



## **Endurance Specialty Holdings**

Investor Presentation

June 30, 2014

# Forward looking statements & regulation G disclaimer

## **Safe Harbor for Forward Looking Statements**

Some of the statements in this presentation may include forward-looking statements which reflect our current views with respect to future events and financial performance. Such statements include forward-looking statements both with respect to us in general and the insurance and reinsurance sectors specifically, both as to underwriting and investment matters. Statements which include the words "should," "expect," "intend," "plan," "believe," "project," "anticipate," "seek," "will," and similar statements of a future or forward-looking nature identify forward-looking statements in this presentation for purposes of the U.S. federal securities laws or otherwise. We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements in the Private Securities Litigation Reform Act of 1995.

All forward-looking statements address matters that involve risks and uncertainties. Accordingly, there are or may be important factors that could cause actual results to differ materially from those indicated in the forward-looking statements. These factors include, but are not limited to, the effects of competitors' pricing policies, greater frequency or severity of claims and loss activity, changes in market conditions in the agriculture insurance industry, termination of or changes in the terms of the U.S. multiple peril crop insurance program, a decreased demand for property and casualty insurance or reinsurance, changes in the availability, cost or quality of reinsurance or retrocessional coverage, our inability to renew business previously underwritten or acquired, our inability to maintain our applicable financial strength ratings, our inability to effectively integrate acquired operations, uncertainties in our reserving process, changes to our tax status, changes in insurance regulations, reduced acceptance of our existing or new products and services, a loss of business from and credit risk related to our broker counterparties, assessments for high risk or otherwise uninsured individuals, possible terrorism or the outbreak of war, a loss of key personnel, political conditions, changes in insurance regulation, changes in accounting policies, our investment performance, the valuation of our invested assets, a breach of our investment guidelines, the unavailability of capital in the future, developments in the world's financial and capital markets and our access to such markets, government intervention in the insurance and reinsurance industry, illiquidity in the credit markets, changes in general economic conditions and other factors described in our most recently filed Annual Report on Form 10-K and our most recently filed Quarterly Report on Form 10-Q.

Forward-looking statements speak only as of the date on which they are made, and we undertake no obligation publicly to update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

## **Regulation G Disclaimer**

In this presentation, management has included and discussed certain non-GAAP measures. Management believes that these non-GAAP measures, which may be defined differently by other companies, better explain the Company's results of operations in a manner that allows for a more complete understanding of the underlying trends in the Company's business. However, these measures should not be viewed as a substitute for those determined in accordance with GAAP. For a complete description of non-GAAP measures and reconciliations, please review the Investor Financial Supplement on our web site at [www.endurance.bm](http://www.endurance.bm).

The combined ratio is the sum of the loss, acquisition expense and general and administrative expense ratios. Endurance presents the combined ratio as a measure that is commonly recognized as a standard of performance by investors, analysts, rating agencies and other users of its financial information. The combined ratio, excluding prior year net loss reserve development, enables investors, analysts, rating agencies and other users of its financial information to more easily analyze Endurance's results of underwriting activities in a manner similar to how management analyzes Endurance's underlying business performance. The combined ratio, excluding prior year net loss reserve development, should not be viewed as a substitute for the combined ratio.

Net premiums written is a non-GAAP internal performance measure used by Endurance in the management of its operations. Net premiums written represents net premiums written and deposit premiums, which are premiums on contracts that are deemed as either transferring only significant timing risk or transferring only significant underwriting risk and thus are required to be accounted for under GAAP as deposits. Endurance believes these amounts are significant to its business and underwriting process and excluding them distorts the analysis of its premium trends. In addition to presenting gross premiums written determined in accordance with GAAP, Endurance believes that net premiums written enables investors, analysts, rating agencies and other users of its financial information to more easily analyze Endurance's results of underwriting activities in a manner similar to how management analyzes Endurance's underlying business performance. Net premiums written should not be viewed as a substitute for gross premiums written determined in accordance with GAAP.

Return on Equity (ROE) is comprised using the average common equity calculated as the arithmetic average of the beginning and ending common equity balances for stated periods. The Company presents various measures of Return on Equity that are commonly recognized as a standard of performance by investors, analysts, rating agencies and other users of its financial information.

# Endurance Has Strong Foundation to Build on

Strong balance sheet, diversified portfolio and robust infrastructure

## Strong Balance Sheet and Capital

- “A” ratings from AM Best and S&P
- \$3.6 billion of total capital
- Conservative, short-duration, AA-rated investment portfolio
- Prudent reserves
- Diversified and efficient capital structure
- Since inception, returned nearly \$2.1 billion to investors through dividends and share repurchases

## Diversified Portfolio of Businesses

- Portfolio of nearly \$2.8 billion in annual gross premiums written on a trailing 12 month basis
- Diversified book of business containing insurance and reinsurance exposures as well as short tail and long tail lines of business
- Proven leader in U.S. agriculture insurance business
- Focus on specialty lines of business, with industry-leading talent

