

A CLOSER LOOK

2015 YEAR IN REVIEW



SENTRY[®]
INSURANCE



Small Stories Illustrate the Big Picture

Big numbers make for bold headlines. In 2015, our policyholders' surplus grew again, reaching \$4.4 billion (up 6.3% over 2014's \$4.2 billion). We surpassed \$10.5 billion in cash and invested assets (up 5.2% over 2014's \$10.1 billion). And we maintained our overall financial strength, which helped us achieve an A.M. Best rating of A+ for 24 consecutive years.

As important a part as numbers play in telling the story of any company, they are even more important in an industry like ours. Sentry's numbers tell a story of financial strength, growth, and achieving our goals.

But, if you look deeper, there are stories behind the numbers. There are reasons for our success. There are results that make a difference, causes that matter. Sometimes these stories are A Big Deal. Sometimes they are tiny fragments of everyday life. They're all important. Combined, they are what truly tell our story.

To understand how Sentry is so much more than a company that sells insurance, let's take a closer look at what we do, and why doing it our way matters to those we serve, from our customers to our associates to the communities we are a part of.



On Smart, Steady Growth—and Seizing New Opportunities

A WORD FROM OUR CHAIRMAN

2015 was a year of growth for Sentry. Some of it came in the steady expansion of existing product lines. Other growth was the result of new endeavors, both in affiliating with another mutual insurance company and in developing what are, for Sentry, new though not unfamiliar markets. Each of these stories is examined more closely later in this annual report.

Sentry chairman of the board, president and CEO, Pete McPartland, examines the state of the company in 2015 and shares his vision for the future.



I am pleased to present to you Sentry's 2015 Annual Report.

2015 was a terrific year for Sentry, one in which we thrived financially while staying true to our beliefs and values as a mutual company with 112 years of history. These include running the company conservatively; treating customers, claimants, employed associates, and retirees well; and giving back to the community. Our financial results reflected our ability to grow, expand into new businesses effectively, and manage the company's business profitability while continuing to strengthen our ability to meet commitments to our claimants, retirees, current associates, and the community. All but one of our business areas grew. Each was profitable. Our premium and premium equivalents grew strongly, to \$3.3 billion, due to strong growth of our mature businesses, continued acquisition, and new organic initiative growth. Cash and invested assets grew a half billion dollars to nearly \$10.6 billion. Our surplus grew \$264 million to \$4.4 billion. Sentry remains one of the best-capitalized insurance companies in the industry. A.M. Best recognized that by awarding Sentry an A+ (Superior) rating for the 24th consecutive year.

Our strong financial showing in 2015 was enhanced by the fact that we are starting to harvest the half billion dollar investment in technology that began six years ago. We are finalizing the replacement of all major systems with new platforms that enable us to make faster, better decisions, utilize data and analytics more effectively, and improve our customers' and agents' experience. Our confidence in our ability to build and effectively deploy new technology is also behind our decision to expand our market presence in the independent agency commercial insurance market, a story you can read more about in Expanding through the Independent Agent on page 8.

Sentry is a mutual company with strong vitality, a big heart, and the resources to invest in the betterment of our communities. The Sentry Foundation contributes to worthwhile causes in Central Wisconsin and other areas of the country where our offices are located. Sentry associates give of their time and their money, with the Foundation matching their contributions to several designated charities. Learn more in Giving with a Purpose on page 16.

This year's annual report updates a story from the previous year: the rebirth of the newly reimagined SentryWorld, the golf, recreation, dining, and special events complex adjacent to our Stevens Point headquarters. In 2015, SentryWorld completed its first full year of operation after a major renovation. I am proud to report that SentryWorld is delighting both local citizens and out-of-town visitors, as well as Sentry associates and retirees, and has earned the accolades of golf, restaurant, and travel writers. In the redesign of SentryWorld, we wanted a facility that would benefit the Sentry community and beyond, enhancing the quality of life in Central Wisconsin and giving visitors a special experience during their time here. It has succeeded on all counts.

Other stories in this year's annual report include features on our affiliation with Florists' Mutual Insurance Company, our dedication to helping our associates reach their full potential, and a profile of our Government Affairs team. Each of these articles is part of the overall great story of Sentry Insurance. I want to thank our policyholders, associates, and retirees for making Sentry what it is today.

