

# COMPANY OVERVIEW Q3 2021 UPDATE

#### **DISCLAIMER**



#### Safe harbour statement

This document and its contents are proprietary information and may not be reproduced or otherwise disseminated in whole or in part either directly or indirectly without the prior written consent of each of The Westaim Corporation ("Westaim") and Skyward Specialty Insurance Group, Inc. ("Skyward Specialty").

This document is not and under no circumstances is it to be construed as, an advertisement or a solicitation for any investment product with respect to Westaim or any of the entities described herein. The information set forth herein does not purport to be complete and no obligation to update or otherwise revise such information is being assumed unless required by law. Where any opinion is expressed in this presentation, it is based on the assumptions and limitations mentioned herein and is an expression of present opinion only. No warranties or representations can be made as to the origin, validity, accuracy, completeness, currency or reliability of the information. In addition, certain of the information contained herein is presentation. There is no guarantee that any of the goals, targets or objectives described herein will be achieved. This document is not intended to provide specific investment, financial, legal, accounting and/or tax advice.

This document contains certain historical results and performance data including, without limitation, relating to Skyward Specialty. Such historical results and performance data have been prepared and provided solely by the relevant party and have not been independently verified or audited. The historical results and performance data have been included in this document for illustrative purposes only. The historical results and performance data are in no way indicative of any future results, performance or returns by any of Westaim and Skyward Specialty.

Certain statements in this presentation are "forward-looking statements". Any statements that express or involve discussions with respect to predictions, target yields and returns, internal rates of return, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance (often, but not always using words or phrases such as "expects", "does not expect," "is expected," "seeks," "endeavours," "anticipates," "does not anticipates," "plans, "estimates," "believes," "does not believe," or "intends," "does not intend," or stating that certain actions, events or results may, could, would, might or will occur or be taken, or achieved) are not statements of historical fact and may be "forward-looking statements." In particular, but without limiting the foregoing, this presentation contains forward-looking statements pertaining to: Skyward Specialty's growth strategy and potential expansion opportunities; and opportunities for building value at Westaim. Forward-looking statements are based on expectations, estimates and projections as well as other relevant factors at the time the statements are made that involve a number of risks and uncertainties which could cause actual results or events to differ materially from those presently anticipated. These include, but are not limited to, the risk factors discussed in Westaim's Annual Information Form for its fiscal year ended December 31, 2020. Except as required by law, Westaim does not have any obligation to advise any person if it becomes aware of any inaccuracy in or omission from any forward-looking statement or to update such forward-looking statement.

Certain of the information contained herein is based on publicly available information, internally developed data and other sources. Although Skyward Specialty believes such information to be accurate and reliable, it has not independently verified any of the data from third party sources cited or used. Westaim, Skyward Specialty and each entity described herein disclaims and excludes all liability (to the extent permitted by law) for all losses, claims, damages, demands, costs and expenses of whatever nature arising in any way out of or in connection with the information, its accuracy, completeness or by reason of reliance by any person on it.

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

#### **Skyward Specialty**

Skyward Specialty uses United States generally accepted accounting principles ("US GAAP") and non-GAAP measures to assess performance. Please refer to Westaim's MD&A for the quarter ended June 30, 2021 for Skyward Specialty's non-GAAP measures.

The adjusted stockholders' equity of Skyward Specialty as at June 30, 2021 reflects the Skyward Specialty stockholders' equity obtained from the unaudited financial statements of Skyward Specialty as at June 30, 2021 prepared in accordance with accounting principles generally accepted in the United States of America, adjusted for a reclassification of a stock notes receivable from employees relating to their purchase of Skyward Specialty common and convertible preferred shares.

#### SKYWARD SPECIALTY AT A GLANCE



#### **Business Overview**

- A private, US-based specialty property and casualty insurer that writes on both an admitted and non-admitted basis
- Strategy focuses on building defensible positions in high profit niche segments to deliver top quartile consistent returns
- Top talent that drives disciplined and insightful underwriting and claims excellence, the use of advanced technology, and efficient capital management are at the core of our strategy execution
- Operate in all 50 states and select international markets
- Rated A- by AM Best
- As of August 1, 2021, Skyward Specialty had 381 employees across 12 offices

#### **Select Financial Metrics**

(US\$ millions)	H1 2021 <sup>(1)</sup>	FY 2020 <sup>(1)</sup>	
Select Income Statement Metrics			
Gross written premium	\$501	\$874	
Net written premium	246	413	
Pre-tax income	36	23	
Net income	29	18	
Combined ratio	93.7%	96.2%	
Select Balance Sheet Metrics			
Cash and invested assets	\$951	\$877	
Total assets	2,095	1,953	
Total liabilities	1,676	1,559	
Adjusted stockholders' equity (2)	429	406	

Does not include charges related to the Loss Portfolio Transfer ("LPT") transaction completed in Q2 2020, development subject to the LPT or other unusual items. Refer to Westaim's MD&A at June 30, 2021 and December 31, 2020 for further details.

