

SAPPHIRE

S u m m i t

Excess Casualty

Linda Jost VP, Pamela Howell VP, Sean Williams AVP, Patrick Dolan SVP

Excess Casualty Agenda

- The Excess Casualty Team
- Underwriting Philosophy & Strategy
- Capabilities
- Target Classes
- Recent Successes
- Unacceptable Classes
- Limits/Capacity/Minimum Premiums
- Questions



Excess Casualty Underwriting Team

Middle Market West



Linda Jost
VP, West Manager



Jack Baier
Underwriting Director



Corey Hallagan
Underwriting Director



Julie Hamm
Underwriting Director



Christine Burton
Underwriting Specialist

Middle Market Central



Sean Williams
AVP, Underwriting



Stephen Parker
Underwriting Specialist

Middle Market East



Patrick Dolan
SVP, Excess Casualty Leader; East Manager



Derek Figueredo
Underwriting Specialist



Patrick Mentry Underwriting Specialist



Rosie Oropeza
Underwriting Specialist



Jodie Redmond
Underwriter Trainee

Small and Renewal Business



Pamela Howell
VP, Small/Renewal Manager



Claudine Bynoe
Senior Underwriter



Joan Koltvet
Senior Underwriter



Clare French
Underwriter Trainee

Excess Casualty Overview

- Celebrate our birthday: May 1, 2018!
- From 2018 we have grown from \$15M in premium to **over \$50M**
- In July 2023 – **Created a new small business unit to handle accounts under \$40,000 in premium**
- Most of our book is excess coverage primarily for medium hazard, commercial casualty risks
- Target segment is the **Middle of the Middle-Market**
- Flexibility to selectively entertain some larger or high(er) hazard risks on an opportunistic basis- where premium is commensurate with exposure

Excess Casualty Capabilities

IAT Excess Casualty focuses on providing tailored solutions for surplus lines risks seeking excess and umbrella coverage. Our focus is on the commercial Middle-Market segment, but we also offer flexibility to cover both smaller and larger accounts.