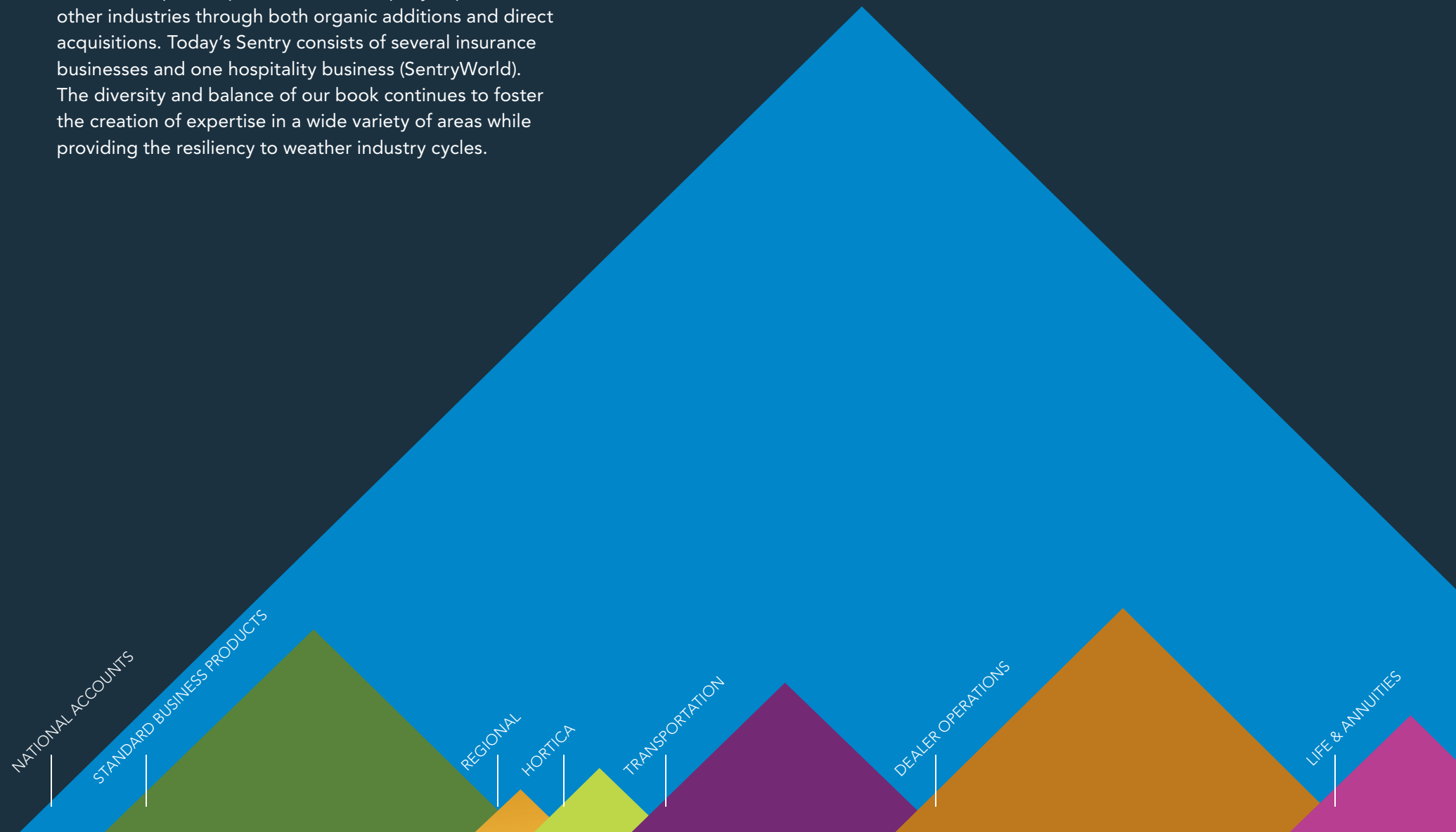
We promise to continue to earn your trust and confidence.

A handwritten signature in black ink, reading "Pete McPartland".

Pete McPartland
Sentry Insurance
Chairman of the Board,
President and CEO

Breaking it Down: Sentry's Business Units

Sentry was formed in 1904 to provide mutual insurance to hardware store owners who felt they had been paying too much for fire insurance. This industry-specific approach became a repeated pattern as the company expanded into other industries through both organic additions and direct acquisitions. Today's Sentry consists of several insurance businesses and one hospitality business (SentryWorld). The diversity and balance of our book continues to foster the creation of expertise in a wide variety of areas while providing the resiliency to weather industry cycles.



Commercial Insurance Business Units

NATIONAL ACCOUNTS

Insures large corporate accounts through independent brokers and agents.

STANDARD BUSINESS PRODUCTS

Insures a variety of manufacturing and processing industries including hard goods, wholesaling, and retailing.

DEALER OPERATIONS

Provides property and casualty insurance as well as safety services to franchise auto, truck, equipment, motorsports, and boat dealers.

TRANSPORTATION

Provides casualty and cargo insurance, as well as safety services, to companies with trucking risks.

REGIONAL

Offers commercial property and casualty insurance sold through established independent agencies.

HORTICA®

Specializes in property and casualty products and services for the horticultural industry, including retail and wholesale florists and growers.

LIFE & ANNUITIES

Provides 401(k) and life, group life, dental, and disability insurance to Sentry's Dealer Operations and Standard Business Products customers.

Personal Insurance Business Units

DAIRYLAND AUTO®

Provides personal auto insurance sold largely through independent agency specialists.

