

### About SUA

Formed in 2004, SUA Insurance Company is a leading carrier of property and casualty insurance for specialty markets. Our unique, market-focused approach gives us a greater insight into the issues facing the customers we serve.

SUA currently offers property and casualty insurance to the following business segments: alternative staffing, construction, public entities, small business and transportation.

### SUA Financial Strength Rating (FSR)

A.M. Best Company is the oldest and most widely recognized rating agency dedicated to the insurance industry. Its rating process involves a variety of qualitative and quantitative factors that fall into three categories: balance sheet strength, operating performance and business profile.

SUA received an initial A.M. Best FSR on March 30, 2005 with a secure rating of B+ (Good) and this rating was confirmed in April 2008 with a stable outlook.

### How Did A.M. Best Determine the Rating?

The age of an organization carries significant weight in the rating. According to A.M. Best, "because a new company rating opinion must consider a greater degree of uncertainty, A.M. Best is conservative in its initial rating assignment"<sup>1</sup>. Our financial condition is excellent. We have included a chart (Table A) to more accurately demonstrate our financial results and condition.



The senior management team at SUA is fully confident that if the Company meets future projections, it is only a matter of time before our rating is upgraded.



*Table A***Summary Financials***(000's omitted)***SUA Insurance Co.**

	<u>2006</u>	<u>2007</u>
Gross Written Premium	\$ 153,176	\$ 160,334
Net Written Premium	142,100	149,403
Net Earned Premium	110,891	152,462
Loss and LAE Ratio	56.5%	59.0%
Combined Ratio	97.9%	97.9%
Investment Income	6,362	9,512
Investment Yield	4.6%	4.8%
Net Income (in Millions)	8,408	12,579
ROE	7.8%	10.2%
Shareholders' Equity	113,983	131,136
Policyholder Surplus (PHS)	77,308	89,837

**SUA Facts & Figures**

- ◆ Surplus of almost \$90 million
- ◆ No prior liabilities and no legacy—we have a “clean” balance sheet
- ◆ Admitted in the 43 states within which we are licensed to operate, as well as the District of Columbia
- ◆ Our surplus is protected from adverse and catastrophic claims with reinsurance from reinsurers rated A or better by A.M. Best
- ◆ Primarily a casualty company—we write very little property so catastrophic exposure is minimal

**Committed to Success**

In addition to our documented financial strength, SUA possesses two other important advantages: a unique business model and expert leadership.

Our business model is based on a commitment to deepening our understanding of the specialty markets we serve, and developing solutions for the businesses within them. And each member of our highly successful senior management team brings years of experience at leading insurance companies and is dedicated to the long-term success of SUA.