

## INVESTOR PRESENTATION

**NOVEMBER 2024** 

## **DISCLAIMER**



#### **Forward-Looking Statements**

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "may," "will," "intend," "expect," "anticipate," "estimate," "target," and similar expressions, or the negative thereof, among others, identify forward-looking statements. All forward-looking statements are based on assumptions, expectations and other information currently available to management. Although SKWD believes that the expectations reflected in forward-looking statements have a reasonable basis, it can give no assurance that these expectations will prove to be correct. Such forward-looking statements are subject to certain risks and uncertainties that could cause the Company's actual results to differ materially from those projected, anticipated or implied. The most significant of these risks and uncertainties are described in SKWD's most recently filed Annual Report on Form 10-K and its other filings with the Securities and Exchange Commission, and include (but are not limited to) legislative changes at both the state and federal level, state and federal regulatory rule making promulgations and adjudications, class action litigation involving the insurance industry and judicial decisions affecting claims, policy coverages and the general costs of doing business, the potential loss of key members of our management team or key employees and our ability to attract and retain personnel, the impact of competition on products and pricing, inflation in the costs of the products and services insurance pays for, product development, geographic spread of risk, weather and weather-related events, other types of catastrophic events, our ability to obtain reinsurance coverage at prices and on terms that allow us to transfer risk and adequately protect our company against financial loss, and losses resulting from reinsurance counterparties failing to pay us on reinsurance claims. Except to the extent required by law, SWKD undertakes no obligation to update or rev

#### **Non-GAAP Financial Measures**

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes certain non-GAAP financial measures. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included in the Appendix to this presentation. This presentation contains statistical data, estimates, and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.

## SELECT MARKET INFORMATION



As of September 30, 2024	
Ticker Symbol	SKWD
Exchange	NASDAQ Global Select Market
Stock Price	\$40.73
Market Capitalization	\$1.6 billion
Book Value (per share)	\$19.89
Debt to Total Capitalization Ratio	13.0%
Full-time Employees	567
A.M. Best Rating	A (Excellent) with stable outlook

## WE ARE A DISTINCTIVE SPECIALTY P&C INSURER



Skyward Specialty is a rapidly growing specialty insurance company, delivering commercial P&C products and solutions on a non-admitted and admitted basis. The Company operates through eight underwriting divisions —Accident & Health, Captives, Global Property & Agriculture, Industry Solutions, Professional Lines, Programs, Surety and Transactional E&S. All of our insurance company subsidiaries are group rated and have a financial strength rating of "A" (Excellent) with stable outlook from A.M. Best Company.

We approach insurance differently. Our specialty insurance experts dig deeper to customize solutions to help brokers and agents deliver impactful solutions to their clients. We operate at the complex end of the specialty market and leverage technology to bring unique, innovative insurance solutions to market.

## Highly Experienced Leadership Team





#### **Andrew Robinson**

Chairman & Chief **Executive Officer** 

Joined Skyward in 2020 30+ Years of Experience











#### **Mark Haushill**

Chief Financial Officer

Joined Skyward in 2015 30+ Years of Experience









#### John Burkhart

President, Specialty Lines & Industry Solutions

Joined Skyward in 2021 30+ Years of Experience









#### **Chase Clark**

SVP. Corporate Underwriting & Ceded

Joined Skyward in 2009 25+ Years of Experience





#### **Kirby Hill**

President. Captives. Programs & Alternative

Joined Skyward in 2010 30+ Years of Experience



\* OLD REPUBLIC INSURANCE COMPANY



#### Sean Duffy

Chief Claims Officer

Joined Skyward in 2019 25+ Years of Experience







#### Sandip Kapadia

EVP, Chief Actuary & Analytics Officer

Joined Skyward in 2020 20+ Years of Experience











#### **Shakoor Khan**

SVP, Corporate Development & Strategy

Joined Skyward in 2023 18+ Years of Experience









#### **Tom Schmitt**

Chief Administrative Officer & Chief People Officer

Joined Skyward in 2020 30+ Years of Experience







#### Dan Bodnar

Chief Information & Technology Officer

Joined Skyward in 2017 20+ Years of Experience







#### **Doug Davies**

President. Global Property

Joined Skyward in 2013 20+ Years of Experience



AIG







#### **Leslie Shaunty**

General Counsel

Joined Skyward in 2013 25+ Years of Experience





Experienced and entrepreneurial leadership with proven track record to build and lead top-tier organizations

