

PRODUCTS, APPETITE GUIDE, AND CONTACTS

Programs



| Wholesale

For Our Partners

A Winning Partnership for Success

At AXIS, our expertise runs deep. AXIS Insurance's Programs unit provides specialty insurance products via AXIS-appointed Program Administrators (PAs) and Managing General Agents (MGAs) throughout North America. We offer a broad range of coverages tailored to the unique needs of our clients. We have a highly experienced team that is skilled in evaluating, developing, and managing delegated underwriting authorities. Our PAs and MGAs have a high degree of technical expertise, and they share our disciplined underwriting philosophy.



Specialty Solutions, Elevated

Products and Capabilities

AXIS Programs offers an array of products for specialty insurance programs:

- Property and related coverages
- General liability
- Commercial Automobile, when part of a multiline program
- Inland Marine
- Umbrella & Excess when part of a multiline program
- Professional Lines
- Specialty Personal Lines coverages
- Miscellaneous or unique product opportunities
- Admitted and non-admitted policies
- Monoline or multiline programs
- Geographic flexibility (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 or Affinity Groups, AXIS Programs has the necessary credentials to be your insurance partner of choice:

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.



Program Parameters and Preferences

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 captive support, whichever is the best solution that aligns with 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 and Support

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

Program

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 coordinates 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, and Compliance

- 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.



Specialty Solutions, Elevated

More than 20 years of commitment to the E&S space

- Deliver on promises
- Long-term partnerships
- Financial security with AM Best A XV rating*
- Established and experienced claims handling
- Responsive underwriting at appropriate risk adjusted terms, conditions, and pricing
- Broad risk appetite



Your AXIS Programs Contacts

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