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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**Current Report**

**Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): September 20, 2013**

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**Donegal Group Inc.**  
(Exact name of registrant as specified in its charter)

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**Delaware**  
(State or other jurisdiction  
of incorporation)

**0-15341**  
(Commission  
file number)

**23-02424711**  
(I.R.S. employer  
identification no.)

**1195 River Road, Marietta, Pennsylvania**  
(Address of principal executive offices)

**17547**  
(Zip code)

**Registrant's telephone number, including area code: 717-426-1931**

**Not Applicable**  
(Former name or former address, if changed since last report)

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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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01. Regulation FD Disclosure.

Beginning on September 20, 2013, our officers will present to various investors and analysts the information attached to this Current Report on Form 8-K as Exhibit 99.1. We incorporate by reference the material information included in our presentation to those investors and analysts in Exhibit 99.1 in this Current Report on Form 8-K.

The information in this Current Report on Form 8-K, including the information in Exhibit 99.1, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or the Exchange Act, or incorporated by reference in any filing under the Securities Act of 1933, as amended, or in any filing under the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits.

<u>Exhibit No.</u>	<u>Exhibit Description</u>
99.1	Investor Presentation.

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 hereunto duly authorized.

DONEGAL GROUP INC.

By: /s/ Jeffrey D. Miller  
Jeffrey D. Miller, Senior Vice  
President and Chief Financial Officer

Date: September 20, 2013

# Pursuing Effective Business Strategy in Regional Insurance Markets

Investor Presentation  
September 2013



# Forward-Looking Statements

The Company bases all statements made in this presentation that are not historic facts on its current expectations. These statements are forward-looking in nature (as defined in the Private Securities Litigation Reform Act of 1995) and involve a number of risks and uncertainties. Actual results could vary materially. Factors that could cause actual results to vary materially include: the Company's ability to maintain profitable operations, the adequacy of the loss and loss expense reserves of the Company's insurance subsidiaries, business and economic conditions in the areas in which the Company operates, interest rates, competition from various insurance and other financial businesses, terrorism, the availability and cost of reinsurance, adverse and catastrophic weather events, legal and judicial developments, changes in regulatory requirements, the Company's ability to integrate and manage successfully the companies it may acquire from time to time and other risks the Company describes from time to time in the periodic reports it files with the Securities and Exchange Commission. You should not place undue reliance on any such forward-looking statements. The Company disclaims any obligation to update such statements or to announce publicly the results of any revisions that it may make to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.

Reconciliations of non-GAAP data are available on the Company's website at [investors.donegalgroup.com](http://investors.donegalgroup.com) in the Company's news releases regarding quarterly financial results.

# Insurance Holding Company with Mutual Affiliate

- Structure provides stability for successful long-term business strategy
- Public company traded on NASDAQ (DGICA/DGICB)
  - Class A dividend yield of 3.7%
  - Class A shares have 1/10 vote; Class B shares have one vote
- Regional property and casualty insurance group
  - 22 Mid-Atlantic, Midwestern, New England and Southern states
  - Distribution force of approximately 2,500 independent agencies
  - \$496 million in 2012 net written premiums, up 9.3% from 2011 (*\$673 million in agency direct written premiums for insurance group\**)
  - Completed ten M&A transactions since 1988
- Rated A (Excellent) by A.M. Best
  - Debt-to-capital of approximately 17%

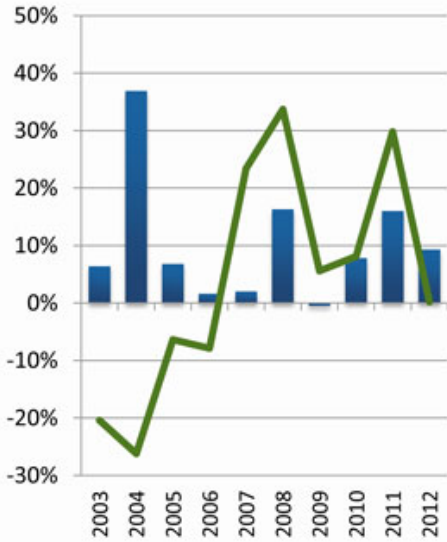
\* Includes Donegal Mutual Insurance Company and Southern Mutual Insurance Company

# Objective: Outperform Industry

## Service, Profitability and Book Value Growth

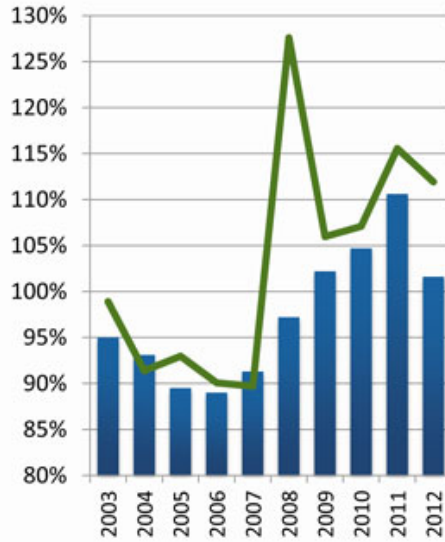
### Change in Net Written Premiums

DGI CAGR: 10% Index CAGR: 2%



### GAAP Combined Ratio

DGI Avg: 97% Index Avg: 103%



### Change in Book Value

DGI CAGR: 7% Index CAGR: N/A



■ Donegal Group      — SNL Small Cap U.S. Insurance Index (average)