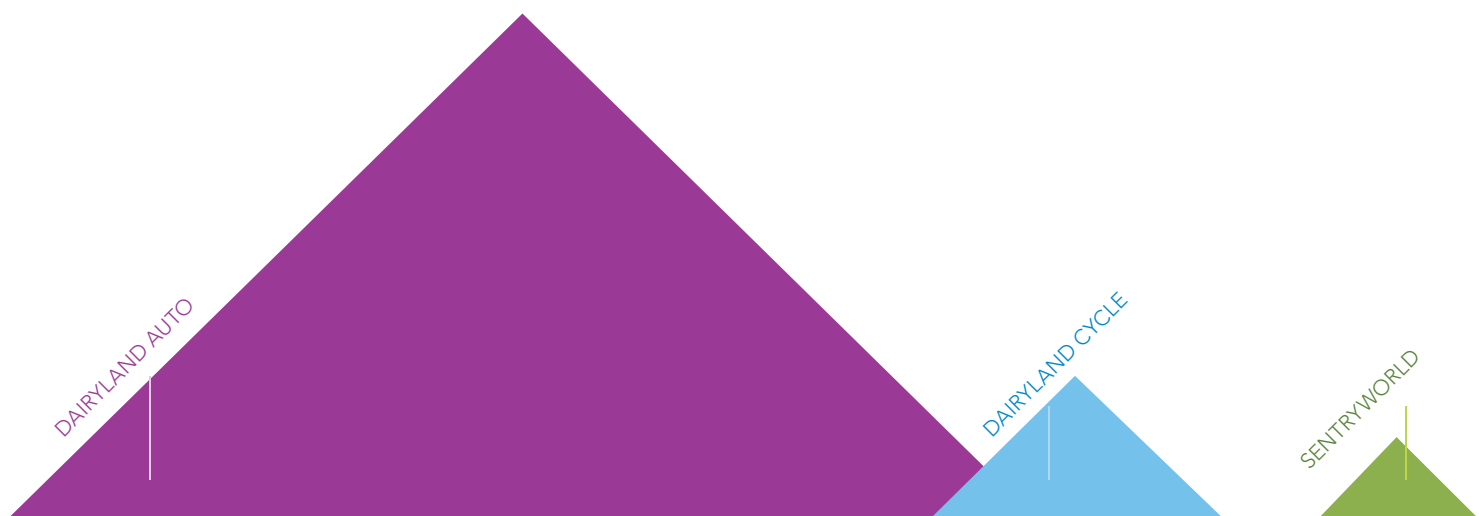
DAIRYLAND CYCLE®

Provides motorcycle insurance distributed via multiple channels.

Hospitality

SENTRYWORLD®

A world-class 18-hole golf course, banquet facility, restaurant, and sports complex on Sentry's home office campus.



Focused on the Horticultural Industry

FLORISTS' MUTUAL AFFILIATION ADDS "FLOWER POWER"

In 2015, Sentry was pleased to announce that Florists' Mutual, a 129-year-old mutual company now known as Hortica, decided to affiliate with Sentry. The affiliation agreement combined the two organizations, making Hortica part of Sentry.



"Sentry and Hortica are a perfect fit. Both Hortica and Sentry are traditional mutual insurance companies with a history of serving the policyholder with stability and distinction, with a focus on understanding the customer."

– Jim Weishan, executive vice president, Sentry Insurance

Hortica's History

Founded in 1887 as Florists' Mutual Insurance Company, Hortica® has focused on horticultural related businesses, providing insurance and other benefits programs. Through the years, Hortica stayed true to its mission, offering coverage to retail florists, garden centers, nurseries, greenhouses, and landscape companies. But a drop in their A.M. Best rating to B++ several years ago led Hortica to find a partner to cultivate a brighter future. Enter Sentry Insurance. Immediately after the affiliation, A.M. Best upgraded Hortica's financial rating to A+, same as Sentry's.

"The resources that Sentry brings—in technology and expertise—along with the financial strength, gives our customers great peace of mind," says Mona Haberer, Hortica CEO. "Sentry's financial strength and expertise enhances our ability to serve the industry and grow the company."

Fits like a Gardener's Glove

"We understand the industry. We know how a greenhouse should be built. When we meet with a potential new customer, we know what risks to look for, their types of equipment, and how to insure them," says Haberer. "We know the greenhouse contractors and suppliers. This enables us to minimize a customer's loss and get them back in business

quickly. For this industry, we do it better than any other company."

"Kudos to Hortica," says Henry Huntington, president and CEO of Pleasant View Gardens, Loudon, New Hampshire, following a 2010 fire at one of his greenhouses. "No one likes buying insurance, but they know the industry. Some people may believe they can get a better policy someplace else. But I'll tell you, it's times like these you're so thankful you're working with a company that specializes in our industry."

Nourishing and Encouraging Growth

With Sentry's help, Hortica has set an aggressive growth plan. It's a plan Haberer is comfortable with, knowing there is room for growth within the industry.

