## JAMES RIVER GROUP HOLDINGS, LTD.

Compounding Value through an Unrelenting Focus on Underwriting Profit

## Third Quarter 2017 Investor Presentation

## Disclosure

## Forward-Looking Statements

This press release contains forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. In some cases, such forward-looking statements may be identified by terms such as believe, expect, seek, may, will, intend, project, anticipate, plan, estimate, guidance or similar words. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. Although it is not possible to identify all of these risks and factors, they include, among others, the following: the inherent uncertainty of estimating reserves and the possibility that incurred losses may be greater than our loss and loss adjustment expense reserves; inaccurate estimates and judgments in our risk management which may expose us to greater risks than intended; the potential loss of key members of our management team or key employees and our ability to attract and retain personnel; adverse economic factors; a decline in our financial strength rating resulting in a reduction of new or renewal business; reliance on a select group of brokers and agents for a significant portion of our business and the impact of our potential failure to maintain such relationships; reliance on a select group of customers for a significant portion of our business and the impact of our potential failure to maintain such relationships; a failure of any of the loss limitations or exclusions we employ; potential effects on our business of emerging claim and coverage issues; exposure to credit risk, interest rate risk and other market risk in our investment portfolio; changes in laws or government regulation, including tax or insurance laws and regulations; our ability to obtain reinsurance coverage at reasonable prices or on terms that adequately protect us; losses resulting from reinsurance counterparties failing to pay us on reinsurance claims or insurance companies with whom we have a fronting arrangement failing to pay us for claims; the potential impact of internal or external fraud, operational errors, systems malfunctions or cyber security incidents; our ability to manage our growth effectively; inadequacy of premiums we charge to compensate us for our losses incurred; in the event we do not qualify for the insurance company exception to the passive foreign investment company ("PFIC") rules and are therefore considered a PFIC, there could be material adverse tax consequences to an investor that is subject to U.S. federal income taxation; the Company or any of its foreign subsidiaries becoming subject to U.S. federal income taxation; failure to maintain effective internal controls in accordance with Sarbanes-Oxley Act of 2002, as amended; and changes in our financial condition, regulations or other factors that may restrict our subsidiaries' ability to pay us dividends. Additional information about these risks and uncertainties, as well as others that may cause actual results to differ materially from those in the forward-looking statements, is contained in our filings with the SEC, including our Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission on March 10, 2017. These forward-looking statements speak only as of the date of this release and the Company does not undertake any obligation to update or revise any forward-looking information to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.

## 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, and not as a substitute for, or superior to, the comparable GAAP measures. Please refer to pages 28 \& 29 of this presentation for a reconciliation of the non-GAAP financial measures to the equivalent GAAP equivalents.

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## Strategy and Overview

We seek to deliver consistent, top tier returns on tangible equity and achieve sector leading value creation

- We are active managers of capital, seeking to generate top tier returns and return excess capital, while being able to respond quickly to match capital to evolving risk opportunities
- We are underwriters first, and target low volatility risks with our ' $A$ ' rated balance sheet
- We are focused on profitably growing our niche portfolio of new economy, excess and surplus, and workers' compensation risks
- We continue to meaningfully build fee income, and increase the proportion of earnings represented by fees
- We seek meaningful investment returns, largely generated from niche strategies representing a small portion of our portfolio
- We mitigate volatility via portfolio construction, low retentions and little property exposure - 1:1000 PML represents $\$ 10$ million


## Our current valuation supports meaningful upside

## P/TBV vs Operating ROTE ${ }^{1}$




Source: SNL Financial, company filings
Market data as of 11/2/17
${ }^{1}$ P/TBV data as of September 30, 2017; Operating ROTE data is trailing twelve months as of September 30, 2017

## We have a history of profitable growth and disciplined underwriting



- Strong, consistent underwriting, profitable growth
- Efficient operator (26.7\% expense ratio as of 3Q17)
- Increasing E\&S contribution
- Growing fee income


## Growth and Benefits of Scale

## Our material expense advantage positions us well for profitability ${ }^{1}$



[^0]
## Leading Value Creation

We have delivered best in class shareholder returns since becoming a public company


[^1]Source: SNL Financial, company filings

## Capital Management Maximizes Shareholder Value



## Capital Management History

- Compound annual growth rate in tangible book value per share, inclusive of dividends, of $9.0 \%$ since 2014 IPO
- \$346 million of capital returned since 2008
- \$140 of capital returned to shareholders since December 2014 IPO, or $30.0 \%$ of tangible book value at that time
- Last twelve month dividend yield of $6.2 \%^{1}$

