

# Palomar Holdings, Inc.

November 2024

### Disclaimer

This presentation contains forward-looking statements about Palomar Holdings, Inc. (the "Company"). These statements involve known and unknown risks that relate to the Company's future events or future financial performance and the actual results could differ materially from those discussed in this presentation. This presentation also includes financial measures which are not prepared in accordance with generally accepted accounting principles ("GAAP"). For a description of these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP, please see the appendix to this present.

Forward-looking statements generally relate to future events or the Company's future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as "may", "will", "should", "expects", "plans", "anticipates", "could", "intends", "target", "projects", "contemplates", "believes", "estimates", "predicts", "would", "potential" or "continue" or the negative of these words or other similar terms or expressions that concern the Company's expectations, strategy, plans or intentions. These forward-looking statements include, among others, statements relating to our future financial performance, our business prospects and strategy, anticipated financial position, liquidity and capital needs and other similar matters. These forward-looking statements are based on management's current expectations and assumptions about future events, which are inherently subject

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The Company may not actually achieve the plans, intentions or expectations disclosed in its forward-looking statements, and you should not place undue reliance on the Company's forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements the Company makes. While the Company may elect to update these forward-looking statements at some point in the future, the Company has no current intention of doing so except to the extent required by applicable law. You should, therefore, not rely on these forward-looking statements as representing the Company's views as of any date subsequent to the date of this presentation. Additional risks and uncertainties relating to the Company and its business can be found in the "Risk Factors" section of Palomar Holdings, Inc.'s most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, and other filings with the United States Securities and Exchange Commission.



# Company Profile

#### TRACK RECORD OF DELIVERING STRONG GROWTH AND CONTINUED PROFITABILITY

Specialty insurer using data analytics, underwriting acumen, and risk transfer expertise to capitalize on market dislocations

Multi-channel distribution serving residential and commercial clients; products resonate with producers, other insurers and reinsurers

Leading earthquake insurer in the United States

Admitted and E&S offerings with nationwide scope
AM Best "A" (Excellent) Financial Strength Rating (FSC) group
rating

Risk transfer strategy limits exposure to major events and reduces earnings volatility

Committed to sustainable business practices

#### THIRD QUARTER HIGHLIGHTS (1)

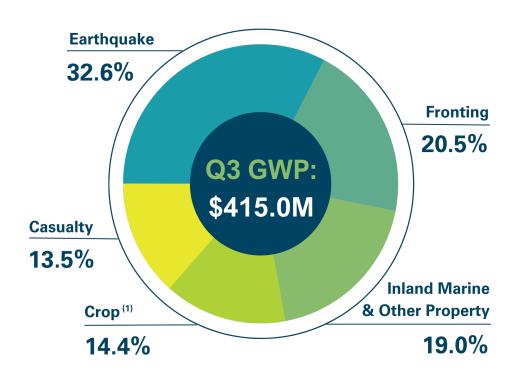
- ☑ Gross written premium (GWP) of \$415.0 million; 32% year over year growth
  - o 38% same-store<sup>(2)</sup> year over year growth
- ☑ Adjusted net income of \$32.4 million, 39% year over year growth
- ☑ Adjusted return on equity of 21.0% and adjusted combined ratio of 77%.
- ☑ Achieved AM Best FSR upgrade to "A" and FSC X
- ☑ Executed definitive purchase agreement to acquire First Indemnity of America ("FIA"), a New Jersey domiciled surety carrier
- ☑ Raised ~\$116 million of gross proceeds via primary equity issuance; net proceeds will be used to fund FIA acquisition, organic growth and selected increases to risk participation on certain lines
- ☑ Strengthened executive leadership team with the additions of Chief Claims Officer, Head of E&S Casualty and Head of Crop
- ☑ Tightened full year 2024 adjusted net income guidance range to \$124-128 million, 35% year over year growth at the midpoint



# Palomar Portfolio of Specialty Insurance Products

#### FIVE KEY SPECIALTY INSURANCE PRODUCTS WILL DRIVE VALUE OVER THE INTERMEDIATE-TERM

#### Q3 2024 % OF TOTAL GWP BY PRODUCT



#### THIRD QUARTER PRODUCT SUMMARY (\$ in thousands) YoY % Change Q3 2024 Q3 2023 **Products Earthquake** 19% \$135,329 \$113.386 **Fronting** 84.945 94.954 (11)% **Inland Marine & Other Property** 22% 78,734 64,499 11,627 NM Crop 59,662 Casualty 56,307 29,532 91% 32(2)% **Total Gross Written Premiums** \$414,977 \$313,998



# Palomar 2X Strategy

AN ORGANIC BUSINESS STRATEGY INTRODUCED IN 2022 DESIGNED TO DOUBLE UNDERWRITING INCOME OVER AN INTERMEDIATE TIMEFRAME WHILE GENERATING AN ADJUSTED ROE IN EXCESS OF 20%

