# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

# CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

June 17, 2008

Date of Report (Date of earliest event reported)

#### WHITE MOUNTAINS INSURANCE GROUP, LTD.

(Exact name of registrant as specified in its charter)

**Bermuda**(State or other jurisdiction of incorporation or organization)

1-8993 (Commission file number) **94-2708455** (I.R.S. Employer Identification No.)

#### 80 South Main Street, Hanover, New Hampshire 03755

(Address of principal executive offices)

(603) 640-2200

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### ITEM 7.01 Regulation FD.

The Registrant's executive officers intend to utilize the presentation attached as Exhibit 99.1 to this Form 8-K, in whole or in part, at the Registrant's Annual Investor Information Meeting to be held on June 17, 2008.

#### ITEM 9.01 Financial Statements and Exhibits

(d) Exhibits. The following exhibit is furnished herewith:

#### EXHIBIT INDEX

99.1 Supplemental Regulation FD Disclosure.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

WHITE MOUNTAINS INSURANCE GROUP, LTD.

DATED: June 17, 2008 By: /s/ J. BRIAN PALMER

J. Brian Palmer
Chief Accounting Officer

# White Mountains Insurance Group, Ltd. Annual Investor Meeting

June 17, 2008



#### Forward-Looking Statements

Certain information and statements included in this presentation are not historical facts but are forward-looking statements. In connection with the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, we provide the following cautionary remarks regarding important risks and uncertainties which, among others, could cause our actual results to differ materially from our expectations. These risks and uncertainties include, but are not limited to: (i) the risks associated with Item 1A of the Company's most recent report on Form 10-K; (ii) claims arising out of catastrophic events, such as hurricanes, earthquakes, floods or terrorist attacks; (iii) the continued availability of capital and financing; (iv) general economic, market or business conditions; (v) business opportunities (or lack thereof) that may be presented to us and pursued; (vi) competitive forces, including the conduct of other insurers and reinsurers; (vii) changes in domestic or foreign laws or regulations applicable to us, our competitors or our clients; (viii) an economic downturn or other economic conditions adversely affecting our financial position; (ix) recorded loss reserves subsequently proving to have been inadequate; and (x) other factors, most of which are beyond our control. Consequently, all of the forward-looking statements made in this presentation are qualified by these cautionary remarks, and the results or developments that we anticipate may not be realized or, even if substantially realized, there is no assurance that they will have the expected consequences to, or effects on, us or our business or operations. We assume no obligation to update publicly any such forward-looking statements, whether as a result of new information, future events or otherwise.

#### Non-GAAP Financial Measures

Within this presentation, we use certain non-GAAP financial measures which are identified with a "NGM" designation. Please see the appendix at the end of the presentation for an explanation of each such non-GAAP financial measure and a reconciliation of the measure to its most closely comparable GAAP financial measure.

An electronic copy of this presentation can be found at our website: www.whitemountains.com

White Mountains

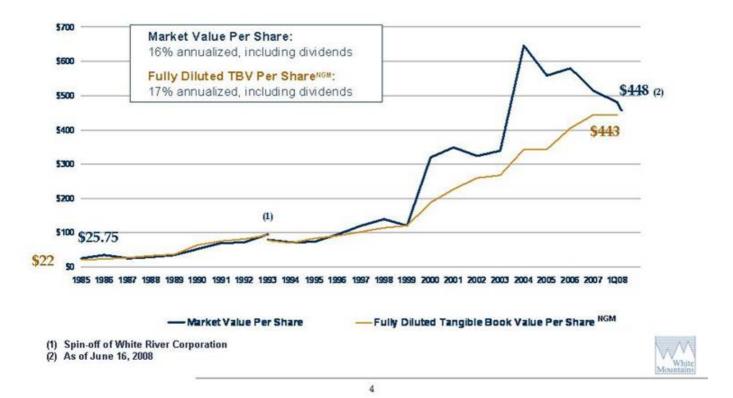
# Financial Highlights

(\$ in millions, except per share values)	2006	2007	1Q08
Adjusted comprehensive net incomensm	\$734	\$481	\$0
Fully diluted tangible book value per shareNGM	\$406	\$444	\$443
- growth, including dividends	21%	12%	0%
OneBeacon growth in ABVPSNGM, including dividends	17%	16%	-1%
OneBeacon GAAP combined ratio	96%	93%	100%
WMRe GAAP combined ratio	102%	94%	94%
Esurance direct written premiums (TTM)	\$600	\$803	\$825
Esurance economic combined ratio <sup>NGM</sup>	97%	104%	105%
Investments pre-tax total return <sup>NGM</sup>	9.1%	8.3%	0.8%



