# AMP Reinsurance Facility



### Maiden Re



- Maiden Re is a Subsidiary of Maiden Holdings, Ltd., a Bermuda Domiciled Holding Company with Total Operating Capital in Excess of \$1.55 Billion as of 9/30/2016.
- A (Excellent) Rating from A.M. Best
- Highly Experienced Underwriting Staff, with on Average, over 20 Years of Experience
- Major Lines of Business Include:
  - Standard Property & Casualty
  - Workers Compensation
  - Facultative & Programs
  - Alternative Risk
  - Accident & Health

### AMP (Automated Modeling & Pricing)



- Reinsurance Pricing & Underwriting Tool Provided to the Ceding Company Underwriter's Affording Them the Ability to Rate, Quote and Bind Individual Risks Based on Preset Guidelines
- Risks are Bound Through a Bordereau Submitted by the Ceding Company to Maiden Re
- A Certificate Number is Issued for Each Risk
- Available for Workers' Compensation and Automobile Liability

### **Benefits to Ceding Company**



- Streamlined Reinsurance Process
  - Ability to obtain a Real-Time Reinsurance Quote Within Minutes
  - 24/7 Access to AMP Web platform
  - No Need for Submissions
- Clear Underwriting Guidelines
  - Pre-established Guidelines Set Through a Collaboration Between Maiden Re and the Ceding Company
- Ease of Use
  - AL and WC Data is Entered Via a Web Based Platform
  - Streamlined Data Entry required to Obtain a Quote
  - Required Underwriting information Can Be Cut and Pasted if Already in an Excel Format.
- Flexibility
  - Several Different Layers May Be Requested and Viewed at the Same Time to Assess the Best Fit for the Insured.
  - Layers Can Be Shared with Maiden Re or Reinsured 100% Providing Ceding Company Has Risk Participation Elsewhere.

## Benefits to Ceding Company (Continued)



### • Trust

- With a Total Reinsurance Premium Written of \$1 Million, the Ceding Company Will Have the Ability to Secure Their Reinsurance with the Maiden Re Dedicated Financial Trust<sup>®</sup>.
- Consistent Claims Handling
  - Each Risk is Given an Individual Certificate Number.
  - No Need to Search for a Particular Risk Among the Many Accounts in a Typical Program or Treaty When a Claim Requires Handling.
- Commitment to Service
  - Assignment of Lead Underwriter and Backup Underwriter for Referrals.
  - Underwriter Assignments Ensure the Best Possible Working Relationship with the Ceding Company & their Underwriters.
  - Most Referrals Have Same-Day Turnaround Time.
- Better Reinsurance Coverage
  - Unlike Most Programs or Treaties, the AMP Facility Utilizes Facultative Certificate Language including one limit for ECO/XPL.

### Benefits to Ceding Company (Continued)



- Commercial Auto Underwriting Tools
  - Central Analysis Bureau Risk Information
    - Contains Financial, Operational and Safety History
    - Tracks Vehicle Inspections
  - Experian Credit Reports Available via portal.
- Worker's Compensation Underwriting Tool
  - Valen Analytics
  - Experian
- Simplified Accounting
  - Using a Monthly or Quarterly Bordereau, Reinsurance Can Be Bound and Paid, with appropriate Certificate and Policy Numbers referenced.