#### **FUNDAMENTAL PRINCIPLES**

- Organic growth
- Anchored by our earthquake franchise and supported by non-attritional loss business
- Limited exposure to non-earthquake property catastrophe
- Entry into new markets driven by replicable, analytics-driven process
- Conservative and comprehensive risk transfer strategy
- Fee income as a complementary and diversifying income stream
- Investments in people, processes and systems to effectively scale the business
- Conservative investment portfolio



Sustain Strong Profitable Growth

Manage Dislocation & Diversification

Deliver Predictable Earnings

Scale the Organization

POSITIONED TO ACHIEVE INITIAL ADJUSTED UNDERWRITING INCOME GOAL WITHIN 3 YEARS



# Primary Equity Issuance - Use of Proceeds

RASIED \$116 MILLION THROUGH A PRIMARY EQUITY ISSUANCE TO HELP FURTHER DIVERSIFY OUR SPECIALTY INSURANCE FRANCHISE & STRENGTHEN OUR POSITION IN EXISTING CLASSES OF BUSINESS WHERE WE SEE BOTH OPPORTUNITY AND DISLOCATION

#### **FIA ACQUISITION**

- Announced acquisition of First Indemnity of America (FIA), a NJ domiciled surety insurance carrier
- Facilitates entry into the highly attractive \$9 billion annual US Surety market
- o Plan to expand geographically, add new distribution, increase limits and introduce new products
- Expect to receive regulatory approval by year-end and close the acquisition in early 2025

# ORGANIC GROWTH

- Allocate additional capital and investment to organic growth opportunities
- Strengthen balance sheet to support rapidly growing Crop franchise
- Diversify underwriting portfolio to achieve target risk-adjusted returns

# STRATEGIC RISK PARTICIPATION

- Ability to write larger limits in segments where there is market dislocation
- o Provides greater flexibility to increase XOL retention at future program renewal dates
- Opportunity to increase Crop risk participation in 2025

# STRENGTHEN RATINGS POSITION

- Continue positive ratings momentum, which creates opportunities for new products and classes of risk
- Solidify our AM Best FSR "A" (Excellent) rating and our AM Best Financial Size Category X (greater than \$500 million in capital and surplus) and make progress toward FSC XI (greater than \$750 million in capital and surplus)

**INCREMENTAL CAPITAL IS EXPECTED TO BE DEPLOYED AT A 20% ADJUSTED ROE IN 2025** 



# Catastrophe Exposure Management & Reduced Volatility

#### EXECUTION OF CONCENTRATED EFFORTS TO REDUCE VOLATILITY HAVE PRODUCED STRONG PROFITABLE RESULTS

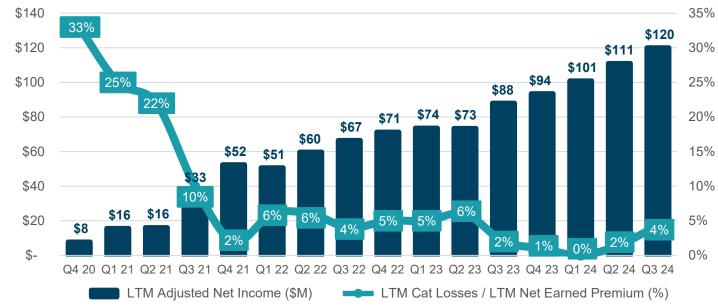
#### **Recent Events and Performance**

- Despite heightened catastrophe activity in Q3, achieved 39% year over year growth in adjusted net income and 21% adjusted ROE
- Average exposed net limit for Hurricanes Helene and Milton was ~\$400k (compared to ~\$700k for Hurricane Ian) due to reduced exposure and underwriting changes
- Commercial All Risk portfolio was the primary contributor to catastrophe losses in Q3: expected to be the same for Hurricane Milton
- Expect continued reduction in Commercial All Risk portfolio in 2025; strategic focus on growing lines of business that deliver target riskadjusted returns
- Tightened full-year adjusted net income guidance to \$124-128 million, inclusive of year- to-date catastrophe losses and the projected impact of Hurricane Milton

#### **Continental US Wind Portfolio Updates**

- Achieved targeted Continental US wind 250-yr PML of \$110 million at 9/30/24 | this compares to a peak of \$600 million during the 2020 wind season
- Evaluating portfolio to reduce Continental US Wind exposure and volatility for 2025

#### Reduced Volatility While Generating Strong Adjusted Net Income



#### **KEY INITIATIVES (YEAR OF ACTION)**

- Run-off of admitted Commercial All Risk portfolio (2020)
- Exited Non-Texas Specialty Homeowners business (2022)
- Transitioned Texas Specialty Homeowners business to fronted model (2022)
- Reduced E&S Commercial All Risk line size (2022)
  - Capped total insured values in Florida
  - Reduced number of E&S Commercial All Risk programs
- Established fee generative reciprocal: Laulima Exchange (2023)

