

MEET YOUR
SECRET
WEAPON



WEBINAR

PUA - THE PROFESSIONAL LIABILITY EXPERTS

Wednesday May 17th • 2:00 – 3:00 PM ET



Today's Agenda

- NSM & PUA Overview
- Market Outlook
- PUA Appetite
- PUA Market Solutions
- Success Stories
- Working Together
- Q&A

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NSM & PUA Overview

\$1.5B+ In Premium

1M+ Clients

25+ B2B and B2C Programs

15K Agent & Broker Relationships

21 Office Locations

1,200 Employees

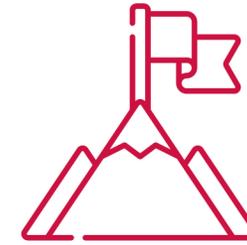


NSM
Insurance Group

Build Success.®

33 YEARS
STRONG

ENTREPRENEURIAL
MINDSET



**Sustainable and
Consistent Industry
Leader Celebrating
30+ Years in the
Business**



**Global Footprint
in US and UK**



**Superior Service
with 90% Client
Retention Rate**



**Long-Standing
Partnerships with
A+ Rated Carriers**

Our Specialty Programs

We offer several best-in-class specialty insurance programs in the U.S. — specifically designed to help agents meet the unique needs of their clients



Learn more at [nsminc.com](https://www.nsminc.com)

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WHEN IT COMES TO
PROFESSIONAL LIABILITY

**WE'RE THE
PROFESSIONALS**



Formed in 1990:

- Stability & proven track record
- \$55M+ in GWP
- 1,500+ Insureds

Four lines:

- A&E
- Design-build contractors
- Miscellaneous PL
- Excess limits

Strong paper & broad coverage:

- Arch – admitted
- Lloyd's – E&S

Assist in navigating difficult, complex risks and issues:

- NEW! PUA Market Solutions



MEET THE PUA TEAM



Sandip Chandarana
Program Director



Kyle Burns
A&E Underwriter
(West Coast)



Patrick Evans
A&E Underwriter
(East Coast)



Patrick Foley
A&E Underwriter (Midwest)



Brian Neilson
Underwriter
(MISC)



