---

<sup>1</sup> Net operating income is a non-GAAP financial measure defined by the Company as net income excluding after-tax realized investment gains and losses.

<sup>2</sup> Catastrophes include all current and prior year catastrophe losses related to the Company’s insurance lines and exclude losses related to the Company’s external reinsurance assumed lines (assumed voluntary reinsurance and reinsurance assumed through Lloyd’s Syndicate 4472) except for losses related to the events of September 11, 2001, the 2004 U.S. hurricanes and the 2005 U.S. hurricanes. In addition, losses related to the 2005 U.S. hurricanes and the 2004 U.S. hurricanes for assumed external reinsurance are reported net of the Company’s reasonable assumption of expected catastrophe activity (defined as “net catastrophe reinsurance premium earned”). Internally reinsured catastrophe losses are not reported net of net catastrophe reinsurance premium earned. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

<sup>3</sup> Net incurred losses attributable to prior years is defined as incurred losses attributable to prior years (excluding prior year losses related to natural catastrophes and the events of September 11, 2001) including both earned premium attributable to prior years and amortization of retroactive reinsurance gains.

Including the impact of catastrophes and net incurred losses attributable to prior years, the Company's combined ratio for the three months ended September 30, 2007 increased 1.0 point to 99.0%.

### **Year-to-Date Highlights**

- Revenues for the nine months ended September 30, 2007 were \$19.027 billion, an increase of \$1.515 billion over the same period in 2006.
- Net written premium for the nine months ended September 30, 2007 was \$16.959 billion, an increase of \$1.146 billion over the same period in 2006.
- Net investment income for the nine months ended September 30, 2007 was \$2.142 billion, an increase of \$284 million over the same period in 2006.
- Net operating income for the nine months ended September 30, 2007 was \$991 million, an increase of \$37 million over the same period in 2006. Results in the period include a \$67 million after-tax increase in asbestos reserves related to the completion of the Company's comprehensive ground-up study.
- Cash flow from operations for the nine months ended September 30, 2007 was \$2.927 billion, an increase of \$69 million over the same period in 2006.
- The combined ratio before catastrophes and net incurred losses attributable to prior years for the nine months ended September 30, 2007 was 98.1%, an increase of 2.4 points over the same period in 2006. Including the impact of catastrophes and net incurred losses attributable to prior years, the Company's combined ratio for the nine months ended September 30, 2007 increased 0.4 points to 100.1%.

### **Financial Condition as of September 30, 2007**

- Total assets were \$94.440 billion as of September 30, 2007, an increase of \$8.942 billion over December 31, 2006.
- Policyholders' equity was \$12.055 billion as of September 30, 2007, an increase of \$1.160 billion over December 31, 2006.
- Statutory surplus as regards policyholders for the combined operations of Liberty Mutual Insurance Company and its U.S. affiliates was \$13.641 billion as of September 30, 2007, an increase of \$1.510 billion over December 31, 2006.

**Consolidated Results of Operations for the Three and Nine Months Ended September 30, 2007:**

<b>\$ in Millions</b>	<b>Three Months Ended September 30,</b>			<b>Nine Months Ended September 30,</b>		
	<b>2007</b>	<b>2006</b>	<b>Change</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Revenues	\$6,589	\$6,014	9.6%	\$19,027	\$17,512	8.7%
PTOI before catastrophes and net incurred losses attributable to prior years	\$543	\$686	(20.8%)	\$1,695	\$1,925	(11.9%)
Catastrophes <sup>1</sup>	(60)	(131)	(54.2)	(241)	(417)	(42.2)
Net incurred losses attributable to prior years:						
- Asbestos & environmental <sup>2</sup>	(95)	-	NM	(96)	(3)	NM
- All other <sup>3</sup>	134	(3)	NM	37	(135)	NM
Pre-tax operating income	522	552	(5.4)	1,395	1,370	1.8
Realized investment gains, net	19	242	(92.1)	144	311	(53.7)
Federal and foreign income tax expense	(137)	(238)	(42.4)	(446)	(510)	(12.5)
Net income	\$404	\$556	(27.3%)	\$1,093	\$1,171	(6.7%)
Net operating income	\$390	\$387	0.8%	\$991	\$954	3.9%
Cash flow from operations	\$1,131	\$1,234	(8.3%)	\$2,927	\$2,858	2.4%

1 Catastrophes include all current and prior year catastrophe losses related to the Company's insurance lines and exclude losses related to the Company's external reinsurance assumed lines (assumed voluntary reinsurance and reinsurance assumed through Lloyd's Syndicate 4472) except for losses related to the events of September 11, 2001, the 2004 U.S. hurricanes and the 2005 U.S. hurricanes. In addition, losses related to the 2005 U.S. hurricanes and the 2004 U.S. hurricanes for assumed external reinsurance are reported net of the Company's reasonable assumption of expected catastrophe activity (defined as "net catastrophe reinsurance premium earned"). Internally reinsured catastrophe losses are not reported net of net catastrophe reinsurance premium earned. Catastrophe losses, where applicable, include the impact of accelerated earned catastrophe premiums and earned reinstatement premiums.

2 Net of allowance for uncollectible reinsurance reduction of zero and \$3 million for the three and nine months ended September 30, 2007, respectively, and \$1 million for the comparable periods of 2006.