	Historical Catastrophe Loss As-If Analysis												
Calendar Year	# of CATs	CAT Losses <sup>(1)</sup> (\$M)	As-If CAT Losses <sup>(2)</sup> (\$M)										
2020	5	\$54.8	\$2.6										
2021	2	\$31.0	\$5.4										
2022 (3)	2	\$21.8	\$17.7										
2023	3	\$4.8	NA										
2024(4)	5	\$19.6	NA										

- 1. Pre-Tax Ultimate Losses as of 90/30/2024, implies a \$15.5M per event retention
- As-If Losses estimate impact of removing discontinued business and other underwriting changes as of 3/31/24 along with Palomar's retained share of Texas Homeowners Facility effective 6/1/2024
- Reflects: HU Ian and Winter Storm Elliott
- 4. Includes YTD events as of 9/30/24. Does not include Hurricane Milton



# Comprehensive Risk Transfer Program

#### ROBUST RISK TRANSFER STRATEGY ENABLES PREDICTABLE EARNINGS AND REDUCED VOLATILITY

#### **Reinsurance Outlook and Strategy**

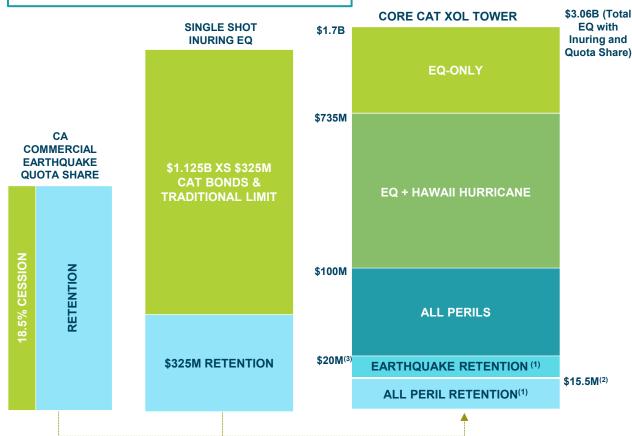
- Existing XOL treaty has not been impacted through Q3 due to reduced continental US hurricane exposure and various underwriting changes
- 97% of the 6/1/25 XOL reinsurance treaty is expected to cover earthquake risks only
- California Earthquake Authority non-renewing over \$750 million of earthquake excess of loss limit will release excess capacity that can conceivably support growth for Palomar

#### **Current Structure**

- Reinsurance strategy combines the use of excess of Loss ("XOL") reinsurance, quota share reinsurance and Insurance Linked Securities ("ILS")
- Portfolio analytics process utilizes multiple catastrophe models, deterministic loss scenarios and exposure profiles to assess risk and evaluate reinsurance coverage needs
- The current XOL program provides coverage substantially in excess of the modeled loss anticipated with the recurrence of the most severe historical catastrophes
- Current retention is less than one quarter of adjusted net income and less than 3% of surplus (< guidepost of 5% of surplus)</li>
- Quota share reinsurance used to further mitigate the impact of losses
- Cede majority of exposure for attritional lines of business and earn attractive ceding commission
- Utilize quota share and per risk coverage to manage net exposure for any single risk

#### **Current Reinsurance Coverage:**

- EQ Coverage to \$3.06B
- HI HU Coverage to \$735M
- Continental US HU to \$117.5M



- 1. Core Catastrophe XOL retention excludes modest additional premium of first and second layers
- 2. \$15.5M retention for all covered events excluding earthquake
- 3. \$20M retention for earthquake events



# Other Key Reinsurance Placements

#### PALOMAR MAINTAINS COMPREHENSIVE PRODUCT SPECIFIC REINSURANCE STRUCTURES

	Line of Business	Structure	Admitted / E&S	Start Date	
	CA Commercial Earthquake	Quota Share	Admitted and E&S	1/1/2024	
, St	Inland Marine	Quota Share	Admitted and E&S	5/1/2024	
Property	Flood	Quota Share & XOL	Admitted and E&S	6/1/2024	
Pr	Builder's Risk	Quota Share & XOL	E&S	7/1/2024	
	Excess National Property	Facultative	E&S	9/5/2024	
	Excess Liability	Quota Share	E&S	1/1/2024	1
>	Casualty, Professional & Environmental Liability	Quota Share	Admitted and E&S	4/1/2024	'
Casualty	Small Contractors General Liability	Quota Share	E&S	6/1/2024	
Cas	Real Estate E&O	Quota Share	Admitted and E&S	10/1/2024	'
	Security Guard General Liability	Quota Share	E&S	10/1/2024	
ont	Cross Border Trucking	Quota Share	E&S	1/1/2024	] '
PLMR-Front	Specialty Homeowners	Quota Share & XOL	Admitted	6/1/2024	
PLN	Cyber	Quota Share	Admitted and E&S	7/1/2024	
Crop	Crop	Quota Share	Admitted	1/1/2024	
Cr	Livestock	Quota Share	Admitted	7/1/2024	