## Strategic Initiatives

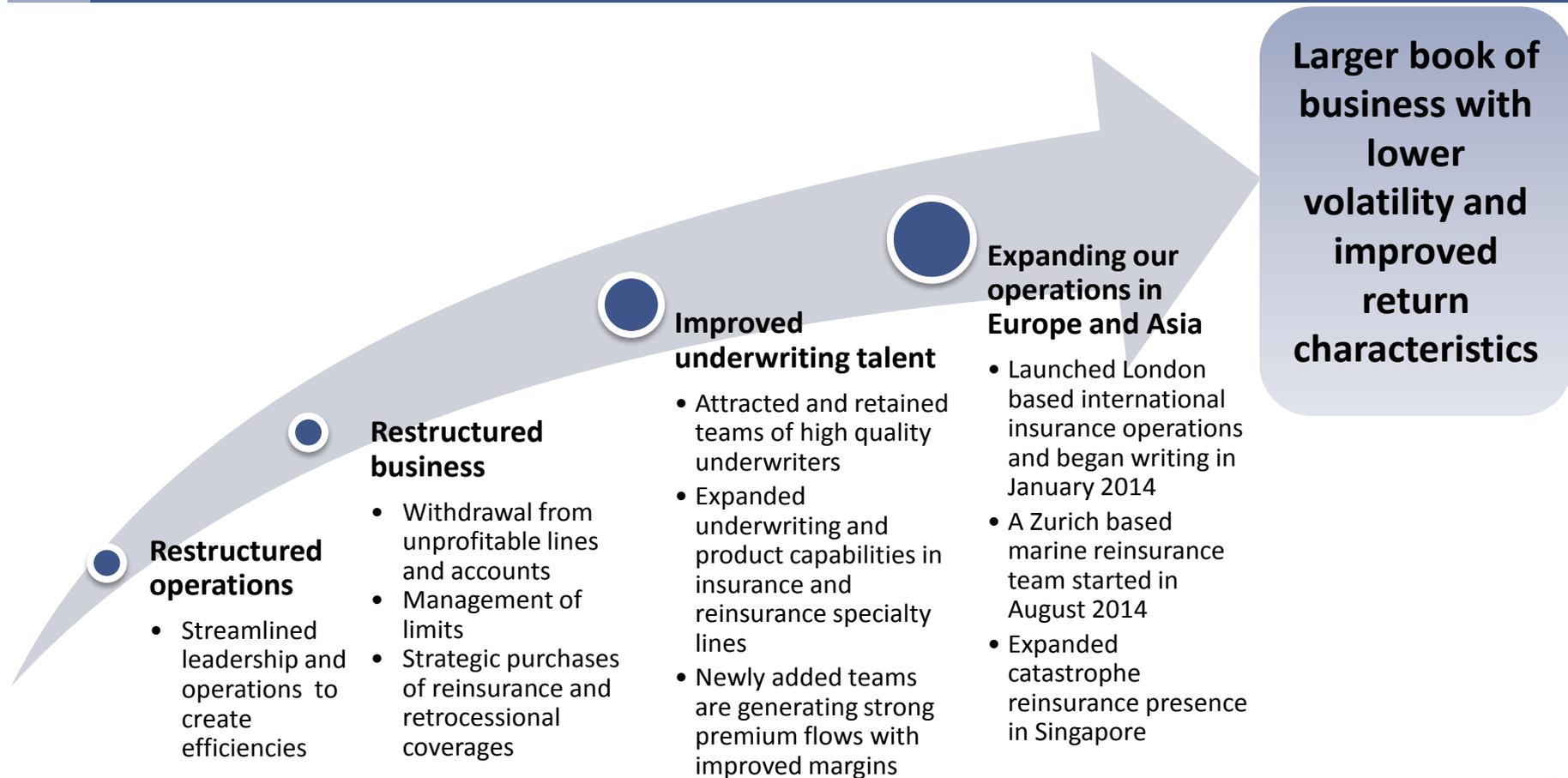
- Substantially expanded global underwriting and leadership talent
- Optimized balance of insurance and reinsurance portfolios to lower volatility and improve profitability
- Increased strategic purchases of reinsurance and retrocession to support growth and manage cycle
- Streamlined support operations to generate significant savings to fund underwriting additions
- Financial results reflect recent actions

## Strong and seasoned franchise

- Inception to date operating ROE of 11.1%
- 10 year book value per share plus dividends CAGR of 10.6%
- Continuous improvement in performance and market positioning

# We Have Transformed Our Specialty Insurance and Reinsurance Businesses

Rebalanced our insurance and reinsurance portfolios while expanding our global underwriting talent to enhance our positioning and relevance in the market



We will continue to invest in our operations through additions of acknowledged market leaders as well as expanded global underwriting talent. Our goal is to produce a more consistent level of profitability while reducing volatility in order to deliver excellent sustainable results for our shareholders.

# Specialty Insurance Strategic Direction

Expanded underwriting talent, refocused underwriting, rebalanced portfolio and improved positioning and relevance in the market

## Significantly enhanced the leadership team

- **Jack Kuhn**  
CEO , Global Insurance
- **Graham Evans**  
EVP & Head of International Insurance
- **Doug Worman**  
EVP & Head of U.S. Insurance
- **Richard Allen**  
EVP & Head of Professional Lines
- **Richard Housley**  
EVP & General Manager of London Insurance
- **Cliff Easton**  
EVP & Global Head of Energy

## Opened an insurance office in London in early 2014

Initial products include:

- Energy
- Property
- Professional Lines
  - Misc. commercial classes
  - Fin. institutions

## Meaningfully expanded our underwriting capabilities in last 18 months

- Inland marine
- Excess casualty (E&S and retail)
- Ocean marine
- Numerous professional line underwriters
  - Misc. commercial classes
  - Financial institutions
  - Lawyers
  - Commercial management liability
- Surety
- Healthcare
- Property
- Energy

Increased Market Presence, Diversity, and Scale

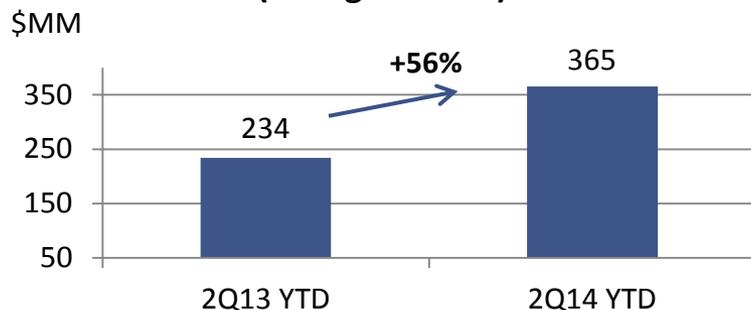
# Endurance Has an Attractive and Growing Specialty Insurance Franchise

Two pillars of a unique insurance platform with demonstrated improvement across specialty lines to complement market-leading Agriculture franchise

## Enhanced Specialty Insurance Franchise

- Significant and tangible improvements to increase market presence and diversity
  - Attracted and retained teams of high quality underwriters
  - Expanded underwriting and product capabilities
  - Active withdrawal from less profitable lines

### Insurance GPW (ex. Agriculture)



## Established Market Leader in Agriculture

- ARMtech is a top 5 player in the attractive multi peril crop insurance (MPCI) market
  - Favorable market dynamics with only 18 licensed companies
  - Federal government sponsored reinsurance and loss sharing mitigates downside risk
  - Newly passed Federal Farm Bill provides stability going forward
  - Not correlated with broader P&C market
- Attractive market characteristics
  - Inception to date combined ratio of 92%
  - High risk adjusted returns

*Insurance Segment Has Significantly Expanded Over the Last 18 Months to Become More Market Relevant with Increased Specialty Expertise*

# Reinsurance Strategic Direction

Enhancing profitability by recruiting top flight underwriting talent, developing strategic partnerships with key clients and brokers, and improving underwriting and risk selection

## Demonstrated Track Record of Profitability

- Reinsurance business has a demonstrated track record of profitability
  - \$873 million of gross written premiums and combined ratio of 76% in 2014 YTD
  - Generated almost \$1 billion of underwriting profits with a combined ratio of 93.6% since inception

## Strategic Priorities for Global Reinsurance

- Improve profitability and consistency of results through enhanced market presence, improved underwriting and risk selection
- Focus on profitable growth and diversification through existing and new specialty reinsurance units
- Manage volatility through improved portfolio management and opportunistic retrocessional purchases
- Eliminate substandard businesses with insufficient margins



