



Munich Re Specialty Insurance

Programs capabilities



Contents

About us

Founded in 1917, Munich Reinsurance America, Inc. is one of the largest reinsurers in the United States. As a member of the Munich Re Group, we offer financial strength and stability backed by the world's preeminent insurance and reinsurance brand. Our risk experts assemble the reinsurance products, services, and support that insurers need to remain competitive. Over 1,000 employees serve our clients from our Princeton, New Jersey, campus and regional offices throughout the United States. Munich Re North America has earned the A+ (Superior) financial strength rating from A.M. Best Company, among the highest ratings in the industry.



Munich Re is:



Future-focused

We work with the interdisciplinary teams throughout the Munich Re Group and its network of external experts to analyze technological, social, and legal developments — identifying trends, considering future scenarios, and ensuring our expertise continues to grow.



Always one step ahead

We have been addressing the key challenges of the future for more than a century. We take it as our responsibility to continually make tomorrow's world insurable and apply our vast global resources and services to meet our clients' specific needs with custom products and tailored solutions.



A strong partner

Our financial strength, broad risk appetite, comprehensive insurance and reinsurance knowledge, and access to many specialized products provide opportunities for you to strengthen your position in your market and achieve sustained, profitable growth.



Close to the client

Insurance and reinsurance buyers as well as brokers benefit from our client-centered and solution-oriented approach. By offering services and resources that add value to the direct relationship and complement the broker's offering, we believe that together we can achieve outcomes that exceed expectations.

About Munich Re Specialty Insurance

Munich Re Specialty Insurance (MRSI) provides the combined expertise of our North America commercial specialty insurance businesses to serve our brokers and clients with property, casualty, public entity, excess and surplus, binding, marine, and other specialized insurance products, services, and programs for small to medium-sized organizations.

Through MRSI, wholesale and retail brokers, MGAs, and program administrators get the financial stability of A+ carriers in a seamless experience.



MRSI's vision

Create

a unified primary specialty insurance-focused company, differentiated from and complementary to the reinsurance business.

Grow

a broad and competitive product offering to service our existing and future clients.

Build

for the future through innovative technologies to enhance customer service, capabilities, and processes.

Optimize

our geographical footprint, with close access to our clients while making our operation efficient.

Become

one of the top specialty insurers with ~US\$3 bn GWP and a 90% combined ratio of high-retention business in the North America market by 2025.

What we provide:



Innovative risk and claims solutions powered by advanced technology and analytics



Focused partnership and superior service levels, thanks to a limited number of distribution partners



Enhanced responsiveness to clients' needs, thanks to an integrated team of recognized underwriting and claims experts



Simplified access to the full breadth of Munich Re solutions through a dedicated broker relationship leader





2021 financial highlights

The Munich Re Group** conducts business in over 200 countries. We take on risks worldwide of every type and complexity. Our experience, financial strength, internal risk management, and client services make us the first choice for all matters relating to risk.

Munich Re Group (MRG)*

Gross Written Premiums
€59.6B

Total Equity
€30.9B

Net Result
€2.9B

Munich Re America Corporation (MRAC)**

Gross Written Premiums
\$7.9B

Policyholders' Surplus
\$4.4B

Net Result
-\$730M

Financial Strength Ratings (FSR)

A+ (Superior) from A.M. Best

AA- (Very Strong) from Standard & Poor's

Aa3 (Excellent) from Moody's

AA (Very Strong) from Fitch

*Munich Re Group financial results (IFRS) reported in euros (€).

**Includes the combined financial results (Statutory) of Munich Re America, Inc., American Alternative Insurance Corporation, The Princeton Excess and Surplus Lines Insurance Company, and Bridgeway Insurance Company.



North America Insurance Programs

MRSI's North America Insurance Programs team is the market leader in the programs space since its inception in 1996.

Your insurance program requirements are unique to your business. Our wide range of insurance products and our in-depth industry expertise allow us to craft programs that meet your specific needs. Our goal is to develop a long-term, mutually beneficial relationship that addresses your greatest concerns. We seek partners with a view of risk that look, feel, and act like insurance companies. We look for long-term partnerships where we can share data, partner in analytics, and where we can profitably grow together.

The North America Insurance Programs team works closely with you to develop underwriting guidelines, authorities, and procedures that reflect your strengths and experience. We do this by creating comprehensive solutions that balance your risk-taking appetite, financial objectives, and operating capacity. Whatever your insurance program needs, our dedicated programs team provides solutions through our affiliated, highly rated insurance companies.





Our purpose

Munich Re Specialty Insurance North America Programs finds solutions from simple to complex risks in today's changing business landscape. With a broad risk appetite and a focus on problem-solving, Munich Re Specialty Insurance North America Programs' goal is to mutually cultivate long-term relationships with partner MGAs to build a diverse portfolio of programs together. The division's current goal is to increase the number of Program Administrators it chooses to work with, while retaining its highly selective approach and its quality-over-quantity ethos to partnership.

Our unique selling proposition



Financial and operational stability and reliability as evidenced by industry leading 25 years in the programs insurance business.



A single source of coverage, supported by unique risks and programs expertise, that simplifies the commercial insurance process for customers and brokers.



A creative approach to problem solving that can adapt to changing and emerging risks, and evolving needs.



A broad risk appetite that covers traditional and emerging programs business in the specialty commercial space, from catastrophic activity to property, auto, and inland marine.



Exceptional capabilities and long-term experience within the division, as well as access to resources within the wider Munich Re Group.



Current classes:

- Builder's risk
- Community associations
- Contractors
- Daycares
- Earthquake DIC
- Franchised auto dealers
- Municipalities
- Native American tribes
- Private companies under \$250m revenue
- Property all risk including wind
- Sawmills, lumberyards, wood manufacturing
- Schools
- Self-storage facilities
- Social service agencies
- Transactional risks
- Unsupported excess
- Worker's compensation

Coverage offerings classes:

- Auto liability
- Architects & engineers abuse
- Crime
- Directors & officers environmental
- Errors & omissions
- General liability
- Inland marine
- Medical malpractice
- Package
- Personal liability
- Professional liability
- Property including CAT
- Umbrella/excess
- Worker's compensation

Services

- Actuarial
- Captive reinsurance
- Catastrophe risk management
- Claims handling and services
- Policy management
- Product development
- Research and analysis
- Risk control oversight
- Underwriting operations

Programs leadership team



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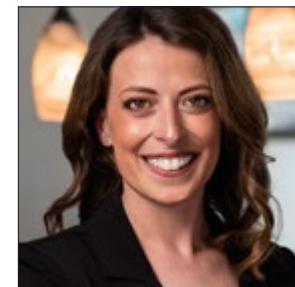


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For more information on MRSI, including licensing, regulatory-required, and other information on the operating companies, please [click here](#).