



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 400+ employees serve our clients from our Princeton, New Jersey, campus and regional offices throughout the United States. And, with our incorporation of MRSI Canada, we have cross-border capabilities with our US partners and have further expanded our programs and coverages (see page 8). Munich Re North America has earned the A+ (Superior) financial strength rating from A.M. Best Company, among the highest ratings in the industry.





Meet MRSI Canada (Temple Insurance)

Temple Insurance underwrites large industrial and commercial risk management accounts and specialty lines. Founded as The Great Lakes Reinsurance Company in Toronto, Ontario, in 1951, it was acquired by Munich Re in 1975. In 1998, the name was changed to Temple Insurance Company (after the Temple Building, one of Toronto's first skyscrapers) and positioned to strategically complement Munich Re in Canada as an in-house, primary insurance company. With the creation of MRSI in 2018–2019, Temple Insurance became a part of the group under the name MRSI Canada.

MRSI Canada is a solution-oriented capacity provider with a broad appetite for risk and a focus on niche and integrated products and programs. Our mission is to offer exceptional service, speed, and flexibility to our clients via our foundation of modern technology. We seek partners who are thought leaders with a desire for long-term and mutually beneficial relationships. Together, we will continue to provide the Canadian marketplace with innovative products and solutions enriched by expert underwriting, superior business knowledge, and responsive service.



Together, we are Munich Re Specialty



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

Working with the right partners is of vital importance to us. 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, municipality and public entity, professional and personal lines, 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, organically, to service our existing and future clients.

Build

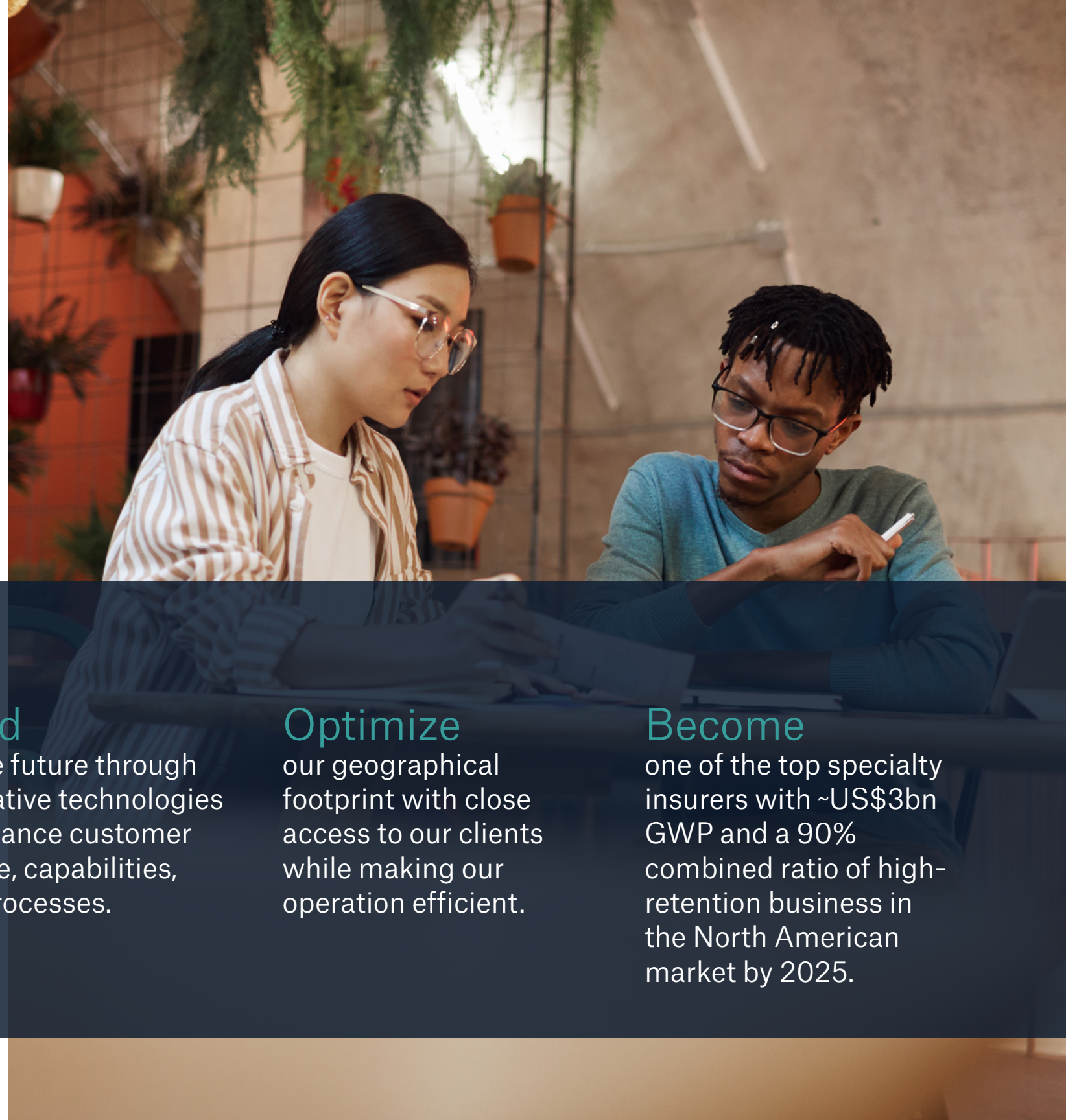
for the future through innovative technologies to enhance customer service, capabilities, and processes.

Optimize

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

Become

one of the top specialty insurers with ~US\$3bn GWP and a 90% combined ratio of high-retention business in the North American 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 through our integrated team of recognized underwriting and claims experts



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





2022 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
€59.6bn

Total Equity
€30.9bn

Net Result
€2.9bn

Munich Re America Corporation (MRAC)**

Gross Written Premiums
\$7.9bn

Policyholders' Surplus
\$4.4bn

Net Result
-\$730mn

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 has been 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 clearly defined risk appetite, a desire for organic growth, and an interest in developing meaningful and ongoing relationships with a select group of industry-leading MGAs. 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 Programs 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-plus years in the programs insurance business.



A single source of coverage, supported by unique risks and program 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.



Unique products enriched by expert underwriting, superior business knowledge across a wide spectrum of industries, and fast, responsive service.



Current classes

- Builder's Risk
- Community associations
- Contractors
- Daycares
- Earthquake DIC
- Franchised auto dealers
- Municipalities
- Native American tribes
- Private companies under \$250mn revenue
- Property all risk, including wind
- Sawmills, lumberyards, wood manufacturing
- Schools
- 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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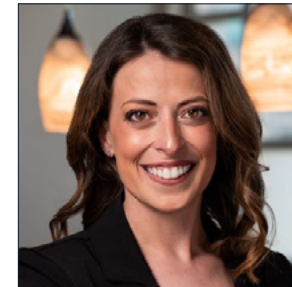


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Munich Re Specialty Insurance (MRSI) is a description for the insurance business operations of affiliated companies in the Munich Re Group that share a common directive to offer and deliver specialty property and casualty insurance products and services in North America. For more information on MRSI, including licensing, regulatory-required, and other information on the operating companies, [click here](#).

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05-10-10-23