### Our Track Record

#### White Mountains Returns From IPO in 1985



# Recent Developments

- Increase of \$60 million (\$33 million a/t) to WMRe's reserves in 2Q08
  - \$140 million increase in WMRe America (Folksamerica) reserves
  - Partially offset by \$80 million release at WMRe Sirius
  - Deep dive into reserves to put an end to poor reserving track record



# WMRe - Casualty Reserve Review

- •In 1Q08, we received claims reports indicating substantial increase in claims activity from 2000-01 construction defect ("CD") exposed accounts
- "Triggered detailed review of all 3 CD exposures all written 2001/prior
  - Result was 1Q08 net \$29 million reserve addition \$41 million for CD
- Also triggered 2Q08 "self due diligence" of all other casualty reserves
  - Detailed multi-discipline (underwriting, claims & actuarial) review by staff & external consultants
- Result of 2Q08 study for WMRe America:
  - \$140 million reserve addition (\$91 million after tax) predominantly 1996-2002
  - Confirmed 2003-07 casualty book properly underwritten
- For WMRe Group net of Sirius' reserve release of \$80 million:
  - 2Q08 after tax reserve addition of \$33 million
  - 2% of net reserves, 1% of regulatory capital & 1% of GAAP equity



### Recent Developments

- Increase of \$60 million (\$33 million a/t) to WMRe's reserves in 2Q08
  - \$140 million increase in WMRe America (Folksamerica) reserves
  - Partially offset by \$80 million release at WMRe Sirius
  - Deep dive into reserves to put an end to poor reserving track record
- Undeployed Capital > \$1 billion
  - Berkshire Exchange \$750 million
  - Share buybacks of 291,000 shares in 2007 (\$145 million)
  - Remaining authorization of 709,000 shares
- Answer Financial
  - Large online/call center insurance agency
  - Good financial transaction
  - Leverage Esurance marketing spend
  - Positioned for expansion of online markets



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### Diversified Businesses

Insurance	Reinsurance	Investments
OneBeacon (75%)	White Mountains Re	White Mountains Advisors
(\$1.9 billion of regulatory capital)  Specialty / Commercial	(\$3.0 billion of regulatory capital, including capital supporting Esurance)  • WMRe Sirius	WTM Consolidated Portfolio  \$12 billion  Third-Party Assets
Personal / Reciprocals  Esurance  (\$ 0.4 billion of capital,	■WMRe America ■WMRe Bermuda	\$18 billion Strong Relationship with Prospector Partners
Online personal auto Referral fees Answer Financial	WTM Life Re  *Japanese Variable Annuities	Symetra

### OneBeacon

### Cumulative Growth in Adjusted Book Value per Share NGM



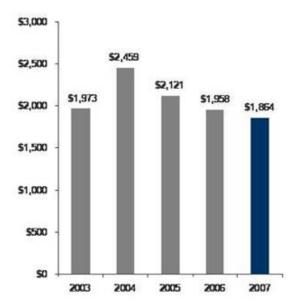
- (A) ABVPS (NGM) growth including quarterly dividends of \$0.21 per share paid quarterly beginning in March 2007 and a special dividend of \$2.03 per share paid in March 2008.
- (B) Adjusted to add back the \$2.03 special dividend.