### AMP - CAB Integration



	Summary	<b>Basic Information</b>	Vehicle Distribution	Geograph	ic Distribution	САВ	Price	Doc	s		
		•					Accid	ents	-		
						Fatal:	0				
			NALYSIS								
		BU	JREAU			. 3					
Search on	DOT No. 🔻	123456		Search		Tow:	0				
	Name		SAMPLE TRANSPORT INC			J Ratio:	11.11				
							Inspe	ections	;		
	DBA	:				Total:					
	Address	: 1234 MAIN STREE	Г			Total.				National	
	City	: SAGINAW				т	otal	005	00S (%)	Nationa Avg(%)	
	State	: MI			Vehicle		53	6	11.32	20.72	
	Zip	: 48601-9695			Driver		88	1	1.14	5.51	
	Date	: 4/30/2013			Hazmat		40	2	5.00	4.50	
				<b>Basic Categories</b>				ores	Over Threshold		
	Mileage				Unsafe Drivir	ng	61	3.20		Y	
	Mileage Year	: 2012			HOS	2	20	).60		N	
	Fleet Size	: 27			Vehicle		24.70		N		
	Drivers	: 27			Maintenance						
	Operation	: Interstate					CAB	Rating			
Цэ	zardous Material				Score:		SATIS	FACTO	RY		
na		-				Date:	9/16	/2013			
	Passenger	: N									
		ISS-D Rating					Safet	y Rati	ng		
	Score	: 56				Score:	: Satisfactory				
	Source	: Safety				Date:	5/20	/2008			
	Date	: 8/5/2013					L				
	Date	-, 5, 2020									
			Download Report	Cano	rel	**					
P Reinsurance Facility		Previous				Next					

### AMP - Experian Integration



#### Intelliscore Plus - CROCKER INDUSTRIES

Suboode: 123456 Transaction number: C777888999

Search Inguiry: crocker industries / new york / michael rogers / 123 main / hometown / NY / 60876 Model Description: Intelliscore Plus V2

#### Intelliscore Plus<sup>sm</sup>

Years on File: SIC Code: Tax ID:

Owner/Guarantor SSN:

Business Identification Number: Full Report Number:

Ordered: 10/05/20XX 10:51:41 PDT

#### Identifying Information

CROCKER INDUSTRIES 789 1ST STREET NEW YORK, NY 54392

MICHAEL ROGERS 123 MAIN HOMETOWN, NY 50875

(800) 555-1212

#### **Blended Model**

Intelliscore Plus predicts the likelihood of serious credit delinquency within the next 12 months based on business and/or owner/guarantor risk factors. Higher scores indicate lower risk.



This score predicts the likelihood of serious credit delinquencies for this business within the next 12 months. Payment history and public record along with other variables are used to predict future risk. Higher

LOW - MEDIUM RISK

Risk Class: 2

The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

Experian

A world of insight

11 (FILE ESTABLISHED 11/1997)

GROCERIES & RELATED PROD, NEC - 5149 55-1234567

555712456 FR-1666555444

Factors Lowering the Score BALANCE OF COMMERCIAL ACCOUNTS AT WORST DELINQUENCY UNPAID COMMERCIAL COLLECTION ACCOUNTS

PERCENT OF DELINQUENT COMMERCIAL ACCOUNTS

scores indicate lower risk

PERCENT OF SERIOUSLY DELINQUENT COMMERCIAL ACCOUNTS

#### All Industry Risk Comparison

When compared to all businesses, 53% of businesses indicate a higher likelihood of severe delinquency than this business.

Action or risk based on your company's specific score thresholds: APPROVE LINE OF CREDIT UP TO \$25,000

Busines	s Information - CROCH	CER INDUSTRIES	
Business Credit Information		Business Legal Filings and Collections	
Current Days Beyond Terms (DBT):	3	Bankruptcy filings:	0
Monthly average DBT:	4	Tax lien filings:	0
Highest DBT previous 6 months:	6	Judgment filings:	0
Highest DBT previous 5 quarters:	17	Total collections:	0
Total continuous trades:	23	Sum of legal filings:	\$0
Current continuous trade balance:	\$348,600	UCC filings: details (FILED 02/06)	1
Trade balance of all trades (44):	\$365,700	Cautionary UCC filings present?	No
Average balance previous 5 guarters:	\$192,240		
Highest credit amount extended: details	\$100,000		
6 month balance range:	\$190,700 - \$368,900		