#### **Recent Developments**

- Successful execution of 6/1 reinsurance renewal; \$3.06 billion of total Earthquake limit
- Implemented a new Excess National Property facultative treaty on 9/5 at favorable economics; will enhance servicing and quoting capabilities and ultimately production
- Continuing to attract broad Casualty capacity to meet business needs
- Improved economics and new capacity offered on several 5/1 and 7/1 placements, including our Cyber fronting program
- Renewed 10/1 Real Estate E&O quota share treaty at improved economics
- Launched 10/1 Security Guard Liability quota share treaty



<sup>\*</sup> Representative, not exhaustive, list of Palomar's in-force reinsurance placements

## Palomar Attracts Best In-Class Talent

#### RECENT ADDITIONS STRENGTHEN OUR EXECUTIVE TEAM

#### **Benson Latham**

EVP, Head of Crop

Great American | Validus Specialty | ProAg

**Tim Carter** 

Chief People Officer

LPL Financial, Inc. | G4S Integrated Services |

Parexel | Home Depot

David Sapia

EVP, Head of E&S Casualty Underwriting

HDI Global | Axis US Insurance | Guy Carpenter

Rudy Hervé
Chief Operating Officer
SCOR | QBE | Bain & Company |
Orange Ventures | Morgan Stanley



Althea Garvey
Chief Claims Officer
LifeCare | AIG | Jacoby & Meyers

James Long
Chief Technology Officer
RenaissanceRe | Guy Carpenter | John B. Collins Associates



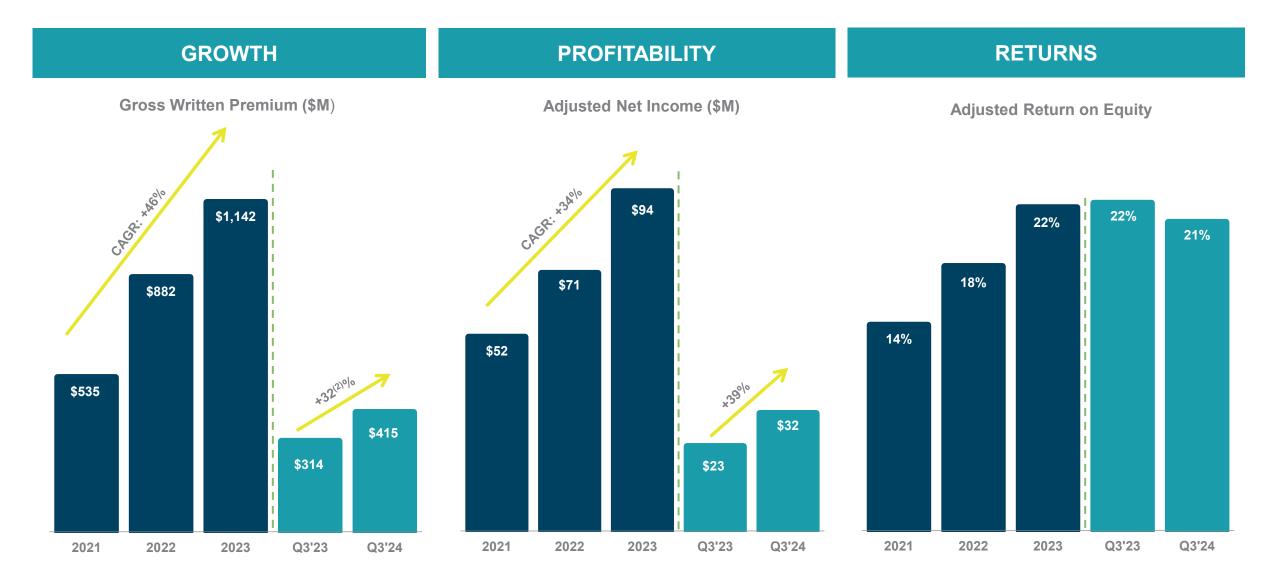
# Entrepreneurial and Experienced Management Team

