

Reliance Standard names Gregory Esemplare Senior Vice President, Underwriting

PHILADELPHIA, PA (December 11, 2014) – Reliance Standard Life Insurance Company (Reliance Standard), a leading group insurance carrier specializing in employee benefits solutions for companies of all sizes, has named Gregory Esemplare Senior Vice President, Underwriting.

In his new role, Mr. Esemplare is chief underwriting officer for Reliance Standard, responsible for the overall planning and execution of underwriting strategies for the company's group benefits product portfolio, including both employer paid and Voluntary lines. He is also responsible for oversight of the medical underwriting and contracts/policy issuance teams.

A member of Reliance Standard's executive leadership team, Mr. Esemplare reports directly to President and CEO Lawrence E. Daurelle.

An insurance professional with 25 years industry experience, Mr. Esemplare has served in various sales and management roles with the company since 1997, most recently as Vice President, National Account Sales and Service. In that role he was responsible for development and leadership of sales, account management and implementation teams nationwide. He was Reliance Standard's senior manager accountable for strategic product, sales and service alignment with sister company Matrix Absence Management. Under his leadership Reliance Standard created a focused and unified business unit specializing in the highly customized large case managed disability and integrated employee benefits market, consistently achieving double-digit annual sales growth.

Mr. Esemplare also oversaw product design, development and market deployment of several integrated service enhancements including ADA management, premium billing and casual absence; and RelianceONE®, an innovative health and productivity management offering.

"During his tenure at Reliance Standard, Greg has distinguished himself through consistent, material advancement and improvement in topline growth and profitability," Daurelle said. "He has been an integral part of our success, particularly in growing our brand recognition and shelf space in the large case, integrated employee benefits market. His knowledge base and proven performance demonstrate a superior understanding of risk and market dynamics.

"Equally important, he has consistently shown the ability to build lasting, productive relationships both internally and with our brokers, consultants and policyholders," he said.

Mr. Esemplare earned his BA degree from The College of the Holy Cross. He resides with his family in Haddonfield, New Jersey.

About Reliance Standard Life Insurance Company

Reliance Standard Life Insurance Company (Reliance Standard) is a leading insurance carrier specializing in innovative and flexible employee benefits solutions including disability income and group term life insurance, a suite of Voluntary (employee paid) coverage options and, with sister company Matrix Absence Management, fully integrated absence management programs. Reliance Standard markets these solutions through independent brokers and agents to employers of all sizes. Rated A+ (Superior) by A.M. Best, Reliance Standard celebrated its centennial year in 2006.

Reliance Standard Life Insurance Company provides insurance products and services in all states (except New York), the District of Columbia, Puerto Rico and the U.S. Virgin Islands. In New York, insurance products and services are provided through First Reliance Standard Life Insurance Company, home office: New York, N.Y. Product availability and features may vary by state. It distributes its products through independent agents and brokers.

Both Reliance Standard and Matrix are members of the Tokio Marine Group. Tokio Marine Holdings, Inc., the ultimate holding company of the Tokio Marine Group, is incorporated in Japan and is listed on the Tokyo Stock Exchange. The Tokio Marine Group operates in the property and casualty insurance, reinsurance and life insurance sectors globally. The Group's main operating subsidiary, Tokio Marine & Nichido Fire (TMNF), was founded in 1879 and is the oldest and leading property and casualty insurer in Japan.

For more information, visit www.reliancestandard.com or call (800) 351-7500.



Greg Esemplare
Senior Vice President, Underwriting