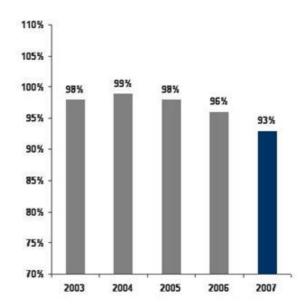
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# OneBeacon Segment Results

### Net Written Premium (\$ millions)



### **GAAP Combined Ratio**





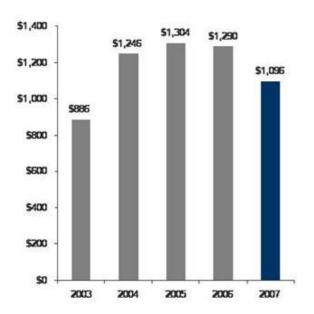
### OneBeacon

- Bermuda-based specialty property and casualty insurer
  - Track record of growing profitable specialty and segmented commercial businesses
  - Northeast personal lines business
- Underwriting profits for each of the past five years
- Solid growth in adjusted book value per share<sup>™™</sup>, including dividends
  - 22% since IPO
- Active capital management
  - \$195 million special dividend (1Q08)
  - \$91 million share repurchase (August 07 May 08)
    - 4% of beginning outstanding shares
    - \$109 million remaining under share repurchase authorization
- Strong balance sheet
- Growth opportunities in specialty businesses

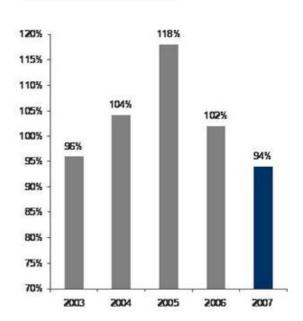


# White Mountains Re Segment Results

### Net Written Premium (\$ millions)



#### **GAAP Combined Ratio**





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# White Mountains Re - Organization

#### **White Mountains Re**

#### Bermuda

- Top 20 global reinsurer
- Geographic & business line diversification
  - · \$3.0B of regulatory capital
- \$1.8B of legal entity gross premiums (includes Esurance)
  - \$1.3B of segment gross premiums

#### **WMRe America**

#### U.S.

- \$0.9B of regulatory capital
- · \$0.7B of segment premiums
- White Mountains Re Solutions

#### **WMRe Sirius**

#### Sweden

- \$1.7B of regulatory capital
- \$0.4B deferred tax on safety reserve
- \$0.6B of segment premiums

#### **WMRe Bermuda**

#### Bermuda

\$0.8B of regulatory capital



### White Mountains Re - 2007 Results & Progress

- Underwriting discipline maintained in a softening market
- Gross written premiums declined 20% from 2006
- 94% GAAP combined ratio
- Restructured capital (\$ millions):



 Capitalized WMRe Bermuda and began U.S. to Bermuda quota shares in 4Q07



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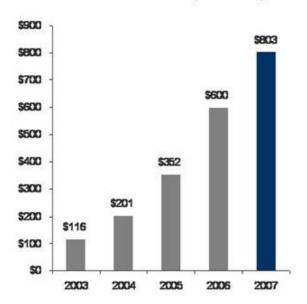
### White Mountains Re - Outlook

- Strong team at WMRe America
- WMRe Sirius & WMRe Bermuda remain in good hands
  - Bermuda began writing business directly in 2Q08
- The balance sheet now meets our principles keep it there
- Maintain underwriting discipline
  - Forecast gross premiums of \$1.1 billion in 2008 down 13%
- Continue to right-size capital
  - Plan to return \$300 million of capital to White Mountains in 2008
- Search for opportunistic transactions
- Migrate to multi-line platform in Bermuda
- Use alternative sources of capital in our business

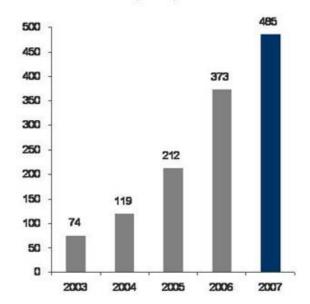


# Esurance Segment Results

### **Direct Written Premium (\$ millions)**



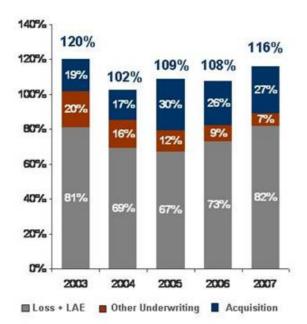
### Policies In Force (000's)



