



Public Entity Risk Solutions

Supporting the community, as part of the community

Munich Re Specialty Insurance

Munich RE 

Munich Reinsurance America, Inc.

Founded in 1917, Munich Reinsurance America, Inc. (Munich Re US) 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 US has earned the A+ (Superior) financial strength rating from A.M. Best Company, among the highest ratings in the industry.

Munich Re US 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 the 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.

Munich Re Specialty Insurance

Munich Re Specialty Insurance (MRSI) provides the combined expertise and savvy of our North America commercial specialty insurance businesses to serve our brokers and clients with property, casualty, public entity, excess & 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\$3B GWP and a 90% combined ratio of high-retention business in the North American market by 2025.

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

2020 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.

**Subsidiaries of Münchener Rückversicherungs-Gesellschaft Aktiengesellschaft in München

Munich Re Group (MRG)*

Gross Written Premiums
€54.9B

Total Equity
€30.0B

Net Result
€1.2B

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

Munich Re America Corporation (MRAC)**

Gross Written Premiums
\$5.5B

Policyholders' Surplus
\$4.4B

Net Result
-\$186M

**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.

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

Public Entity Risk Solutions

MRSI's Public Entity Risk Solutions (PERS) team is the market leader in the public entity space, with over 30 years of experience and expertise.

We provide (re)insurance solutions for public entities such as: municipalities, transit, schools, religious organizations, non-profits, and tribal organizations throughout the United States. Consistency, stability, flexibility, and a commitment to the marketplace make us the partner of choice.

Our robust risk management process allows us to provide customized and innovative insurance solutions to create a safety net and financial stability in the event of a natural catastrophe or large liability settlement, thus allowing public entities to maintain stable budgets and continue to fund critical needs for the people who depend on them the most.

Our customer value proposition

We define policyholders and distribution partners as our customers. The interests of each of these groups are always a priority.

- We work collaboratively with our broker and agent partners to provide solutions that align with the expertise and service delivery standards our clients deserve.
- As a thought leader in the public entity insurance marketplace, our customers know that when they are searching for solutions, the PERS team is who they can trust.



Public entities choose MRSI PERS for our:



Reliable service



Underwriting and claims excellence



Innovative products



Strong brand and company culture

PERS strategic themes

Experience — Customer experience as a key customer value proposition for our policyholders and our distribution partners

Efficiency — Leverage our associates and key operations to create operational excellence across the organization

Empowerment — Provide our associates with the tools and support to succeed

Execute and deliver — Collectively and individually deliver on our commitment to support customers every day



Target classes



Municipalities



Schools



Religious organizations



Tribal organizations



Transit



Non-profit organizations

Coverage offerings

- General liability
- Professional liability
- Public officials liability
- School board legal liability
- Law enforcement liability
- Automobile liability
- Property, including equipment breakdown and crime
- Employee benefits liability
- Sexual harassment liability
- Sexual abuse liability
- Clash and aggregate stop loss
- Workers' compensation/employer's liability

Risk management services

- Actuarial services
- Catastrophe management
- Claims handling
- Policy language reviews
- Product development
- Research and analysis
- Risk control oversight
- Underwriting operations

Claims

Claims handling

Our unbundled, streamlined approach allows for third-party administrators, approved and with oversight by Munich Re claims experts, to provide efficient claims processing to help improve your operations.

Local specialists

Our claims specialists collaborate closely with our underwriting teams to provide you with solutions-oriented guidance and feedback to create and define loss prevention strategies that optimize the underwriting process.

Our expertise includes:

- Ensuring the adequacy of your reserves
- Assisting in claims evaluations
- Managing catastrophic injury claims
- Resolving coverage issues
- Reviewing policy language
- Improving settlement evaluations
- Negotiating processes
- Enhancing effectiveness of claims units through due diligence reviews, claims, and operational audits



Consulting services and seminars

Our claims consultants assist clients with up-to-date information on jurisdictional changes, insurance, reinsurance, and policy matters.