### Valen - Insure Right Report



### Valen InsureRight® Report - Workers Compensation

Powered by Vale	en Analytics		
Report ID:	314823	Date Ordered:	Jan 26, 2015
Policy Reference: Policy Effective Date: New or Renewal: Insured Name: Policy Address:	22565423 Sep 16, 2014 New Excel Executive Services 123 main Jacksonville, FL 32222	E-Mod: Expiring Term Claim Count: 2 Year Claim Count: 3 Year Claim Count:	.85 4 2 1
Underwriting Risk			
	Risk Score	Interpretati	on
1 2 3 4 Lower Underwriting Risk	5 6 7 8 9 10 Higher Underwriting Risk Relative Importance ▲ Claim History ♥ Policy Size to Claim ▲ Regional Loss Ratio ▲ Recent Claim Freque	History	
Misclassification of E Miscla 10	xposure ssification Score High Misclass		act Score eutral remium
Misclas	sification Interpretation	Premium Impact In	terpretation

Policy Premium

Premium impact due to exposure misclassification is generally

**Relative Importance of Premium Impact Factors** 

Policy Loss Cost Weighting vs. Gov Class Average: Single-Class

Exposure Weighting Across Lower Loss Cost Classes

Policy Loss Cost Weighting vs. Gov Class Average: Multi-Class

Neutral Premium between -\$23 and \$71

Standard Exception Class Exposure Weighting

#### Valen InsureRight® Report - Workers Compensation Powered by Valen Analytics

#### **Excel Executive Services**

Class Code	Governing	Class Description	Payroll	% of Total Payroll
FL 5606	Yes	CONTRACTOR-PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER OR CONSTRUCTION SUPERINTENDENT(N/A AK, MA, MT, OR)	\$1,350,000	64%
GA 5606		CONTRACTOR-PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER OR CONSTRUCTION SUPERINTENDENT(N/A AK, MA, MT, OR)	\$560,000	27%
FL 8810		CLERICAL OFFICE EMPLOYEES NOC	\$125,000	6%
FL 8742		SALESPERSONS OR COLLECTORS-OUTSIDE(N/A MA)	\$60,000	3%

#### ValenNetworks® Audit Results

Governing Class Swap Results

Class Code	Governing	Class Description	% of Occurrence	% Premium Impact
5606	Yes	CONTRACTOR-PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER OR CONSTRUCTION SUPERINTENDENT(N/A AK, MA, MT, OR)	76.75%	-0.5%
5645		CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	6.95%	35.9%
5403		CARPENTRY-NOC	2.96%	39%
5437		CARPENTRY-INSTALLATION OF CABINET WORK OR INTERIOR TRIM	1.6%	18.14%
5221		CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS & DRIVERS(N/A MA)	1.07%	42.34%
6217		EXCAVATION & DRIVERS NOC	0.89%	30.11%
5474		PAINTING OR PAPERHANGING NOC & SHOP OPERATIONS, DRIVERS.	0.67%	29.46%
OTHR			9.09%	22.01%

#### Companion Class Results

Class Code	Governing	Class Description	% of Occurrence	Average % of Total Payroll
5606	Yes	CONTRACTOR-PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER OR CONSTRUCTION SUPERINTENDENT(N/A AK, MA, MT, OR)	100%	44%
8810		CLERICAL OFFICE EMPLOYEES NOC	83%	31%
5645		CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	40%	9%
8742		SALESPERSONS OR COLLECTORS-OUTSIDE(N/A MA)	34%	20%
5403		CARPENTRY-NOC	25%	9%
5437		CARPENTRY-INSTALLATION OF CABINET WORK OR	16%	8%
5474		PAINTING OR PAPERHANGING NOC & SHOP OPERATIONS, DRIVERS.	13%	5%
5221		CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS & DRIVERS(N/A MA)	12%	6%