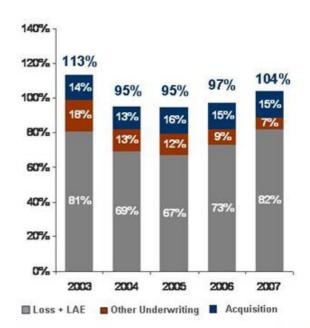


# Esurance Segment Results

#### **GAAP Combined Ratio**



#### **Economic Combined Ratio**





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### Esurance

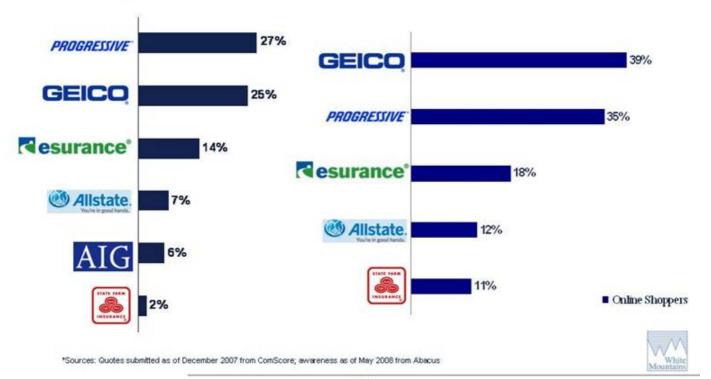
- Online personal auto insurance company
- 3<sup>rd</sup> largest provider of online personal auto quotes
- 30<sup>th</sup> largest U.S. personal auto insurance company
- Writing business in 28 states (representing 85% of the U.S. personal auto insurance market)
- Advertising spend:
  - 2005 \$60 million
  - 2006 \$87 million
  - 2007 \$125 million
  - 2008E < \$100 million
- \$833 million in TTM direct written premium (May 2008)
- 500,000 policies in force



#### Esurance



% Named for Online Auto Insurance\*



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### Answer Financial

- National insurance agency selling online and over the phone
- Sells personal auto, motorcycle, homeowners, condo and renters
- Offers comparative quotes from 15 auto insurers, including

Travelers Progressive

Hartford AIG

Safeco Esurance

- Focused on distribution through partners
  - financial services
  - retailers
  - insurance carriers
- Commission revenue of \$40 million in 2007
  - Premium volume of \$350 million
- 295,000 policies in force (May 2008)



# Answer Financial, continued

- 69% White Mountains ownership
- Transaction structure
  - \$72 million enterprise value
    - Large policyholder base
    - Sophisticated technology platform
    - Preserved use of significant net operating losses
- Optimize Esurance marketing spend



### White Mountains Financial Services

- We actively seek value creating transactions and/or businesses
  - Activity high; hit rate low. Answer Financial, Berkshire Exchange.
  - Galileo Weather Risk Management
    - Heating/cooling degree days; precipitation; sunshine hours; frost days
    - New Dual Trigger or contingent products; i.e. temperature/gas less competition
    - · Infrastructure in place; increasing corporate customers/relationships
    - · 2008 goals: increase business production; demonstrate earnings power

#### - WTM Life Re

- · Reinsures variable annuity guarantees; uses capital markets to partially hedge risks
- Large treaty of in-force business with leading direct writer of variable annuities in Japan
- Economically in good shape but volatile GAAP results (\$21 million loss in 1Q08; reversing back)
- 2008 goals: increase in force business; reduce volatility; stand alone rating
- Other (Pentelia)



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### Consolidated Investments - Pre-tax Total Return

	2007	1Q08	2003-1Q08 Cumulative Annualized
Fixed income	7.3%	2.3%	5.2%
Short term investments	5.7%	1.0%	3.1%
Common stock	8.8%	-3.8%	15.5%
Other investments	19.3%	-2.2%	14.4%
Pension	10.6%	-1.7%	14.1%
Total	8.3%	0.8%	6.9%
Conventional wisdom benchmark [1]	6.8%	0.5%	5.5%
Lehman Aggregate	7.0%	2.2%	4.6%
S&P 500	5.5%	-9.4%	10.1%
10 year treasury + 150 basis points	11.7%	6.2%	6.4%