1. Calculated as dividends paid over last 4 quarters of $\$ 2.55$ divided by November 2,2017 closing share price of $\$ 41.19$.
[^2]
## Franchise Overview

- We are a specialty, low volatility underwriting company with a proven history of generating consistent profits
- Our area of focus is small and medium sized commercial account Excess \& Surplus Lines casualty business with $\$ 1$ million per occurrence limits and $\$ 20,000$ average account premiums
- We expect to deliver $12 \%$ or better operating returns on tangible equity for the 2017 fiscal year and a combined ratio of $94 \%$ to $97 \%$
- 2016 result: $14.6 \%$ OROATE; 2017 annualized result through 3Q: 11.8\% OROATE


## 2016 Group-wide Net Written Premiums by Type

2016 Group-wide NWP: \$558mm
2016 Group-wide Net Written Premiums by Coverage


Negligible Primary Property Exposure


## Our Specialty Market History



## E\&S Focus | Profitable, niche specialty underwriting



E\&S segment GWP grew by 20\% during 2016 and 39\% during 2017 YTD Q3 compared to the same prior year period.
Source: A.M. Best data and research, SNL.


## Operating Segments

## Segment Review

## E\&S Segment

## Specialty Admitted

 Segment- Specialty admitted insurance coverages in the US, including a growing fee income business
- Segment comprised of:
- Core book of workers' compensation in five southeastern states
-Fee-based fronting business
- Gross fee income of \$4.2M in 2016 and \$7.8M for YTD Q3 2017, an increase of 213\% over YTD Q3 2016


## Casualty Reinsurance Segment

- Third-party proportional and working-layer excess casualty business focused on small and medium U.S. specialty lines.
- Three largest contracts written in 2016 were ceded from E\&S carriers.
- At December 31, 2016, 98\% of third party treaties were written as quota share arrangements and $86 \%$ contained loss mitigation features (example: sliding scale commissions or deficit carryforwards).

LOW VOLATILITY UNDERWRITING

## Attractive Growth in Gross Written Premium

Growth driven by new economy risks, core E\&S growth, and expansion of fronting business
(\$ in Millions)

E\&S Segment


Specialty Admitted Segment


Casualty Reinsurance 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

| chinmineos <br> Division | Lead U/W <br> Years of Industry <br> Experience | Gross Written Premiums |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YTD <br> Ended <br> Sept. 30, 2017 | ```Year \\ Ended \\ Dec 31, 2016``` | Year <br> Ended <br> Dec 31, 2015 | Description |
| Commercial Auto | 29 | \$175.6 | \$110.1 | \$73.8 | Hired / non-owned auto, ride share |
| Manufacturers \& Contractors (MC) | 33 | 66.3 | 83.3 | 78.3 | Products liabiity \& completed operations exposure |
| Excess Casualty | 33 | 33.3 | 43.6 | 32.5 | Following form excess on risks similar to GC and MC |
| General Casualty (GC) | 29 | 27.7 | 36.9 | 31.0 | Premises ops (e.g., apartments, offices \& restaurants) |
| Energy | 45 | 23.1 | 29.7 | 30.6 | Oil \& gas contractors, mining, alternative energy \& utilities |
| Allied Health | 23 | 16.6 | 14.4 | 13.5 | Long-term care, outplacement faciities \& social services |
| Excess Property | 31 | 11.3 | 14.1 | 12.5 | CAT-exposed excess property $>1 / 100$ year return period |
| Life Sciences | 33 | 9.5 | 11.1 | 8.9 | Nutrition products, medical devices and human clinical trials |
| Environmental | 45 | 6.7 | 5.3 | 4.4 | Environmental contractors and consultants |
| Small Business | 29 | 8.3 | 9.1 | 6.9 | Small accounts similar to GC and MC |
| Professional Liability | 23 | 5.0 | 8.4 | 10.0 | E\&O for non-medical professionals (lawyers, architects, engineers) |
| Sports \& Entertainment | 29 | 2.1 | 2.2 | 2.7 | Amusement parks, campgrounds, arenas |
| Medical Professional | 23 | 1.8 | 2.7 | 3.6 | Non-standard physicians and dentists |
| Total |  | \$387.4 | \$370.8 | \$308.7 |  |

## 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


## A Growing Fee Business

## Fee income example



## Prudent Reserving Philosophy



Commentary

- Over $\$ 150$ million of net favorable reserve development since 2008
- As of December 31, 2016, 66.9\% of net reserves were attributable to IBNR
- Full internal reserve reviews performed quarterly, external reserve reviews performed during Q3 and Q4


## Traditional investment approach augmented by higher yielding alternatives



[^3]1. 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 September 30, 2017.