Casualty claims seminars

Partnering with the University of Wisconsin Graduate Business School, we offer a program in casualty claims handling designed to increase the level of expertise and skill among claims departments.

Negotiation skills training

Our “Negotiating Skills and Techniques” workshop provides in-depth analysis of the claims negotiation process by examining a variety of techniques, strategies, and negotiation psychology practices.

Property catastrophe claims management

Our property loss professionals are available to assist with property catastrophe claims management by reviewing and evaluating the adequacy of existing pre-loss plans or consulting with clients to create new, comprehensive programs.

Diversity, equity, and inclusion

We know that to achieve our diversity, equity, and inclusion (D, E, & I) goals, we must move beyond talk to ensure that our company — and our industry — is inclusive and welcoming to all. Munich Re has developed a multi-year plan on four key D, E, & I initiatives: **Enhancing Leadership Capability, Engaging Managers, Supporting the Business, and Attracting and Retaining a Diverse Workforce.**

We value and leverage the full potential and uniqueness of our employees to achieve business success while creating a diverse and inclusive workplace where everyone can feel welcomed and heard.

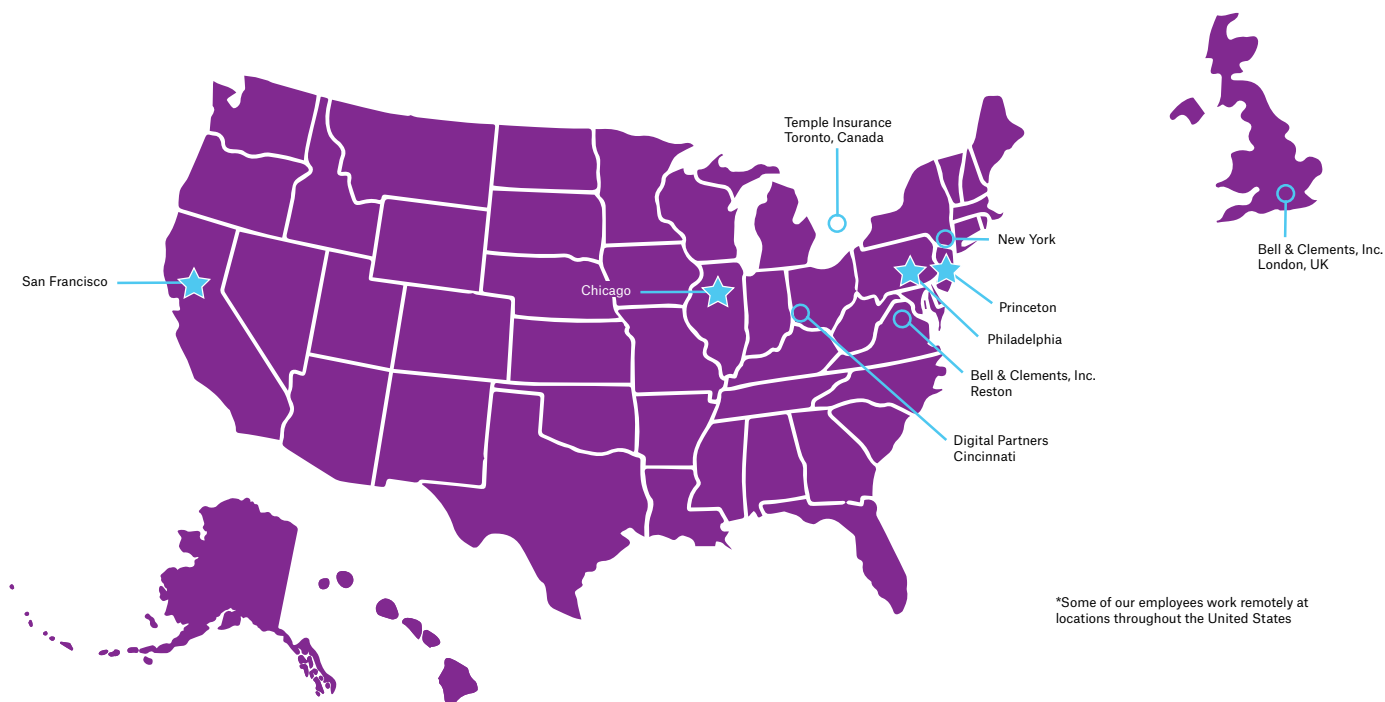
Community outreach

Munich Re has always been involved in charitable giving — both as a company and through the efforts of its employees. Not only does the company give annual donations to various organizations and match the charitable contributions of employees, PERS employees are personally active across the country with a variety of charities as well.

