

Hawley, writes multiple lines of insurance on an admitted basis in all 50 states. Also underwrites specialty property and casualty insurance on an admitted basis and excess and surplus business on a non-admitted basis. Underwrites earthquake premiums (in California). Other companies in the group include: Replacement Lens,

Stephens owns 6.3% of shs. outst.; Franklin Resources, 6.3%; State Street Bank, 9.9%. Directors & officers own 11.1% of shares out. (3/04 proxy). Pres. and CEO: Jonathan Michael. Chairman: Gerald D. Stephens. Add.: 9025 North Lindbergh Drive, Peoria, IIlinois 61615. Tel.: 309-692-1000. Internet: www.rlicorp.com.

ANNUAL RATES Past Est'd '01-'03 Past of change (per sh) Premium Inc 10 Yrs. 5 Yrs. to '07-'09 10.5% 8.0% 11.0% 11.5% 18.0% 7.0% 7.5% Invest Income Earnings Dividends Book Value 10.0% 14.0% 8.0% 9.5% 8.0% 12.0% 11.5%

350.8 732.8

1262.8

2134.4

367.6

903.4

309.2

1580.2

363.2 943.5

1615.5

Total Assets Unearned Prems

Reserves

Total Liab'ties

NET PREMIUMS EARNED(\$ mill.) Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 2001 63.3 66.6 69.8 73.3 273.0 2002 74.1 81.7 91.6 100.6 348.0 2003 109.1 113.6 119.0 121.9 463.6 2004 125.9 130 135 139.1 530 2005 135 140 150 155 580 EARNINGS PER SHARE A Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 enda 2001 .36 .38 2002 .39 .45 .49 .53 1.86 2003 .55 .55 .57 .60 2.27 2004 .59 .64 .65 .67 2.55 2005 .67 .72 .74 .77 2.90 QUARTERLY DIVIDENDS PAID B Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 2000 .07 .075 .07 .075 2001 .075 .075 .08 .31 .08 .34 2002 .08 .08 .09 .09 2003 .09 .09 .10 .10 2004

RLI Corp. continues to generate yearover-year gains in quarterly share net. The company's solid bottom-line result in the March period was fueled by a very attractive 68.7% combined ratio in the property segment. Indeed, this implies that for every \$100 in premiums that RLI writes in this division it generates \$31.30 in pretax profit.

We look for a solid improvement in earnings through the end of next year. It appears that RLI will register strong growth in premiums earned over the next 18 months or so, despite some pressure on gross premiums written, mainly on the property side. Indeed, rates have been under pressure, falling 5%-10% in this segment, a reflection of increased competition and a lack of catastrophes, which has curtailed insurers' bargaining power on this front. However, rates continue to be rather strong at both the casualty and surety units. Although rates may indeed come under pressure in these areas later this year or in early 2005, increased policy retentions should help boost premiums earned. The surety segment has benefited from management's decision to

limit the company's exposure to contract surety bonds.

RLI appears to be in good shape for the 3- to 5-year pull, assuming decent conditions in the broader P/C insurance market. The company has posted an underwriting profit for the past eight years, which is a remarkable feat, considering catastrophes such as 9/11, and other, weather-related occurrences. Indeed, we look for RLI to continue to generate a positive combined ratio out to 2007-2009. Investment income should also receive a boost from improved cash flow and higher vields on invested assets.

These shares are ranked average for year-ahead relative price performthis ance. However, issue offers worthwhile long-term total-return potential, when adjusted for risk. We look for the board to continue to increase the company's dividend, which should interest încome-oriented investors. A significant downturn in the P/C insurance market over that timeframe, however, would markedly alter our 3- to 5-year projections for the worse.

(A) Dil. egs. Incl. cap. gains: '01, 13¢; '00, 9¢; '99, 15¢; '98, 5¢; '97, 10¢; '96, 3¢; '95, 1¢; Excludes cap. gains and losses beginning in 2002. Excludes extraordinary gain; '01, 8¢. Ex-

cludes nonrecurring charge of 11¢ in '02. Next egs. report due early Aug.

(B) Div'ds. historically paid in mid-Jan., mid-April, mid-July, mid-Oct. ■ Div'd. reinvestment

Alan G. House

Company's Financial Strength Stock's Price Stability B++ 95 Price Growth Persistence 100 **Earnings Predictability** 90

June 25, 2004