<sup>(2)</sup> The adjusted stockholders' equity of Skyward Specialty reflects the Skyward Specialty stockholders' equity prepared in accordance with US GAAP adjusted for a reclassification of stock notes receivable. Refer to Westaim's MD&A at June 30, 2021 and December 31, 2020 for further details.

# We spark people's potential by shrewdly shifting specialty risk to a safer place



#### **RULE OUR NICHE**



#### Our strategy is to dominate those specialty segments where we choose to compete

- Drive market leading performance through daily excellence and technical mastery of the elements of our business from underwriting to claims
- II. Utilize advanced technology to drive superior outcomes in underwriting, risk management, claims, as well as operational efficiency
- III. Retain and expand our incomparable and diverse team of the best talent
- V. Sustain our nimble and creative entrepreneurial culture and continue to capitalize on marketplace disruption

To deliver top quartile returns and growth in book value

# LEADERSHIP TEAM OF "A" SPECIALTY INSURANCE EXECUTIVES





Andrew Robinson
Chief Executive Officer
Previously President Specialty

Previously President Specialty and EVP Corp. Development, Hanover Insurance Group | Managing Director, Global Insurance at PWC



John Burkhart
President Specialty Lines

Previously SVP & Head of Professional Lines & Industry Verticals at QBE | Global Product Manager, Specialty Underwriting Center at Chubb



Kirby Hill
President Industry Solutions &
Specialty Programs

Previously CEO & Co-Founder of Norwich Group, Inc.



Mark Haushill
Chief Financial Officer
Previously CFO, Argo Group |
CFO, American Safety
Holdings Certified Public
Accountant



Leslie Shaunty General Counsel

Previously Corporate Counsel and Director of HR, Mattress Firm | Director Labor Relations, Chevron Phillips Chemical, Pasadena Plant



Sean Duffy
Chief Claims Officer

Previously Chief Claims Officer, One Beacon Insurance Group | SVP Corporate Claims at Great American Insurance



Tom Schmitt
Chief Administrative Officer
& Chief People Officer
Previously CHRO of
OneBeacon Insurance Group |
CHRO at James River
Insurance Group



Dan Bodnar
Chief Information &
Technology Officer
Previously VP & CIO (US) at

Argo Insurance Group | VP of IT at HCC Insurance Holdings

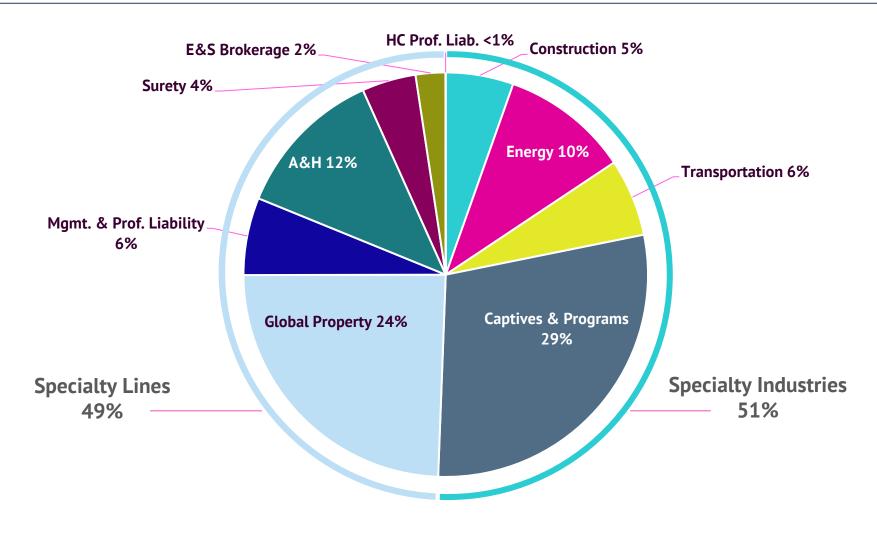


Sandip Kapadia
Senior Vice President,
Underwriting Strategy &
Enterprise Analytics

Previously Vice President at Crum & Forster Enterprise | Senior Pricing Actuary at PartnerRe

