



**AXIS Programs**  
*A Winning Partnership for Success*

# About AXIS Capital

2016 financial highlights  
(in US\$)

**7.3 billion**  
Total Capital



**20.8 billion**  
Total Assets



**14.7 billion**  
Cash & Investments



**4.9 billion**  
Gross Written Premiums



**A+**  
for Financial Strength from  
A.M. Best and Standard & Poor's



## About AXIS Capital

AXIS Capital\* is a leading global provider of specialty lines insurance and reinsurance through its operating companies with offices in Bermuda, the USA, Europe, Singapore, Canada, Latin America and the Middle East. We serve a broad range of businesses and organizations with diverse risk transfer products and services, supported by substantial capacity and unquestioned financial strength.

AXIS insurance and reinsurance companies enjoy high financial strength ratings from A.M. Best (A+ Superior) and Standard & Poor's (A+ Strong) for our claims-paying ability.

## About AXIS Programs – Dedicated to Program Insurance Business

AXIS Insurance's Programs unit provides property and casualty insurance products through AXIS-appointed Program Administrators (PAs) and Managing General Agents (MGAs) throughout the United States. We offer a broad range of commercial and personal lines coverages for specialty, niche programs. Our focus is on small to midsize segments of the marketplace. We have a highly experienced team that is skilled in evaluating, developing and managing program business. Our PA and MGA partners have a high degree of technical expertise, and they share our disciplined underwriting philosophy.

\* AXIS Capital Holdings Limited, a Bermuda-based holding company listed on the NYSE: AXS. Find out more at [axiscapital.com](http://axiscapital.com), and follow AXIS Capital on LinkedIn.

# Products & Capabilities

## **AXIS Programs offers an array of products for specialty commercial and personal lines insurance programs:**

- Property and related coverages
- General Liability
- Commercial Automobile, when part of a multiline program
- Inland Marine
- Umbrella & Excess
- Professional Lines, as part of a package
- Specialty Personal Lines coverages
- Miscellaneous or unique product opportunities
- Admitted and non-admitted policies
- Monoline or multiline programs
- Geographic flexibility (single state, regional, nationwide)
- Customized solutions

MGAs offer specialist underwriting, often in niche markets, in-depth local knowledge, and cost effective distribution platforms for their insurer partners. At the same time they provide brokers and customers with a high level of service and a wide range of products.

### **Whether they are...**

---

**Industry Group Programs** – Typically homogeneous business within a specific niche or industry group managed, processed and distributed by a specialized Program Administrator.

---

**Affinity Groups** – P&C products delivered as part of an industry association. May be sponsored in part or whole by the association as a benefit of membership.

---

**... AXIS Programs has the necessary credentials to be your insurance partner of choice.**

## Program Parameters

---

- ✓ The PAs and MGAs that we work with have full program administrative capabilities, including underwriting, rating, policy issuance and reporting.
  - ✓ We utilize TPAs for claims administration with oversight and management by AXIS Insurance's Claims Department.
  - ✓ We can offer profit sharing, variable commission and support captives, whichever is the best solution that aligns both parties' interests.
  - ✓ We don't have a minimum premium size to establish a relationship. It depends on the costs associated with launching and maintaining the program.
- 

## Program Preferences

---

- ✓ Sufficient in-force gross written premium to support development costs and ongoing expenses.
  - ✓ At least 5 years of verifiable premium and loss history.
  - ✓ A focus on a niche market or specialty product line.
  - ✓ Business that can be written and priced using well-defined underwriting template.
-

# Program

**AXIS Programs has the flexibility and resources to support and grow your program profitably**



## Program Management

We have many years of experience in managing delegated authority relationships. A dedicated program manager is assigned to each program and acts as the main point of contact and to coordinate the resources of the entire AXIS team as required.



## Underwriting

Our experienced program managers are empowered to make underwriting decisions. To support them we have product specialists with years of experience in specific lines of business and coverages.



## Claims

Our claims team specializes in managing TPA relationships and bringing the skills and experience of the AXIS claims department to the table.

# Support



## Actuarial

AXIS Programs actuaries draw on their experience across products and geographies to assist our MGAs to target the best customers and offer the best prices. Our team is experienced in improving available data, accessing insightful analysis and using technology and analytics. Our actuaries use research and enhanced data capabilities to help MGAs get, and stay, ahead of their competitors through better risk selection, pricing and risk management.



## Legal, regulatory & compliance

AXIS Legal and Compliance bring a host of services to support your program, including:

- Administering product filings in an efficient manner.
- Policy wording reviews to ensure compliance with current legislation.
- Production of well-defined contracts.
- Regulatory and compliance guidance and training.

# AXIS Programs Team

---

**John Tatum**

Executive Vice President  
Head of AXIS U.S. Programs

**312-917-5536**

**john.tatum@axiscapital.com**

---

**Michael Oliver, CPCU, CPL**

Senior Vice President, AXIS Programs  
Business Development Officer

**678-746-9363**

**michael.oliver@axiscapital.com**

---

**Tim McGee**

Senior Vice President  
U.S. Programs Underwriting Officer

Program Manager

**678-746-9437**

**tim.mcgee@axiscapital.com**

---

**James Martin**

Vice President  
Program Manager

**678-746-9817**

**james.martin@axiscapital.com**

---

**Matthew Sather**

Vice President  
Program Manager

**312-977-0308**

**matthew.sather@axiscapital.com**

---

---

**Russ Madore**

Vice President  
Program Manager

**678-746-9454**

**russ.madore@axiscapital.com**

---

**Rhonda Lohmar**

Vice President  
Program Manager

**678-296-4472**

**rhonda.lohmar@axiscapital.com**

---

**Franklin Maccotan**

Vice President  
Program Manager

**253-212-7574**

**franklin.maccotan@axiscapital.com**

---

**Nakia Rawles**

Associate Program Manager

**678-746-9416**

**nakia.rawles@axiscapital.com**

---



AXSMGA PRO032018