### **Investments**

#### Asset allocation

- 24% of investments in equities = 58% of shareholders' equity
- 76% of investments in fixed income
  - AA+ quality
  - 2 year duration

#### Currency exposure

- Regulatory \$1.7 billion (SEK, EUR, GBP)
- Discretionary \$0.3 billion (GBP, AUD)

#### Fair value measurement

- FAS 157 Level III assets \$956 million
  - 2/3 of Level III limited partnerships due to reporting lag



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# Investments, continued

### Going forward

- Low real rate environment / outsized risks
- Modest return potential in bonds; better risk vs. reward in stocks
- Stick to our knitting keep risks low, avoid losses in bonds, and find good value stocks



# Capital Activities

#### - 2007

- WMRe \$400 million senior notes (March)
- WMRe \$250 million preference shares (May)
- WTM \$475 million credit facility (June)
- -WTM buyback of 291,000 shares (4Q)

#### 2008

- OneBeacon \$2 per share special dividend, \$146 million to WTM (March)
- WTM Exchange Agreement with Berkshire Hathaway (March)
- OneBeacon Redeemed Berkshire preferred stock (May)



### Berkshire Exchange

- In March, we entered into an exchange agreement with Berkshire Hathaway
- Berkshire Hathaway will exchange all or substantially all of its 1.7 million shares of WTM at \$485 per share for:
  - Two runoff businesses with GAAP book value of \$58 million
  - \$751 million in cash, subject to adjustment
- Transaction enables WTM to exit two runoff companies at an attractive valuation (1.5x book value) and to reduce undeployed capital within the organization
- Exchange is expected to be tax free for both parties
- Remains on track for 3Q08 closing



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# Consolidated Capitalization

(\$ in millions)	1	2/31/07	000	3/31/08	Forma [1] /31/08
Total debt	\$	1,193	\$	1,666	\$ 1,291
Preferred stock - White Mountains Re		250		250	250
Minority interest - OneBeacon		517		407	407
Adjusted common equity <sup>NGM</sup>		4,689		4,672	3,864
Total tangible capital <sup>NGM</sup>	\$	6,649	\$	6,995	\$ 5,812
Debt to total tangible capital <sup>NGM</sup>		18%		24%	22%
Debt and preferred to total tangible capital $^{\text{NGM}}$		22%		27%	27%





### Symetra

- Formerly Safeco Life & Investments
- Acquired August 2, 2004
  - WTM & BRK each with 24% fully converted ownership
- 13% annualized growth in adjusted book value per share including dividends, since closing
- Withdrew IPO in late 2007 due to poor equity market environment
- Business doing well on track for record sales 1Q08 book value growth essentially flat as good operating performance offset by losses in the investment portfolio

(\$ in millions, except per share amounts)	8	8/2/04	1	2/31/05	1	2/31/06	1	2/31/07
Total assets	\$	21,947	\$	20,852	\$	20,139	\$	19,587
Adjusted common equity <sup>NGM</sup>	\$	1,065	\$	1,276	\$	1,349	\$	1,312
including cumulative dividends	\$	1,065	\$	1,276	\$	1,449	\$	1,612



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# What to Expect

- Growth in tangible book value per share
- Commitment to our operating principles
  - underwriting comes first
  - maintain a disciplined balance sheet
  - invest for total return
  - think like owners
- Prudent capital deployment and active capital management
- Opportunistic approach to the business



# Wise Words...



"In the short run the market is a voting machine; in the long run it is a weighing machine."