Rose Gryzwa
Underwriter



Josh Rudolph
Underwriting Assistant



Neha Mody
Technical Analyst

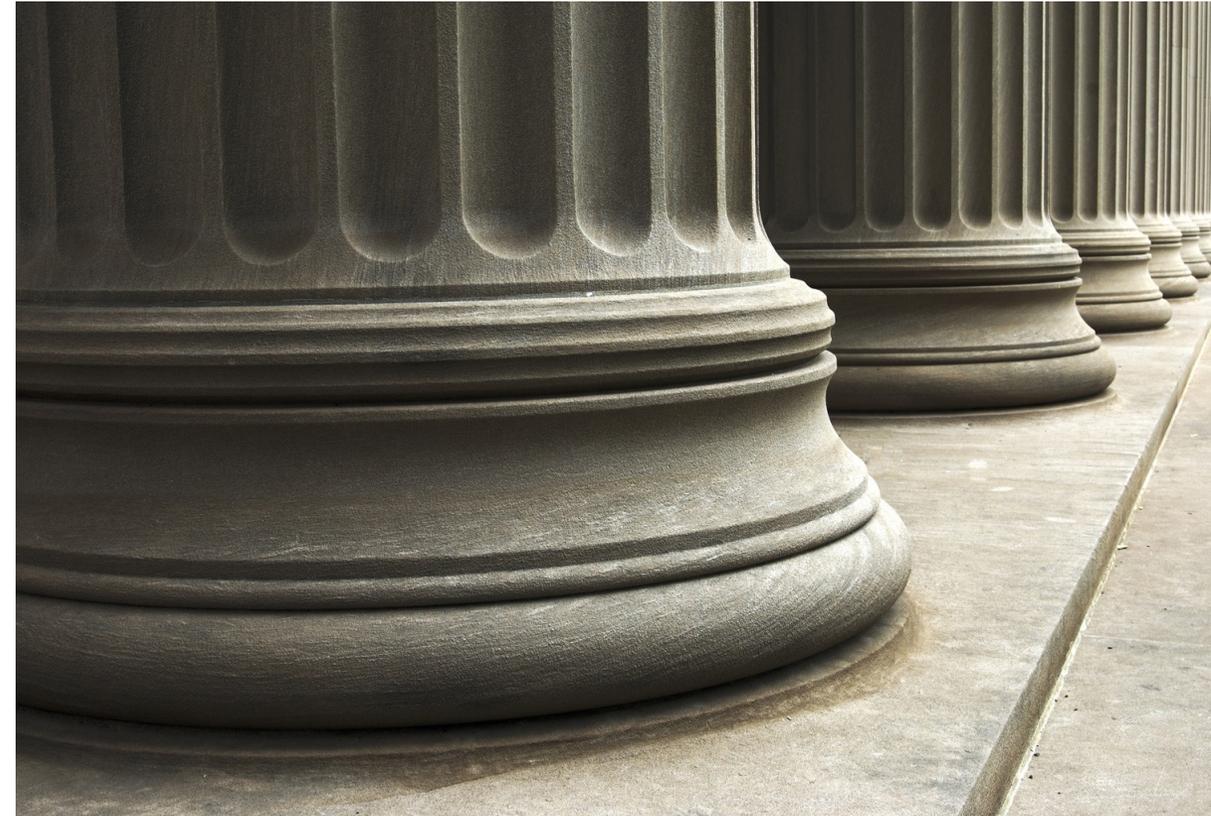


Connie O'Rourke
Technical Analyst

**Industry Exp
& Underwrit**

The PUA Foundation

- Unparalleled underwriting expertise — with more than 75 years of experience on our team
- Strong paper and dual underwriting platform
- Best-in-class service
- Broad coverage
- In-house claims team
- Robust risk management services and CE webinars with industry experts



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Market Outlook

Current Trends

■ Recession/Economic Downturn

- Inflation
 - Economic and social inflation
 - Backlog of claims litigation, worker shortages and supply chain disruptions
 - Cost of everything increasing including cost of doing business for carriers, defense costs, etc.
- Perfect Storm Brewing?
 - Capacity Crunch
 - Uptick in Claims

■ Market Hardening

- Ames & Gough Survey
 - PUA continuing to push rate (7.5% in 2021 and 10%+ in 2022)
 - Surgical rate increases
- Caveat Emptor - Be wary of placing business with carriers not pushing rate!
- Excess Limits - Largest growing segment for PUA



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Lines of Business & Appetite

A&E Professional Liability

- **Underwriting parameters:** All architectural and engineering disciplines
- **Carriers:**
 - Arch (Admitted, A+ Superior by AM Best)
 - Lloyd's (E&S, A Rated)
 - PUA Market Solutions
- **Limit profile:** Up to \$5M in limits available (each claim and aggregate)
- **Minimum premium:** \$4,000
- **Minimum deductible:** \$2,500
- **Robust risk management services**
 - Unlimited contract reviews
 - Quarterly webinars (C.E. credit eligible)



Disciplines Include:

Architecture, Civil Engineering, Construction Management, Electrical Engineering, Environmental Engineering, HVAC Engineering, Interior Design, Land Surveying, Landscape Architecture, Mechanical Engineering, Process Engineering, Traffic Engineering and many others

CPP PLUS: Contractors Professional and Pollution Liability and Protective Indemnity Policy



