



A True Solution for Specialty Insurance

A PARTNERSHIP APPROACH



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Partner with Us



EXPANDING OPPORTUNITY

Prime Insurance Company broadens the spectrum of possibility for your business by providing innovative liability solutions for specialty risks. Our unique ability to supply a stable market beyond the boundaries of other insurance carriers opens up options for a larger book of business. As an opportunistic carrier, with decades of underwriting experience, Prime offers coverage for the most extraordinary and unique risks. Producers can stop passing on risks and start writing them with Prime Insurance Company.

PARTNERSHIP ADVANTAGE

Prime Insurance Company believes that the foundation for growth and success is partnership. We build trusted relationships and work in close collaboration with our partners nationwide to produce tremendous results. Our steadfast commitment to this business approach through hard and soft markets empowers producers to generate and satisfy more clients. The emphasis on partnership leads to the convergence and advancement of mutual interests benefiting all parties. By working together, we increase our value; that's the partnership advantage.



Prime Delivers

EXCEEDING EXPECTATIONS

Prime Insurance Company is driven to distinguish itself among insurance carriers by delivering much needed specialty lines products and services. As partners, we are dedicated to showing producers how to attain a new level of success when other markets decline coverage or fail to offer creative solutions.

“

I am very pleased to have started a partnership with Prime Insurance Company when it provided me a market for a challenging industrial risk class that was unavailable elsewhere. What began with a single submission has grown into a robust book of new business with the increase in production leading to an expansion of my brokerage staff. The Prime Insurance Company team has consistently demonstrated a high degree of professionalism, industry expertise and thoroughness. I recommend other producers take advantage of the placement solutions and excellent customer service offered by Prime Insurance Company.”

— MIDWEST REGION PRODUCER



Building Your Business

PRIME INSURANCE COMPANY

Prime Insurance Company has expertise in writing over 700 risk classes in all 50 states. Our insurance expertise will help strengthen your book of business and create solutions for business that was previously turned away.

Prime's solutions-based and opportunistic approach coupled with our disciplined underwriting creates a stable marketplace for risks with unique characteristics, such as...

- Canceled/Non-Renewed
- Claims History
- Declined/Rejected
- Emerging Risk
- New Ventures
- Standard market appetite change

Clear communication and collaboration with producers and insureds are paramount to Prime's partnership approach.





CUSTOMIZED UNDERWRITING

- Direct access to the underwriting team
- Quick indication quotes
- Innovative, flexible and customized coverage options
- No minimum production requirements
- Excess and Surplus
- Limits up to \$10MM in-house

WHY DECLINE BUSINESS AT ALL?

- Grow your business by offering solutions and options
- We won't compete with your other markets from a premium standpoint, but we will help you write the business you are turning away today
- Prime Insurance Company provides flexibility that can't be found elsewhere



Resources & Balanced Support

RISK MANAGEMENT PARTNERSHIP

- Provides focused and tangible risk management practices to eliminate or reduce controllable losses
- The Risk Management team establishes practices and procedures to further minimize damage and liability should an incident, claim or lawsuit occur

EXTRAORDINARY CLAIMS RESULTS

- Experts at negotiating equitable and quick resolutions
- In-house legal team that has handled over 70,000 claims
- Long standing partnerships with lawyers and experts to deliver superior results



2022 PRIME PERFORMANCE

PEER COMPARISON 2022

	SIMPLE AVERAGE OF PEERS	PRIME INSURANCE COMPANY	PRIME PROPERTY & CASUALTY INSURANCE INC.
LOSS & LAE RATIO	68.2%	59.4%	64.6%
EXPENSE RATIO	32.3%	22.6%	18.4%
	100.5%	82.0%	83.0%
	PEERS COMBINED RATIO	PIC COMBINED RATIO	PPCI COMBINED RATIO

**TIP: 100% combined is the break even point. 100% and above is cause for concern.
Less than 100% is indication of excellent performance.**