Our Team

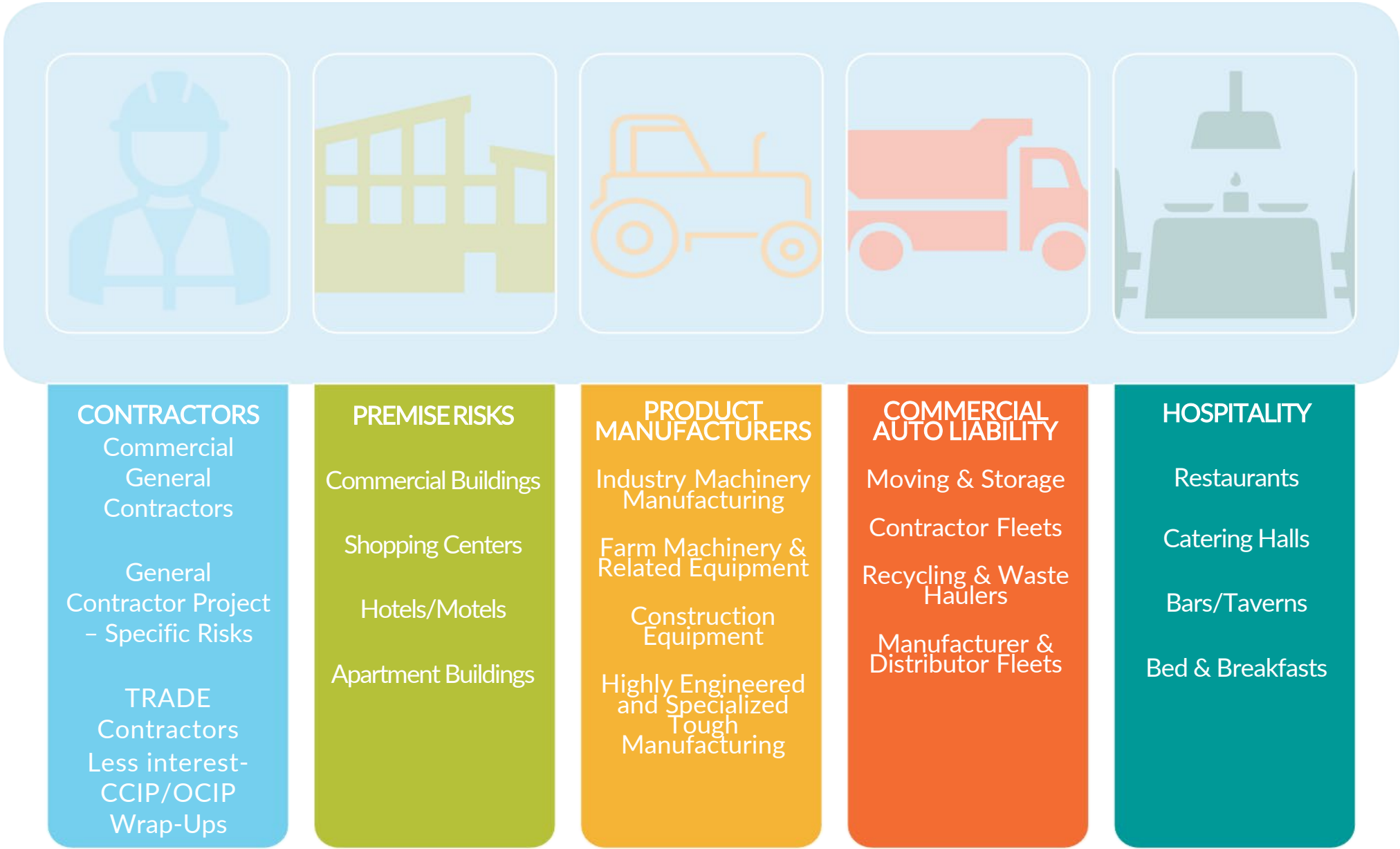
Our team of sound, disciplined underwriters are backed by a combined 175 years of industry knowledge and expertise.

We are here to help you place your excess liability risk with an “old school” E&S approach- creative solutions and efficient execution.

Coverage Features

- Surplus lines market in all 50 states and D.C.
- Will participate in first \$50M excess of primary
- Follow Form Excess Liability coverage form
- A- XI A.M. Best Rating

Excess Casualty Target Classes



Excess Casualty Recent Successes

Our Excess Casualty team specializes in Middle-Market surplus lines excess casualty business.

GROUP	CLASS DESCRIPTION	INSURED STATE	PREMIUM	LIMIT	ATTACHMENT
Commercial Auto Liability	Moving & Storage	Connecticut	\$151,785	\$5M	\$6M
Commercial Auto Liability	Sand & Gravel Hauler	Kentucky	\$85,335	\$3M	\$3M
Contractor	Commercial Flat Concrete Contractor	Georgia	\$182,900	\$2M	\$3M
Contractor	Traffic Control	Arizona	\$74,950	\$2M	\$1M
Hospitality/Premises	Restaurant w/ Liquor	Massachusetts	\$89,400	\$1M	\$1M
Hospitality/Premises	Hotel/Casino	Nevada	\$45,000	\$5M	\$20M
Products	Component Part Farm Equip Mfg.	South Carolina	\$48,000	\$2M	\$1M
Contractor	Street/Light Contractor	Florida	\$162,000	\$2M	\$2M
Service	Municipality	California	\$75,000	\$5M	\$17M
Service	Security Guard	Alaska	\$48,000	\$2M	\$4M