% exposure misclassified for bin 10 generally exceeds 15%

**Relative Importance of Misclassification Factors** 

Policy Weighted Average Loss Cost Relative to Governing

Combined Weighted Average Hazard Score

NCCI Governing Industry Group

Class Count

Governing State

Class Loss Cost

# Auto Liability Guidelines/Parameters



- Scheduled Debiting and Crediting Allowed on a Monitored Basis
- Loss Experience / Large Losses
- Excluded and Restricted Classes
- Can Be Modified to Suit Ceding Company's Needs
- Premium Size Larger Accounts May Be Considered Using a Loss Rated Approach

### WC Guidelines/Parameters



- Scheduled Debiting and Crediting Allowed on a Monitored Basis
- Loss Experience / Large Losses
- Experience Mods
- Excluded and Restricted Classes
- Can Be Modified to Suit Ceding Company's Needs
- Premium Size Larger Accounts May Be Considered Using a Loss Rated Approach

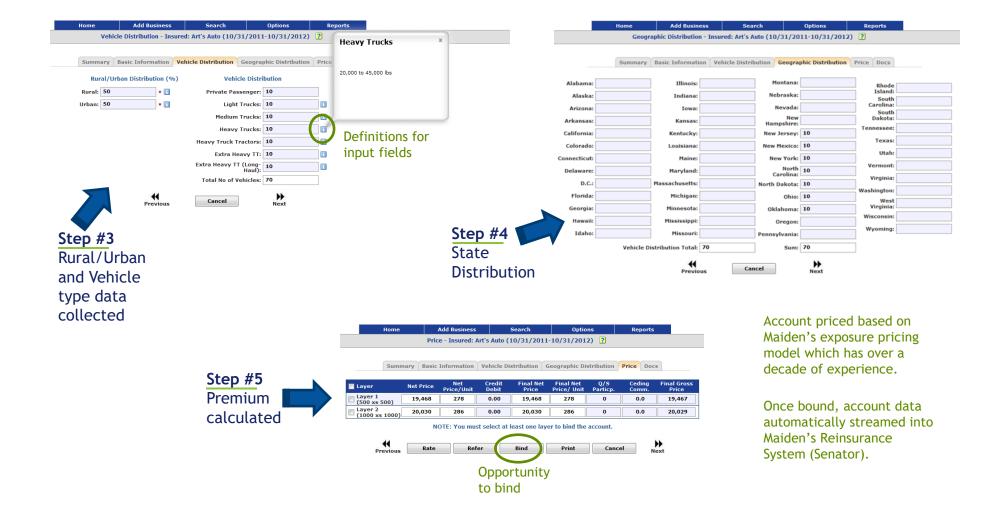
### AMP - Auto Example



MAIDEN RE		
	Home Add Business Search Options Reports Add Business ?	Randy Ramczyk   L
Step #1 Underwriter enters basic account	Basic Information Name: Art's Auto * Cedent Ref: Effective Date : 10/31/2011 [66]* Expiration Date: 10/31/2012 [66]* Line of Business: Commercial Auto *	
information	Business Type: Commercial v * 👔 Continue Cancel	
MaidenRe - Basic Information - Insured: Art's Aut	Business Type: Commercial	🚔 * 🗟 * 🗆 🖶 * Page * Safety * Too
Information	Business Type: Commercial    Continue Cancel  Home Add Business Search Options Reports	û v 🗔 v ⊡ 👼 v Page v Safety v Tool
taidenRe - Basic Information - Insured: Art's Aut	Business Type: Commercial	
AsidenRe - Basic Information - Insured: Art's Aut MAIDEN RE delines I USER GUIDE Lidelines and	Business Type: Commercial    Continue Cancel  Home Add Business Search Options Reports	
VaidenRe - Basic Information - Insured: Art's Aut MAIDEN RE delines   USER GUIDE Uidelines and User Guide	Business Type:       Commercial       • • • • • • • • • • • • • • • • • • •	Randy Ramczyk   Lo
MaidenRe - Basic Information - Insured: Art's Aut MAIDEN RE Medines I JISER GUIDE Uidelines and User Guide re available on	Business Type:       Commercial       • * •         Continue       Cancel	Randy Ramczyk   La
MaidenRe - Basic Information - Insured: Art's Aut	Business Type:       Commercial       • * •         Continue       Cancel	Randy Ramczyk   Lo