## **RULE OUR NICHE STRATEGY**



#### Focused on creating a competitive moat, winning in chosen niches, and delivering top quartile performance

#### Target Business

- Underserved "Niche" Markets with Insufficient Coverage
- Complex Risks

#### **Differentiating Factors**

- Customized Products & Solutions
- Exceptional Underwriting & Claims Talent
- Advanced Technology & Analytics
- Responsiveness to Market Opportunities and Dislocation

#### Outcome

- Top Quartile Performance
- Strong Defensible Market Position
- Competitive Moat
- Low Underwriting Volatility



Outcome

## WE ARE MISSION & VALUES LED



### **OUR MISSON**

to spark potential by smartly shifting risk to a safer place

### **OUR VISION**

to be the specialty insurance company where great people want to work, the best partners and customers bring their business and top-tier performance ensues

### **OUR VALUES**

#### Grow personally and professionally

We are committed to bettering ourselves and each other, and we have fun doing it.

#### Rise above the usual

We go farther to gain the insight it takes to find better answers and create the right solutions

#### Engage in inclusion

We avidly seek a rich diversity of thought, backgrounds and perspectives

#### Act in good faith

We are transparent, honest and accountable to ourselves and each other, no matter what

#### Transcend the self

We are high achieving individuals who are humble enough to know that teamwork takes us even higher

## PROFITABLE GROWTH AND STRONG MOMENTUM



25 Average Growth 0.00 -2.50	2023	9M2024
Gross Written Premium	\$1,460M	\$1,355M
Combined Ratio	90.7%	90.9%
Net Income	\$86M	\$104M
Return on Equity	15.9%	19.1% <sup>(1)</sup>
Return on Tangible Equity (2)	19.0%	21.7%
Growth in Book Value (3)	24%	19%

<sup>(1)</sup> Annualized

<sup>(2)</sup> See "Reconciliations of Non-GAAP Financial Measures" included in the Appendix

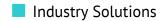
<sup>(3)</sup> Fully Diluted Book Value per share of \$18.99 at September 30, 2024 compared to \$15.96 at December 31, 2023 and compared to \$12.87 at December 31, 2022.

## **OUR UNDERWRITING SUCCESS**



#### **EIGHT UNDERWRITING DIVISIONS**(1)

We operate through eight underwriting divisions, each of which are now producing more than \$100 million. Each division is now at a scale that can sustainably contribute to the Company's earnings.



Global Property & Agriculture

Captive

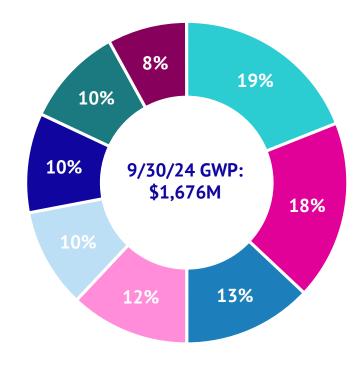
Programs

Professional Lines

Accident & Health

■ Transactional E&S

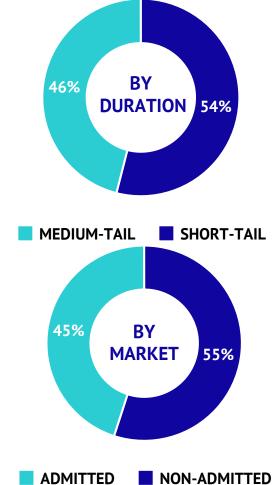
Surety



#### **BALANCED BUSINESS MIX**<sup>(1)</sup>

Our balanced portfolio strengthens our market position and stabilizes our revenue streams, demonstrating our commitment to sustainable, long-term growth within the industry.

industry.