# LEADING SPECIALTY INSURANCE TALENT CONTINUE TO EXECUTE AND ADD DEPTH TO THE ORGANIZATION

NAME	EXPERIENCE (YRS)	PRIOR PROFESSIONAL EXPERIENCE
Mac Armstrong   Chairman & Chief Executive Officer	25+	Arrowhead General Insurance Agency   Spectrum Equity   Alex. Brown & Sons
Jon Christianson   President	20+	Holborn Corporation   John B. Collins Associates   Guy Carpenter
Chris Uchida   Chief Financial Officer	25+	Arrowhead General Insurance Agency   PwC
Jon Knutzen   Chief Risk Officer	25+	TigerRisk Partners   Holborn Corporation   Guy Carpenter
Roldolphe "Rudy" Herve   Chief Operating Officer	20+	SCOR   QBE North America   Bain & Company   Orange Ventures
Angela Grant   Chief Legal Officer	30+	CSE Insurance Group   Hippo   Esurance   Kemper   GEICO
Robert Beyerle   Chief Underwriting Officer	20+	Great American Insurance Company   Acordia Southeast
Althea Garvey   Chief Claims Officer	25+	LifeCare   AIG   Jacoby & Meyers
James Long   Chief Technology Officer	20+	RenaissanceRe   Guy Carpenter   John B. Collins Associates
Tim Carter   Chief People Officer	20+	LPL Financial   G4S Integrated Services   Parexcel   Home Depot



## **Proven Business Model**





## 2024 Full Year Guidance

#### MIDPOINT OF 2024 GUIDANCE RANGE IMPLIES AN ADJUSTED ROE ABOVE PALOMAR 2X TARGET OF 20%

# Adjusted Net Income \$124 to \$128 million

- Tightened full year 2024 adjusted net income guidance to \$124 million \$128 million
- Current range includes:
  - Catastrophe losses of approximately \$19.7 million incurred during the nine months ended September 30, 2024
  - Catastrophe losses incurred during the fourth quarter of 2024 of approximately \$8 million related to Hurricane
     Milton



# Appendix



# Operations, Data & Technology

UNDERWRITING ACUMEN, PROPRIETARY DATA ANALYTICS, MODERN TECHNOLOGY, UNIQUE DISTRIBUTION AND OPERATIONAL EXPERTISE
GENERATE BEST IN CLASS RESULTS





# **Surety Acquisition**

#### SIGNED A PURCHASE AGREEMENT TO ACQUIRE FIRST INDEMNITY OF AMERICA INSURANCE COMPANY

#### **Market Opportunity**<sup>1</sup>

- The U.S. surety market generated \$9.3 billion of direct written premium in 2023 and consistently outperforms the broader P&C market, with a 10-year average simple combined ratio<sup>2</sup> of 48% vs. 79% for the broader P&C market
- The top surety writer in 2023 accounted for 13% of the U.S. market and outside of the top five, no company accounted for more than 5% of the market



#### First Indemnity of America (FIA) Overview

- Surety insurance carrier headquartered in Morris Plains, NJ
- Specializes in contract surety bonds for small to medium sized contractors, primarily in the Northeast US
- 40+ year operating history with a track record of profitable underwriting
- Experienced team led by industry veterans with deep expertise in surety underwriting and claims management
- Rated "A-" by A.M. Best with \$14.9 million of GAAP book value and approximately \$10 million in premium as of YE 2023

#### **Transaction Rationale**

- Provides entry into a diversifying and highly specialized line of business
- Adds experienced underwriting and claims talent
- Opportunity to invest capital to grow and retain additional risk and to obtain a Federal T-Listing
- Plan to expand geographically, add new distribution, increase limits and introduce new products



Source SNL S&P Capital

3. Relative outperformance of surety simple combined ratio represents the delta between the Surety and Total P&C Industry simple combined ratio



<sup>2.</sup> Simple combined ratio includes direct losses, DCC, commissions, tax, licenses and fees by line. Excludes allocated LAE and other underwriting expenses

# Five Key Specialty Products: 2023 GWP by Quarter

# 2024 Product Category Update

Beginning in 2024, we updated the categorization of our products to align with our current strategy and view of the business. Prior year amounts have been reclassified for comparability purposes. The recategorization is for presentation purposes only and does not impact overall gross written premiums.

(\$ in thousands)		<u>2023</u>		
Line of Business	Q1	Q2	Q3	Q4
Earthquake	\$93,495	\$107,929	\$113,386	\$122,087
Fronting	\$91,755	\$79,724	\$94,954	\$85,708
IM & Other Property	\$52,705	\$69,779	\$64,498	\$63,039
Casualty	\$12,157	\$16,376	\$29,532	\$32,324
Crop	-	\$488	\$11,627	(\$5)
Total GWP	\$250,112	\$274,296	\$313,998	\$303,153