## Recent Key Hires

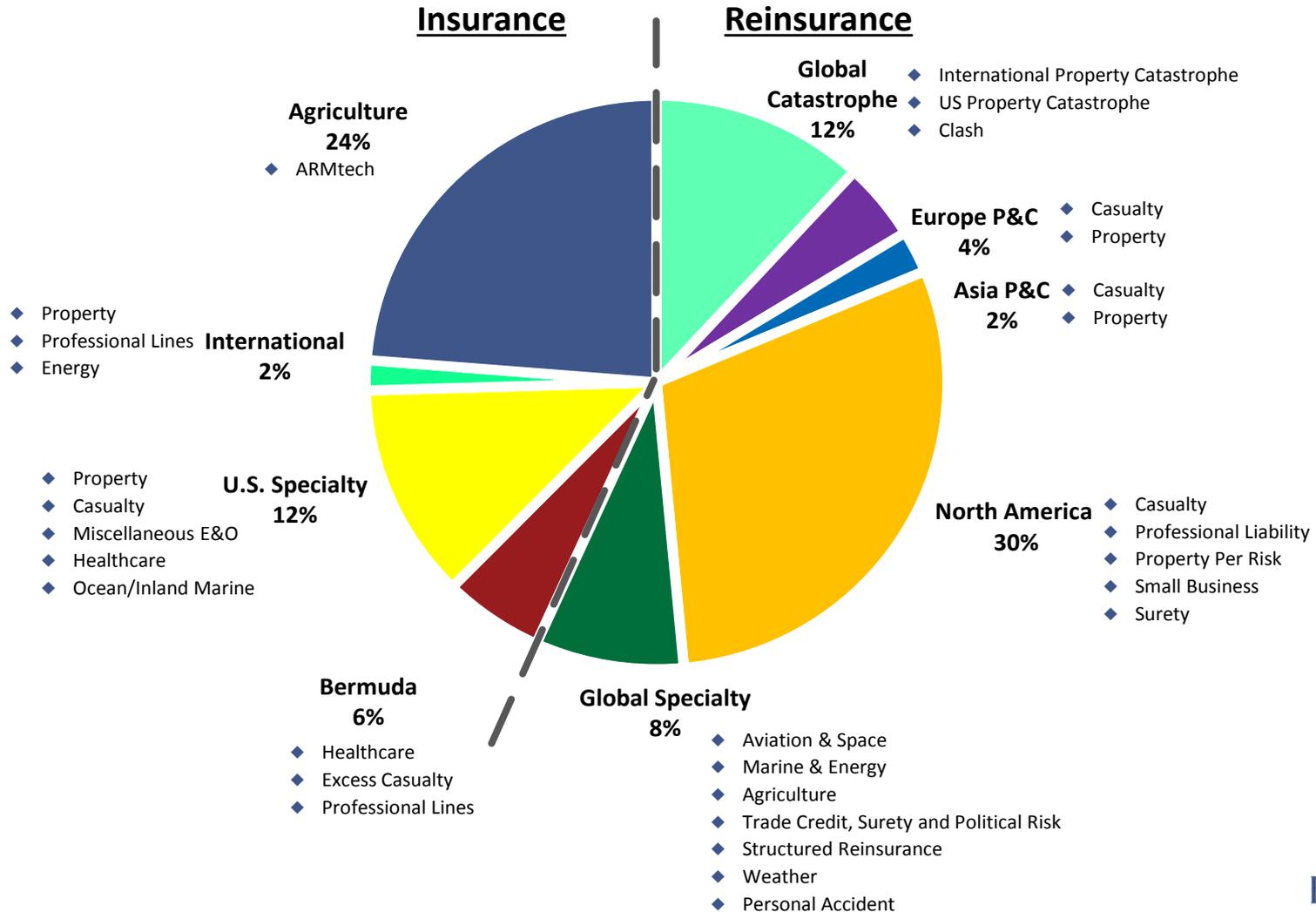
- August 2013 – Hired Peter Mills, Head of Global Specialty & Europe P&C Reinsurance
- October 2013 – Hired Chris Donelan, Head of U.S. Reinsurance and team of underwriters
- July 2014 – Hired International Agriculture Reinsurance Team based in Bermuda
- August 2014 – Hired Marine Reinsurance Team based in Zurich

***Reinsurance Segment is Focusing on Growing Profitable Specialty Lines of Business With Less Volatile Exposures***

# Diversified Portfolio of Businesses

Portfolio diversified by product, distribution source and geography

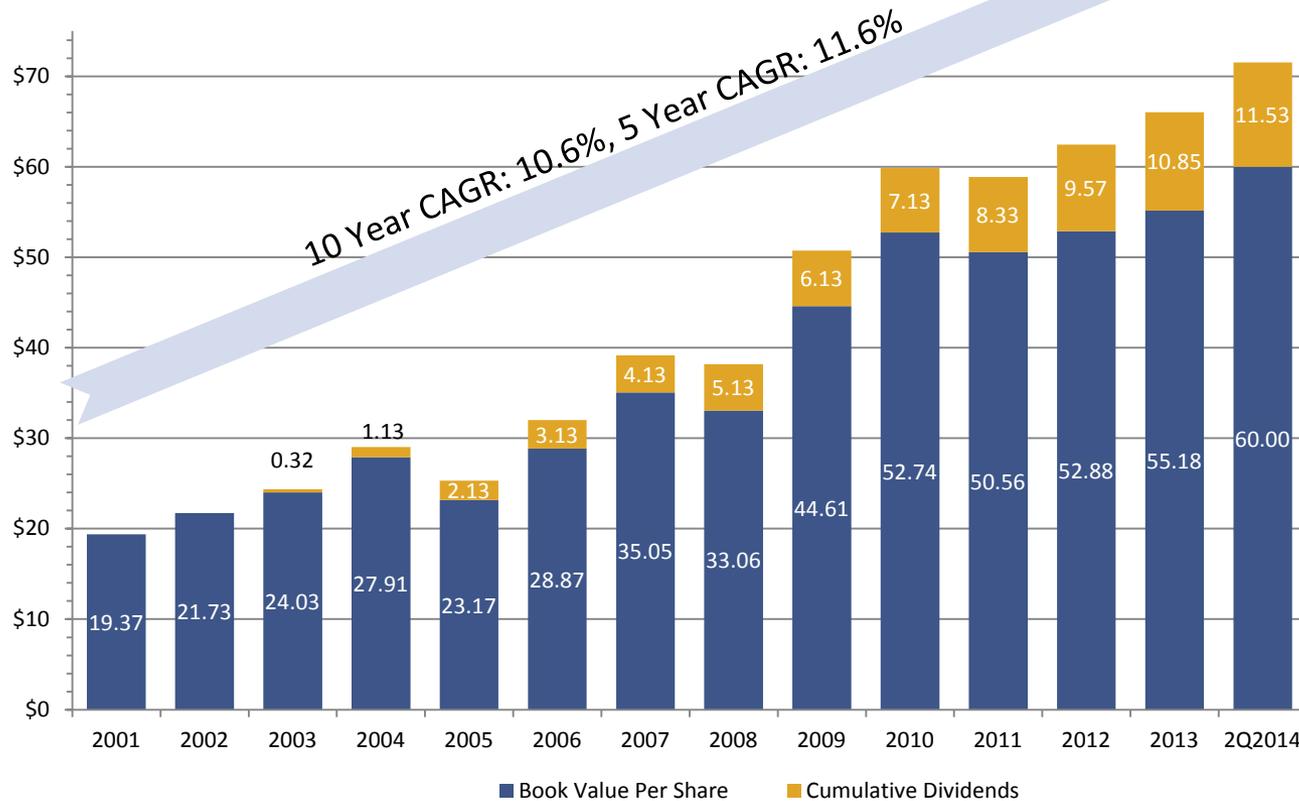
Trailing Twelve Months Net Premiums Written as of June 30, 2014: \$2.0 Billion