## MAGNET FOR TOP TALENT



Skyward Specialty Recruits Julie Miglin to Lead New Life Sciences Unit & Steven Smith to Lead Transactional E&S Property Portfolio

Skyward Specialty Named in US News & World Report's 2024-2025 "Best Companies to Work For"

**Skyward Specialty Recognized Key Business Leaders** in Wake of Continued Top-tier Peroformance

**Skyward Specialty Invests in Media Liability Expansion** with the Addition of Three Key Industry Veterans

**Skyward Specialty Adds Seven in Strategic Move to Reach New Surety Markets** 

**Skyward Specialty Appoints Global Agriculture Expert James Tran to Spearhead Entry into Market** 

**Skyward Specialty Enters Media Liability With Addition of New Team** 

- 45% of our 134 new hires in 2023 were from employee referrals
- 7% Voluntary Turnover in 2023
- Our latest engagement survey revealed:
  - 95% of employees agreed/strongly agreed with the statement "I am proud to work for this organization" and 97% of employees agreed/strongly agreed with the statement "I understand the importance of my role to the success of the organization"
  - Overall net promoter score (positive responses minus negative responses) of over 80%

## **AWARDS AND RECOGNITION**





**US News & World Report** 

2024 Best Companies to Work For



#### **Business Insurance**

Best Places to Work in Insurance 2023 & 2024





#### Elite 50 Internships 2024

WINNER

#### **Rise Professionals**

Elite 50 Internships 2024 Winner Elite 50 Internships 2023 Winner Elite 50 Internships 2022 Winner



#### **Insurance Business America**

5- Star Winner 2023 - Professional Liability Provider





Houston CIO – Large Corporate



#### **Datos Insights**

Impact Award winner 2023 - SkyVUE



#### **Insurance Marketing & Communications Assoc.**

Showcase Award Winner

2024 - Silver Award

2023 - Silver Award (x 2)



#### **Captive Review**

Professional of the Year 2022 Nominee Professional of the Year 2023 Nominee Professional of the Year 2024 Nominee



#### **Property Casualty 360**

2021 Insurance Innovator - SkyDrive

## WE ARE TECHNOLOGY POWERED



#### **Technology and Analytics**

#### **Core Operating Platform**

Flexible platform designed to accelerate speed to market and enhance scalability in a cost-efficient manner

#### **Superior Business Intelligence Platform**

Foundation for reporting, business intelligence, analytics and advanced data capabilities

#### **Predictive Analytics**

Use of predictive analytics including artificial intelligence for superior risk selection, pricing and claims handling

#### **SkyBI Provides Us with Real Time Intelligence**



• Single, comprehensive enterprise-wide repository that provides real-time intelligence in an easy to consume visualized format



- Powered by multiple data sources: production data, pricing / retention metrics, claims data, actuarial and select third-party data
- Data can be filtered by distributor, customer segment, LOB, industry, underwriting segmentation and specific-risk feature among others



- Enables high level business review and in-depth analyses
- · Daily and monthly updates allow for a quicker response time
  - Better risk selection, improved pricing and stronger claims outcomes

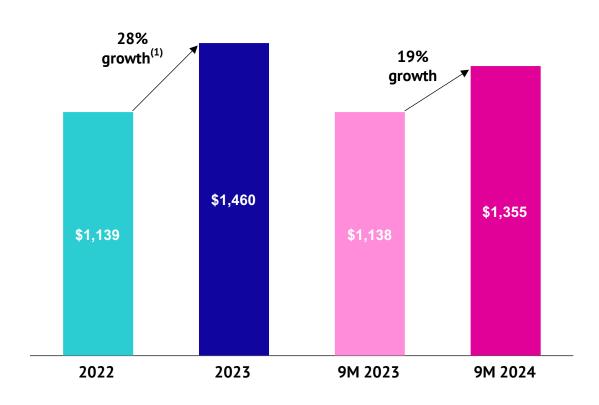
Advanced technology and data analytics amplify our underwriting and claims capabilities