# 1H 2013: Strong Growth and Operating EPS\* of 28¢ vs. 30¢ 1H 2012

- 8.2% increase in net written premiums
  - Driven by strong commercial lines growth
- 99.3% statutory combined ratio
  - Measurable progress from rate increases and underwriting initiatives
  - Year-to-date weather losses and large fire losses below prior year level
- Book value per share at \$14.84 vs. \$15.63 at year-end 2012
  - Interest rate driven mark-to-market adjustments lowered book value



**Additional details are available on our website**  
**([investors.donegalgroup.com](http://investors.donegalgroup.com))**

\* Reconciliations and definitions of non-GAAP data are available on the Investors area of our website

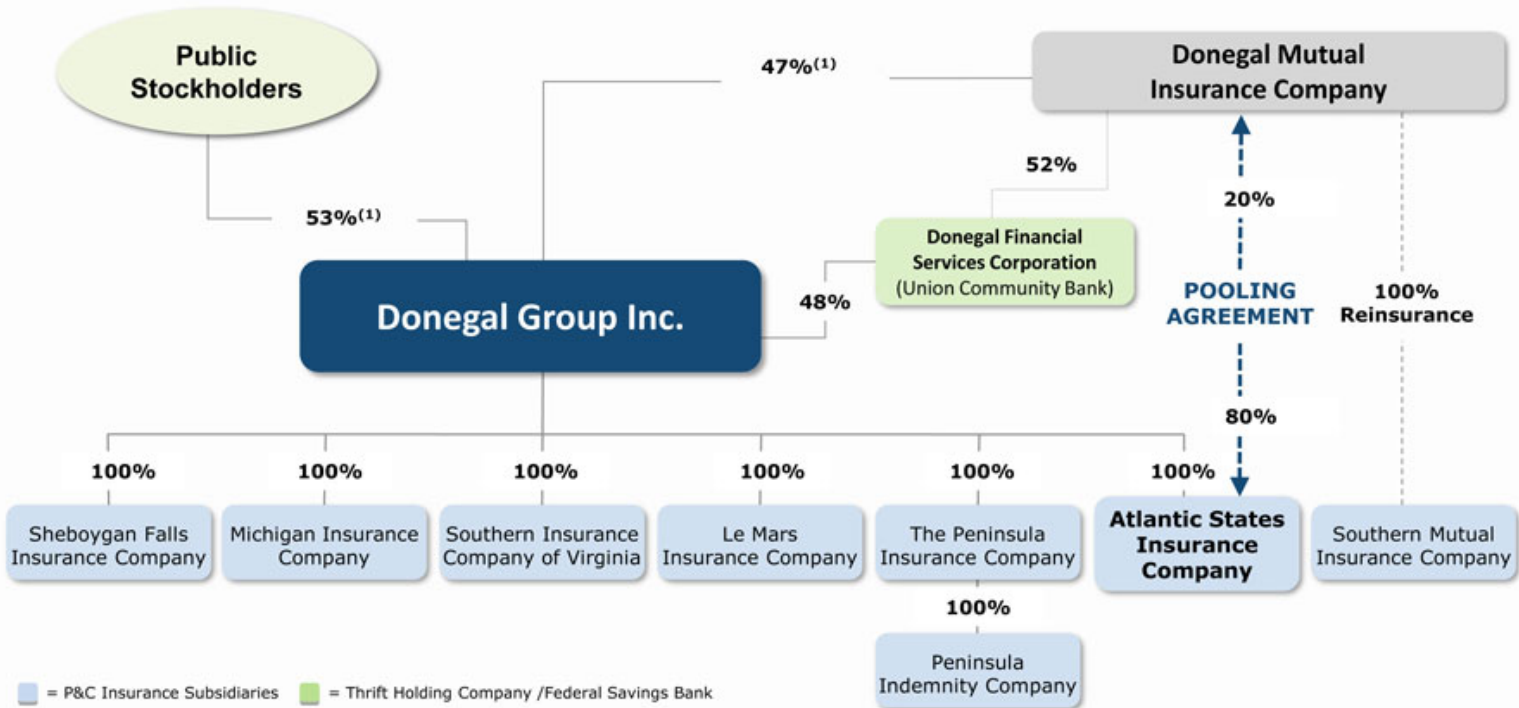