"Sentry is an ideal partner for Hortica," says Haberer. "They are a mutual company, have a culture similar to ours, and are committed to helping us grow."

Most of that growth will come through Hortica's direct writer sales team, which accounts for 75 percent of current sales. The remaining 25 percent will come from a list of appointed independent agents who specialize in the horticultural industry.

HORTICA'S HORTICULTURAL INDUSTRY EXPERTISE

Retail Florists
Garden Centers
Nurseries
Greenhouse Growers
Landscape
Lawn Services
Wholesalers

Expanding through the Independent Agent

NEW DISTRIBUTION CHANNEL PROVIDES EXCITING GROWTH OPPORTUNITIES

Sentry has also expanded over the last two years into an exciting growth area, the independent agent commercial insurance business. It started with the acquisition of Anchor Managing General Agency (now the base for Sentry's Southeast region in Montgomery, Alabama) in 2014 and continued in 2015 with two new offices in Madison and Milwaukee, Wisconsin (Sentry's Midwest region). Let's take a closer look at our new Regional business unit.

Looking Back—An Expert Sales Force

In the early 1900s, Sentry employed a sales staff of experts who knew the hardware business. Growing into other markets, we continued utilizing expert direct writers. Today, both our Standard Business Products and Dealer Operations business units employ dedicated, direct sales staff focused on specific types of businesses.

Looking Ahead—A Bigger Slice of the Pie

The Regional plan was born when Sentry saw a growth opportunity in acquiring Anchor MGA, which offered insurance to more varied businesses through independent agents. Anchor helped reinforce the idea that Sentry could achieve new growth through the independent agency distribution channel.

"The conversion from Anchor as a Managing General Agency to Sentry has been well received by agents and customers," says Mark Kitchens, director of underwriting for the Southeast region. "Agents appreciate having a strong carrier with an established presence in Alabama. As we deploy new products and technology, we envision greater growth in the Southeast."

Wisconsin—Cheese, Beer, and Insurance

Sentry's growth in our home state is an extension of the Regional approach begun in Alabama. R&R Insurance Services was first among 12 select independent agencies to be appointed by Sentry in Wisconsin as one of the building blocks of our new Midwest region.

"We are very excited to offer Sentry Insurance to our clients," says Mike Harrison, executive vice president-marketing for R&R Insurance Services, Inc. of Waukesha, Wisconsin.

"When we heard Sentry was appointing independent agents, we knew it would be a great option for our customers. Sentry offers outstanding stability along with a 100-plus year history in Wisconsin, which our customers appreciate. We tell our customers there are four reasons to go with Sentry. First, their product offerings and prices are exceptional. Second, their claims processing is second to none. Third, they work closely with customers on loss control. And fourth, we know their people are knowledgeable and responsive."

"We are confident that commercial insurance independent agencies will appreciate Sentry's financial strength and expertise. Agents look for their carriers to provide a consistent market, have something to offer that other carriers don't, are easy to do business with, and are willing to listen. This is a market that has tremendous potential for Sentry and plays well to our financial strength and stability as a mutual insurance carrier holding an A+ A.M. Best rating."

— Pete McPartland, Sentry's chairman of the board, president and CEO

Roger Kaland, Sentry Midwest regional executive, adds: "This is an opportunity to get our name out to businesses throughout the Badger State. Five years from now, we hope to have established a stable base of business throughout the Midwest."

Target industries for both regions: Commercial construction, commercial real estate, distributors, retail & service

Involved in Public Policy

GOVERNMENT AFFAIRS TEAM SUPPORTS COMPANY, CUSTOMERS, AND THE BOTTOM LINE

Sentry's dedicated Government Affairs department keeps a keen eye on insurance issues and works tirelessly to lobby on our behalf. Let's take a closer look at this lesser-known part of Sentry.



Small Team, Big Impact

Operating out of an office near Wisconsin's Capitol building, Sentry's six-person Government Affairs team shines a light on how government impacts personal and professional lives every day. Led by Kip Kobussen, assistant vice president of Government Affairs, the team tackles insurance issues on local, state, regional, and national scales with a nonpartisan approach—all in an effort to protect the best interests of Sentry as a company as well as our customers.

From building relationships with legislators, candidates, and trade associations, to staying current with the latest initiatives from the Federal Insurance Office, state insurance commissioners, and state House and Senate insurance committees, the team lobbies on insurance bills that could have very positive—or very negative—impacts on Sentry's business. Our team is active and engaged countrywide across all levels of government.

Our 4,000+ Associates—A Powerful Tool

The Government Affairs team also leverages Sentry's 4,000-plus associate workforce, encouraging all Sentry associates to take an active role in government. Opportunities for associate engagement include providing input on potential issues, attending onsite events with government officials, and donating to Sentry-managed campaign finance funds. "The power of our associates being engaged has a real influence," emphasized Kobussen. "As a company and as individuals, we can't sit on the sidelines and wait for things to happen."