Benjamin Graham



# White Mountains Insurance Group, Ltd. Annual Investor Meeting

June 17, 2008



## Appendix - Non-GAAP Financial Measures

- Adjusted comprehensive net income is a non-GAAP measure that excludes the change in net unrealized gains from
  Symetra's fixed maturity portfolio from comprehensive net income. GAAP requires these assets to be marked-to-market,
  which results in gains during periods when interest rates fall and losses in periods when interest rates rise. Because the
  liabilities related to the life insurance and structured settlement products that these assets support are not marked-tomarket, it is likely that the economic impact on Symetra would be the opposite of that shown under GAAP (i.e., in
  general, Symetra's intrinsic value increases when interest rates rise and decreases when interest rates fall).
- Fully diluted tangible book value per share is a non-GAAP measure which is derived by expanding the GAAP book value
  per share calculation to include the effects of assumed conversion of all convertible securities and to exclude any
  unamortized goodwill and net unrealized gains from Symetra's fixed maturity portfolio.
- Adjusted book value per share (ABVPS) for OneBeacon is a non-GAAP measure that reflects its book value per share
  excluding the impact of economically defeasing OneBeacon's mandatorily redeemable preferred stock.
- Adjusted common equity is a non-GAAP measure that excludes the net unrealized gains from Symetra's fixed maturity
  portfolio and any unamortized goodwill from GAAP shareholders' equity.
- Adjusted book value per share for Symetra is a non-GAAP measure that reflects its book value per share excluding the impact of net unrealized gains from its fixed maturity portfolio.
- Total tangible capital is a non-GAAP measure that excludes the net unrealized gains from Symetra's fixed maturity
  portfolio and any unamortized goodwill from GAAP shareholders' equity.
- 7. Pre-tax total return is a non-GAAP measure that includes in GAAP investment returns the performance of OneBeacon's internally-managed pension plan investments not consolidated under GAAP and WTM's investment in Symetra which is recorded as an investment in unconsolidated insurance affiliate, and excludes the performance of investments held by certain entities consolidated under FIN 46 and the earnings on funds held under reinsurance treaties.
- 8. Economic combined ratio for Esurance is a non-GAAP measure that defers and amortizes certain acquisition expenses over the term of the policy written and its expected renewals (whereas GAAP combined ratio requires amortization of such expenses over just the initial policy term). In addition, economic combined ratio offsets acquisition expenses with revenue Esurance receives when referring business it cannot underwrite.



#### White Mountains Insurance Group, Ltd.

Reconciliation of adjusted comprehensive net income to GAAP comprehensive net income (\$ in millions)

	-	2006	-	2007		1Q08
GAAP comprehensive net income (loss)	\$	706	\$	479	\$	(21)
change in net unrealized gains from						
Symetra's fixed maturity portfolio	<u>-</u>	28_	qs.	2	7	21
adjusted comprehensive net income	\$	734	5	481	\$	0



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# Appendix - Reconciliation of Non-GAAP Financial Measures

#### White Mountains Insurance Group, Ltd.

Reconciliation of fully diluted tangible book value per share to GAAP book value per share (\$ in millions, except per share amounts; shares in thousands)

Numerator	12/31/06		12/31/06				3/31/08	
GAAP common shareholders' equity	\$	4,455	\$	4,713	\$	4,679		
benefits to be received from share obligations under employee benefit plans		5		2		1		
remaining adjustment of subsidiary preferred stock to face value	-	(42)	-	(16)	g=	(8)		
book value per share, numerator		4,418		4,699		4,672		
less: net unrealized gains from Symetra's								
fixed maturity portfolio		4		6		27		
goodwill	2	(33)		(30)	-	(34)		
fully converted tangible book value per share, numerator	\$	4,390	\$	4,675	\$	4,665		
Denominator								
common shares outstanding		10,783		10,554		10,570		
common shares issuable upon exercise of outstanding warrants				5.00		100		
share obligations under employee benefit plans	·	30	_	10	-	9		
GAAP book value per share, denominator		10,812		10,564		10,579		
unearned restricted shares	-		-	(47)		(50)		
fully diluted tangible book value per share, denominator		10,812		10,517		10,529		
GAAP book value per share	\$	409	\$	445	\$	442		
fully diluted tangible book value pershare	\$	406	\$	444	8	443		



#### White Mountains Insurance Group, Ltd.

Reconciliation of OneBeacon's adjusted book value per share to GAAP book value per share (\$ in millions, except per share amounts, shares in millions)