3 Net of earned premium attributable to prior years of \$4 million and \$39 million for the three and nine months ended September 30, 2007, respectively, and (\$18) million and \$16 million for the comparable periods of 2006. Net of amortization of deferred gains on retroactive reinsurance of \$21 million and \$69 million for the three and nine months ended September 30, 2007, respectively, and \$15 million and \$46 million for the comparable periods of 2006.

NM = Not Meaningful

**Financial Information:** Liberty Mutual Group's financial results, management's discussion and analysis of operating results and financial condition, accompanying financial statements and other supplemental financial information for the three and nine months ended September 30, 2007 are available on the Company's Investor Relations web site at [www.libertymutual.com/investors](http://www.libertymutual.com/investors).

**Conference Call Information:** At 10:00 a.m. EDT today, Edmund F. Kelly, Liberty Mutual Group Chairman, President and CEO, will host a conference call to discuss the Company's financial results. To listen to the call and participate in the Q&A, please dial 800-632-2975 fifteen minutes before the starting time using conference ID number 8391511. A replay will be available until November 8, 2007 at 877-519-4471 using the reservation number 8391511.

### **About Liberty Mutual Group**

Boston-based Liberty Mutual Holding Company Inc., the parent corporation of the Liberty Mutual Group of entities ("LMG" or the "Company"), is a diversified global insurer and sixth largest property and casualty insurer in the U.S. based on 2006 direct written premium. The Company also ranks 95<sup>th</sup> on the Fortune 500 list of largest corporations in the United States based on 2006 revenue. As of December 31, 2006, LMG had \$85.498 billion in consolidated assets, \$74.603 billion in consolidated liabilities and \$23.520 billion in annual consolidated revenue.

LMG, through its subsidiaries and affiliated companies, offers a wide range of property-casualty insurance products and services to individuals and businesses alike. In 2001 and 2002, the Company formed a mutual holding company structure, whereby the three principal mutual insurance companies, Liberty Mutual Insurance Company, Liberty Mutual Fire Insurance Company and Employers Insurance Company of Wausau, each became separate stock insurance companies under the ownership of Liberty Mutual Holding Company Inc.

Functionally, the Company conducts its business through four strategic business units: Personal Markets, Commercial Markets, Agency Markets and International. Each business unit operates independently of the others and has dedicated sales, underwriting, claims, actuarial, financial and certain information technology resources. Management believes this structure allows each business unit to execute its business strategy and/or to make acquisitions without impacting or disrupting the operations of the Company's other business units.

LMG employs over 40,000 people in more than 900 offices throughout the world. For a full description of the Company's business operations, products and distribution channels, please visit Liberty Mutual's Investor Relations web site at [www.libertymutual.com/investors](http://www.libertymutual.com/investors).

### **Forward-Looking Statements**

This press release contains forward-looking statements concerning LMG's future financial and business performance. These statements represent LMG's beliefs concerning future operations, strategies, financial results or other developments, and contain words such as "may," "expects," "should," "believes," "estimates," or similar expressions. Because these forward-looking statements are based on assumptions that are subject to significant business, economic and competitive uncertainties, many of which are beyond LMG's control or are subject to change, actual results could be materially different. In particular, the sufficiency of LMG's reserves for asbestos and environmental (together "A&E") and toxic tort claims, as well as its results of operations, financial condition and liquidity, to the extent impacted by the sufficiency of the A&E and toxic tort reserves, are subject to a number of potential adverse developments, including adverse developments involving A&E and toxic tort claims and the related outcome of litigation, the willingness of parties to settle disputes, the interpretation of aggregate coverage limits, LMG's ability to recover reinsurance for A&E, toxic tort and other claims, the legal, economic, regulatory, and legislative environments, and their impact on the future development of A&E and toxic tort claims, and the impact of bankruptcies of various asbestos producers and related businesses. Other factors that could cause actual results to differ include: LMG's inability to obtain price increases due to competition or otherwise; the performance of LMG's investment portfolios, weakening U.S. and global economic conditions;

insufficiency of loss reserves; the occurrence of natural or man-made catastrophic events exceeding LMG's expectations; adverse changes in loss cost trends, adverse developments in the cost, availability and/or ability to collect reinsurance; the Company's ability to successfully integrate operations, personnel and technology from its acquisitions, including the recent acquisition of Ohio Casualty Corporation and its subsidiaries, in accordance with its business strategy; the ability of LMG's subsidiaries to pay dividends to LMG; adverse results or other consequences from legal proceedings or regulatory investigations or reforms, including governmental actions regarding the compensation of brokers and agents and the sale of nontraditional products and related disclosures; unusual loss activity resulting from adverse weather conditions, including storms, hurricanes, hail, snowfall and winter conditions; the tax impact of the repatriation of foreign earnings; larger than expected assessments for guaranty funds and involuntary market pools; a downgrade in LMG's insurance subsidiaries' ratings; restrictions on LMG's ability to use credit scoring in the pricing and underwriting of personal lines policies; and amendments and changes to the risk-based capital requirements. LMG's forward-looking statements speak only as of the date of this release or as of the date they are made and should be regarded solely as LMG's current estimates and beliefs. LMG undertakes no obligation to update these forward-looking statements. For a further discussion of these and other risks and uncertainties, see LMG's website at [www.libertymutual.com/investors](http://www.libertymutual.com/investors).

Contact:            Investor Relations  
                         Matthew T. Coyle  
                         617-654-3331

Media Relations  
Richard Angevine  
617-574-6638