Success through Engagement

It's a simple sentiment that resonates loudly with the Government Affairs team. Active participation and engagement creates visibility, which equals success. Take the example of Wisconsin state representative and assistant minority leader Katrina Shankland. When running for her first term in 2012, Shankland met with Kobussen to learn more about the insurance industry. Shankland has a better understanding of how seemingly small changes to a law can impact an entire industry, and Sentry benefits from having an advocate engaged in working together to find the best solutions for insurance issues.

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A Vision in Action

SENTRYWORLD® SOARS AS A COMMUNITY RESOURCE

One year after fully reopening following a complete renovation, SentryWorld has returned to its roots enhancing the quality of life in Stevens Point—honoring its creator's original intent and reaffirming Sentry's commitment to the community. A closer look shows how it's happening.



All About Community

In 2012, Sentry temporarily closed down SentryWorld—a bold move by Pete McPartland, chairman of the board, president and CEO of Sentry Insurance. More than 30 years of use had taken the luster off SentryWorld's shine. McPartland made the choice to close completely and move forward with a renovation plan that honored SentryWorld's past.

A Premier Public Experience

Since reopening, SentryWorld has been busy playing host to a variety of guests. Eighteen holes of world-class golf are available and accessible to all, with an added perk of discounted rates for community members. Beyond golf, SentryWorld's Fieldhouse provides a venue for local volleyball and tennis leagues, table

tennis play, concerts, large-scale banquets, and more. The other spaces within SentryWorld have set a new standard for weddings, meetings, and special events. PJ's – SentryWorld™ has become a staple in the community—whether for a quick lunch, dinner with friends, an evening out at PJ's Live outdoor music series, or a family pizza night.

Community Room—Community Space

The Community Room, available free of charge to service-oriented groups, has been utilized by a number of organizations, including Boy Scouts of America's Samoset Council. "The Community Room had an excellent setup with all the technology needed to run an effective meeting," notes Adam Freund, Samoset Council field director.

SentryWorld Golf Course:
#2 in *GOLF's*
Most Anticipated New Courses
of 2015—worldwide



SentryWorld has become a popular venue for weddings—about two per Saturday in summer months.





"Their patience, encouragement is second to none."

—Jacki Podoll, on her Sentry management teams' coaching

Investing in People

THE VALUE OF HOMEGROWN TALENT

A successful company is often one that can maximize the potential of its people at all levels, in every role. Sentry puts a priority on finding hidden talents. We invest in developing special skills—and in fitting people with unique qualities to unique roles. Both they and the company benefit when potential is maximized, resulting in rewarding, satisfying careers.

Take, for example, Jacki Podoll. She started out answering phones in customer service. Today, she manages the needs of some of Sentry's largest, most sophisticated customers. A closer look at Jacki's career at Sentry exhibits how seriously we take investing in our people.

Discovering Talent

From day one at Sentry, associates like Jacki are given the keys to unlock their potential. Each associate is encouraged to forge a unique development path. Available tools include Learning & Organizational Development classes teaching accountability, trust, and Stephen Covey's "7 Habits." Other courses teach business acumen, functional and technical skills, and managerial development.

With experience and coaching, Jacki's skills bloomed. Her first promotion led to handling claims for customers' commercial fleets. She then moved to the liability unit where she quickly transitioned from handling simple to more complex litigated cases. At each step of her career, Jacki felt a sense of partnership with her management teams. Her experience and knowledge base grew and grew.



Pioneering Customer Care

All this led to a decisive moment for both Jacki and the company, when she became Sentry's first underwriting executive (UE) for the National Accounts team. The UE role was designed to work directly with customers and brokers to ensure that all Sentry team members (underwriting technicians, claim services specialists, safety services consultants, premium services specialists, claim managers, claim representatives, and territory executives) provided customers with the highest level of service through improved communication. Jacki's natural talents, the skills she developed, and the experience she gained during her career journey at Sentry made her an ideal fit.

The results speak for themselves. In her first year as a UE, Jacki and the team she represented provided her customers with stellar customer satisfaction—achieving an incredible 100% retention rate. Today, thanks to Jacki's lead, a dozen underwriting executives serve Sentry's largest commercial customers throughout the country.

Career arcs like Jacki's are common at Sentry. They reinforce our belief that by continuing to invest in our people, we'll achieve reliable results for our customers, year after year. "This is just my story. If you look around at Sentry, you'll find others with similar stories. People start out at entry level positions and then, 15, 20, or 30 years later, they can be in leadership roles," says Jacki. "And our experience within the company helps us better understand how everything works. It lets us improve communication and follow through."

SENTRY'S FORMULA FOR ASSOCIATE DEVELOPMENT

70%
learning from
experience

20%
learning from
others

10%
learning from
education

Giving with Purpose

A MILLION-DOLLAR MILESTONE

In 2015, Sentry associates in Stevens Point, Wisconsin, conducted the first million-dollar corporate campaign for the United Way of Portage County, accounting for more than a third of its fundraising goal. Associates around the country raised nearly a quarter million dollars more for their own local United Way chapters.

