

### Compounding Value through an Unrelenting Focus on Underwriting Profit

**Second Quarter 2017 Investor Presentation** 

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#### Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures as defined by Regulation G of the rules of the SEC. These non-GAAP measures, such as underwriting profit, adjusted net operating income and tangible equity are not in accordance with, nor are they a substitute for, GAAP measures. We believe these non-GAAP measures provide users of our financial information useful insight into our performance. Investors should consider non-GAAP measures in addition to, not as a substitute for, or superior to, the comparable GAAP measures. Please refer to pages 23 & 24 of this presentation for a reconciliation of the non-GAAP financial measures to the equivalent GAAP equivalents.



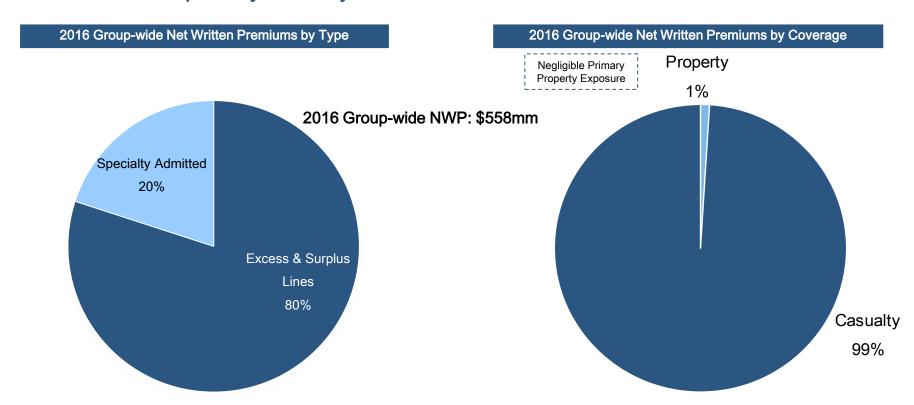
### **Company Overview**



### **Company Overview**

We are an underwriting company with a proven history of generating profits

We offer modest primary casualty limits to US-based businesses



We primarily write Excess & Surplus Lines casualty business

### **Company Overview**

### Seek to deliver reliable, high returns on tangible equity

- Unrelenting focus on underwriting profit with low volatility
- Strong balance sheet
- Non-cyclical, lower risk / high return fee business
- Consistent investment returns
- Efficient tax structure
- 1/1,000 catastrophe net PML of \$10 million pre tax group-wide

#### Our guidance:

- Expect to deliver 12% or better operating returns on tangible equity for the 2017 fiscal year
- Expect 94% 97% combined ratios for the 2017 fiscal year

2016 result: 15% ROTE; 94% combined ratio

2017 year-to-date Q2 result: 13% ROTE; 98% combined ratio

### **Company Overview: Leadership**



Adam Abram
Chairman & Chief Executive Officer
James River Group Holdings

- Founder and Chairman of James River Group
- · Founder and CEO of Front Royal



Robert Myron

President & Chief Operating Officer

James River Group Holdings

- SVP, Treasurer, & CRO of Hanover Insurance Group
- EVP and CFO of Argo Group International Holdings



Sarah Doran
Chief Financial Officer
James River Group Holdings



**Richard Schmitzer President and CEO** *Excess & Surplus Lines Division* 



Steven J. Hartman

President and CEO

Specialty Admitted Insurance Division



**Dennis Johnson President and CEO** *Casualty Reinsurance Division* 

### Experienced entrepreneurs and proven managers

James River Group's team has had success producing returns for shareholders over multiple platforms for more than 25 years.