# Achieve Book Value Growth By Implementing Plan

Drive revenues with opportunistic transactions and  
organic growth

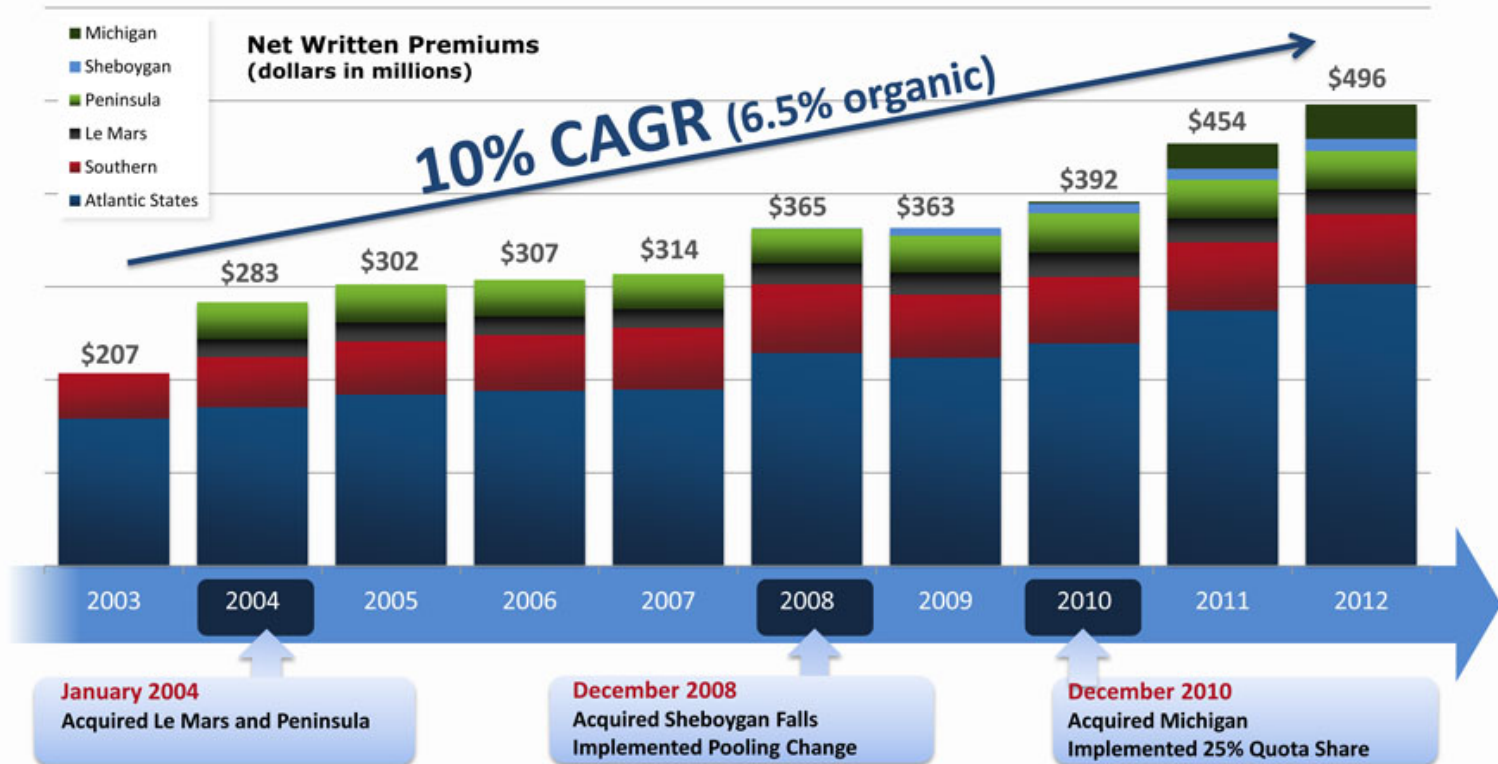
Focus on margin enhancements and investment  
contributions

# Structure Provides Flexibility and Capacity



(1) Because of the different relative voting power of Class A common stock and Class B common stock, public stockholders hold approximately 34% of the aggregate voting power of the combined classes, and Donegal Mutual holds approximately 66% of the aggregate voting power of the combined classes.

# Acquisitions Have Made Meaningful Contribution to Long-term Growth



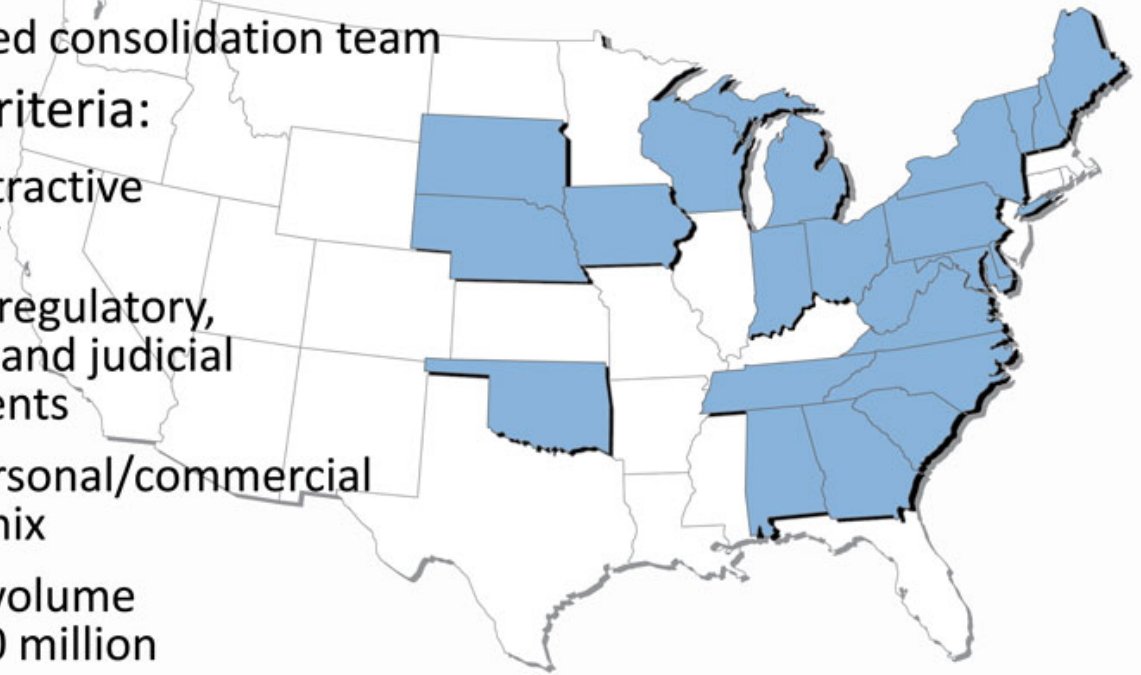
# Acquisition Strategy Drives Geographic Expansion