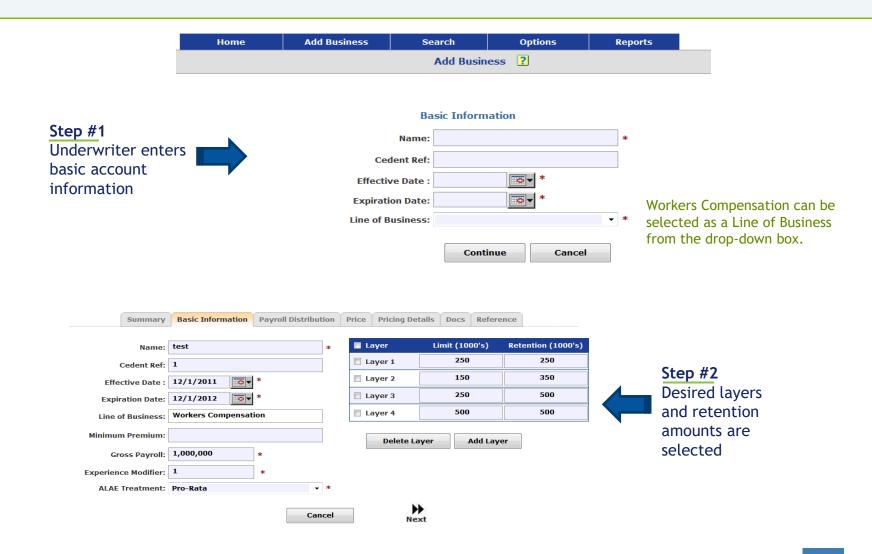
### AMP - Auto Example (Continued)





### AMP - WC Example





# AMP - WC Example (Continued)



	State Class Code	Payroll Enter State, Code and Pay	roll or Upload Spreadsheet
		Gross Payroll:	1,000,000
		Payroll Distribution Total:	0
		Rows Entered:	0
		Upload Document:	Browse
Step #3 Payroll Distribution		Add Rows Uplo Previous Add Rows Uplo You may download the s clicking on the icon to the upload the payroll distrib Can search for class codes based on description of	spreadsheet template by Bulk upload option
		the class.	
Summary Basic Informa	tion Payroll Distribution Price Pricing	Details Docs Reference	

Layer	Net Price	Credit Debit	Final Net Price	Final Net Price/ \$100	Q/S Particp.	Ceding Comm.	Final Gross Price	
Layer 1 (250 xs 250)								_
Layer 2 (150 xs 350)								Step #4
Layer 3 (250 xs 500)								Premiun
Layer 4 (500 xs 500)								calculat

Rate Print Cancel ) Next

### **Bordereau Information**



- Policy / Reference Number
- Named Insured
- Effective and Expiration Dates
- Policy Deductible / SIR
- Layer Amount / Attachment Point
- Unmodified Layer Premium
- Premium Modifier
- Modified Premium
- ALAE Treatment
- Payroll by Location (for A.M. Best Cat Tracking Compliance)

### **Initial Information Needed**



- Ceding Company Underwriting Guidelines
- Estimated Premium
- Anticipated Reinsurance Needs
  - Average Needed Layers
  - Estimated Premium
  - Requested Participation
  - Capacity Requested
  - Treatment of ALAE
- Loss History / Loss Ratios
- Financials
- Any Information Particular to Ceding Company

