

Target Business

November 2009

1. AmRisc Target Accounts & Capacity – Submit to submissions@amrisc.com

a. Full-Value coverage (Insurance-To-Value) on coastal, commercial property risks including real estate, apartments, condo associations, retail, offices, lessor's risks, self-storage warehouses, HPR, hotels, restaurants and all other general property classes. TIV from \$5M to \$50M per location; up to \$2.5 Billion TIV per account.

b. Lead primary or lead quota-share participation (\$25M to \$100M cat capacity) on coastal Public Entity or Large Accounts. "Large Accounts" are defined to be over \$50M TIV at the key location or \$500M TIV for the Account. Maximum \$2.5B TIV.

c. Admitted product for Florida Condo Associations for garden style, mid-rise or high-rise. Target up to \$5M TIV per building for garden style and \$50M TIV per building for high-rise. Target pricing is 10% less than Citizens, using ISO Special COL. Building Ordinance and other extensions are available.

d. Coastal Builder's Risk up to 24 month term. \$50M per risk except \$25M per risk wind capacity. Target TIV \$5M to \$100M.

e. Industrial and manufacturing from \$5M TIV to \$500M TIV. High severity risks including plastic workers, chemical, petrochemical, waste recyclers, grain, elevators, chicken processing, cotton, metal workers, steel working or ship building. (Only exclusion is below ground mining). Up to \$100M per location capacity.

f. Oil & Gas and Above Ground Mining - \$37.5M per location. TIV \$5M to \$500M.

g. Force-Placed Foreclosed Program (REO) for Banks and Financial Institutions. This protects the lender's interest in the outstanding loan balance for properties that are not insured or that the lender has foreclosed, being Residential, Commercial, Vacant or Occupied. Property Limits up to \$5M per location; Special Causes of Loss; can include flood and quake; \$1M occurrence/\$2M aggregate GL (REO only); monthly reporting basis; high commissions.

h. DIC-Flood Excess of NFIP and Primary Flood CBRA Zones. Up to \$10M any one location, with higher limits available for condominiums excess of NCFIP RCBAP. Elevation certificates are required for Zones A and V. Negative elevations are non-target. Can consider high valued dwellings.

AmRisc targets favorable secondary wind underwriting characteristics, such as new roof coverings, strapped roofs, hip roofs or hurricane shutters. AmRisc offers innovative terms, with low deductibles and broad coverages available. Our E&S carriers are VERY strong, all being "A" rated, with AmRisc providing subscription coverage using a basket of security which is not as susceptible to a single company's financial troubles when the "big one" hits. Also, AmRisc is able to offer a stable market presence through the underwriting cycle.

2. Typical Non-Target or Excluded Risks

- a. Under \$5M TIV or over \$2.5B TIV; above \$1.0 Billion TIV is often less competitive.
- b. Builder's Risk over 24 months.
- c. Mid-term or bare accounts, unless submitted by incumbent on AmRisc App / SOV with bindable terms and presentation date for 7 day quote.
- d. Non-Cat, standard market risks under \$.15 rate.
- e. EIFS (unless cosmetic or incidental).
- f. Pre-1987, waterfront, ISO 1 to 3; except short primary.
- g. Pre-1987, waterfront hotels & motels; except short primary.
- h. Renovation / rehabs (unless cosmetic; warrant no structural changes).
- i. BI-only (but strong Apartment Rents only program), contents-only, outdoor property, HOA or COA common property only.
- j. Heavy California Earthquake coverage.
- k. Vehicles; dealer's open lot coverage.
- l. Predominantly marine coverage, and most inland marine only coverage.
- m. Broker manuscript forms.

3. Capacity (in-house)

- a. Full Value – Up to \$100M per location.
- b. Layered – Up to \$100M primary or Quota Share.