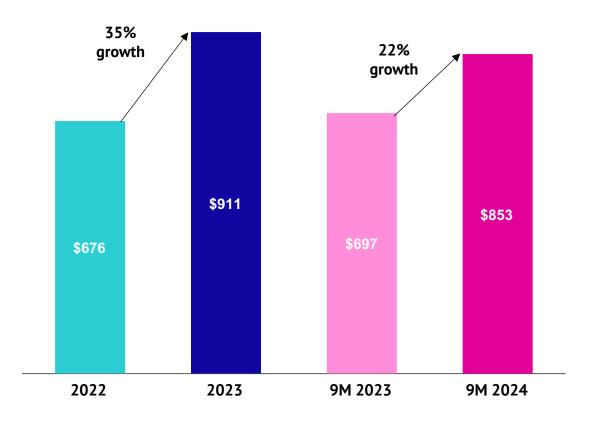
## **OUTSTANDING GROWTH**



**Gross Written Premiums (\$ in millions)** 

#### **Net Written Premiums (\$ in millions)**



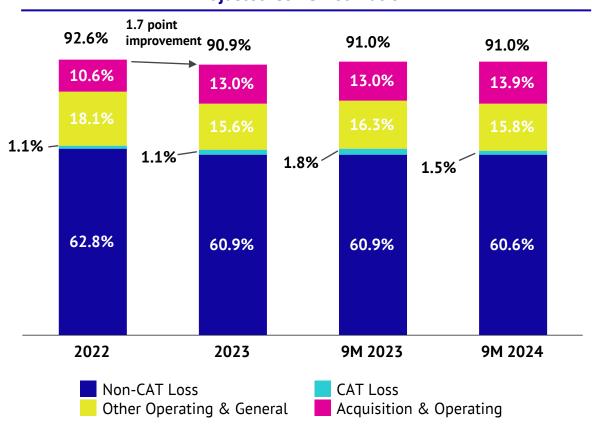


<sup>(1)</sup> Growth rate for continuing business (e.g. excluding exited lines).

### STRONG UNDERWRITING RESULTS



#### **Adjusted Combined Ratio**(1)



#### Continued loss ratio improvement

- Shifting business mix towards more profitable lines
- Rate in line with loss cost inflation

#### Low CAT exposure limits underwriting volatility

- CAT losses as % of premium were only 1.5 loss ratio points and amongst the lowest of our peer group
- Expense ratio in line with target of sub-30
  - Acquisition and operating increased as expected due to shifting mix of business (e.g. growth in surety)
  - Leverage from higher earned premiums

#### Positioned for underwriting profitability across P&C cycles

(1) See "Reconciliations of Non-GAAP Financial Measures" included in the Appendix

## HIGH QUALITY INVESTMENT PORTFOLIO



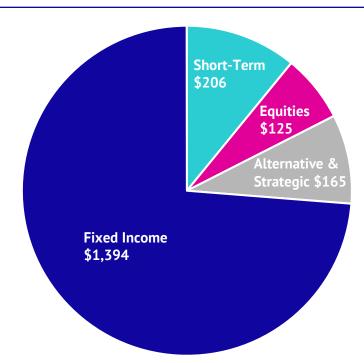
#### Key tenets of our investment strategy include <u>capital preservation</u> and a <u>balanced risk-reward</u> approach

Total Invested Assets as of 9/30/2024: \$2.0 Billion

9M 2024 Fixed Income Yield<sup>(1):</sup> **5.0%** 

Duration<sup>(2)</sup>: **3.89 Years** 

Weighted Average Credit Quality<sup>(3)</sup>: "AA-" Investment Portfolio as of 09/30/2024<sup>(4)</sup>



We continue to deploy all free cash flow to our Fixed Income portfolio in line with our investment strategy

- 1) Fixed income book yield at September 30, 2024.
- (2) Duration shown for our fixed income portfolio at September 30, 2024.
- (3) Weighted average credit quality of our available-for-sale fixed income portfolio.
- (4) \$ in millions

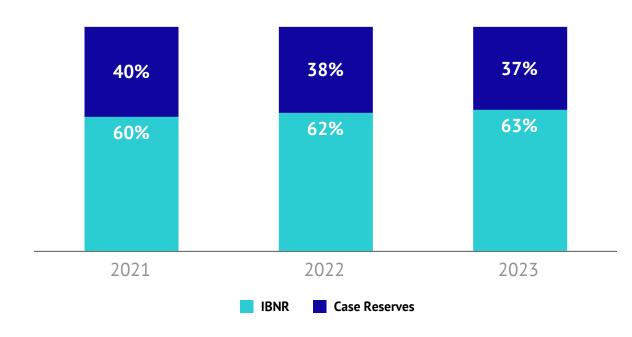
## **CONSERVATIVE RESERVE PROFILE**



#### Reserves set by experienced claims professionals and actuaries

- Seek to identify and set reserves to expected ultimate loss early
- Promote collaboration between underwriting, claims and actuarial
- We have high confidence in the strength of our reserves
- Maintaining conservative loss picks despite rate increases in line with loss cost trends