# Third Quarter 2024 Financial Highlights

(\$ in thousands)					<b>Nine Months</b>	ths Ended - September 30,			
		<u>2024</u> 2023 <u>%Change</u>			<u>2024</u>	<u>2023</u>	%Change		
Gross written premiums		\$414,977	\$313,998	32.2%		\$838,406	39.3%		
Ceded written premiums		(255, 267)	(203,336)	25.5%	(692,620)	(542,789)	27.6%		
Net written premiums		159,710	110,662	44.3%	475,619	295,617	60.9%		
Net earned premiums		135,646	85,817	58.1%	365,796	252,164	45.1%		
Commission and other income		715	465	53.8%	2,035	1,781	14.3%		
Total underwriting revenue (1)		\$136,361	\$86,282	58.0%	\$367,831	\$253,945	44.8%		
Losses and loss adjustment expenses		40,315	16,139	149.8%	97,583	54,696	78.4%		
Acquisition expenses, net of ceding commissions and fronting fees		41,469	27,004	53.6%	109,072	78,740	38.5%		
Other underwriting expenses		28,129	22,390	25.6%	84,165	63,962	31.6%		
Underwriting income (1)		26,448	20,749	27.5%	77,011	56,547	36.2%		
Interest expense		(87)	(867)	(90.0)%	(1,052)	(2,952)	(64.4)%		
Net investment income		9,408	6,029	56.0%	24,506	16,690	46.8%		
Net realized and unrealized gains on investments		2,734	(1,376)	(298.7)%	5,768	(103)	NM		
Income before income taxes		38,503	24,535	56.9%	106,233	70,182	51.4%		
Income tax expense		8,006	6,103	31.2%	23,625	16,877	40.0%		
Net income		30,497	18,432	65.5%	\$82,608	\$53,305	55.0%		
Adjustments:									
Net realized and unrealized gains on investments		(2,734)	1,376	(298.7)%	(5,768)	103	NM		
Expenses associated with transactions		84	229	(63.3)%	557	229	143.2%		
Stock-based compensation expense		4,117	3,589	14.7%	11,905	10,737	10.9%		
Amortization of intangibles		389	390	(0.3)%	1,168	1,092	7.0%		
Expenses associated with catastrophe bond		-	-	-	_,	1,640	51.4%		
Tax impact		91	(725)	(112.6)%		(1,582)	(53.6)%		
Adjusted net income (1)		\$32,444	\$23,291	39.3%	\$92,219	\$65,524	40.7%		
Key Financial and Operating Metrics									
Annualized return on equity		19.7%	17.7%		18.8%	17.6%			
Annualized adjusted return on equity (1)		21.0%	22.3%		20.9%	21.7%			
Loss ratio		29.7%	18.8%		26.7%	21.7%			
Expense ratio		50.8%	57.0%		52.3%	55.9%			
Combined ratio		80.5%	75.8%		78.9%	77.6%			
Adjusted combined ratio (1)		77.1%	70.9%		74.5%	72.1%			
Diluted earnings per share		\$1.15	\$0.73		\$3.19	\$2.10			
Diluted adjusted earnings per share (1)		\$1.23	\$0.92		\$3.56	\$2.59			
Catastrophe losses		\$12,924	\$(533)		\$19,724	\$3,432			
Catastrophe loss ratio (1)		9.5%	(0.6)%		5.4%	1.4%			
Adjusted combined ratio excluding catastrophe losses (1)		67.6%	71.5%		69.2%	70.8%			
Adjusted underwriting income (1)		\$31,038	\$24,957		\$93,124	\$70,245			
, ,									



# Reconciliation Of Non-GAAP Metrics Used In This Presentation

(\$ in thousands, except per share data)	Three Months Ended -	September 30,	Nine Months Ended - September 30,			
	<u>2024</u>	<u>2023</u>	<u>2024</u>	<u>2024</u>		
Numerator: Sum of losses and loss adjustment expenses, acquisition expenses, and other underwriting expenses, net of commission and other income	\$109,198	\$65,068	\$288,785	\$195,617		
	¢125 646	<b>COE 017</b>	¢265 706	\$252,164		
Denominator: Net earned premiums  Combined ratio	\$135,646 <b>80.5</b> %	\$85,817 <b>75.8%</b>	\$365,796 <b>78.9</b> %	77.6%		
Adjustments to numerator:	00.5 /6	7 3.0 /0	70.576	77.070		
Expenses associated with transactions	(84)	(229)	(557)	(229)		
Stock-based compensation expense	(4,117)	(3,589)	(11,905)	10,737)		
Amortization of intangibles	(389)	(390)	(1,168)	(1,092)		
Expenses associated with catastrophe bond	(303)	(330)	(2,483)	(1,640)		
Adjusted combined ratio	77.1%	70.9%	74.5%	72.1%		
Adjusted combined ratio	111170	7 0.0 70	14.070	12.170		
Adjusted net income	\$32,444	\$23,291	\$92,219	\$65,524		
Weighted-average common shares outstanding, diluted	26,479,566	25,244,828	25,877,257	25,340,602		
Diluted adjusted earnings per share	\$1.23	\$0.92	\$3.56	\$2.59		
,						
Numerator: Losses and Loss adjustment expenses	\$40,315	\$16,139	\$97,583	\$54,696		
Denominator: Net earned premiums	135,646	85,817	365,796	252,164		
Loss ratio	29.7%	18.8%	26.7%	21.7%		
Numerator: Catastrophe losses	\$12,924	\$(533)	\$19,724	\$3,432		
Denominator: Net earned premiums	135,646	85,817	365,796	252,164		
Catastrophe loss ratio	9.5%	(0.6)%	5.4%	1.4%		
Numerator: Sum of losses and loss adjustment expenses, acquisition expenses, and other underwriting expenses, net of commission and other income	\$109,198	\$65,068	\$288,785	\$195,617		
Denominator: Net earned premiums	135,646	85,817	365,796	252,164		
Combined ratio	80.5%	75.8%	78.9%	77.6%		
Adjustments to numerator:						
Expenses associated with transactions	(84)	(229)	(557)	(229)		
Stock-based compensation expense	(4,117)	(3,589)	(11,905)	(10,737)		
Amortization of intangibles	(389)	(390)	(1,168)	(1,092)		
Expenses associated with catastrophe bond	<u> </u>	·	(2,483)	(1,640)		
Catastrophe losses	(12,924)	533	(19,724)	(3,432)		
Adjusted combined ratio excluding catastrophe losses	67.6%	71.5%	69.2%	70.8%		