The annual United Way campaign is just one example of how Sentry and its associates take being a good corporate citizen seriously. Let's take a closer look at where some of the money goes and what it does in our communities.



A Culture of Giving

The record-breaking \$1,000,000 sum raised during Sentry's 2015 United Way campaign came primarily from associate pledges and special-events fundraising. For the third year running, more than 93% of Sentry associates actively participated in United Way fundraising.

Funding Important Programs

This sustained level of giving has helped United Way of Portage County implement new programs. "In 2010, we partnered with Portage County Schools to start a childhood reading initiative called Learn for Life," says Sue Wilcox, United Way of Portage County executive director. "It helps children become proficient in reading by the time they finish third grade, a critical milestone that correlates with positive outcomes ranging from higher graduation rates to better self-esteem to increasing the likelihood that a child becomes a productive, involved member of society. It's a simple thing that improves quality of life for all."



NATIONAL REACH

Sentry's Community Relations program provides funds to Sentry field offices around the country. Each office allocates up to \$5,500 to hometown nonprofit groups of their choice.

FOLLOWING THROUGH

Sue Kozisek is one of many Sentry volunteers. She currently tutors Hunter, a local elementary school third-grader. Last year, she tutored fourth-grader Eva, shown here. To them, learning to read better isn't about the confidence they gain or the goals they reach—it's about making reading more enjoyable.

Strong Financial Performance

BUSINESS RESULTS SHOW GROWTH IN 2015

The numbers for fiscal year 2015 reveal Sentry's highly favorable position in the market. Sentry's performance in the areas of security, strength, and healthy growth continue to trend well. This has allowed us to focus on innovation, further enhancing our ability to bring our customers new advantages and superior service. It has also allowed the company to grow through acquisitions and new market development.

Basis of Financial Statements

The following consolidated financial statements of Sentry Insurance a Mutual Company (SIAMCO), Subsidiaries and Affiliates (the Company) were prepared in conformity with statutory accounting practices prescribed or permitted by the insurance departments of the states in which SIAMCO and its consolidated insurance subsidiaries and affiliates are domiciled.

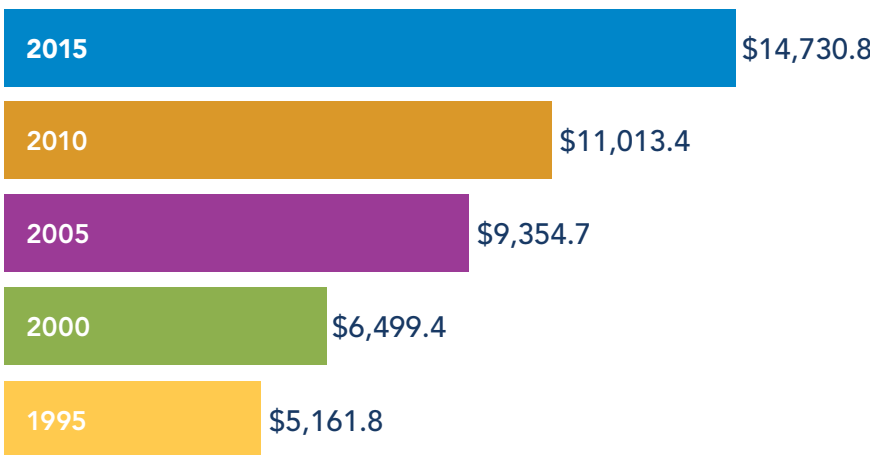
These charts show Sentry's comparative financial highlights from the past 20 years.



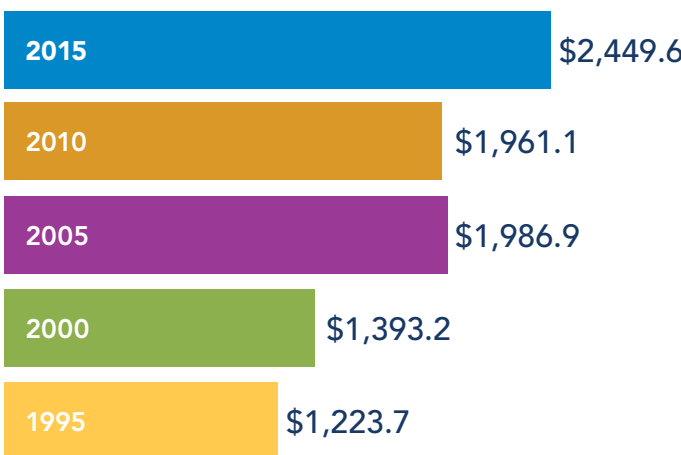
Dewey A. Gantz
Vice President
Chief Financial Officer and Treasurer

