



## **Erie Insurance Group Announces Plans to Enter Wisconsin**

Erie, Pa. -- March 7, 2000 -- Erie Insurance Group today announced its intention to expand its marketing territory into Wisconsin by next year. This is the eleventh state that will be served by the company, in addition to the District of Columbia. In Wisconsin, The ERIE will be writing all lines of insurance the company offers, including auto, home, business, life and annuities.

"The insurance climate in Wisconsin, from both a competitive and regulatory position, is conducive to The ERIE's growth strategy and service philosophy," said Stephen A. Milne, president and chief executive officer. "Our entry into Wisconsin, combined with our positive yearend earnings results, further positions The ERIE as a strong, viable competitor. As other companies are reporting significant losses and changing strategies mid-stream, The ERIE's consistent commitment to service excellence and the independent agency force continues to prove successful. We are encouraged by what we've learned about the Wisconsin marketplace and look forward to pursuing the many opportunities the state has to offer."

Erie Insurance currently writes in Indiana, Maryland, New York, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia, West Virginia, Illinois and the District of Columbia. With the addition of Wisconsin, The ERIE will create a new region within its operating structure. This new region will encompass Wisconsin, Illinois and the next new state yet to be determined.

Known for competitive rates and superior service since 1925, Erie Insurance Group is the 16th largest property/casualty insurer in the United States based on surplus and has over 2.6 million policies in force.

All of The ERIE's property/casualty companies hold the A++ Superior rating from A.M. Best, the leading authority of insurance companies. The Erie Family Life Insurance Company holds Best's A+ Superior rating. The Ward Financial Group includes Erie Insurance Group in its list of Top 50 insurers for overall industry performance and safety.

Group member Erie Insurance Exchange is the 13th largest auto insurer in the country. Erie Indemnity Company (NASDAQ - ERIE) is the management company for Erie Insurance Group, which includes seven companies currently operating in 10 states and the District of Columbia. Celebrating 75 years of service, The ERIE provides a complete line of auto, home, business and life insurance through more than 5,500 independent insurance agents.