# Endurance's Financial Results

Diluted book value per common share has grown strongly

**Growth in Diluted Book Value Per Common Share (\$)**  
**From December 31, 2001 – June 30, 2014**



## Significant Impacts to Book Value

- 2005 – Hurricanes Katrina, Rita and Wilma
- 2008 – Credit crisis and related impact of marking assets to market
- 2011 – High frequency of global catastrophes
- 2012 – Superstorm Sandy and Midwest drought

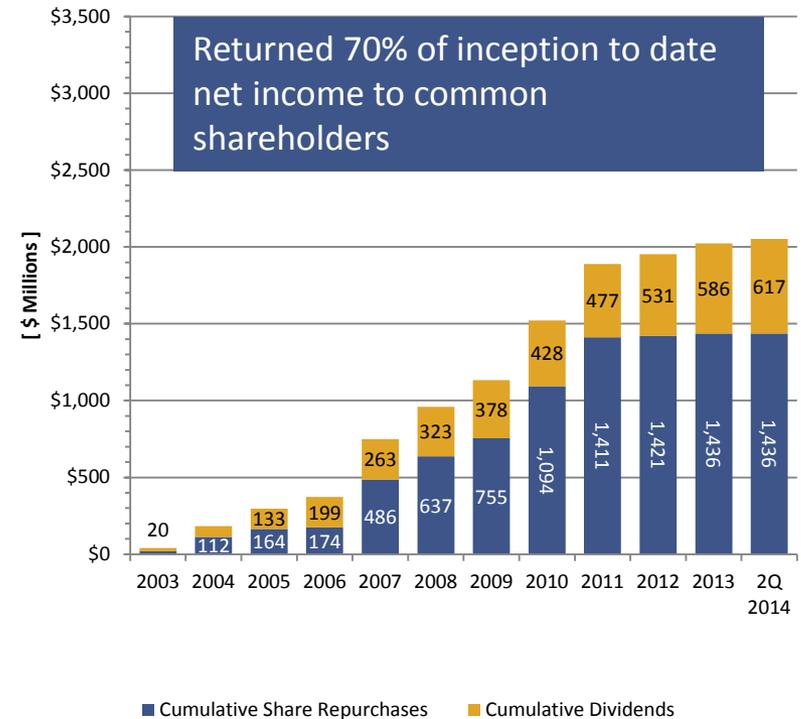
# Growing and Diversified Capital Base

Organically generated capital will support current global growth initiatives

## Endurance has a Diversified and Growing Capital Base



## Nearly \$2.1 Billion of Capital Cumulatively Returned to Shareholders

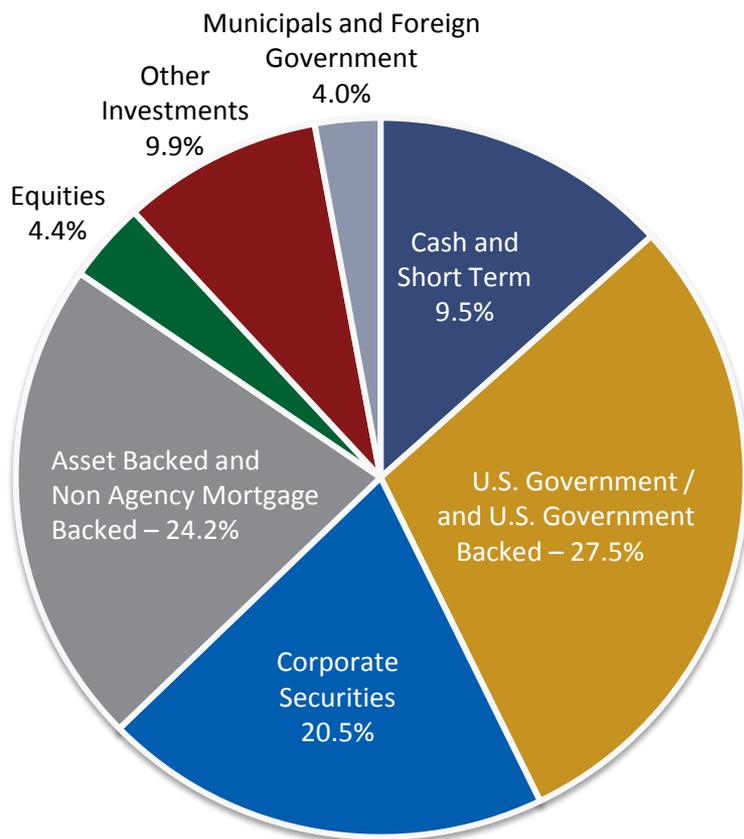


Endurance has proven its ability to generate capital which has allowed for the return to its shareholders of nearly \$2.1 billion through share repurchases and dividends while also supporting organic growth. More recently, our capital levels have grown while we have also shrunk our net catastrophe exposures. The additional available capital can be used to fund global growth opportunities.

# Conservatively Positioned Investment Portfolio

Endurance maintains a high quality, short duration investment portfolio

## \$6.5 Billion Investment Portfolio at June 30, 2014



## Investment Portfolio Highlights

- Fixed maturity portfolio duration is 2.9 years in order to balance investment yield and interest rate risk
- Investment quality (AA- average) has remained high as the portfolio is conservatively managed in a challenging economy
  - 37.0% of investments are cash/short term or US backed
  - Minimal exposure to sovereign debt or bank debt of European peripheral countries
- Increased allocations to equities and alternatives to diversify portfolio and reduce interest rate risk
- Other investments of \$648.6 million consist of alternative funds (75.2%) and specialty funds (24.8%)
  - Alternative funds include hedge funds and private equity funds
  - Specialty funds include high yield loan and convertible debt funds

## Conclusion

### Endurance is a compelling investment opportunity

- Endurance is undergoing a fundamental transformation
  - John Charman joined Endurance in late May 2013 as Chairman and CEO
  - Over the last 18 months, Jack Kuhn and Jerome Faure have joined the company as CEOs of our insurance and reinsurance operations to build and expand our global specialty insurance and reinsurance capabilities
    - They have meaningfully expanded the global leadership and underwriting expertise within their segments
  - Rebalancing the insurance and reinsurance portfolios to lower volatility and improve profitability
    - Benefits are emerging from the 4<sup>th</sup> quarter of 2013 through the 2<sup>nd</sup> quarter of 2014
  - In July 2013, completed cost savings initiatives which reduced the number of senior corporate executives by 30% and created annual cost savings of approximately \$20 million which has helped to fund the necessary build out and expansion of our underwriting businesses
- Endurance maintains excellent balance sheet strength and liquidity
  - High quality investment portfolio; fixed maturity investments have an average credit quality of AA-
  - Prudent reserving philosophy and strong reserve position; strong history of favorable development
  - Capital levels meaningfully exceed rating agency minimums, providing support for growth
- While market conditions are increasingly competitive, the outlook for Endurance remains attractive
  - Industry leading specialty underwriting talent driving growth and improved underwriting and risk selection
  - Active management of exposures and reinsurance purchases has reduced expected portfolio volatility
  - Expanded footprint of our specialty insurance and reinsurance franchise is improving market presence and relevance