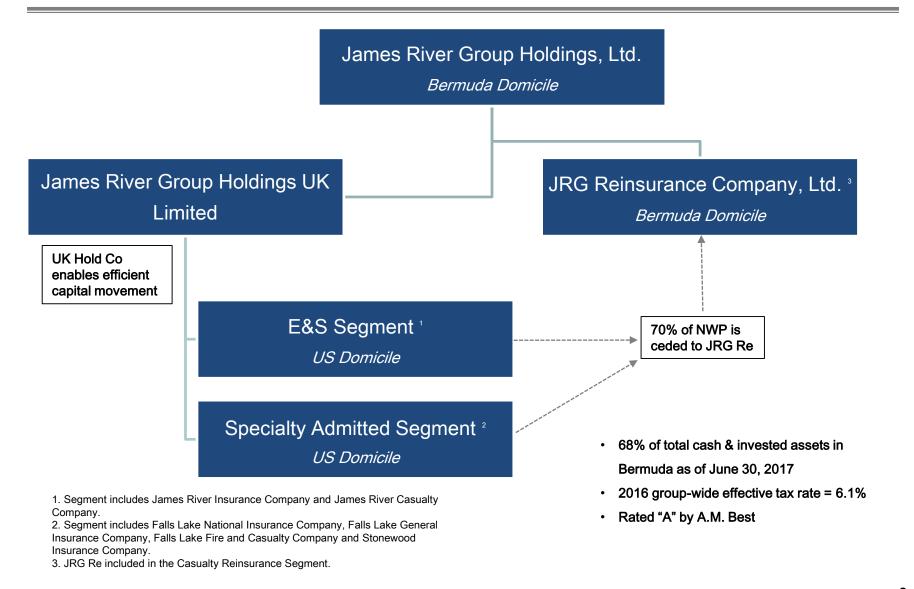
# Company Overview: A History of Creating Value for Investors

#### **Our Specialty Market History**

- 1992 Adam Abram and a group of investors purchase Front Royal, Inc., for \$3 million
- 1994 Front Royal purchases Colony Insurance Company, a Richmond, VA based E&S underwriter
- 1996 Front Royal purchases Rockwood Casualty Insurance Company, a PA based specialty workers' compensation company
- 2001 On pace to write more than \$200 million of specialty premiums in the calendar year, Adam Abram sells Front Royal to Argo Group (NASDAQ; AGII) for 1.7X tangible book value
- **2002 James River Group, Inc.** is formed with \$58 MM of capital and a single insurance subsidiary, **James River Insurance Company**, a Richmond, Va. based E&S company
- 2004 Stonewood Insurance Company formed in Raleigh, NC to write highly inspected workers' compensation risks
- 2005 James River Group, Inc. successfully completes an IPO at \$18 per share, or 1.7X tangible book value
- **2007 D. E. Shaw** leads the purchase of **James River Group, Inc.** at \$34.50 per share (**2.6X** tangible book value) and re-domiciles the group to Bermuda under the parent company **Franklin Holdings (Bermuda), Ltd.** (eventually renamed **James River Group Holdings, Ltd.**)
- 2008 JRG Reinsurance Company, Ltd., a Bermuda class 3B reinsurance company, is formed with \$250 million of initial capitalization
- 2010 James River Group Holdings, Ltd. surpasses \$1 billion in invested assets
- 2011 The Group begins building out infrastructure for fronting and programs business in its Specialty Admitted segment
- 2014 James River Group Holdings, Ltd. successfully completes an IPO at \$21 per share (1.35X tangible book value)
- 2016 The Group surpasses \$1 billion in market capitalization with gross written premiums of \$737 million and more than 500 employees; achieves 15% ROTE and 94% combined ratio for FY 2016



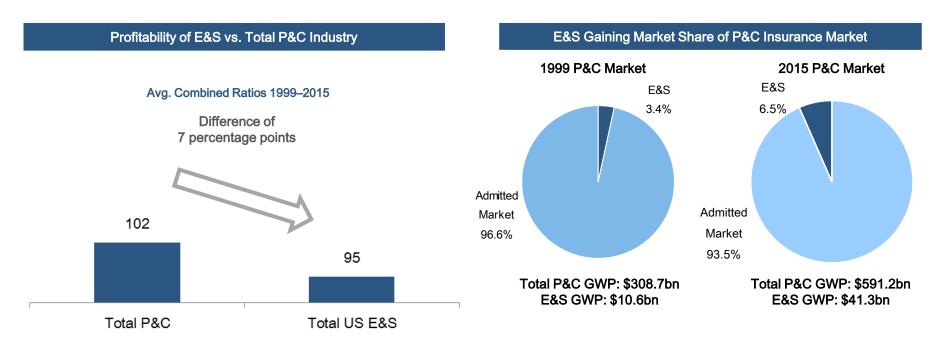
### **Company Overview: Org Structure**



### **Company Overview: E&S Focus**

### Profitable specialty underwriting

Our business is heavily concentrated in E&S Casualty (80% of premium). E&S is the most profitable part of the property/casualty market and is gaining market share.



