

An Update on the Everest Alliance

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AEGIS Insurance Services, Inc.

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Martin Gaffney – Moderator

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AEGIS Insurance Services, Inc.



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 AEGIS

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AEGIS / Everest Insurance® Alliance

History

- January 1, 2016
- Key partnership
- Benefits to AEGIS members
- 70 AEGIS members use the alliance

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Current products

- Primary coverage
 - General Liability – \$2 million limit
 - Commercial Automobile – \$2 million limit
 - Workers' Compensation (non-QSIR) – statutory limits including nuclear
 - Guaranteed cost, loss sensitive options (small / large-deductible, captive / front)
- Excess Workers' Compensation (QSIR)
 - Admitted paper available
 - Statutory limits excess of \$35 million (100% Everest)
 - 20 members buy this product
 - Workers' compensation loyalty credit



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Fronting capabilities

- AEGIS certificate program
 - General Liability - only \$5 million / \$10 million
 - 15 members buy this product
- Railroad protective products
 - Blanket basis by railroad
 - \$2 million / \$6 million
 - \$5 million / \$10 million
 - 75 policies written
- Excess Liability fronted program
 - Non-regulated operations
 - 7 members buy this product



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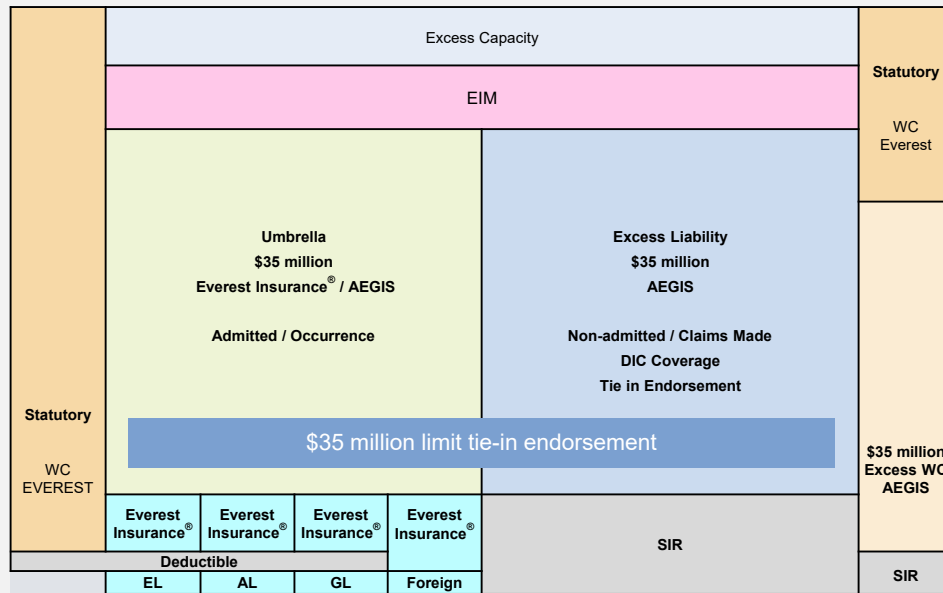
AEGIS / Everest Insurance® Alliance

Companion umbrella policy

- Admitted, occurrence
- Non-regulated operations
- 100% reinsured by AEGIS
- DIC coverage available under Excess Liability policy
- Limits will tie in with claims-made Excess Liability policy
 - Potential cost savings
 - Ease of administration



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Overview

Key Themes

- Bermuda based company (our roots date back to 1973)
- Member of the S&P 500 with a \$10 billion market cap and nearly \$8.5 billion in revenue (or what we call GWP) for 2018
- Operate from many locations across the globe – we are a truly global company
- Everest Insurance® has among the strongest financial ratings in our industry...and we have nearly \$25 billion in assets!
- The point is, we maintain a fortress balance sheet and we use other forms of capital to further strengthen this financial profile
- From a client lens, our industry is predicated on a “promise to pay” and because of this financial profile, our clients feel really good when Everest Insurance® makes that promise!



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Strategic Update

- Business segments
 - AEGIS ALLIANCE – utility industry
 - ENCORE / EYDENT – oilfield service contractors
 - ENERGY All OTHER – E&P (upstream, midstream, downstream), petro chemical, renewables & energy contracting
 - TRANSPORTATION & LOGISTICS – trucking and logistics, waste, buses, medical transportation, airlines
- Strategic priorities
 - Profitability, growth, distribution re-shape, office expansion, training, stewardship – client & broker
- What are the key strategic impediments?
 - Continued global market factors, naïve capacity



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Value Proposition

- Knowledge and industry affiliation
- In-depth knowledge of Louisiana indemnity, Texas indemnity, MSA language and all details specific to this specialized industry
- Ability to write four lines of business critical for industry needs
- Specialized loss control
- No legacy claim issues
- No legacy carrier reputational issues
- Commitment to energy industry / energy brokers
- Ability to turn around quotes within minimal timeframe
- Carrier rating “A+15 (Superior)” by AM Best



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Fun Facts

Key themes

- We ended 2018 at \$2.3 billion in GWP
- We are among, if not THE, fastest growing specialty insurer in the world and have recorded 17 straight quarters of growth – yes, that is more than four years' worth!
- We have 150+ specialty products
- We are in 17 offices worldwide and 750+ colleagues are supporting our mission – many of whom joined us from outside this industry!



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Everest Insurance®



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Principal

Salus Systems, LLC / ZERO



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ZERO[®]



Enhanced EH&S Software
Safety Software, **Simplified.**



AEGIS



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Eliminate the cost of workplace injury



Object Strikes
14%



Overexertion
24%



Falls
27%

More than 66% of the cost of the most disabling workplace injuries!



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WELCOME
TO
ZERO[®]




Mitigate & Manage



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Collaborate

Share

Library

Post

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ZERO Features

- Behavior-based observation & resolution
- Secure, company-wide communication tool – share best practices
- Collaborative, digital “bulletin board”
- Incident management & OSHA recordable
- Comprehensive teams management / administrative controls
- Member controlled content warehouse / library
- Real-time analytics

Coming soon – process checklists & surveys



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Benefits to AEGIS and Members


- Support safety culture by engaging your workforce
 - Identify, record, resolve, report & learn from observations
- Track incidents & OSHA recordables
- Supports ISO 45001 adoption
- Economic benefit through reduced incidents
- Build strength through collaboration
- Sharing best practices

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 PROACTIVE
 REACTIVE
 PROCESS



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DEMO
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BUSINESS INSURANCE
INNOVATION
AWARDS
2017

AEGIS

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Safety Software, Simplified.

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