- 10 M&A transactions since 1988

- Experienced consolidation team

- Acquisition criteria:

- Serving attractive geography
- Favorable regulatory, legislative and judicial environments
- Similar personal/commercial business mix
- Premium volume up to \$100 million



## Example: Southern Mutual Insurance Co.

- Affiliation with Donegal Mutual in 2009
- Donegal Mutual surplus note investment of \$2.5 million
- \$16.8 million in 2012 direct written premiums
- 100% quota share reinsurance with Donegal Mutual
  - SMIC cedes underwriting results to Donegal Mutual
  - Donegal Mutual includes business in pooling agreement with Atlantic States (80% of SMIC business to Donegal Group)
- Expanded market presence in Georgia and South Carolina
- Serves as model for mutual-to-mutual affiliations

# Example: Michigan Insurance Company

- Attractive franchise acquired in 2010
- Potential for increased premium contribution
- Track record of profitability
- Provided entry into new state as part of Midwest expansion strategy
  - Capable management team
  - Quality agency distribution system
  - Diversified mix of business

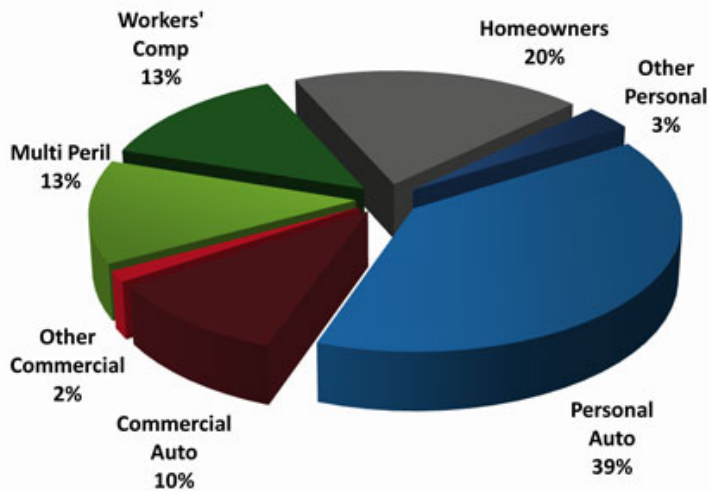
(Dollars in millions)	2010 (under prior owner)	2011	2012	2013
Direct written premiums	\$105	\$108	\$111	\$115**
External quota share	75%	50%	40%	30%
Ceded to Donegal Mutual*	N/A	25%	25%	25%
Retained by MICO	25%	25%	35%	45%
Included in DGI NPW	N/A	\$46	\$57	\$68**
Statutory combined ratio	97%	95%	94%	N/A

\* Premiums ceded to Donegal Mutual are included in pooling agreement with Atlantic States (80% to DGI)

\*\* Projected based on estimated 2013 growth rate

# Business Mix Offers Broad-based Opportunities

## Net Written Premiums by Line of Business (December 31, 2012)



- Commercial lines = 42% of NWP in 1H 2013
  - Commercial lines renewal premiums increases in 5-8% range
  - Ongoing emphasis on new business growth in all regions
- Personal lines = 58% of NWP in 1H 2013
  - Rate increases in 3-10% range
  - Minimal exposure growth other than MICO premiums retained

# Organic Growth Centered on Relationships with ~2,500 Independent Agencies

- Ongoing objectives:
  - Achieve top three ranking within appointed agencies in lines of business we write
  - Leverage “regional” advantages and maintain personal relationships as agencies grow and consolidate
- Continuing focus on commercial lines growth in 2013:
  - Emphasize expanded commercial lines products and capabilities in current agencies
  - Appoint commercial lines focused agencies to expand distribution in key geographies
  - Strengthen relationships with agencies appointed in recent years



# Best-In-Class Technology and Agent Support

## Personal Lines

- Donegal offers state-of-the-art quoting and underwriting capabilities

## Commercial Lines

- Donegal offers web-based underwriting system with automated rating and underwriting