#### **Overall Net Reserves**



Committed to a conservative loss reserve position



## **APPENDIX**



## **BALANCE SHEET**



	September 30,			ecember 31
(\$ in thousands)	2024			2023
Assets				
Total investments	\$	1,890,078	\$	1,613,687
Total cash and restricted cash		151,356		100,336
Premiums receivable, net		327,176		179,235
Reinsurance recoverables, net		686,725		596,334
Ceded unearned premiums		236,962		186,121
Deferred policy acquisition costs		119,910		91,955
Deferred income taxes		18,502		21,991
Goodwill & intangible assets, net		87,607		88,435
Other assets		80,547		75,341
Total assets	\$	3,598,863	\$	2,953,435
Liabilities and Stockholders' Equity				
Liabilities:				
Reserves for losses and loss adjustment expenses		1,568,777		1,314,501
Unearned premiums		692,452		552,532
Deferred ceding commission		44,984		37,057
Reinsurance and premium payable		200,967		150,156
Funds held for others		102,219		58,588
Accounts payable and accrued liabilities		73,001		50,880
Notes payable		100,000		50,000
Subordinated debt, net of debt issuance costs		18,956		78,690
Total liabilities	\$	2,801,356	\$	2,292,404
Total stockholders' equity		797,507		661,031
Total liabilities and stockholders' equity	\$	3,598,863	\$	2,953,435

## **INCOME STATEMENT**



	Three months en	ded September 30,	Nine months end	ed September 30,
(\$ in thousands)	2024	2023	2024	2023
Revenues				
Net earned premiums	\$ 269,557	\$227,033	\$ 763,482	\$604,211
Commission and fee income	1,818	2,085	5,897	5,817
Net investment income	19,521	13,089	59,956	26,318
Net investment (losses) gains	10,187	(2,984)	16,665	3,328
Total revenues	300,888	239,223	845,798	639,674
Expenses:				
Losses and loss adjustment expenses	170,521	138,536	473,489	377,841
Underwriting, acquisition and insurance expenses	79,817	68,315	226,270	176,653
Interest expense	2,229	2,632	7,405	7,250
Amortization expense	351	463	1,099	1,336
Other expenses	1,117	1,482	3,350	4,061
Total expenses	254,035	211,428	711,613	567,141
Income before income taxes	46,853	27,795	134,185	72,533
Income tax expense	10,185	6,084	29,763	15,814
Net income	\$36,668	\$21,711	\$104,422	\$56,719

## RECON - QUOTA SHARE REINSURANCE CANCELLATION



The following table provides a reconciliation of the impact of the cancellation of the quota share reinsurance contract on ceded written premiums, net retention, net written premiums and net earned premiums for the three and nine months ended September 30, 2023:

			Three	moi	nths ended Septeml	oer 3	30,	
		2024		%				
(unaudited)	As Reported As Reported			Adjustment		Adjusted	Change	
Ceded written premiums	\$	(131,692)	\$ (75,036)	\$	(50,462)	\$	(125,498)	4.9%
Net retention		67.1%	78.9%				64.7%	NM <sup>(1)</sup>
Net written premiums	\$	268,322	\$ 280,696	\$	(50,462)	\$	230,234	16.5%
Net earned premiums	\$	269,557	\$ 227,033	\$	(13,145)	\$	213,888	26.0 %
			Nine	mon	ths ended Septemb	er 3	0,	
		2024			2023			%
		As Reported	As Reported		Adjustment		Adjusted	Change
Ceded written premiums	\$	(502,326)	\$ (441,650)	\$	(50,462)	\$	(492,112)	2.1%
Net retention		62.9%					56.8%	NM <sup>(1)</sup>
Net written premiums	\$	852,551	\$ 696,574	\$	(50,462)	\$	646,112	32.0%
Net earned premiums	\$	763,482	\$ 604,211	\$	(13,145)	\$	591,066	29.2 %
(1) Not meaningful								

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES: ADJUSTED LOSSES AND COMBINED RATIO



	Three months ended September 30,					Nine months ended September 30			
(\$ in thousands)		2024		2023		2024		2023	
Net earned premiums	\$	269,557	\$	227,033	\$	763,482	\$	604,211	
Losses and LAE		170,521		138,536		473,489		377,841	
Pre-tax net impact of LPT		(318)		(266)		(800)		(970)	
Adjusted Losses and LAE	\$	170,839	\$	138,802	\$	474,289	\$	378,811	
Loss ratio		63.3 %		61.0 %		62.0 %		62.5 %	
Net impact of LPT		(0.1)%		(0.1)%		(0.1)%		(0.2)%	
Adjusted loss ratio		63.4 %		61.1 %		62.1 %		62.7 %	
Combined ratio		92.2 %		90.2 %		90.9 %		90.8 %	
Net impact of LPT		(0.1)%		(0.1)%		(0.1)%		(0.2)%	
Adjusted combined ratio		92.3 %		90.3 %		91.0 %		91.0 %	