Financial Highlights (UNAUDITED)

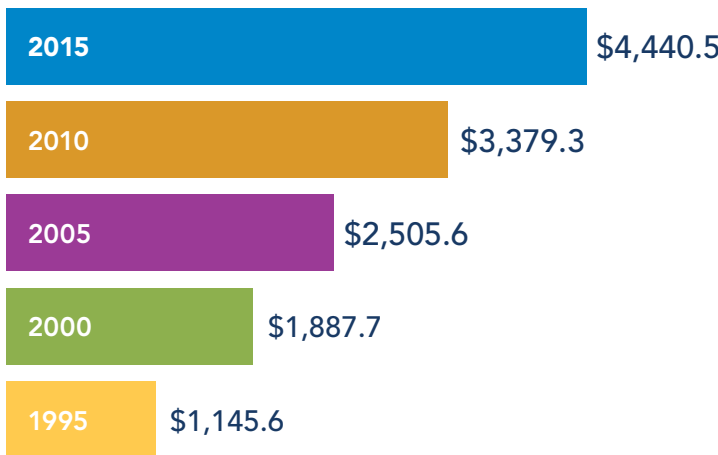
ASSETS – DECEMBER 31 (Millions)



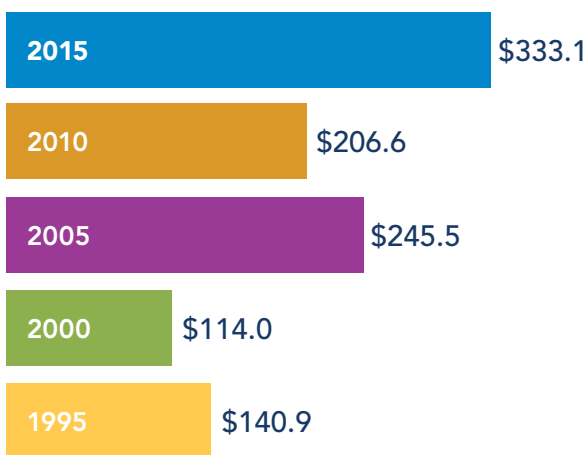
PREMIUMS EARNED – YEARS ENDED DECEMBER 31 (Millions)



POLICYHOLDERS' SURPLUS – DECEMBER 31 (Millions)



INCOME BEFORE NET REALIZED GAINS (LOSSES) AND INCOME TAXES – YEARS ENDED DECEMBER 31 (Millions)



Consolidated Statutory Balance Sheets (UNAUDITED)

December 31	2015	2014
(Millions)		
Assets		
Cash and investments		
Bonds	\$ 8,279.7	\$ 7,468.7
Common stocks	1,052.7	1,051.9
Company occupied properties	42.4	33.0
Policy loans	12.9	13.6
Cash and short-term investments	94.0	440.0
Partnerships	1,079.2	1,041.1
Other	23.8	14.0
Total cash and investments	10,584.7	10,062.3
Receivables		
Insurance premiums and reinsurance	755.5	724.3
Interest and dividends	99.0	93.4
Federal income tax recoverable	5.4	-
Other	2.4	0.7
Goodwill	-	12.9
EDP equipment and operating software	11.8	11.1
Other assets	59.8	47.7
Net deferred tax asset	178.6	224.2
Separate account assets	3,033.6	2,902.1
Total assets	\$14,730.8	\$14,078.7

December 31	2015	2014
(Millions)		
Liabilities		
Property and casualty losses and loss expenses	\$ 2,937.5	\$ 2,773.6
Life and other future policy benefits	2,319.9	2,225.1
Accident and health unpaid claims and claim expenses	93.5	92.3
Unearned premiums	912.9	842.8
Other policyholder funds	13.5	11.4
Accounts payable and accrued expenses	706.3	672.5
Federal income tax payable	-	39.8
Other liabilities	274.3	343.2
Separate account liabilities	3,032.4	2,901.0
Total liabilities	10,290.3	9,901.7
Policyholders' Surplus		
Surplus note	7.0	-
Unassigned surplus	4,433.5	4,177.0
Total policyholders' surplus	4,440.5	4,177.0
Total liabilities and policyholders' surplus	\$14,730.8	\$14,078.7

Consolidated Statutory Statements of Operations and Changes in Policyholders' Surplus (UNAUDITED)

Year ended December 31	2015	2014
(Millions)		
Revenues		
Premiums earned	\$2,449.6	\$2,295.2
Net investment income	477.3	489.6
Total revenues	2,926.9	2,784.8
Expenses		
Insurance claims and policyholders' benefits	2,030.4	1,914.1
Operating expenses	563.4	510.2
Total expenses	2,593.8	2,424.3
Income before net realized gains (losses)	333.1	360.5
Net realized gains (losses), net of tax	(44.3)	0.8
Income from operations before income tax	288.8	361.3
Income tax expense	4.5	54.6
Net income	\$ 284.3	\$ 306.7
Policyholders' Surplus		
Balance January 1	\$4,177.0	\$4,087.9
Florists policyholders' surplus, January 1, 2015	34.0	-
Net income	284.3	306.7
Change in net unrealized capital gains (losses)	(42.2)	18.0
Change in nonadmitted assets	(2.1)	0.1
Deferred income tax	(68.8)	112.2
Postretirement benefit plans and other surplus changes	58.3	(347.9)
Change in policyholders' surplus	229.5	89.1
Balance December 31	\$4,440.5	\$4,177.0