Mobile App

**Service  
Center**

**ImageRight**

**ClaimCenter**

**Call  
Center**

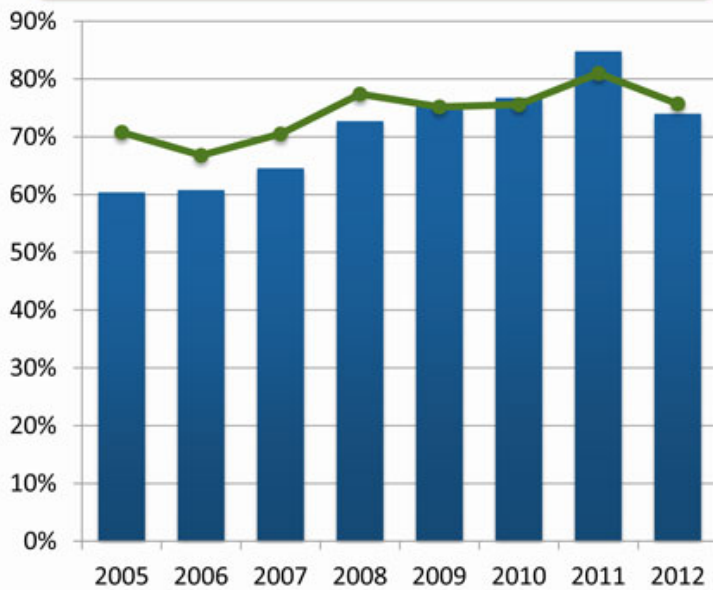
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Drive revenues with opportunistic transactions and organic growth

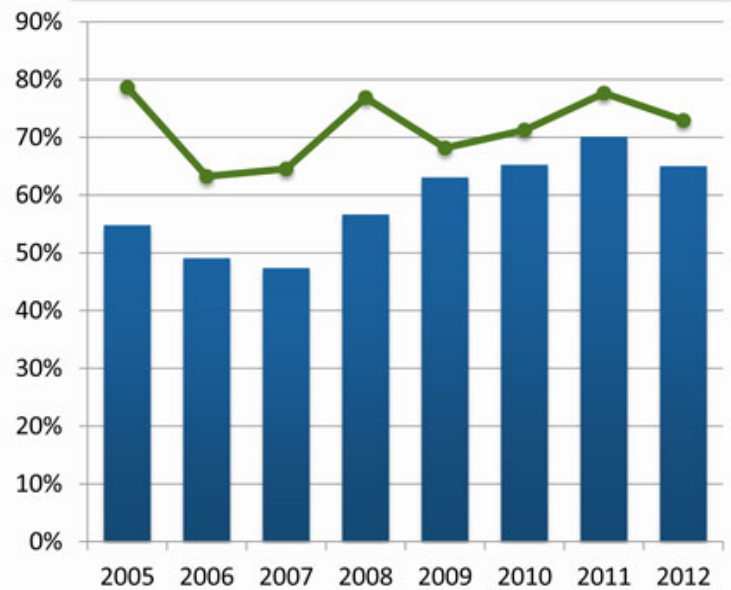
Focus on margin enhancements and investment contributions

# Remain Focused on Underwriting to Best Leverage Rate Increases

## Personal Lines Loss Ratio



## Commercial Lines Loss Ratio



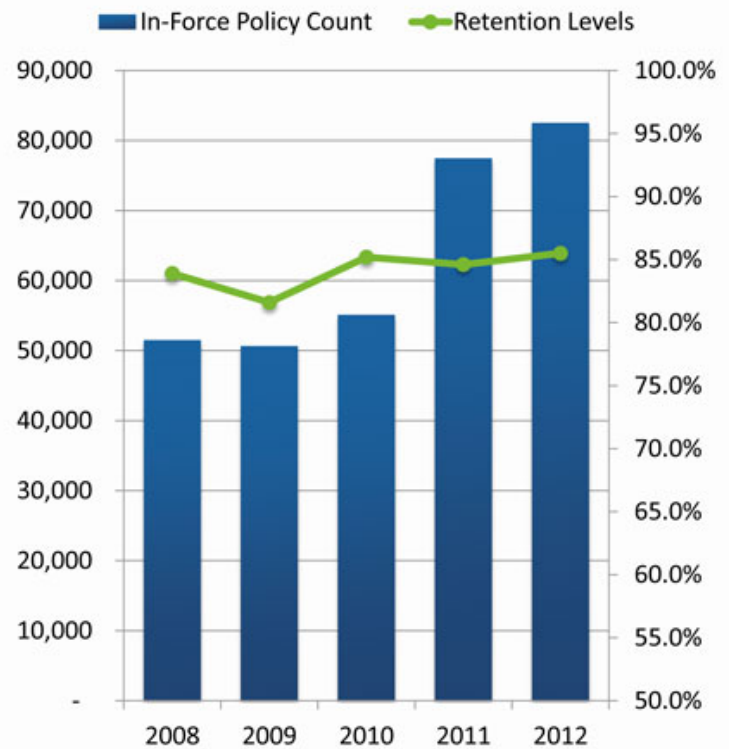
■ Donegal Insurance Group (SNL P&C Group)
 —●— SNL P&C Industry (Aggregate)