- **Underwriting parameters:** All contractors' risks, including Design-Build Professionals, Agency and At-Risk Construction Managers, General Contractors, Artisan Trade Contractors, etc.
 - **Carriers:**
 - Arch (E&S, A+ Superior by AM Best)
 - Lloyd's (E&S, A Rated)
 - PUA Market Solutions
- **Limit profile:** Up to \$10M in limits available (each claim and aggregate)
- **Minimum premium:** \$6,000
- **Minimum deductible:** \$5,000
- **Broad coverage**
 - First-party coverages available
 - CPL available on occurrence basis



The Insuring Agreements:

- Contractors Professional Liability
- Contractors Pollution Liability
- Protective Indemnity
- Rectification/Mitigation
- Pollution Legal Liability (for owned locations)

Discipline Appetite



Construction Materials Testing
 Nuclear Engineering
 Aerospace Engineering
 Machine/Equipment Design
 Mining Engineering



1.25 – Process Engineering
 1.6 – Structural Engineering
 1.75 – Soil Engineering
 .75 – HVAC and Mechanical Engineering



.35 – Interior Design	.90 – Land Surveying
.40 – Planning, Landscape Architecture	.95 – Civil Engineering, Construction Management
.60 – Electrical Engineering	1.0 - Architecture
.65 – Environmental Engineering	