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES: ADJUSTED LOSSES AND COMBINED RATIO



	December 31				
(\$ in thousands)		2023		2022	
Net earned premiums	\$	829,143	\$	615,994	
Losses and LAE		515,237		402,512	
Pre-tax net impact of LPT	\$	(1,427)	\$	8,572	
Adjusted Losses and LAE	\$	516,664	\$	393,940	
Loss ratio		62.1 %		65.3 %	
Net impact of LPT		(0.2)%		1.4 %	
Adjusted loss ratio		62.3 %		63.9 %	
Combined ratio		90.7 %		94.0 %	
Net impact of LPT		(0.2)%		1.4 %	
Adjusted combined ratio		90.9 %		92.6 %	

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES: ROTE, ADJUSTED ROE AND ROTE



	Three months ende			September 30,	 line months end	ed September 30,	
(\$ in thousands)		2024		2023	2024		2023
Annualized Adjusted Return on Equity							
Numerator: adjusted operating income	\$	117,619	\$	100,116	\$ 124,576	\$	75,376
Denominator: average stockholders' equity	\$	760,563.5	\$	529,037.5	\$ 729,269	\$	478,529.5
Annualized Adjusted return on equity		15.5 %		18.9 %	17.1 %		15.8 %
Annualized Adjusted Return on Tangible Equity							
Stockholders' equity	\$	797,507	\$	522,678	\$ 797,507	\$	535,397
Less: goodwill and intangible assets		87,607		89,181	87,607		88,808
Tangible stockholders' equity	\$	709,900	\$	433,497	\$ 709,900	\$	446,589
Numerator: annualized adjusted operating income	\$	117,619	\$	100,116	\$ 124,576	\$	75,376
Denominator: average tangible stockholders' equity	\$	672,826	\$	440,043	\$ 641,248	\$	389,191
Annualized Adjusted return on tangible equity		17.5 %		22.8 %	19.4 %		19.4 %
Annualized Return on Tangible Equity							
Numerator: annualized net income	\$	146,672	\$	86,844	\$ 139,229	\$	75,625
Denominator: average tangible stockholders' equity	\$	672,826	\$	440,043	\$ 641,248	\$	389,191
Annualized Return on tangible equity		21.8 %		19.7 %	21.7 %		19.4 %

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES: ROTE, ADJUSTED ROE AND ROTE



	Decem						
(\$ in thousands)		2023		2022			
Adjusted Return on Equity							
Numerator: adjusted operating income	\$	80,847	\$	58,574			
Denominator: average stockholders' equity	\$	541,347	\$	423,871			
Adjusted return on equity		14.9%		13.8%			
Adjusted Return on Tangible Equity							
Stockholders' equity	\$	661,031	\$	421,662			
Less: goodwill and intangible assets	\$	88,435	\$	89,870			
Tangible stockholders' equity	\$	572,695	\$	331,792			
Numerator: adjusted operating income	\$	80,847	\$	58,574			
Denominator: average tangible stockholders' equity	\$	452,194	\$	333,268			
Adjusted return on tangible equity		17.9%		17.6%			
Return on Tangible Equity							
Numerator: net income	\$	85,984	\$	39,396			
Denominator: average tangible stockholders' equity	\$	452,194	\$	333,268			
Return on tangible equity		19.0%		11.8%			

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES: UNDERWRITING INCOME



	Thre	e months end	ded	September 30,	Nine months end			September 30,
(\$ in thousands)		2024		2023	2024			2023
Income before federal income taxes	\$	46,853	\$	27,795	\$	134,185	\$	72,533
Add:								
Interest expense		2,229		2,632		7,405		7,250
Amortization expense		351		463		1,099		1,336
Other expenses		1,117		1,482		3,350		4,061
Less:								
Net investment income		19,521		13,089		59,956		26,318
Net investment (losses) gains		10,187		(2,984)		16,665		3,328
Other loss		(195)		_		(202)		_
Underwriting income	\$	21,037	\$	22,267	\$	69,620	\$	55,534