Source: A.M. Best data and research, SNL

E&S segment GWP grew by 20% during 2016 and by 38% for the first half of 2017 compared to the same period of 2016

### **Company Overview: Conservative Reserving**

# We have an established track record of favorable reserve development

- Consistent Methodology
  - Reserves have consistently been established using a blend of various actuarially-accepted reserving methodologies
  - Goal is to have a reserving process that protects policyholders and is also transparent, understandable, and acceptable to rating agencies, investors and regulators
- As of December 31, 2016, 66.9% of \$761.1 million in net reserves were attributable to IBNR (at June 30, 2017, 69.4% in net reserves were attributable to IBNR)
- The development of our Calendar Year loss picks demonstrates our consistently conservative reserving:

	2	2008		2009		2010	2011	2012	2013		2014		2015		2016	Total
Calendar Year Net Reserve Development	\$	8.4	\$	3.7	\$	9.7	\$ 19.9	\$ (1.4)	\$ 37.5	\$	27.4	\$	16.3	\$	23.7	\$ 145.2
Reserve Development as a % of Beginning Net Reserves		2.83%	, 0	1.05%	, D	2.44%	4.72%	-0.29%	7.01%	)	5.20%	)	2.77%	)	3.63%	

Net reserve development was \$1.7 million year-to-date Q2 2017

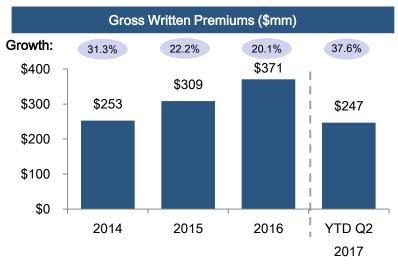
### **Underwriting Segments**

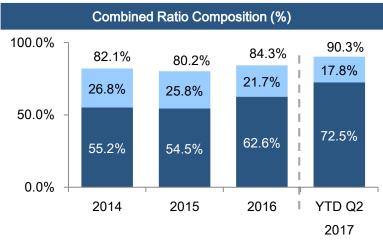
### **E&S Segment**

### Profitable specialty underwriting



- E&S business underwritten by specialists in 13 divisions organized by product or industry segment
- 81.5% average combined ratio from 2010-2016
- Focus on small and medium-sized commercial accounts
- Approximately 96% of 2016 premium was written for casualty coverages; no primary property
- 20.1% year-over-year GWP growth in 2016;
   37.6% GWP growth year-to-date Q2 2017
   compared to year-to-date Q2 2016
- Three regional offices
- Distributes through 120+ broker groups
- Fee income of \$10.1M in 2016 (\$8.1M in year-todate Q2 2017)





### **E&S Segment**

### Broad risk appetite permits us to 'pick our spots'

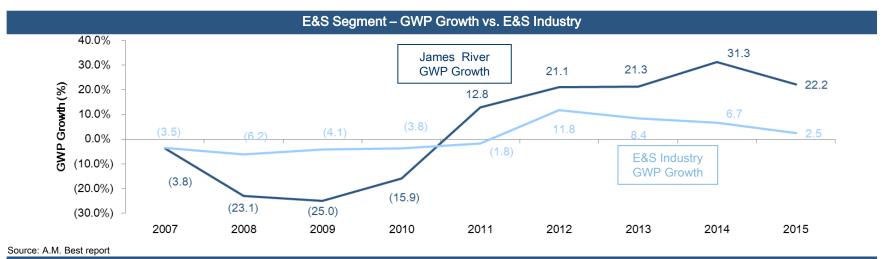
Each Excess & Surplus Lines policy is underwritten by in-house specialists with deep technical expertise across 13 underwriting divisions

