

Safety National Re's unique perspective and resources provide optimal long-term reinsurance solutions to our valued partners. At Safety National Re, we practice a relationship-focused approach to customer service, recognizing that each client presents distinct exposures and specifications that require customized placements.

Reinsurance Solutions

- ▶ Full range of workers' compensation products and structures including:
 - Excess of loss single- and multi-claimant
 - Quota share
 - Optional swing-rates or annual aggregate deductibles
- ▶ Specialty casualty products including:
 - All medical and non-medical professional liability, including D&O
 - Multi-line casualty programs, including umbrella
- ▶ Multi-line property and casualty programs with embedded or related workers' compensation reinsurance placements
- ▶ Casualty Clash
- ▶ Up to \$25 million of program capacity

Dedicated Workers' Compensation Reinsurance Services

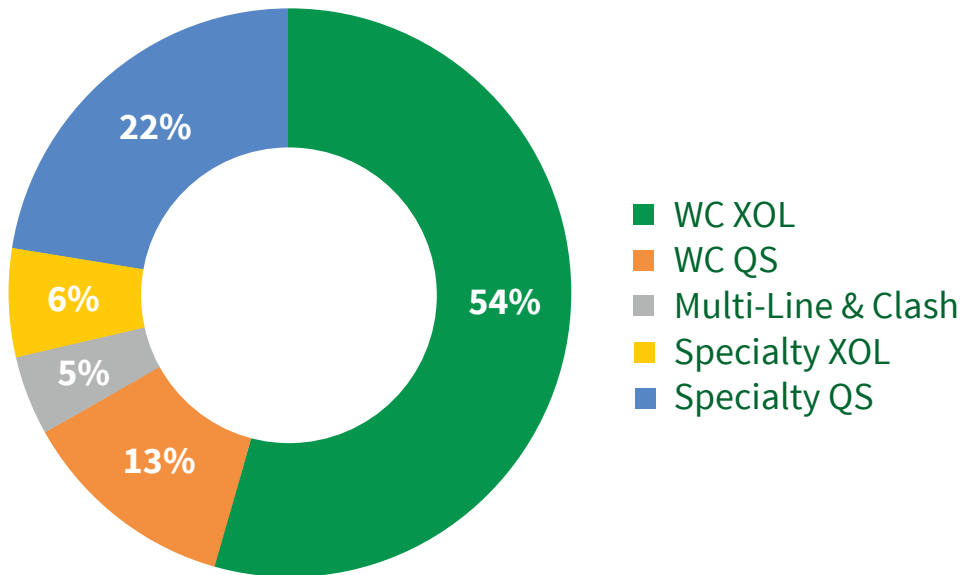
- ▶ Full range of web-based risk control services for select clients:
 - Best-practice, pre- and post-injury response tools to supplement clients' risk control offering
 - Resources can be branded and tailored to meet clients' needs
- ▶ Exceptional catastrophic injury claims expertise:
 - Leverage our nationwide network of medical providers to control costs and optimize injured workers' outcomes
 - Four claims professionals, each with over 25 years of catastrophic injury claims experience
 - Available to consult on settlement and treatment strategies
- ▶ Unique partnership with Best Doctors for clinical consulting:
 - Catastrophic injuries requiring highly-specialized critical care
 - Challenging pain management cases
 - Legacy claims
 - Back claims
 - All other claims with unresolved or chronic conditions

Financial Strength and Stability*

- A.M. Best Rating “A+” (Superior), FSC XIV
- Standard & Poor’s “A” (Strong)
- Policyholders’ surplus of \$1.9 billion as of 6/30/17
- Assets of \$6.8 billion as of 6/30/17
- A member of the Tokio Marine Group, with approximately \$29 billion in net assets
- Capital support agreement provided by Tokio Marine

*Safety National Re is a division of Safety National Casualty Corporation, which is rated “A+” (Superior), FSC XIV by A.M. Best and “A” by Standard & Poor’s.

In Force Q2 2017 – \$265,000,000



RAYMOND HARKINS, JR Senior Vice President

Ray oversees Safety National Re. He has held a variety of treaty reinsurance positions throughout his career, which has spanned over 25 years. These include underwriting, purchasing and management responsibilities with Bermuda- and U.S.-based companies.



BOB KING Vice President

Bob has over 25 years of reinsurance experience with a focus on casualty lines, including workers’ compensation. He has held various senior underwriting positions in a number of U.S. and Bermuda reinsurance companies. Bob is based in New Jersey.



CHARLES PUNO Vice President

Charles has over 25 years of insurance and reinsurance experience, with an extensive background in the management and underwriting of medical and non-medical professional liability treaty reinsurance business. Charles is based in Indianapolis.



JOHN KELLY Vice President

John has over 25 years of insurance and reinsurance experience with a focus on casualty lines, including workers’ compensation. John is based in St. Louis.



JOY EDLER Assistant Vice President

Joy has over 15 years of insurance and reinsurance experience with a focus on casualty lines, including workers’ compensation. Joy is based in St. Louis.