Project Type Appetite



Amusement Parks/Rides
 Mines
 Nuclear/Atomic
 Petro/Chemical
 Swimming Pools

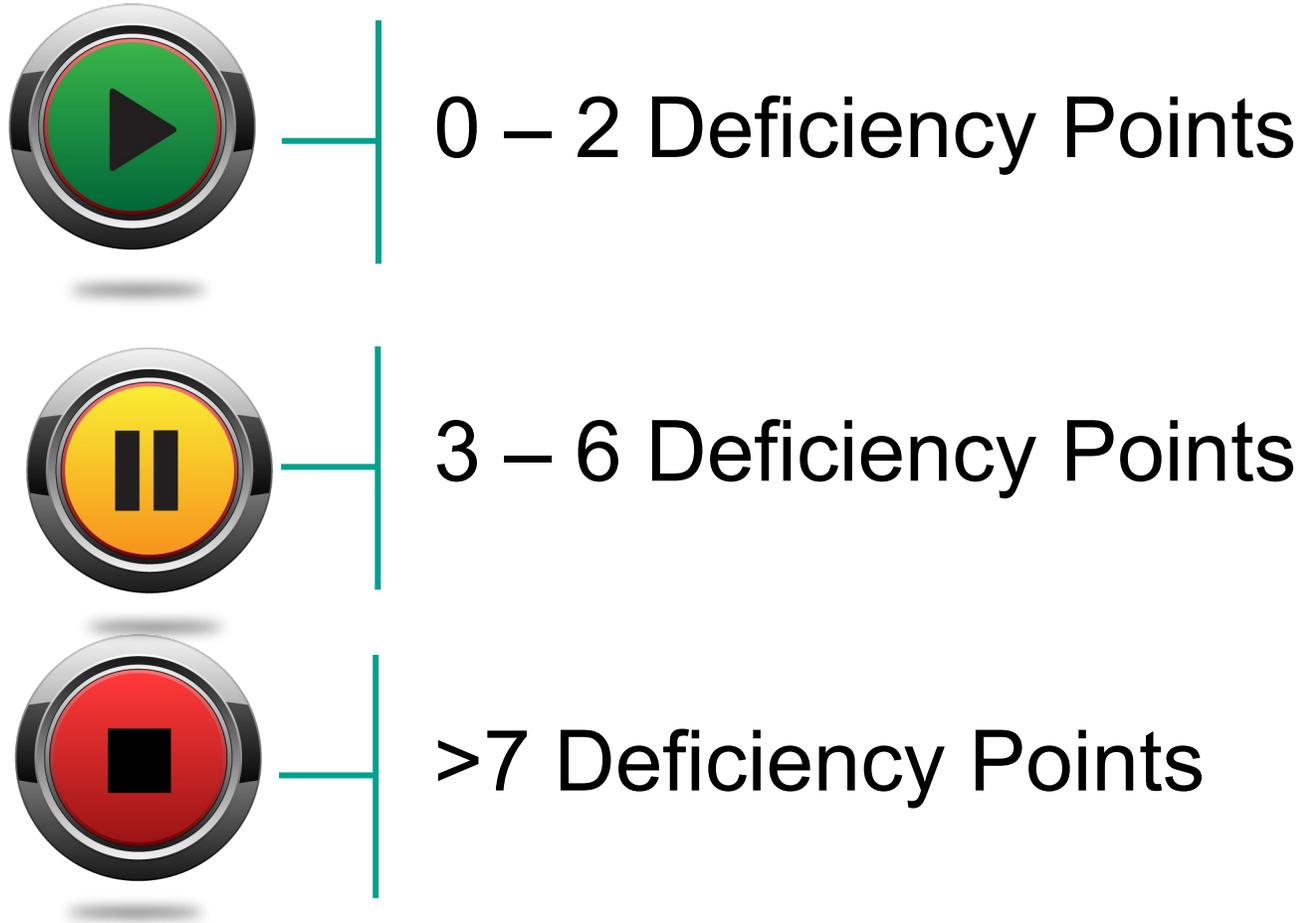


1.1 – Airports, Mass Transit
 1.25 – Bridges, Solar/Wind Energy, Arenas/Stadiums, Private Dwellings
 1.35 – Tunnels, Harbors/Ports
 1.5 – Apartments, Residential Subdivisions, Dams
 1.6 – Condos (25% MAX threshold)



Commercial/Retail	Religious
Colleges/Schools	Manufacturing/Industrial
Hospitals/Healthcare	Water/Wastewater
Municipal	
Office Buildings	

Claims Appetite



Miscellaneous Professional Liability



- **Underwriting parameters:**
 - Class list of over 2,000 professionals
- **Carrier:** Lloyd's of London
 - A rated / E&S
- **Limit profile:** Up to \$2M/\$4M in limits available
- **Minimum Premium:** \$2,000
- **Minimum Deductible:** \$2,000
- **Broad professional liability coverage**
 - Worldwide coverage
 - Contingent BI/PD available for select risks
 - GL endorsement available for an AP for select risks
 - First dollar defense for AP
 - Defense outside the limits for AP
 - Cyber coverage available for an AP for select risks



Excluded Classes:

- Real Estate Agents (or anything real estate related)
- Insurance Agents
- Accountants
- Collection Agents

2,000 MISC Classes!



Top binding classes include:

- Construction/Design Services
- Consulting
- Training
- Testing
- Inspection
- Logistics
- Surveying Services
- Arbor Services
- Employment
- And more!



Excess Limits

- **Underwriting parameters:** We can offer excess limits either on a practice basis or a project or client-specific basis
- **Carriers:**
 - Arch (Admitted, A+ Superior by AM Best)
 - Lloyd's (E&S, A Rated)
 - PUA Market Solutions
- **Limit profile:** \$5M in limits available per market (each claim and aggregate)
- **Minimum premium:**
 - \$5,000 for a full excess limits policy
 - \$2,500 for a specific project excess limits
- **Minimum deductible:** n/a
- **Following form basis**



Classes Considered:

- Architects & Engineers
- Design-Build Professionals and Construction Managers
- Miscellaneous Professionals

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PUA Market Solutions



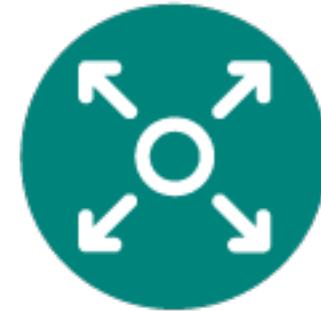
INTRODUCING
PUA MARKET
SOLUTIONS

The Power of PUA Market Solutions



- New, value-added solution to help retail agents find a home for the most unique accounts and exposures
- Powered by our long-standing relationships with top-notch carriers, PUA Market Solutions will expand your reach and buying power by tapping into our robust network of 12+ markets to cover a broad range of risks
- Benefits:
 - Position you to win more business
 - Same great expertise and guidance from PUA
 - Creative, flexible solutions to place all types of risks
 - Streamline the number of partners you need to work with
 - Strong A+ rated paper and partners