# Reconciliation Of Non-GAAP Metrics Used In This Presentation

(\$ in thousands)	Three Months Ended	- September 30,	Nine Months Ended – September 30			
	2024	2023	2024	2023		
Gross earned premiums	\$395,881	\$271,786	\$1,025,716	\$739,219		
Ceded earned premiums	(260,235)	(185,969)	(659,920)	(487,055)		
Net earned premiums	\$135,646	\$85,817	\$365,796	\$252,164		
Total revenue	\$148,503	\$90,935	\$398,105	\$270,532		
Net investment income	(9,408)	(6,029)	(24,506)	(16,690)		
Net realized and unrealized gains on investments	(2,734)	1,376	(5,768)	103		
Underwriting revenue	\$136,361	\$86,282	\$367,831	\$253,945		
Income before income taxes	\$38,503	\$24,535	\$106,233	\$70,182		
Net investment income	(9,408)	(6,029)	(24,506)	(16,690)		
Net realized and unrealized gains on investments	(2,734)	1,376	(5,768)	103		
Interest expense	87	867	1,052	2,952		
Underwriting income	\$26,448	\$20,749	\$77,011	\$56,547		
Expenses associated with transactions	84	229	557	229		
Stock-based compensation expense	4,117	3,589	11,905	10,737		
Amortization of intangibles	389	390	1,168	1,092		
Expenses associated with catastrophe bond	-	-	2,483	1,640		
Adjusted underwriting income	\$31,083	\$24,957	\$93,124	\$70,245		
Net income	\$30,497	\$18,432	\$82,608	\$53,305		
Adjustments:						
Net realized and unrealized gains on investments	(2,734)	1,376	(5,768)	103		
Expenses associated with transactions	84	229	557	229		
Stock-based compensation expense	4,117	3,589	11,905	10,737		
Amortization of intangibles	389	390	1,168	1,092		
Expenses associated with catastrophe bond	-	-	2,483	1,640		
Tax impact	91	(725)	(734)	(1,582)		
Adjusted net income	\$32,444	\$23,291	\$92,219	\$65,524		
Annualized adjusted net income	\$129,776	\$93,164	\$122,959	\$87,365		
Average stockholders' equity	617,959	417,521	\$587,282	403,044		
Annualized adjusted return on equity	21.0%	22.3%	20.9%	21.7%		



## Theoretical Net Written Premium vs Net Earned Premium

The yellow highlighted sections show the calculation of Ceded XOL on a written and earned basis.

The Ceded XOL on a written basis and on an earned basis are calculated the same.