### **Reporting** - YOY Automobile Liability





### XYZ Ceding Company

Total Net Premium	3,388,140	Top 10 State Veh	iclo Distributi	0.0
Total Gross Premium	4,689,706	Top To State ven		on
No. of Accounts	99	States	IN         1,340           X         933           N         637           VI         522           VH         445           IC         350           L         293           TT         276           CO         229           ID         210           Op 10 States         5,235	%
Total No. of Vehicles	7,369	MN	1,340	18%
Avg. Account Net Prem.	34,224	ТХ	933	13%
Total Avg. Mod Factor	1.35	IN	637	9%
Avg. Per Unit Rate (Net)	460	WI	522	7%
Avg. Fleet Size	74	ОН	445	6%
Private Passenger	244	NC	350	5%
Light Trucks	687	AL	293	4%
Medium Trucks	120	UT	276	4%
Heavy Trucks	383	со	229	3%
Heavy Truck Tractors	302	ND	210	3%
Extra Heavy TT	3,476	Top 10 States	5,235	71%
Extra Heavy Long Haul	2,157	All Other States	2,134	29%
# Of Vehicles	7,369	All States	7,369	100%

Total Net Premium	3,029,829	Top 10 State Veh	iclo Distributi	0.0	
Total Gross Premium	4,217,187	Top To State Ven		UII	
No. of Accounts	104 States		Qtv	%	
Total No. of Vehicles	7,754	MN	1,389	18%	
Avg. Account Prem.	29,133	ОН	699	9%	
Total Avg. Mod Factor	1.32	WI	644	8%	
Avg. Per Unit Rate (Net)	391 NC		572	7%	
Avg. Fleet Size	75	ТХ	444	6%	
Private Passenger	275	AL	408	5%	
Light Trucks	583	ND	324	4%	
Medium Trucks	71	IL	317	4%	
Heavy Trucks	73	IN	307	4%	
Heavy Truck Tractors	105	CA	294	4%	
Extra Heavy TT	4,688	Top 10 States	5,398	70%	
Extra Heavy Long Haul	1,959	All Other States	2,356	30%	
# Of Vehicles	7,754	All States	7,754	100%	

Variance Net WP		358,311	Fleet Va	riance						Top	10 Sta	tes by	Varia	nce			
Variance Gross WP		472,519	Variance Medium Tru	cks		49	600										
Variance No. of Accts.		-5	Variance Private Pass	enger		-31	000										
Var. No. of Vehicles -385		-385	Variance Light Trucks			104											
Variance Avg. Account Prem. 5,091		Variance Heavy Trucks			310	400	-										
Variance Mod 0.03		Variance Heavy Truck	Tractors		197												
Variance Avg. Rate Per Unit (Net) 69		Variance Extra Heavy TT			-1,212	200								_		489	
Variance Avg. Fleet Size -1		Variance Extra Heavy LH			198	200							-	9	330		
For Hire LHT	Analysis		Top 5 by # of Accts	2013	2012	Var.	0 -						15	÷	2		
Bound Accounts			1,000 xs 1,000	46	43	3		-	-	2	8	2					
	2013	2012	1.000 xs 2.000	1		1	10000	-25	-24	-22	-2	7					
Avg. ISS Score	48.77	51.95	2.000 xs 1.000	50	58	-8	-200			_							
ISS >75?	15	14		50		00000	8										
Accounts w/ CAB Info	86	60	2,000 xs 2,000	1	1	0	-400	-	- T							-	
Accounts w/o CAB Info	13	44	2,000 xs 3,000		1	-1		OH	CA	NC	MI	IL.	MT	FL	UT	IN	TX