(\$ in millions)	Lead U/W	Gross Written Premiums		ums	
	Years of Industry	YTD Ended	Year Ended	Year Ended	
Division	Experience	June 30, 2017	Dec 31, 2016	Dec 31, 2015	Description
Commercial Auto	29	\$107.0	\$110.1	\$73.8	Hired / non-owned auto, ride share
Manufacturers & Contractors (MC)	33	45.0	83.3	78.3	Products liability & completed operations exposure
Excess Casualty	33	19.9	43.6	32.5	Following form excess on risks similar to GC and MC
General Casualty (GC)	29	19.0	36.9	31.0	Premises ops (e.g., apartments, offices & restaurants)
Energy	45	12.9	29.7	30.6	Oil & gas contractors, mining, alternative energy & utilities
Allied Health	23	11.2	14.4	13.5	Long-term care, outplacement facilities & social services
Excess Property	31	8.3	14.1	12.5	CAT-exposed excess property > 1/100 year return period
Life Sciences	33	6.3	11.1	8.9	Nutrition products, medical devices and human clinical trials
Environmental	45	5.9	5.3	4.4	Environmental contractors and consultants
Small Business	29	5.2	9.1	6.9	Small accounts similar to GC and MC
Professional Liability	23	3.4	8.4	10.0	E&O for non-medical professionals (lawyers, architects, engineers)
Sports & Entertainment	29	1.7	2.2	2.7	Amusement parks, campgrounds, arenas
Medical Professional	23	1.2	2.7	3.6	Non-standard physicians and dentists
Total		\$247.0	\$370.8	\$308.7	

### **E&S Segment**

### **Demonstrated Underwriting Discipline**

We have proven our willingness to expand and contract when market conditions dictate, and have a strong track record of profitable underwriting





An Unrelenting Focus on Underwriting Profit

### **Specialty Admitted Segment**



#### A focus on fee income

### Approach to admitted market emphasizes fee income business

- Specialty admitted insurance coverages in the US, including a growing fee income business
- Segment comprised of:
- Core book of workers' compensation in 4 southeastern states
- Collateralized, fee-based fronting business
- Program business with selected MGAs subject to protective sliding scale commissions
- Fee income of \$4.2M in 2016 (\$4.7M in YTD Q2 2017)

#### The effect of fee income in underwriting

Example: New program commenced 7/1/16

Expected GWP: \$200MM annually

Retention: 12.5% quota share of GWP

Fee: 3.4% of \$175M of premium

Result: \$6 million in fees, 24% benefit



**Gross Written Premiums (\$mm)** 

### **Casualty Reinsurance Segment**



### Low volatility underwriting

- Third-party proportional and working-layer excess casualty business focused on small and medium U.S. specialty lines.
- The three largest contracts written in 2016 were ceded from E&S carriers.
- Contracts typically structured as quota share arrangements, with loss mitigating features such as commissions that adjust based on underwriting results.
- At December 31, 2016, 98% of third party treaties were written as proportional arrangements and 86% contained loss mitigation features.
- Operating team of seven total employees in Bermuda.
- We measure casualty reinsurance underwriting results excluding the 70% internal quota share treaty.

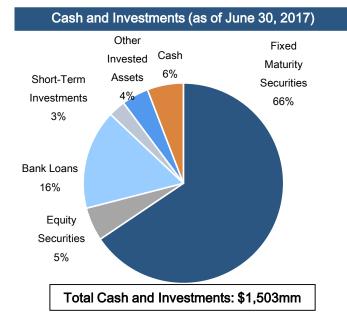




### **Investment Strategy**

#### Traditional approach augmented by higher yielding alternatives with solid risk adjusted returns

- Our investment portfolio consists of investment grade fixed maturity securities, selectively supplemented by non-traditional investments
- Examples of non-traditional investments we have made include: bank loan participations, equity in solar and wind projects, loans of middle market private equity sponsored companies, and equity tranches of collateralized loan obligations (CLOs)
- Weighted average credit rating¹: A
- Negligible exposure to equity markets or correlated equity market exposure at June 30, 2017
- Careful, active management of our investment portfolio has resulted in meaningful contributions to Returns on Tangible Equity





Per S&P, or an equivalent rating from another nationally recognized rating agency; credit ratings of fixed maturity securities, bank loans and redeemable preferred stocks as of June 30, 2017.