## Appendix





## Overview of ARMtech

## Overview of ARMtech

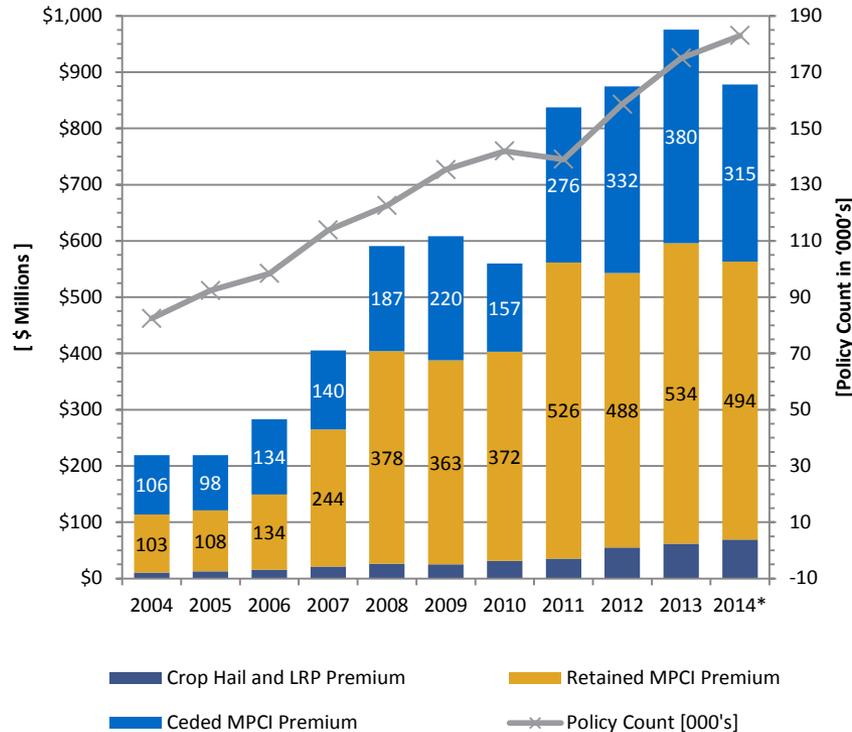
ARMtech has been a strong contributor to Endurance since its acquisition

- Multi Peril Crop Insurance (MPCI) is an insurance product regulated by the USDA that provides farmers with yield or revenue protection
  - Offered by 18 licensed companies
  - Pricing is set by the government and agent compensation limits are also imposed - no pricing cycle exists
  - Reduced downside risks due to Federally sponsored reinsurance and loss sharing
  - Agriculture insurance provides strong return potential, diversification in Endurance's portfolio of (re)insurance risks and is an efficient user of capital
- ARMtech is a leading specialty crop insurance business
  - Approximate 8% market share in MPCI (with estimated 183,000 total agriculture policies in force) and is 5th largest of 18 MPCI industry participants
  - MPCI 2014 crop year\* estimated gross written premiums of \$809 million
  - Portfolio is well diversified by geography and by crop
- ARMtech was founded by software developers and has maintained a strong focus on providing industry leading service through leveraging technology
- Endurance purchased ARMtech in December 2007 at a purchase price of approximately \$125 million
  - ARMtech has grown MPCI policy count by 50.6% since 2007 and generated approximately \$85.5 million of underwriting profits since acquisition

# ARMtech is a Leader in Crop Insurance

ARMtech's focus on technology and service has allowed it to steadily grow its business

## Written Premiums and Policy Counts by Crop Year



## Using technology and service to expand premiums

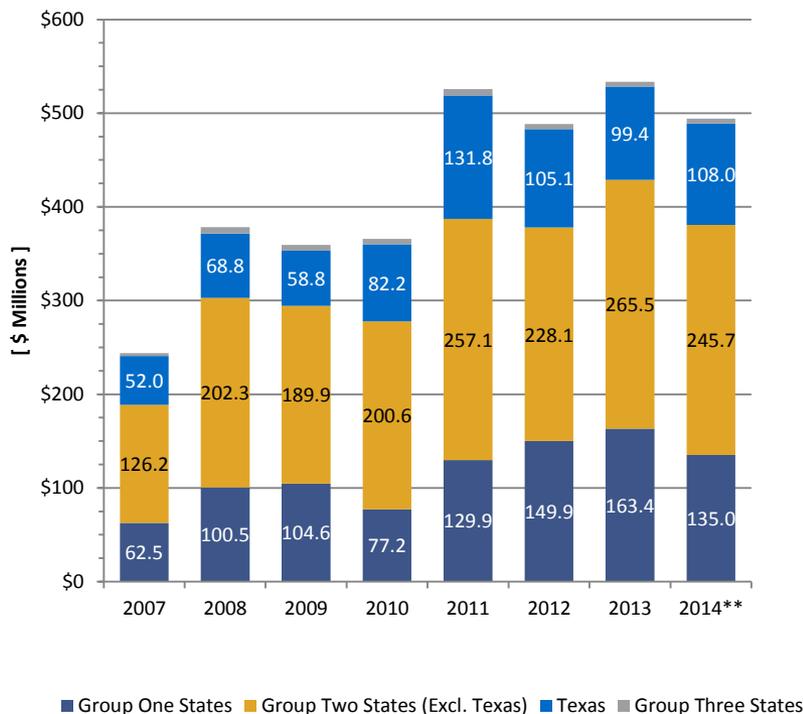
- ARMtech has built a market leading specialty crop insurance business through its focus on offering excellent service supported by industry leading technology.
- MPCl policy count has grown 50.6% over the past seven years in a line of business not subject to the property/casualty pricing cycle.
- ARMtech is a leader in using technology to deliver high quality service and to satisfy the intense compliance and documentation standards imposed on the industry by the U.S. Federal Government.

ARMtech has demonstrated its ability to grow market share and premiums over time through its leading edge technology and superior delivery of service and compliance.

# ARMtech is Increasing Market Share and Geographic Diversification

2012 through 2014 were very strong marketing years for ARMtech

**MPCI Net Written Premiums  
by Crop Year and State Grouping\***



## Estimated 2014 Net Written Crop Year Premiums

- 2014 estimated crop year MPCI net written premiums of \$494.3 million are 7.6% lower than crop year 2013
  - Commodity prices for spring crops declined 12% on average compared to a year ago
  - Estimated policy count growth of approximately 4%
- The portfolio of 2014 crop risk is balanced by crop and geography
- Purchased excess of loss reinsurance to reimburse for losses from 85% to 96% on MPCI portfolio
- The decline in estimated 2014 crop year MPCI net written premiums is principally due to declines in crop commodity prices.