SOLUTIONS FOR:



CAPACITY



**CHALLENGING,
UNIQUE & COMPLEX
RISKS**



**HARD-TO-PLACE
ACCOUNTS**

One-Stop-Shop for Robust Coverage



- Available for almost every conceivable risk!
 - A&E
 - Design-Build & Construction Contractors
 - Miscellaneous Professionals
 - Excess Professional Liability
 - Project-Specific Coverage
- Comprehensive and cost-effective insurance solutions
- Admitted and E&S markets available
- Serving large and small firms
- We guide markets and act as a match maker



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Success Stories

Architects & Engineers Win

RISK LOCATION: St. Paul, MN

Services:	Architecture
Projects:	Commercial, warehouses
Billings:	\$12M
Claims:	One in past 10 years with \$700K incurred
Expiring:	\$2M/\$25K/\$80K

- Unfortunate claim situation, favorable discipline and projects
- We'd much rather write a firm with one large claim than a frequency problem
- Wrote with Arch for \$2M/\$50K/\$105K

Architects & Engineers Win

RISK LOCATION: Fairbanks, AK

Services:	Multidiscipline: architecture, civil, MEP, structural, landscape architecture
Projects:	Institutional (hospitals, K-12 schools)
Billings:	\$9M
Claims:	Four pre-claim matters closed all with minimal payment
Expiring:	\$2M/\$50K/\$110K

- We wrote with Arch for a premium of \$130K
- AK historically difficult territory, current carrier non-renewed
- Firm has great experience, targeted project types and excellent loss history

Architects & Engineers Win

RISK LOCATION: Cedar Knolls, NJ

Services:	Electrical Engineer
Projects:	Telecommunications, alternative energy (solar)
Billings:	\$7.5M
Claims:	Claims free
Expiring:	\$2M/\$15K/\$41,500

- We wrote with Lloyd's for a premium of \$36,150
- Despite difficult project area (solar), firm had excellent qualifications

PUA Market Solutions Win

RISK LOCATION: Tigard, OR

Services:	Structural Engineer
Projects:	Residential
Billings:	\$2.9M
Claims:	Two claims with \$50K incurred (one still open)
Expiring:	\$1M/\$25K/\$80K

- Not a fit for PUA underwriting programs due to residential focus/foundations work
- PUA placed with one of our partner markets \$1M/\$2M Excess, \$25K for \$72K

Design-Build Win

RISK LOCATION: Sauk Rapids, MN

Services:	General Contractor
Projects:	Commercial and industrial construction
Billings:	\$47M in construction revenues
Claims:	n/a
Expiring:	n/a

- The firm was being required to purchase E&O for the first time by a client
- Targeted risk for PUA due to location & project types
- PUA bound with Arch for \$2M/2M, \$25K for \$22K premium - retro inception

Design-Build Win

RISK LOCATION: San Francisco, CA

Services:	Design/construction — nonprofit responsible for park oversight, conservation and consulting
Projects:	Playgrounds and parks
Billings:	\$33M
Claims:	Claims free
Expiring:	\$49,500

- Firm was non-renewed due to a program being discontinued
- PUA wrote for \$2M/\$25K/\$68,500

MISC Win

RISK LOCATION: Peekskill, NY

Services: Construction site safety management

Projects: Construction site safety monitoring

Billings: \$1M

Claims: Claims free

Expiring: \$18,500

- Incumbent was pushing large rate increase due to nature of business
- PUA picked up the account for \$1M/\$5K/\$20K