### **Composition of Return on Tangible Equity**

James River can generate a low double digit return on tangible equity in this environment

Return on A	Average Tangible Equity ("ROATE") Drivers	ROATE Buildup (\$ in millions, e	xcept as note	d)
	Seeks to generate a consistent and		2015	2016
	sustainable underwriting profit	Underwriting Leverage (NPE)	1.0x	1.13
nderwriting Income	<ul> <li>Unbroken track record of underwriting profitability in E&amp;S segment since 2004</li> </ul>	Underwriting Profit Ratio	6.0%	5.7%
	Lean operation with expense discipline across the organization	Underwriting Contribution	5.9%	6.09
	Seeks to generate better than average risk-	Cash & Invested Assets / Tangible Equity	2.8x	2.8
	adjusted returns	Investment Yield	3.4%	3.8%
Investment Returns	Investment grade fixed maturity portfolio supplemented by selective non-traditional	Investment Contribution	9.5%	10.79
	investments	Interest Expense	(\$6.3)	(\$7.0
		Amortization of Intangibles	(0.6)	(0.6
	Conservative use of financial leverage	Other Income	0.1	0.
ner Income	Non-cash amortization of intangibles	Total	(6.8)	(7.2
(Expense)	Growing fee income business	Other Income / (Expenses) Contribution	(1.4)%	(1.5)%
	Tax-efficient Bermuda domicile	Taxes	(\$4.6)	(\$3.5
Taxes	67% of invested assets in Bermuda at 12/31/16	Tax Impact	(1.0)%	(0.7)%
	a Drudonthy donlay conital to underwriting	= A + B + C + D		
Capital	<ul> <li>Prudently deploy capital to underwriting opportunities</li> </ul>	ROATE	13.0%	14.6%
ınagement	Willingness to return capital to shareholders			

### **Summary Financial Results**

(\$ in millions)

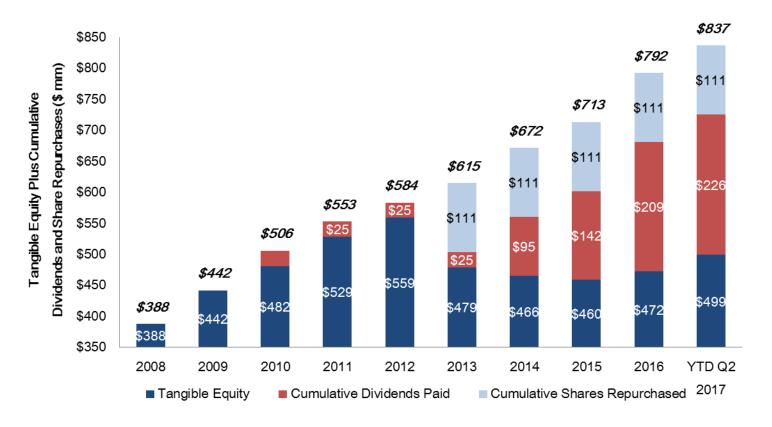
	2014	2015	2016	YTD Q2 2017
Selected Income Statement Information				
Gross Written Premiums	\$518.8	\$572.2	\$737.4	\$505.7
Net Written Premiums	450.1	471.0	557.7	365.7
Underwriting Profit	26.7	27.6	29.5	8.4
Net Income	44.7	53.5	74.5	33.0
Adjusted Net Operating Income	58.4	61.1	71.3	32.6
Adjusted Net Operating Income Per Share (Diluted)	\$2.03	\$2.08	\$2.39	\$1.07
Dividend Declared Per Share	\$2.45	\$1.64	\$2.25	\$0.60
AY Loss Ratio	66.8%	0.0%	67.7%	70.3%
Loss Ratio	59.9%	60.5%	63.1%	69.8%
Expense Ratio	33.4%	33.5%	31.2%	27.7%
Combined Ratio	93.3%	94.0%	94.3%	97.5%
Selected Balance Sheet Information				
Total Assets	\$1,959.3	\$2,055.5	\$2,346.5	\$2,532.1
Shareholders' Equity	687.9	681.0	693.2	719.7
Tangible Equity	466.0	459.7	472.5	499.3
Tangible Equity Per Share	\$16.33	\$15.88	\$16.15	\$16.94