ARMtech continues to focus on diversifying its business geographically while managing its exposure to Texas through active use of available reinsurance protections.

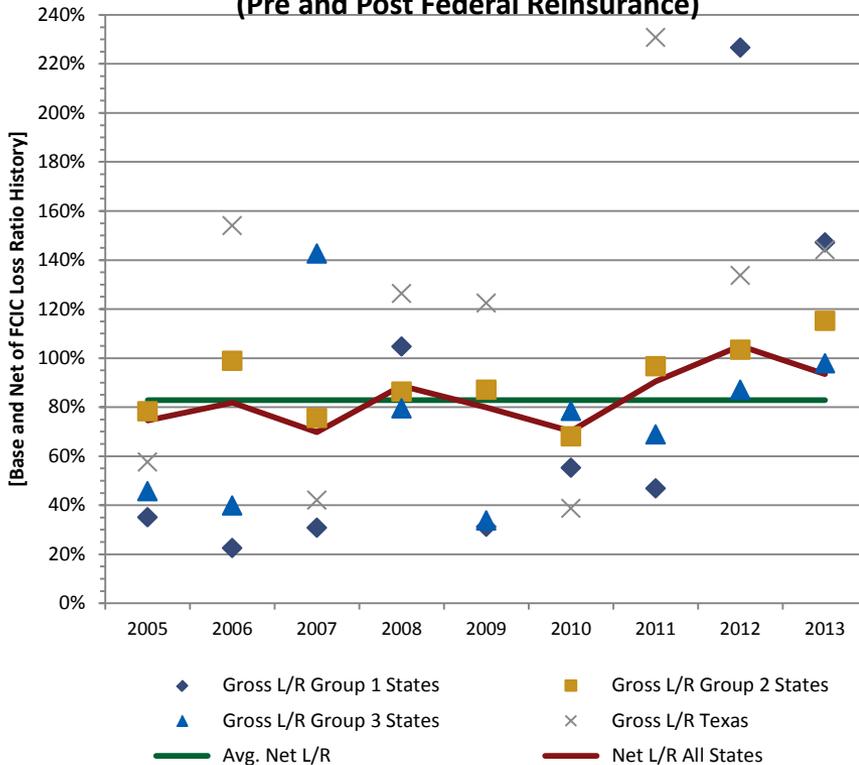
\* Group One States – IL, IN, IA, MN, NE  
 Group Two States – States other than Group One and Group Three states  
 Group Three States – CT, DE, MA, MD, NV, NH, NJ, NY, PA, UT, WY, WV

\*\* Estimated 2014 crop year premiums

# Agriculture Insurance is Not Correlated with the P&C Cycle

## FCIC reinsurance lowers volatility

**Historic MPCl Crop Year Loss Ratio Results  
(Pre and Post Federal Reinsurance)**



### Stable Results in Volatile Times

- While individual states can produce large loss ratios, the U.S. Federal reinsurance program has historically reduced loss ratio volatility.
- ARMtech's business has historically produced stable profits over time after reflecting the reinsurance terms set out in the current standard crop reinsurance agreement
  - Historic average loss ratio post U.S. Federal cessions has been 82.8% (adjusted for the 2011 Federal reinsurance terms)
  - The best year was 2007 with a 69.8% net loss ratio and the worst was 2012 with a 104.0% net MPCl loss ratio
  - ARMtech's current expense run rate after the A&O subsidy is approximately 7% - 8%

While individual states can produce highly varied gross loss ratios on a year to year basis, the U.S. Federal reinsurance program has historically mitigated that volatility and leaves ARMtech with a business which is not correlated to the traditional P&C pricing cycle and has high risk adjusted return potential.

# Overview of ARMtech

ARMtech's recognition of premiums and earnings are influenced by growing seasons

## Seasonality of MPCI Business

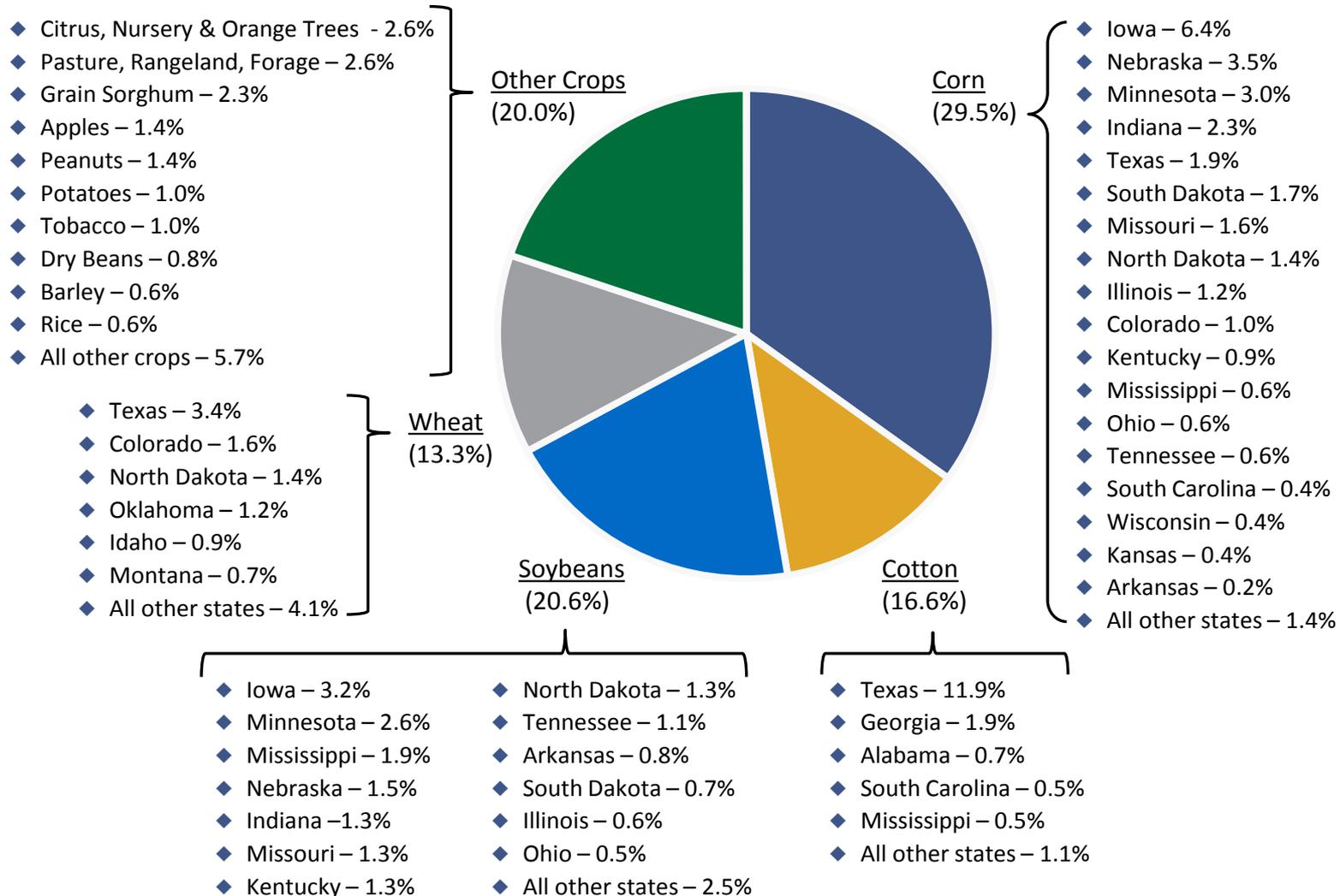
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Recognition of annual written premiums	60% - 65% Spring crops	10% - 15% Spring crop adjustments due to actual cessions	20% - 25% Spring crop acreage report adjustments Winter crops	5% - 10% Winter crop adjustments
Recognition of annual earned premiums	10%-15% Largely driven by winter crops	25% - 30% Driven by spring crops and winter crops	30% - 35% Largely driven by spring crops	25% - 30% Largely driven by spring crops
Commodity price setting	Setting of base prices for spring crops (forward commodity price for fourth quarter)	Harvest price determined for winter crops	Setting of base prices for winter crops (forward commodity price for second quarter)	Harvest price determined for spring crops
Harvest		Harvest of winter crops		Harvest of spring crops