## Focus on Underwriting Profitability

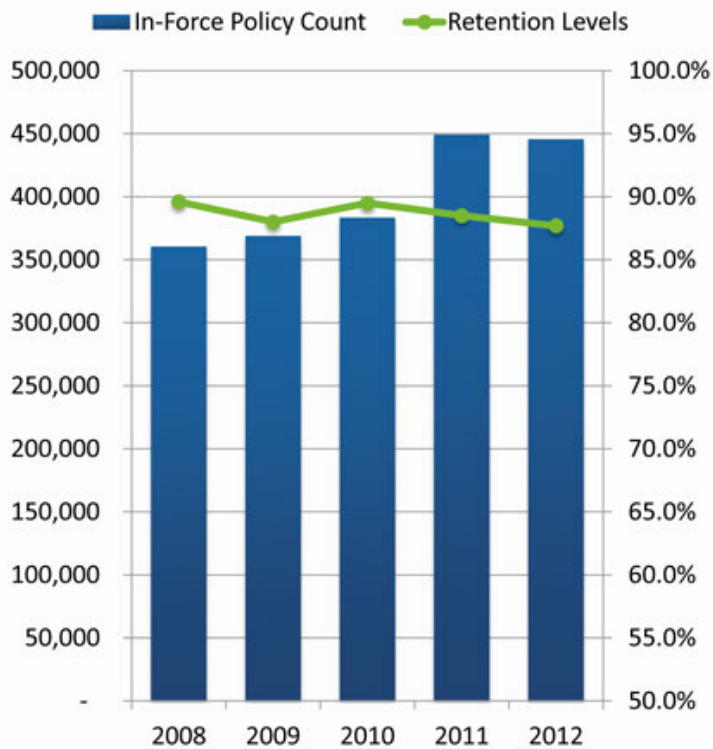
- Sustain pricing discipline and conservative underwriting
- Manage exposure to catastrophe/unusual weather events
  - Purchase reinsurance coverage in excess of a one-in-200 year event
- Link employee compensation directly to underwriting performance
- Focus on rate adequacy and pricing sophistication
- Leverage centralized oversight of regional underwriting
- Emphasize IT-based programs such as automated decision trees and predictive modeling

# Emphasize Growth in More Profitable Commercial Lines

- Introduce core Donegal products in new regions
- Growth focus on accounts with premiums in \$10,000 to \$75,000 range
- Expand appetite within classes and lines already written
  - Add related classes
  - Appropriately use reinsurance



# Focus on Margin Improvement in Personal Lines



- Acquired companies weighted to personal lines
- Focus on the preferred and superior risk markets
- Rate increases in virtually every jurisdiction
- New and renewal inspection and renewal re-tiering
- Seek geographic spread of risk
- Balance portfolio (auto/home)

# Employ Sophisticated Pricing and Actuarial Tools

- Predictive modeling tools enhance our ability to appropriately price our products
  - Sophisticated predictive modeling algorithms for pricing/tiering risks
  - Territorial segmentation and analysis of environmental factors that affect loss experience
  - Exploring tools that allow consideration of vehicle-specific data in pricing
- External information sources allow us to develop price optimization strategies
- Formal schedule of regular rate adequacy reviews for all lines of business, including GLM analysis on claim costs and agency performance
- Currently evaluating usage-based insurance tools

# Maintain Reserve Adequacy to Support Margin Expansion

- Reserves at \$251 million at year-end 2012
  - Midpoint of actuarial range
  - Conservative reinsurance program limits volatility
- Emphasis on faster claims settlements to reduce longer-term exposures

## Established Reserves at Year-end

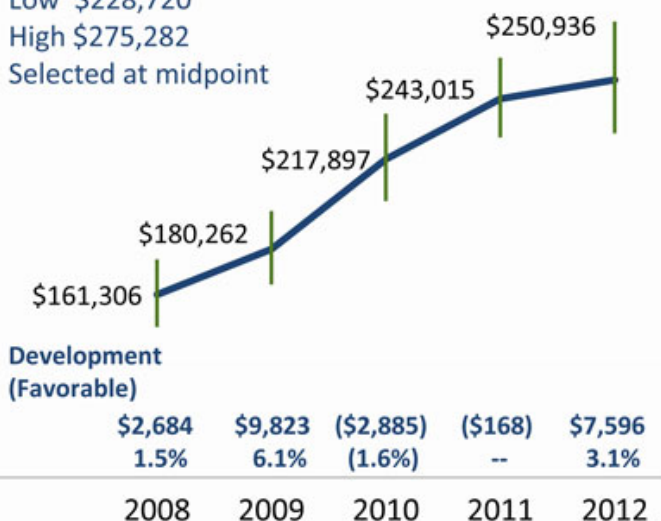
(dollars in thousands, net of reinsurance)