Assumptions: Ceded Quota Share % XOL Annual Expense	Year 1 10% 8,000				Year 2 10% 10,000				Year 3 Q1- 10% 12,000	Q2	Year 3 Q3- 10% 22,000	Q4			
Gross written premium	5,000	5,000	5,000	5,000	Year 2 Q1 6,000	9,000	9,000	8,000	8,000	20,000	14,000	15,000	Year 1 20,000	32,000	<b>Year 3</b> 57,000
Ceded written premium QS Ceded written premium XOL	(500)	(500)	,		(600)	(900) (2,500)	(900)	(800) (2,500)	(800)	(2,000)	(1,400) (5,500)	(1,500) (5,500)	(2,000)	(3,200) (10,000)	(5,700) (17,000)
Net written premium Ceded WP / GWP NWP / GWP QoQ Change in Ceded WP/GWP	2,500 -50% 50%		50%	2,500 -50% 50% 0%	2,900 -52% 48% -2%	5,600 -38% 62% 14%	5,600 -38% 62% 0%	4,700 -41% 59% -3%	4,200 -48% 53% -6%	15,000 -25% 75% 23%	7,100 -49% 51% -24%	8,000 -47% 53% 3%	10,000 -50% 50%	18,800 -41% 59% 9%	34,300 -40% 60% 1%
Gross earned premium Ceded earned premium QS Ceded earned premium XOL	625 (63) (2,000)	(188)	3,125 (313) (2,000)	,	5,125 (513) (2,500)	5,750 (575) (2,500)	6,750 (675) (2,500)	7,625 (763) (2,500)	8,250 (825) (3,000)	9,875 (988) (3,000)	11,875 (1,188) (5,500)	13,375 (1,338) (5,500)	10,000 (1,000) (8,000)	25,250 (2,525) (10,000)	43,375 (4,338) (17,000)
Net earned premium Ceded EP / GEP NEP / GEP QoQ Change in Ceded EP/GEP	(1,438) -330% -230%	-117%	-74% 26%	1,938 -56% 44% 18%	2,113 -59% 41% -3%	2,675 -53% 47% 5%	3,575 -47% 53% 6%	4,363 -43% 57% 4%	4,425 -46% 54% -4%	5,888 -40% 60% 6%	5,188 -56% 44% -16%	6,538 -51% 49% 5%	1,000 -90% 10%	12,725 -50% 50% 40%	22,038 -49% 51% 0%
Diff Ceded EP/GEP & Ceded WP/GWP	-280%	-67%	-24%	-6%	-7%	-16%	-9%	-2%	1%	-15%	-7%	-4%	-40%	-8%	-9%

The blue highlighted cells represent the change in Ceded EP/GEP on a sequential quarter over quarter basis in periods that we have increased our XOL limit and cost. XOL reinsurance purchases allow us to grow into the limit that we buy over the life of those contracts. We start expensing the XOL immediately when the new contracts go into effect. Assuming our GEP will continue to grow, our Ceded EP/GEP ratio at the beginning of any given contract represents the highest Ceded EP/GEP for that contract.



# Theoretical Net Written Premium vs Net Earned Premium

This example represents flat written premium with no changes to XOL reinsurance expense. With flat written premium the difference between net written and earned premium only exists in year 1 when the earned premium is building to steady state. Once the earned premium reaches steady state the net written and earned are the same.

Assumptions: Ceded Quota Share % XOL Annual Expense	Year 1 10% 8,000				Year 2 10% 8,000				Year 3 Q1-0 10% 8,000	Q2	Year 3 Q3- 10% 8,000	Q4			
	Year 1 Q1	Year 1 Q2	Year 1 Q3	Year 1 Q4	Year 2 Q1	Year 2 Q2	Year 2 Q3	Year 2 Q4	Year 3 Q1	Year 3 Q2	Year 3 Q3	Year 3 Q4	Year 1	Year 2	Year 3
Gross written premium	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	20,000	20,000	20,000
Ceded written premium QS	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(2,000)	(2,000)	(2,000)
Ceded written premium XOL	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(8,000)	(8,000)	(8,000)
Net written premium	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	10,000	10,000	10,000
Ceded WP / GWP	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%
NWP / GWP	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
QoQ Change in Ceded WP/GWP		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		0%	0%
Gross earned premium	625	1,875	3,125	4,375	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	10,000	20,000	20,000
Ceded earned premium QS	(63)	(188)	(313)	(438)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(500)	(1,000)	(2,000)	(2,000)
Ceded earned premium XOL	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(2,000)	(8,000)	(8,000)	(8,000)
Net earned premium	(1,438)	(313)	813	1,938	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	1,000	10,000	10,000
Ceded EP / GEP	-330%	-117%	-74%	-56%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-50%	-90%	-50%	-50%
NEP / GEP	-230%	-17%	26%	44%	50%	50%	50%	50%	50%	50%	50%	50%	10%	50%	50%
QoQ Change in Ceded EP/GEP		213%	43%	18%	6%	0%	0%	0%	0%	0%	0%	0%		40%	0%
Diff Ceded EP/GEP & Ceded WP/GWP	-280%	-67%	-24%	-6%	0%	0%	0%	0%	0%	0%	0%	0%	-40%	0%	0%



# Commitment to Sustainability

# ACCESS THE SUSTAINABILITY PORTAL AND 2023 SUSTAINABILITY & CITIZENSHIP REPORT HERE: HTTPS://PLMR.COM/SUSTAINABILITY/

#### **OVERVIEW**

- Committed to sustainable business practices is driven by the understanding that environmental stewardship, social responsibility, and effective governance are interconnected pillars essential for long-term business success
- Dedicated business strategy that supports growth, well-being, and long-term sustainability through investment in our people, business, and communities

#### **SUSTAINABILITY PRIORITIES**







Health



Human

**Rights** 



Inclusion



Community & Team Member Well-being









Investment Management

Data Privacy & Cybersecurity

Governance Practices

#### **TRANSPARENCY**









As Asset Owners, Public Commitments / Signatories to Responsible Investment Initiatives









**United Nations** 

Global Compact