# Diversification of Crops Within ARMtech's Portfolio

Underwritten risks diversified by geography and commodity type

## ARMtech's 2014 Estimated Crop Year MPCl Net Written Premiums



# Agriculture Insurance Contains Four Layers of Risk Mitigation

Farmers retention, ceding premiums to the U.S. Federal Government, limitations on losses and gains and purchase of stop loss protection

**2014 Crop Year  
Gross Liability**

66.6% of risk retained by ARMtech

33.4% of first dollar risk retained by farmers

## 41.5% of MPCI Premiums Ceded to U.S. Federal Government

### Assigned Risk Fund

*"Higher Risk Policies"*

#### Loss Sharing

*(% of loss retained by ARMtech within each applicable band when the loss ratio is above 100%.)*

Loss Ratio	
100 - 160	7.5%
160 - 220	6.0%
220 - 500	3.0%

#### Gain Sharing

*(% of gain retained by ARMtech within each applicable band when the loss ratio is below 100%.)*

Loss Ratio	
65 - 100	22.5%
50 - 65	13.5%
0 - 50	3.0%

**14.1% of 2014 Crop Year NWP**

### Commercial Fund

*"Lower Risk Policies"*

Loss Ratio	Group 1 States	Group 2 & 3 States
100 - 160	65.0%	42.5%
160 - 220	45.0%	20.0%
220 - 500	10.0%	5.0%

Loss Ratio	Group 1 States	Group 2 & 3 States
65 - 100	75.0%	97.5%
50 - 65	40.0%	40.0%
0 - 50	5.0%	5.0%

**85.9% of 2014 Crop Year NWP**

## ARMtech Has Grown Market Share Over Time

Superior service and technology has driven growth in stable market

MPCI Certified Companies (Owners)	Crop Year Market Share							% Change in Market Share 2007 - 2013
	2013	2012	2011	2010	2009	2008	2007	
Rain and Hail (ACE) <sup>(1)</sup>	20.8%	21.3%	21.8%	22.6%	24.3%	24.1%	25.0%	-4.2%
Rural Community Insurance Company (Wells Fargo)	20.6%	22.1%	21.8%	22.9%	24.7%	25.2%	25.1%	-4.5%
NAU Country Insurance Company (QBE) <sup>(1)</sup>	13.1%	13.3%	14.8%	14.4%	13.7%	13.8%	13.3%	-0.2%
Great American Insurance Co.	8.5%	8.5%	8.7%	8.7%	9.1%	10.1%	10.6%	-2.1%
<b>American Agri-Business Ins. Co. (Endurance)</b>	<b>7.7%</b>	<b>7.4%</b>	<b>6.7%</b>	<b>7.0%</b>	<b>6.5%</b>	<b>5.7%</b>	<b>5.9%</b>	<b>1.8%</b>
Producers Ag. Ins. Co. (CUNA Mutual)	4.9%	5.5%	6.4%	6.3%	5.3%	5.2%	4.8%	0.2%
Guide One Mutual (CGB Diversified Services)	4.6%	4.0%	2.7%	2.0%	1.2%	1.2%	1.1%	3.4%
Farmers Mutual Hail Ins. of Iowa	4.3%	4.4%	4.5%	4.2%	3.8%	4.0%	4.0%	0.3%
John Deere Risk Protection, Inc.	3.8%	3.3%	3.3%	3.8%	4.0%	3.3%	3.0%	0.7%
Agrinational Insurance Company (ADM)	3.1%	2.5%	2.1%	1.5%	0.9%	1.0%	1.1%	2.1%
Heartland (Everest Re)	2.4%	2.3%	2.4%	3.0%	3.4%	3.3%	3.2%	-0.9%
Hudson Insurance Company <sup>(1)</sup>	2.0%	1.6%	1.2%	1.2%	0.8%	0.6%	0.4%	1.6%
AgriLogic (Occidental Firs & Casualty Co)	1.6%	1.8%	1.4%	0.1%	0.0%	0.0%	0.0%	1.6%
American Agricultural Ins. Co (Amer. Farm Bureau)	1.2%	1.3%	1.3%	1.3%	1.4%	1.4%	1.2%	0.0%
Country Mutual Insurance Company	0.9%	0.9%	0.9%	1.0%	1.1%	1.2%	1.4%	-0.5%
Global Ag (XL Reinsurance)	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%
International Ag (Starr Indemnity)	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%

Source - National Crop Insurance Services (NCIS)

(1) 2007 Crop Year Market Share was increased to reflect the acquisition of a company between 2007 and 2013.



## Other Miscellaneous Information

## Probable Maximum Loss by Zone and Peril

Largest 1 in 100 year PML as of July 1, 2014 is equal to 11.1% of Shareholders' Equity as of June 30, 2014

Zone	Peril	Estimated Occurrence Net Loss as of July 1, 2014					July 1, 2013	July 1, 2012
		10 Year Return Period	25 Year Return Period	50 Year Return Period	100 Year Return Period	250 Year Return Period	100 Year Return Period	100 Year Return Period
United States	Hurricane	\$123	\$176	\$232	\$284	\$362	\$350	\$468
Europe	Windstorm	98	202	276	345	422	331	344
California	Earthquake	36	147	205	250	329	284	412
Japan	Windstorm	33	100	140	158	175	230	247
Northwest U.S.	Earthquake	-	5	36	91	185	89	184
Japan	Earthquake	10	83	127	163	205	137	138
United States	Tornado/Hail	35	50	63	78	99	89	96
Australia	Earthquake	1	11	44	121	218	87	83
New Zealand	Earthquake	1	5	14	35	87	23	22
Australia	Windstorm	7	24	51	88	155	58	37
New Madrid	Earthquake	-	-	-	6	72	7	11

The net loss estimates by zone above represent estimated losses related to our property, catastrophe and other specialty lines of business, based upon our catastrophe models and assumptions regarding the location, size, magnitude, and frequency of the catastrophe events utilized to determine the above estimates. The net loss estimates are presented on an occurrence basis, before income tax and net of reinsurance recoveries and reinstatement premiums, if applicable. Return period refers to the frequency with which the related size of a catastrophic event is expected to occur.