## Composition of Operating Return on Average Tangible Equity

Return on Average Tangible Equity ("ROATE") Drivers


ROATE Buildup (\$ in millions)


1 Includes interest expense, amortization of intangibles and other income.

## Consistent Top Tier Returns

Extremely attractive risk reward proposition


## James River Group Key Metrics

- Exchange/Ticker
- Initial Public Offering
- Current Share Price
- Market Capitalization
- LTM Dividend / Yield
- Gross Written Premium
- Total Capitalization
- AM Best Rating
- Analyst Coverage and Rating ${ }^{2}$

NASDAQ / "JRVR"
\$21.00 (December 12, 2014)
\$41.19 (Closing Price November 2, 2017)
$\$ 1.2$ billion (November 2, 2017 market close)
$\$ 2.55$ per share declared $6.2 \%$ yield $^{1}$
\$737 million in 2016
$\$ 913$ million as of September 30, 2017
'A' (Excellent)
Dowling (Neutral) - Aaron Woomer
FBR (Outperform) - Randy Binner
JMP (Outperform) - Matthew Carletti
KBW (Market Perform) - Meyer Shields
SunTrust (Buy) - Mark Hughes
UBS (Neutral) - Brian Meredith

## Non-GAAP Measures Reconciliation

| Underwriting Profit (Loss) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | YTD | YTD |
| (\$mm) | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | Q3 '16 | Q3 '17 |
| Underwriting profit (loss) of the operating segments: |  |  |  |  |  |
| Excess and Surplus Lines | $\$ 35.1$ | $\$ 47.6$ | $\$ 47.2$ | $\$ 31.4$ | $\$ 30.5$ |
| Specialty Admitted Insurance | 0.0 | 1.1 | 2.9 | 1.3 | 2.2 |
| Casualty Reinsurance | 0.7 | $(2.6)$ | $(0.2)$ | 0.7 | $(3.8)$ |
| Total underwriting profit of operating segments | $\mathbf{3 5 . 8}$ | $\mathbf{4 6 . 1}$ | $\mathbf{4 9 . 9}$ | $\mathbf{3 3 . 4}$ | $\mathbf{2 8 . 9}$ |
| Operating expenses of Corporate segment | $(9.1)$ | $(18.5)$ | $(20.4)$ | $(15.6)$ | $(19.1)$ |
| Underwriting profit | $\mathbf{2 6 . 7}$ | $\mathbf{2 7 . 6}$ | $\mathbf{2 9 . 5}$ | $\mathbf{1 7 . 8}$ | $\mathbf{9 . 8}$ |
| Net investment income | 43.0 | 44.8 | 52.6 | 38.6 | 45.3 |
| Net realized investment (losses) gains | $(1.3)$ | $(4.5)$ | 7.6 | 2.4 | 1.2 |
| Other income and expenses | $(15.8)$ | $(0.5)$ | $(1.3)$ | 0.2 | $(0.1)$ |
| Interest expense | $(6.3)$ | $(7.0)$ | $(8.5)$ | $(6.4)$ | $(6.7)$ |
| Amortization of intangible assets | $(0.6)$ | $(0.6)$ | $(0.6)$ | $(0.4)$ | $(0.4)$ |
| Impairment of intangible assets | - | - | - | - | - |
| Income before taxes | $\$ 45.6$ | $\$ 59.8$ | $\$ 79.3$ | $\$ 52.2$ | $\$ 49.1$ |

## Non-GAAP Measures Reconciliation



[^4]
## JAMES RIVER GROUP HOLDINGS, LTD.

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[^0]:    1 GAAP expense ratio; all corporate/other expenses adjusted for inclusion in the expense ratio
    2 Peer Group: Amerisafe Inc., Argo Group International Holdings, Ltd., Kinsale Capital Group Inc., Markel Corp., Navigators Group Inc., RLI Corp. and W. R. Berkley Corp.
    Source: SNL Financial, company filings

[^1]:    1. Shareholder return represents the dividend-adjusted share price appreciation from James River's initial public offering date of December 12, 2014 until November $2,2017$.
    2. KNSL's total shareholder return is calculated since its July 27,2016 initial public offering.
    3. KNSL data is 2 Year Avg Operating ROATE.
[^2]:    Source: Company filings

[^3]:    JAMES RIVER GROUP HOLDINGS, LTD.

[^4]:     and Q3 2016 , which are as of September 30.