	9	/30/06	50.5	o Forma 30/06 (1)	12	/31/06	12	/31/07	3,	/31/08
Num erator	7/20	2000	023	WALLET !	22	- 242220	-	3222	723	150000
Common shareholders' equity	\$	1,695	5	1,683	S	1,777	\$	1,907	\$	1,613
Remaining adjustment of subsidiary preferred stock to face value	_	(65)	-	(65)		(58)		(22)	-	(11)
Adjusted common shareholders' equity	\$	1,630	5	1,618	\$	1,719	\$	1,885	\$	1,602
Denominator										
Common shares outstanding		100		100		100		99		96
GAAP book value per common share	\$	16.95	5	16.83	\$	17.77	\$	19,36	\$	16.80
Adjusted book value per common share	\$	16.30	\$	16.18	\$	17.19	\$	19.14	\$	16.69
Adjusted book value per common share, including dividends	\$	16.30	5	16.18	\$	17.19	\$	19.98	\$	19.77
Growth in adjusted book value per common share, including di	vidends	vear to de	ate.			17%		16%		-1%

(1) The proforma data as of September 30, 2006 has been derived by application of proforma adjustments related to the internal reorganization and other transactions that were completed in anticipation of and in conjunction with the initial public offering of OneBeacon. See OneBeacon's Prospectus dated November 8, 2006 for a further description of proforma adjustments.

#### White Mountains Insurance Group, Ltd.

Reconciliation of adjusted common equity to GAAP common shareholders' equity (\$ in millions)

Pro Forma 3/31/08 [1] \$ 3,871

locat

goodwill

net unrealized gains from Symetra's fixed maturity portfolio

GAAP common shareholders' equity

adjusted common equity

(30) \$ 4,689

4,713

27 (34) \$ 4,672

4,679

(34) \$ 3,864

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[1] Pro-forma for the repayment of \$375 million of debt and the Berkshire Exchange



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# Appendix - Reconciliation of Non-GAAP Financial Measures

#### White Mountains Insurance Group, Ltd.

Reconciliation of Symetra's adjusted common equity to GAAP common shareholders' equity (\$\forall \text{ in millions, except per share amounts; shares in millions)}

	8	/02/04	12	/31/05	12	2/31/06	1	2/31/07
GAAP common shareholders' equity	\$	1,065	\$	1,405	\$	1,327	\$	1,285
Less: net unrealized gains from fixed maturity portfolio		<u>.                                    </u>		(129)		22	8)	27
adjusted common equity	\$	1,065	\$	1,276	S	1,349	\$	1,312
shares outstanding		93		93		93		93
adjusted book value per share	\$	11.49	\$	13.78	\$	14.56	\$	14.16
annualized growth in adjusted book value per share, inc	luding	dividends						13%



#### White Mountains Insurance Group, Ltd.

Reconciliation of total tangible capital to GAAP capital (\$ in millions)

in millions)		12/31/07		3/31/08	674	ro Forma /31/08 [1]
GAAP common shareholders' equity	\$	4,713	\$	4,679	\$	3,871
minority interest - OneBeacon		517		407		407
debt		1,193		1,666		1,291
preferred stock	10-	250		250		250
total GAAP capital		6,674		7,002		5,819
less:						
net unrealized gains from Symetra's fixed maturity portfolio		6		27		27
goodwill	W	(30)	72	(34)		(34)
total tangible capital	\$	6,649	\$	6,995	\$	5,812
debt to total tangible capital		18%		24%		22%
debt and preferred stock to total tangible capital		22%		27%		27%

[1] Pro-forma for the repayment of \$375 million of debt and the Berkshire Exchange



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# Appendix - Reconciliation of Non-GAAP Financial Measures

#### Investment Return Reconciliation - 2006

total return before pension	8.7%
effect of pension plan return [1]	0.4%
investments - pretax total return	9.1%

	Pre-tax Total Return	Adjusting Items	GA AP Return
fixed income investments	6.5%	-0.6% [2]	5.9%
short-term investments	5.0%	1.1% [3]	6.1%
common stock	20.1%	1.9% [4]	22.0%
other investments	14.5%	2.4% [5]	16.9%
total return before pension	8.7%	-0.5%	8.2%

- [1] Pension plan investments are not included in the calculation of GAAP returns but are included in calculation of pretax total return.
- [2] Difference primarily attributable to classification of convertible securities as fixed income under GAAP and inclusion of interest earned on funds held by ceding companies in GAAP return.
- [3] Difference primarily attributable to inclusion of interest earned on funds held by ceding companies in GAAP return.
- [4] Difference primarily attributable to classification of convertible securities as fixed income under GAAP (for calculation of pre-tax total return, convertible securities are deemed to be common stocks) as well as consolidation of investments held by certain entities we consolidate under FIN 46.
- [5] Difference primarily attributable to consolidation of investments and related returns held by certain entities we consolidate under FIN 46 and treatment of Symetra warrants as investment in affiliate under GAAP.