**Actual realized catastrophic losses could differ materially from our net loss estimates and our net loss estimates should not be considered as representative of the actual losses that we may incur in connection with any particular catastrophic event.** The net loss estimates above rely significantly on computer models created to simulate the effect of catastrophes on insured properties based upon data emanating from past catastrophic events. Since comprehensive data collection regarding insured losses from catastrophe events is a relatively recent development in the insurance industry, the data upon which catastrophe models is based is limited, which has the potential to introduce inaccuracies into estimates of losses from catastrophic events, in particular those that occur infrequently. In addition, catastrophe models are significantly influenced by management's assumptions regarding event characteristics, construction of insured property and the cost and duration of rebuilding after the catastrophe. Lastly, changes in Endurance's underwriting portfolio risk control mechanisms and other factors, either before or after the date of the above net loss estimates, may also cause actual results to vary considerably from the net loss estimates above. For a listing of risks related to Endurance and its future performance, please see "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2013 and our Quarterly Report on Form 10-Q for the quarter ended June 30, 2014.

## Year To Date June 30, 2014 Highlights

Results were driven by strong underwriting margins supported by light catastrophe losses and favorable development

- Book value per common share, adjusted for dividends, expanded 10.0% during first half of 2014
  - Net income attributable to common shareholders of \$171.3 million
    - Improved accident year loss ratios in both segments
    - General and administrative expenses were higher reflecting the transformation of the company and included greater levels of corporate expenses and expenses related to the hiring of numerous global underwriting teams and included expenses related to the proposed acquisition of Aspen
    - Light catastrophe activity
- Gross written premiums of \$1.85 billion were 5.5% higher than first half 2013 while we continued to rebalance our portfolios
  - Insurance gross written premiums of \$973.8 million were 4.7% higher than the first half of 2013
    - Strong growth from newly hired teams in our U.S. specialty operations were offset by lower agriculture premiums. Professional lines grew 91.4% while the casualty and other specialty lines of business expanded 53.8% compared to the first six months of 2013. Year to date agriculture gross premiums written declined 12.6% as the impact from reduced commodity prices were partially offset by a 5% increase in policy counts.
  - Reinsurance gross written premiums of \$873.1 million an increase of 6.5% compared to first half of 2013
    - Rebalancing of the reinsurance portfolio continued as catastrophe and casualty products were selectively non-renewed, which was partially offset by growth in specialty, professional lines and property lines of business.

# Financial Results for the First Six Months of 2014 and 2013

## Financial highlights

\$MM (except per share data and %)	June 30, 2014	June 30, 2013	\$ Change	% Change
Net premiums written	1,310.1	1,373.5	(63.4)	-4.6%
Net premiums earned	877.8	963.5	(85.7)	-8.9%
Net investment income	80.3	81.8	(1.5)	-1.8%
Net underwriting income	125.2	95.7	29.5	30.8%
Net income to common shareholders	166.3	142.2	24.1	16.9
Operating income to common shareholders	161.4	134.5	26.9	20.0
Fully diluted net income EPS	3.84	3.34	0.50	15.0%
Fully diluted operating income EPS	3.73	3.16	0.57	18.0%

## Key operating ratios

	June 30, 2014	June 30, 2013
Operating ROE (annualized)	12.9%	12.0%
Net loss ratio	49.6%	60.0%
Acquisition expense ratio	17.2%	14.9%
General and administrative expense ratio	18.2%	15.3%
Combined ratio	85.0%	90.2%
Diluted book value per share	\$60.00	\$51.95
Investment leverage	2.51	2.79

## First Six Months 2014 and 2013 Gross Written Premiums

### Insurance Segment

In \$MM	June 30, 2014	June 30, 2013	\$ Change	% Change
Casualty and other specialty	221.6	144.1	77.5	53.8%
Agriculture	608.5	696.1	-87.6	-12.6%
Professional lines	113.4	59.3	54.1	91.2%
Property	30.3	30.4	-0.1	-0.3%
<b>Total insurance</b>	<b>973.8</b>	<b>929.9</b>	<b>43.9</b>	<b>4.7%</b>

### Reinsurance Segment

In \$MM	June 30, 2014	June 30, 2013	\$ Change	% Change
Professional lines	109.7	24.8	84.9	342.3%
Casualty	115.9	183.8	-67.9	-36.9%
Catastrophe	285.0	303.3	-18.3	-6.0%
Property	209.3	196.8	12.5	6.4%
Specialty	153.2	111.5	41.8	37.4%
<b>Total reinsurance</b>	<b>873.1</b>	<b>820.2</b>	<b>52.9</b>	<b>6.4%</b>

# Financial Overview: Inception to Date Financial Performance

## Financial highlights from 2002 through June 30, 2014

In \$MM	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	June 30, 2014	Inception to date
Net premiums written	765	1,598	1,697	1,619	1,586	1,575	1,784	1,606	1,764	1,980	2,029	2,049	1,310	21,362
Net premiums earned	369	1,174	1,633	1,724	1,639	1,595	1,766	1,633	1,741	1,931	2,014	2,016	878	20,113
Net underwriting income (loss)	51	179	232	-410	304	322	111	265	195	-252	-48	195	125	1,269
Net investment income	43	71	122	180	257	281	130	284	200	147	173	166	80	2,134
Net income (loss) before preferred dividend	102	263	356	-220	498	521	100	555	365	-94	163	312	188	3,109
Net income (loss) available to common shareholders	102	263	356	-223	483	506	85	539	349	-118	130	279	171	2,922
Diluted EPS	\$1.73	\$4.00	\$5.28	(\$3.60)	\$6.73	\$7.17	\$1.33	\$9.00	\$6.38	(\$2.95)	\$3.00	\$6.37	\$3.84	\$48.29

Key Operating Ratios	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	June 30, 2014	Inception to date
Combined ratio	86.2%	84.7%	85.8%	123.5%	81.5%	79.9%	93.5%	84.0%	88.7%	112.9%	102.3%	90.2%	85.0%	93.6%
Operating ROE	7.8%	17.3%	19.9%	(11.9%)	25.7%	23.8%	8.5%	22.0%	12.6%	(6.3%)	2.4%	11.9%	12.9%	11.1%
Book value per share	\$21.73	\$24.03	\$27.91	\$23.17	\$28.87	\$35.05	\$33.06	\$44.61	\$52.74	\$50.56	\$52.88	\$55.18	\$60.00	