### **Consistent Growth in Tangible Equity**

We have consistently grown tangible equity per share

We are active capital managers (\$313 million of dividends and share repurchases since 2012)

We increased our regular dividend per share by 50% during Q4 2016



## **Appendix**



### **James River Group Key Metrics**

<ul><li>Exchange/Ticker</li></ul>
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Initial Public Offering

Current Share Price

Market Capitalization

2016 Dividend / Yield

Gross Written Premium

Total Capitalization

AM Best Rating

Analyst Coverage and Rating<sup>2</sup>

NASDAQ / "JRVR"

\$21.00 (December 12, 2014)

\$39.91 (Closing Price August 2, 2017)

\$1.18 billion (August 2, 2017 market close)

\$2.25 per share declared 2016 / 6.5% yield<sup>1</sup>

\$737 million in 2016

\$912 million as of June 30, 2017

'A' (Excellent)

Dowling (Neutral) - Aaron Woomer

FBR (Outperform) - Randy Binner

KBW (Market Perform) – Meyer Shields

SunTrust (Buy) - Mark Hughes

UBS (Neutral) – Brian Meredith

Based on 2016 average price of \$34.70

<sup>2.</sup> As of August 2, 2017

### **Non-GAAP Measures Reconciliation**

#### Non-GAAP Reconciliation

#### Underwriting Profit (Loss)

(\$mm)	- 2	2014	2	2015	2016		YTE	Q2 17	
Underwriting profit (loss) of the operating segments:									
Excess and Surplus Lines	\$	35.1	\$	47.6	\$	47.2	\$	20.5	
Specialty Admitted Insurance		0.0		1.1		2.9	\$	1.4	
Casualty Reinsurance		0.7		(2.6)		(0.2)	\$	(0.9)	
Total underwriting profit of operating segments		35.8		46.1		49.9	\$	21.0	
Operating expenses of Corporate segment		(9.1)		(18.5)		(20.4)	\$	(12.6)	
Underwriting profit		26.7		27.6		29.5	\$	8.4	
Net investment income		43.0		44.8		52.6	\$	30.4	
Net realized investment (losses) gains		(1.3)		(4.5)		7.6	\$	1.4	
Other income and expenses		(15.8)		(0.5)		(1.3)	\$	(0.1)	
Interest expense		(6.3)		(7.0)		(8.5)	\$	(4.3)	
Amortization of intangible assets		(0.6)		(0.6)		(0.6)	\$	(0.3)	
Income before taxes	\$	45.6	\$	59.8	\$	79.3	\$	35.5	



### **Non-GAAP Measures Reconciliation**

(\$mm)

				YTD Q2
Adjusted Net Operating Income	2014	2015	2016	2017
Income as reported	\$ 44.7	\$ 53.5	\$ 74.5	\$ 33.0
Net realized investment (gains) losses	(0.9)	4.1	(5.2)	(1.1)
Initial public offering costs	13.2	-	-	-
Dividend withholding taxes	-	2.5	-	-
Other expenses	1.0	0.6	1.1	0.3
Interest expense	0.4	0.4	0.9	0.4
Adjusted net operating income	\$ 58.4	\$ 61.1	\$ 71.3	\$ 32.6

Tangible Equity	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q2 2017
Shareholders' equity	\$677.8	\$724.7	\$714.2	\$762.4	\$784.0	\$701.5	\$687.9	\$681.0	\$693.2	\$719.7
Goodwill & intangible assets	(289.7)	(282.4)	(232.7)	(233.8)	(225.0)	(222.6)	(222.0)	(221.4)	(220.8)	(220.5)
Tangible equity	\$388.0	\$442.3	\$481.5	\$528.5	\$559.0	\$478.9	\$466.0	\$459.7	\$472.5	\$499.3
Shares Outstanding (000's)	35,718	35,718	35,718	35,718	36,030	28,540	28,540	28,942	29,258	29,468
Tangible Equity per Share	\$10.86	\$12.38	\$13.48	\$14.80	\$15.52	\$16.78	\$16.33	\$15.88	\$16.15	\$16.94



### Compounding Value through an Unrelenting Focus on Underwriting Profit

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