“Diversity is being invited to the party. Inclusion is being asked to dance.”

**Vernā Myers,
VP, Inclusion Strategy at Netflix**

Locations



★ Starred represent PERS underwriting & claims locations

New York

437 Madison Avenue, 26th Floor
New York, NY 10020
Contact: Adrienne Ieda
(332) 209-2321

Princeton

555 College Road East
Princeton, NJ 08540
Contact: Courtney Baszak
(609) 243-5503

Philadelphia

1700 Market Street, 22nd Floor
Philadelphia, PA 19102
Contact: Beverly Lopez
(267) 408-8293

Reston

12110 Sunset Hills Rd, #320
Reston, VA 20190
Contact: Charles Urick
(571) 283-0413

Cincinnati

311 Elm Street, Suite #100
Cincinnati, OH 45202
Contact: Summer Lattimore
(513) 929-4603

Chicago

30 South Wacker Drive, 38th Floor
Chicago, IL 60606
Contact: Laurie Pranskunas
(312) 993-8472

San Francisco

101 California Street, Suite 825
San Francisco, CA 9411
Contact: Luzon Acosta
(415) 834-3712

Toronto

Munich Re Centre
390 Bay Street, 22nd Floor
Toronto, ON, Canada M5H 2Y2
Contact: Aolfe Coakley
(416) 359-2140

London

55 King Williams Street
London, EC4R 9AD
Contact: Annabel Titmuss
44 (0)20 7337 0903

PERS leadership team



Erin Fry
President, Public Entity Risk Solutions
Telephone: (609) 951-8054
Mobile: (717) 495-5420
efry@munichre.com



Lauren Tredinnick
SVP – Underwriting Manager
Telephone: (609) 452-3181
Mobile: (608) 212-9115
ltred@munichre.com



Helaina Jolly
Broker Relationship Leader – PERS
Telephone: (332) 209-2325
Mobile: (404) 242-8090
hjolly@munichre.com



Mike Foulke
SVP – Underwriting Manager
Telephone: (609) 452-3972
Mobile: (908) 217-4974
mfoulke@munichre.com



Rich Woytus
SVP – Underwriting Manager
Telephone: (312) 993-3647
Mobile: (847) 309-2529
rwoytus@munichre.com



Watch our video to find out
more about what we offer

For more information on MRSI, including licensing, regulatory-required, and other information on the operating companies, please go to munichrespecialty.com.

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. Products and services are underwritten and provided by American Alternative Insurance Corporation and Princeton Excess and Surplus Lines Insurance Company, affiliates of Munich Reinsurance America, Inc., which itself may provide reinsurance products and services. Not all products and services are available in all states, and terms and conditions of coverage may vary by state. Certain products may be underwritten by a surplus lines insurer and thus are only available through a licensed surplus lines broker. The information contained herein is intended for surplus lines brokers and producers. It also is intended as general information only and does not constitute an offer to sell or a solicitation of (re)insurance. Each company is financially responsible only for its own products and services.

Any descriptions of coverage contained in this material are meant to be general in nature and do not include nor are intended to include all of the actual terms, benefits, and limitations found in an insurance policy. The insurance policy and not any content reflected here will form the contract between the insured and insurance company, and governs in all cases. "Munich Re" refers to Münchener Rückversicherungs-Gesellschaft Aktiengesellschaft in Munich.

© Copyright 2021
Munich Reinsurance America, Inc.
All rights reserved.

Printed September 2021