### Reserve Range at 12/31/2012

Low \$228,720

High \$275,282

Selected at midpoint



### Development (Favorable)

\$2,684	\$9,823	(\$2,885)	(\$168)	\$7,596
1.5%	6.1%	(1.6%)	--	3.1%

2008	2009	2010	2011	2012
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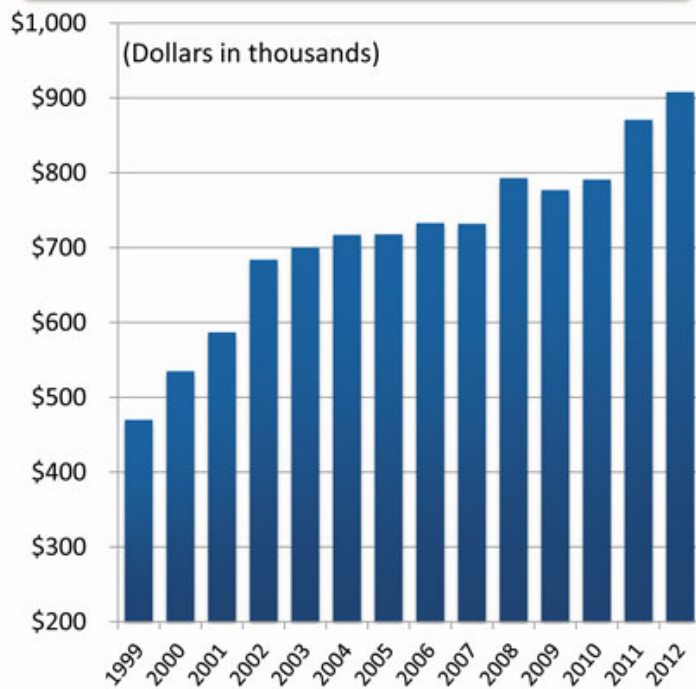
Values shown are selected reserves

Vertical bars represent actuarial ranges



# Drive Increased Efficiency with Automation

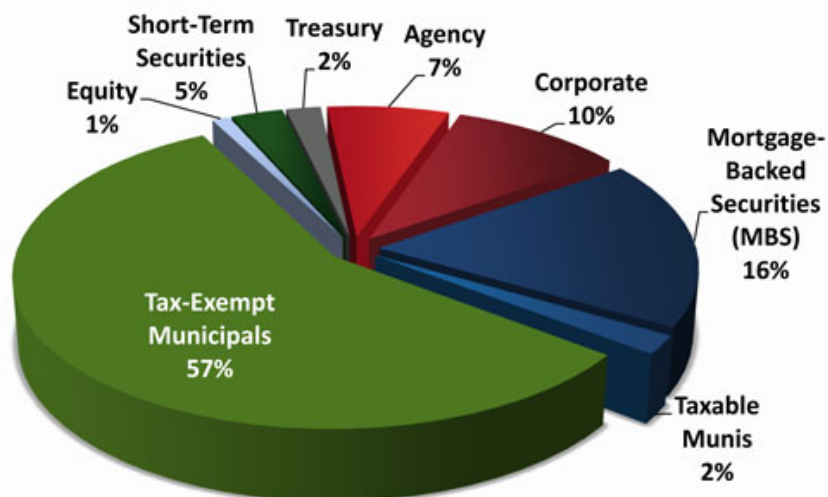
## Direct Premiums per Employee



- Current infrastructure can support premium growth
- Premiums per employee rising due to underwriting systems
- Claims system allows more rapid and efficient claims handling
- Mutual structure provides opportunities for operational and expense synergies
- Statutory expense ratio of 29.3% for 2012 vs. 29.0% for 2011

# Maintain Conservative Investment Mix to Minimize Risk

**\$769 Million in Invested Assets\***  
(as of December 31, 2012)



- 92% of portfolio invested in fixed maturities at June 30, 2013
  - Effective duration = 5.6 years
  - Tax equivalent yield = 3.4%
- Emphasis on quality
  - 86% AA-rated or better
  - 98% A-rated or better
- Liquidity managed through laddering

\* Excluding investments in affiliates

# Donegal Financial Services Corporation

## Bank Investment = 5% of Invested Assets

- DFSC owns 100% of Union Community Bank
  - Serves Lancaster County (location of Donegal headquarters)
- Expanded to 13 branches via acquisition in May 2011
  - Added scale to banking operation
  - Enhanced value of historic bank investment
  - Increased potential for bottom-line contribution
- DGI owns approximately 48% of DFSC
  - 52% owned by Donegal Mutual
- Union Community Bank is financially strong and profitable

# Union Community Bank is Financially Strong and Profitable

- First half 2013 results:
  - \$514.9 million in assets at June 30, 2013
  - \$3.8 million in net income
- Excellent capital ratios at June 30, 2013:

Tier 1 capital to average total assets	15.40%
Tier 1 capital to risk-weighted assets	22.89%
Risk-based capital to risk-weighted assets	25.01%

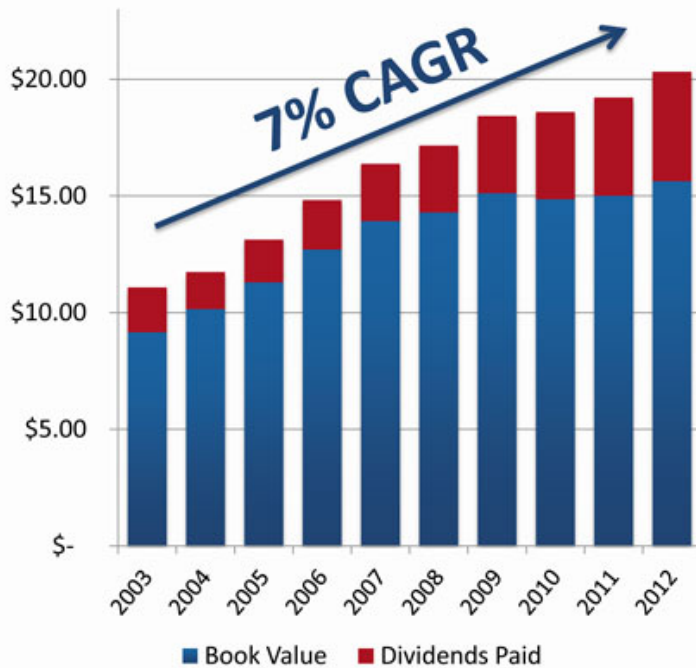
# Achieve Book Value Growth By Implementing Plan