### **Reporting** - YOY Worker's Compensation





#### **Maiden Specialty**

2014 thru 7/17/2014										
Total Net Premiu	036,246		Avg. Net Premi	64,335						
Total Gross Premium 1			0,036,184 Avg. Gross Prei			mium		64,335		
No. of Accounts			156		Avg. Payroll	93,854,965				
Total Avg. Mod F		0.81								
Top 10 Classes b	y Payroll		Top 10 States by Payroll							
Class Code	Payroll		%	6 States		Payroll		%		
8868	3,474,462,656		24%		CA	6,026	,333,289	41%		
8875	2,864,104,875		20%		FL	2,164	,201,893	15%		
8810	1,844,518,915		13%		MA	830,	,377,971	6%		
8833	795,648,346		5%		PA	780,928,801		5%		
9043	525,422,627		4%		MO	697	727,324	5%		
8829	426,417,752		3%		WI	381,	,323,369	3%		
9101	263,385,317		2%		IN	379,	,269,957	3%		
8834	237,353,654		2%		OH	352	,003,130	2%		
8742	221,807,715		2%		NY	335		2%		
8832	201,231,037		1%		OK	328,990,544		2%		
Top 10 Classes	10,854,352,894		74%		Top 10 States	12,276,549,566		84%		
All Other	3,787,021,653		26%		All Other	2,364,824,981		16%		
All Classes 14,641,374,			100%		All States	14,641	14,641,374,547			

2013 thru 7/17/2013										
Total Net Premi	um	8,	8,303,630 Avg. Net Premiu			53,228				
Total Gross Pre	8,303,569		Avg. Gross Pre	53,228						
No. of Accounts	156		Avg. Payroll	86,417,273						
Total Avg. Mod	Factor		0.9							
Top 10 Classes by Payroll Top 10 States by Payrol						I .				
Class Code	Payroll		%	States	Payroll		%			
8868	3,468,8	3,468,890,880		CA	5,205	,920,945	39%			
8875	2,874,6	2,874,636,060		FL	2,796	,777,971	219			
8810	1,344,0	1,344,062,502		PA	904	,331,702	79			
8833	899,4	899,404,540		MA	709	,719,275	5%			
8829	496,1	496,138,844		MO	677	,483,060	5%			
9101	281,2	281,294,983		ОН	431	,708,716	3%			
965	227,1	98,024	2%	NY	61	,139,539	0%			
8742	211,5	211,533,667		IN	42	,033,039	0%			
9079	191,5	191,596,349		ок	15	,946,451	0%			
9043	172,0	172,081,829		WI	3,094,652		0%			
Top 10 Classes	10,166,8	10,166,837,678		Top 10 States	10,848,155,350		80%			
All Other	3,314,2	3,314,256,850		All Other	2,632,939,178		20%			
All Classes	13,481,0	94.528	100%	All States	13,481	481,094,528 100%				

Class Code Description for Top 3 Codes				# of Accounts (Top 10)						# of Accounts (Top 11-20)				
8868 COLLEGES OR SCHOOLS PROFESSIONAL EMPLOYEES		Exposure	Current Year	Prior Year	Total	Variance		Exposure	Current Year	Prior Year	Total	Variance		
		250 xs 250	23	17	40	6	1	100 xs 400	5	2	7	3		
8875 PUBLIC COLLEGES OR SCHOOLS /		150 xs 350	14	14	28	0	1	250 xs 750	4	3	7	1		
		500 xs 500	10	13	23	-3		1,000 xs 1,000	3	3	6	0		
<u> </u>	SUPERINTENDENT OF		250 xs 500	12	10	22	2		150 xs 500	3	3	6	0	
8810	8810 CLERICAL OFFICE		100 xs 500	9	9	18	0		250 xs 350	3	3	6	0	
EMPLOYEES NO		;	50 xs 500	7	9	16	-2		50 xs 450	3	3	6	0	
Variance Net WP 1.732,616		50 xs 400	3	7	10	4		100 xs 350	3	2	5	1		
	e Gross WP	1,732,615	150 xs 250	4	4	8	0		200 xs 300	2	3	5	-1	
Variance No. of Accts. 0		1,102,010	400 xs 350	3	5	8	-2		200 xs 350	3	2	5	1	
			50 xs 350	6	2	8	4		200 xs 400	3	2	5	1	
Total Avg. Mod Factor		-0.09	750 xs 250	4	4	8	0		500 xs 250	2	3	5	-1	
Variance	e in Payroll	1,160,280,019												