	LOSS & LAE RATIO (1)	EXPENSE RATIO	COMBINED RATIO (2)	RETURN ON POLICY- HOLDERS' SURPLUS	DIRECT PREMIUMS WRITTEN	NET PREMIUM WRITTEN	NET INCOME 2022	NET INCOME 2021	NET INCOME 2020
					DOLLARS IN THOUSANDS				
PRIME INSURANCE COMPANY	59.4%	22.6%	82.0%	27.4%	227,749	177,053	36,557	27,240	24,009
PRIME PROPERTY & CASUALTY INS. INC.	64.6%	18.4%	83.0%	25.9%	160,178	129,347	25,689	22,682	18,906
SIMPLE AVERAGE OF PEERS	68.2%	32.3%	100.5%	0.9%					
Aspen Specialty Insurance Co.	63.5%	32.3%	95.8%	7.9%	864,823	512,607	20,489	2,389	(15,950)
Canal Insurance Co.	66.6%	29.2%	95.8%	7.1%	400,912	398,895	28,712	26,696	18,996
Conifer Insurance Co.	91.0%	23.7%	114.7%	-14.8%	65,997	59,708	(6,846)	(9,161)	2,059
Crum & Forster Indemnity Co. (FairFax)	62.1%	31.1%	93.2%	6.2%	109,693	36,609	1,622	2,618	1,323
Hallmark Specialty Insurance Co.	105.3%	17.3%	122.6%	-15.6%	391,450	34,045	(4,194)	1,175	2,407
Harco National Insurance Co.	60.7%	39.6%	100.3%	-16.8%	358,283	324,798	23,598	(23,273)	10,026
Hiscox Insurance Co.	51.2%	41.5%	92.7%	6.9%	632,138	578,366	29,526	8,642	11,862
Illinois Casualty Co.	64.5%	32.4%	96.9%	0.1%	82,727	73,391	3,583	1,939	2,256
Lancer Insurance Co.	64.2%	27.9%	92.2%	12.7%	263,284	270,938	25,676	37,640	32,359
Lexington Insurance Co.	58.9%	34.6%	93.5%	11.1%	2,738,268	4,032,136	583,439	793,280	112,987
National Casualty Co.	77.6%	30.4%	107.9%	-1.2%	74,131	-	122	4,054	(8,007)
Nationwide Mutual Insurance Co.	77.6%	30.4%	107.9%	3.3%	3,329,238	13,776,426	(293,823)	196,285	(419,988)
Specialty Risk of America	53.1%	47.1%	100.3%	0.3%	16,789	11,969	134	34	(432)
StarStone Specialty Insurance Co.	58.3%	34.9%	93.2%	5.0%	785,441	578,942	15,362	(31,176)	(1,818)

1. Prime Insurance Company's significantly lower-than-average loss & lae ratio is a result of the partnership formed with policyholders during underwriting and risk management review. Claims litigation management is greatly enhanced through the partnership approach.

2. The combined ratio is the sum of the loss & lae, expense, and policyholder dividend ratios. A combined ratio of more than 100% means the insurer has incurred an underwriting loss. Investment income is added to underwriting income or loss to calculate net income or loss.

Roadmap to Prime

WHAT IS EXCESS AND SURPLUS LINES SPECIALTY LIABILITY INSURANCE?

It's the market that offers coverage for risks that are characterized by an elevated or atypical exposure to liability risks. These heightened risk factors, possibility of losses, and unique underwriting factors are typically declined by standard carriers. Prime has the knowledge to consider significant underwriting characteristics, offer flexible underwriting, and advocate a partnership approach in order to execute and deliver specialty liability coverage.



LOSS HISTORY

Standard Markets decline risks due to claims and loss experience.

UNIQUE UNDERWRITING CHARACTERISTICS

Important features are considered such as location, materials, and workmanship perceived susceptible to loss or damage.



EXPERTISE AND RELIABILITY

Prime has the ability and knowledge to write coverage in hundreds of classes of businesses. Whether the solution is to provide a complete package of coverage, mono-line coverage, or customize premium, limits and deductibles suitable for the risk, Prime will offer options for coverage.

Our in-house team of underwriters, risk managers, and claims experts work together to deliver superior results.

HUNDREDS OF RISK CLASSES & EMERGING RISKS

There is also a broad range of risks that will be declined by the standard market. We provide options and solutions for unique underwriting challenges and risks that the standard market declines. These types of risks encompass a wide range of individual, business and entertainment classes.



With decades of industry experience,
we've learned how to be a good partner
and chart a course to grow your business.

Come join our partnership today!

- ✓ 800.257.5590
- ✓ quotes@primeis.com
- ✓ primeis.com



WHAT OUR PRODUCERS SAY ABOUT PRIME

“

We send all of our hard-to-place risks to Prime including property, general liability, auto to name a few. We love working with Pete and Mike and find them all to be very responsive and knowledgeable in helping us to get the business written.”

— SOUTHERN REGION PRODUCER

“

We like working with Rick, Pete, and Janice. Some of the risks are out there – hard-to-place, and Prime comes thru with options and incredible turnaround time. We depend on Prime to help us with ATV's, recreational risks and petting zoos.”

— EAST COAST REGION PRODUCER

“

The service is really, really good. Once we bind coverage the policy and certificate are issued within hours. Mostly we find Prime Insurance Company to be of great help with our specialty program, non-emergency medical transportation. We also use Prime for some towing and commercial auto accounts.”

— GULF COAST REGION PRODUCER



EXCESS & SURPLUS LINES SPECIALTY INSURANCE

800.257.5590 / quotes@primeis.com / primeis.com



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