Drive revenues with opportunistic transactions and organic growth

Focus on margin enhancements and investment contributions

# Strong Capital + Solid Plan to Drive Results

## Book Value Plus Cumulative Dividends



- Rated A (Excellent) by A.M. Best
  - Debt-to-capital of approximately 17%
  - Premium-to-surplus of approximately 1.4-to-1
- Dividend yield of 3.7% for Class A shares
- New authorization for repurchase of up to 500,000 shares of Class A common stock

# Structure Provides Stability to Pursue Successful Long-Term Business Strategy

- Regional property casualty insurance company
  - Insurance holding company with mutual affiliate
- Objective to outperform industry in service, profitability and book value growth
- Drive revenues with opportunistic transactions and organic growth
  - 10% CAGR in net written premiums since 2002
- Focus on margin enhancements and investment contributions

# Supplemental Information





# History of Contributing Transactions

Company	Le Mars	Peninsula	Sheboygan	Southern Mutual	Michigan
Year Acquired	2004	2004	2008	2009	2010
Company Type	Mutual	Stock	Mutual	Mutual	Stock
Primary Product Line	Personal	Niche	Personal	Personal	Pers./Comm.
Geographic Focus	Midwest	Mid-Atlantic	Wisconsin	Georgia/ South Carolina	Michigan
Transaction Type	Demutualization	Purchase	Demutualization	Affiliation	Purchase
Net Premiums Acquired	\$20 million	\$34 million	\$8 million	\$11 million	\$27 million*
Acquisition Price	\$4 million	\$24 million	\$4 million	N/A	\$42 million
Avg. Growth Rate**	4%	3%	13%	N/A	N/A
Avg. Combined Ratio**	93%	93%	106%	106%	95%

\* Michigan's direct premiums written were \$105 million in 2010

\*\* Since acquisition

# Net Premiums Written by Line of Business

(in millions)	Q2 13	Q1 13	Q4 12	Q3 12	Q2 12	Q1 12	Q4 11	Q3 11
<b>Personal lines:</b>								
Automobile	\$50.2	\$48.6	\$45.6	\$51.4	\$50.2	\$48.0	\$44.6	\$49.5
Homeowners	29.1	21.9	22.3	27.6	27.0	20.2	22.3	24.4
Other	4.3	3.4	4.0	4.2	4.2	3.7	3.8	3.9
Total personal lines	83.6	73.8	71.9	83.1	81.4	71.9	70.7	77.8
<b>Commercial lines:</b>								
Automobile	15.7	15.5	12.0	12.5	14.0	12.9	10.6	10.9
Workers' compensation	19.7	23.2	14.3	16.1	16.3	18.6	11.0	12.4
Commercial multi-peril	20.0	19.7	14.7	15.9	17.4	16.4	13.4	13.6
Other	1.6	0.3	1.8	1.7	2.0	1.5	2.0	1.5
Total commercial lines	57.0	58.6	42.8	46.2	49.7	49.4	37.0	38.4
<b>Total net premiums written</b>	<b>\$140.6</b>	<b>\$132.5</b>	<b>\$114.7</b>	<b>\$129.3</b>	<b>\$131.1</b>	<b>\$121.3</b>	<b>\$107.7</b>	<b>\$116.2</b>

# Combined Ratio Analyses

(percents)	Q2 13	Q1 13	Q4 12	Q3 12	Q2 12	Q1 12	Q4 11	Q3 11
<b>Stat Combined Ratios:</b>								
Personal lines	100.2	98.1	108.9	101.3	108.4	101.6	116.7	115.4
Commercial lines	101.4	98.4	88.5	91.4	95.1	88.8	105.5	101.4
Total lines	100.6	98.0	101.2	97.6	103.5	96.9	112.8	110.5
<b>GAAP Combined Ratios (total lines):</b>								
Loss ratio (non-weather)	63.1	64.1	68.2	58.6	63.8	62.3	71.6	70.8
Loss ratio (weather-related)	7.4	4.5	3.9	9.3	9.6	4.5	10.6	11.6
Expense ratio	32.3	30.7	29.3	31.4	31.9	32.4	30.5	30.0
Dividend ratio	0.3	0.4	0.3	0.3	0.1	0.2	0.5	0.2
Combined ratio	103.1	99.7	101.7	99.6	105.4	99.4	113.2	112.6
<b>GAAP Supplemental Ratios:</b>								
Fire losses greater than \$50,000	4.4	6.5	5.5	5.5	5.9	2.9	6.0	7.5
Development (savings) on prior year loss reserves	3.7	1.5	1.6	2.4	1.9	0.4	2.2	(0.5)

# Pursuing Effective Business Strategy in Regional Insurance Markets

For Further Information:

Jeffrey D. Miller

Senior Vice President and Chief Financial Officer

Phone: (717) 426-1931

E-mail: [investors@donegalgroup.com](mailto:investors@donegalgroup.com)

Website: [investors.donegalgroup.com](http://investors.donegalgroup.com)



**DONEGAL**<sup>®</sup>  
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