Board of Directors



Peter G. McPartland
Chairman of the Board,
President and CEO
Sentry Insurance a Mutual Company



Graham W. Atkinson
Retired Chief Marketing
& Customer Experience Officer
Walgreen Co.



David R. Casper
President and
Chief Executive Officer
BMO Harris Bank



William D. Harvey
Retired Chairman,
President and CEO
Alliant Energy



Leo M. Henikoff
President Emeritus
Rush University,
Rush Medical Center



Stephanie Pace Marshall
President Emerita
Illinois Mathematics
and Science Academy



James D. Pearson
Retired President
Aurora Metals Division, LLC



Peter J. Pestillo
Retired Chairman of the Board
Visteon Corporation



Jean H. Regan
President
TranzAct Technologies, Inc.



Edmund R. Steinike
Vice President and
Chief Information Officer
The Coca-Cola Company



Shirley A. Weis
President
Weis Associates, LLC

Sentry Officers

Peter G. McPartland
Chairman of the Board
President and Chief Executive Officer

James J. Weishan
Executive Vice President
Chief Investment Officer

Peter G. Anhalt
Senior Vice President
Group Executive – Personal Lines

Kenneth J. Erler
Senior Vice President
Chief Administrative Officer
General Counsel and Corporate Secretary

James D. Stitzlein
Senior Vice President
Chief Information Officer

Mark R. Trautschold
Senior Vice President
Chief Claims Officer

James W. Frank
Vice President
Information Technology

Dewey A. Gantz
Vice President
Chief Financial Officer and Treasurer

David E. Hartman
Vice President
Segment Executive – Dealer Operations

Wei Huang
Vice President
Equity Investments

John J. Hyland
Vice President
Segment Executive – Standard Business Products

James E. McDonald
Vice President
Fixed Income

Scott A. Miller
Vice President
Segment Executive – National Accounts

Sean R. Nimm
Vice President
Analytics

Jayne K. Petruska
Vice President
Chief Human Resources Officer

Todd M. Schroeder
Vice President
Segment Executive – Life and Annuities

Michael J. Williams
Vice President
Chief Actuary and Risk Officer

Richard G. Wittmann
Vice President
Segment Executive – Transportation

Daniel R. Wuest
Vice President
Information Technology – Commercial Lines

Gregory N. Armstrong
Assistant Vice President
Personal Lines Claims

Michael W. Dietry
Assistant Vice President
Personal Lines
Product and Agency Sales

Michele M. Dufresne
Assistant Vice President
Claims Services

Joseph M. Goldberg
Assistant Vice President
Assistant General Counsel

Timothy P. Kelly
Assistant Vice President
Commercial Lines Claims

Kip J. Kobussen
Assistant Vice President
Government Relations

Stephen P. Marsden
Assistant Vice President
Personal Lines Products and Pricing

Christopher C. Meadows
Assistant Vice President
Equity Investments

Edward F. Peck
Assistant Vice President
National Accounts Products and Pricing

Elisha E. Robinson
Assistant Vice President
Financial Planning and Analysis

Nick W. Saeger
Assistant Vice President
Transportation Products and Pricing

Stephanie L. Smith
Assistant Vice President
Marketing and Brand Management

Michael J. Toth
Assistant Vice President
Commercial Lines Pricing
and Business Products Pricing

Robert J. Yeiser
Assistant Vice President
Personal Lines Customer and Brand Development

A National Presence

SENTRY COMPANIES TARGET PRECISE MARKETS

Across business lines and across the country, Sentry companies provide specially targeted services to specific segments of important markets.

MEMBERS OF SENTRY INSURANCE GROUP

Sentry Insurance a Mutual Company

Dairyland County Mutual Insurance Company of Texas

Dairyland Insurance Company

Florists' Insurance Company

Florists' Insurance Service, Inc.

Florists' Mutual Insurance Company

Middlesex Insurance Company

Parker Centennial Assurance Company

Parker Services, L.L.C.

Parker Stevens Agency, L.L.C.

Patriot General Insurance Company

Peak Property and Casualty Insurance Corporation

Point Insurance Agency, LLC

Sentry Casualty Company

Sentry Equity Services, Inc.

Sentry Life Insurance Company

Sentry Life Insurance Company of New York

Sentry Lloyds of Texas

Sentry Select Insurance Company

Viking Insurance Company of Wisconsin



SENTRY[®]
INSURANCE

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