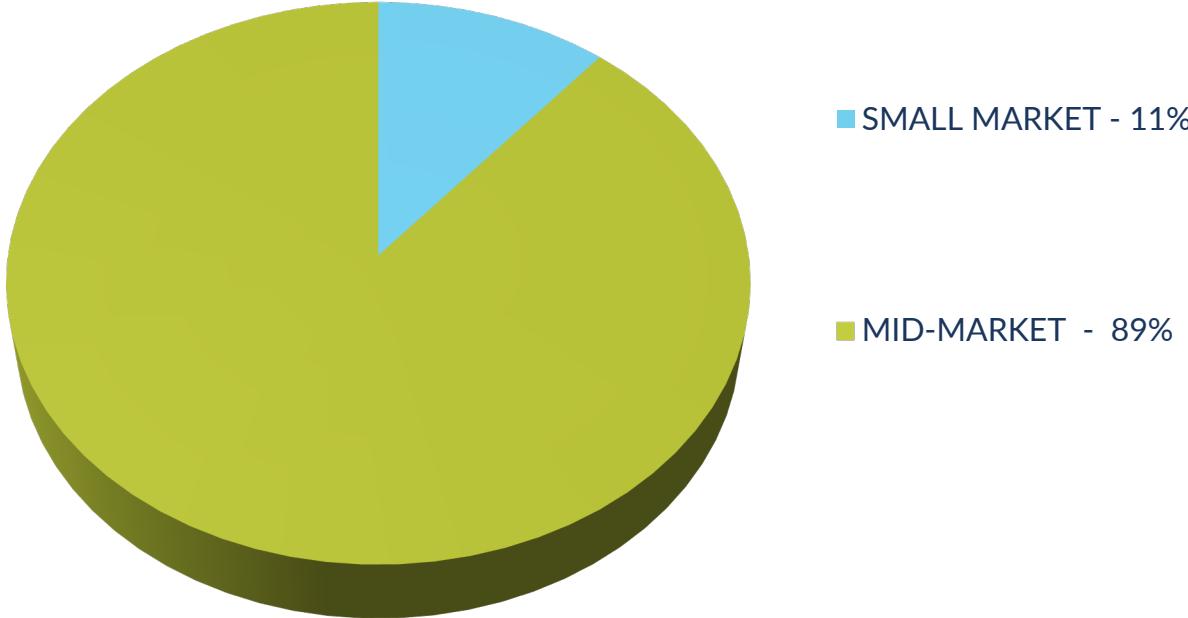
Excess Casualty Unacceptable Classes

- Airports
- Cannabis & Tobacco Products
- Cranes
- Critical Auto and Aircraft Parts
- Livery, Taxis, Black Car Service & Transit Buses
- Nursing Homes
- Pharmaceutical or Nutraceutical Products
- New Residential Construction in CD States
- Energy Sector
- Emergency Ambulance



Excess Casualty: Then & Now

2025 Budget



		Average Premium by Year					
2020	2021	2022	2023	2024	2025		
\$63,000	\$70,000	\$73,000	\$76,000	\$82,000	\$84,700		

Excess Casualty Limits / Capacity / Minimum Premiums

Strategic utilization of our capacity to put us in the best position to be a consistent, long-term Excess Casualty market.

- Max \$5M Capacity
- Within the lead \$5M we are utilizing short limit plays on all classes
- Minimum excess policy premium is \$20,000 depending on class (for example, most low attaching exposures with liquor we are at \$50k or above)
- Use of buffer limits (\$1M, \$2M) for opportunistic risks
- Consider higher attachment on tougher or large-scale exposures and risks

*We will consider higher limits than 5M (up to \$10M)- typically considered when at least excess of \$10M ground-up and where there is adequate premium

Excess Casualty Bifurcation

Renewal/Small Business Team –

- Premiums under \$40K
- One dedicated team to handle renewal & new accounts under \$40K

Middle Market Team – premiums over \$40K

- Assigned teams for East, Midwest and West Regions respectively with leadership
- Designed to handle new & renewal accounts over \$40K
- Market Facing – outwardly engaged/wholesale dedicated
- Long term partnership is our focus- building trusted mutual relationships
- Geared to find UW solutions
- Technological and workflow tools over the last 6 months have helped created efficiencies and resulted in more new business- more technology in the works now

Thank you!

Questions?