#### Investment Return Reconciliation - 2007

total return before pension	8.1%
effect of pension plan return [1]	0.2%
investments - pretax total return	8.3%

	Pre-tax Total Return	Adjusting Items	GAAP Return
fixed income investments	7.3%	-0.9% [2]	6.4%
short-term investments	5.7%	-0.5% [3]	52%
common stock	8.8%	0.2% [4]	9.0%
other investments	19.3%	10.4% [5]	29.7%
total return before pension	8.1%	-0.5%	7.6%

- Pension plan investments are not included in the calculation of GAAP returns but are included in calculation of pretax total return.
- [2] Difference primarily attributable to certain foreign currency gains not separately identified in GAAP financial statements (and therefore excluded from GAAP investment return) and inclusion of interest earned on funds held by ceding companies in GAAP return.
- [3] Difference primarily attributable to certain foreign currency gains not separately identified in GAAP financial statements (and therefore excluded from GAAP investment return) and inclusion of interest earned on funds held by ceding companies in GAAP return.
- [4] Difference primarily attributable to classification of convertible securities as common stocks for calculation of pre-tax total return as well as consolidation of investments held by certain entities we consolidate under FIN 46.
- [5] Difference primarily attributable to consolidation of investments and related returns held by certain entities we consolidate under FIN 46 and treatment of Symetra warrants as investment in affiliate under GAAP.



#### Investment Return Reconciliation - 1Q 08

total return before pension	0.8%
effect of pension plan return [1]	0.0%
investments - pretax total return	0.8%
	Pre-tay

	Pre-tax Total Return	Adjusting I tems	GAAP Return
fixed income investments	23%	-0.4% [2]	1.9%
short-term investments	1.0%	-0.3% [3]	0.7%
common stock	-3.8%	-0.2% [4]	-4.0%
other investments	-22%	-1.3% [5]	-3.5%
total return before pension	0.8%	-0.3%	0.5%

- Pension plan investments are not included in the calculation of GAAP returns but are included in calculation of pretax total return.
- [2] Difference primarily attributable to certain foreign currency gains not separately identified in GAAP financial statements (and therefore excluded from GAAP investment return) and inclusion of interest earned on funds held by ceding companies in GAAP return.
- [3] Difference primarily attributable to certain foreign currency gains not separately identified in GAAP financial statements (and therefore excluded from GAAP investment return) and inclusion of interest earned on funds held by ceding companies in GAAP return.
- [4] GAAP returns include the investment assets and returns of certain entities required to be consolidated under FIN 46. For purposes of this presentation, those entities required to be consolidated under FIN 46 are excluded from pretax total return.
- [5] Difference primarily attributable to consolidation of investments and related returns held by certain entities we consolidate under FIN 46 and treatment of Symetra warrants as investment in affiliate under GAAP.



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# Appendix - Reconciliation of Non-GAAP Financial Measures

#### White Mountains Insurance Group, Ltd.

Reconciliation of Esurance's economic combined ratio to GAAP combined ratio

	2003	2004	2005	2006	2007
GAAP combined ratio	120%	102 %	109%	108%	116%
customer acquisition impact [1]	-7%	-6%	-14%	-11%	-12%
operating expense impact [2]	0%	-1%	0%	0%	0%
economic combined ratio	113%	95 %	95%	97%	104%

- [1] GAAP combined ratio requires certain acquisition expenses be deferred and amortized over the term of the policy written. Economic combined ratio instead amortizes such expenses over the term of the policy written and its expected renewals. In addition, economic combined ratio offsets acquisition expenses with revenue Esurance receives when referring business it does not underwrite.
- [2] GAAP combined ratio includes other expenses relating to underwriting policies. Economic combined ratio offsets other expenses with other revenues it receives (i.e., installment fees, policy fees, etc.).