## GO TO MARKET WITH TEN SPECIALTIES<sup>(1)(2)</sup>



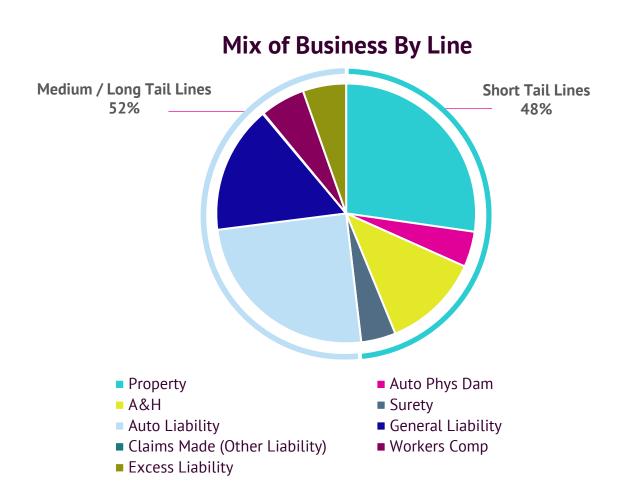


<sup>(1)</sup> Year to date through June 30, 2021 gross written premium

<sup>(2)</sup> Excludes discontinued business

# HIGHLY DIVERSIFIED & BALANCED BUSINESS (1)(2)







<sup>(1)</sup> Year to date through June 30, 2021 gross written premium

Excludes discontinued business

## LAUNCHPOINT TO TOP QUARTILE PERFORMANCE



**Q1-20** 



 Executed loss portfolio transfer **Q2-20** 



- Hired Andrew Robinson as CEO
- Raised \$100MM through rights offering
- Added Jim Hays and Don Larson to Board



03-20

- Shut down mono-line work comp business
- Exited lawyers' professional liability
- Exited insurance agents and brokers professional liability
- AM Best moved company to Astable outlook

**Q4-20** 



- Hired Mark Boland and team launched transactional E&S business
- Launched public excess D&O product
- Hired Rick Childs to lead construction; began business expansion
- Launched Skyward Specialty brand

1H-21



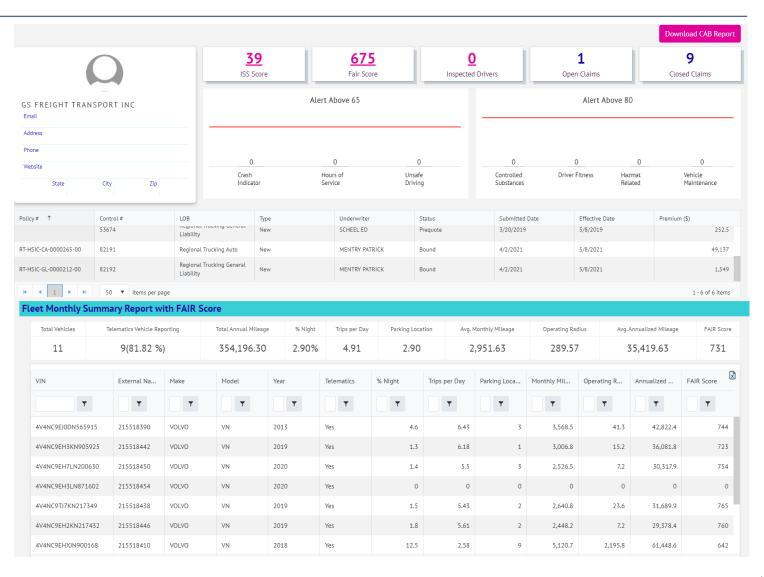
- Hired John Burkhart to lead specialty lines; reorganized for growth
- Hired Brenda Craig launch healthcare professional liability business
- Acquired Aegis Surety; simultaneously sold Xpro (exterminator solutions)
- Completed portfolio clean-up exited Timber (Auto), Title (E&O), Dealers Open Lot, Tennant Program
- Launched Smart Cargo | Corvus Partnership
- Launched market leading commercial flood solution | reThought partnership
- Hired 9 underwriters in support of investment in Professional and Management Liability
- Achieved strongest organic growth in company history

# OUR TECHNOLOGY DNA WINS SKYDRIVE - BEST IN CLASS ANALYTICS FOR COMMERCIAL AUTO





- Underwriting and risk management portal for Skyward underwriters, brokers and insureds
- Combines real-time intelligence on driver and fleet history, safety and performance – incorporates telematics (any platform), DOT, CAB and other third-party data
- Exponentially increases the power of risk selection. Underwriting, risk management and claims decision-making
- Risk scoring based on wide ranging insights (e.g., hours of service violations, equipment maintenance, G-force events, route selection, traffic control adherence, etc.)
- "Gamifies" driver feedback of behaviors, drives targeted training; behaviors such as G-force inform claim triage and handing strategy



# OUR TECHNOLOGY DNA WINS COMMERCIAL FLOOD RISK USING HIGH-DEF DATA AND MODELS



- Partnered with reThought to establish a robust flood solution for middle market primary and excess commercial risks (\$10MM single property value)
- \$41BN<sup>(1)</sup> market opportunity lacks capacity and solutions
- Far and away the most advanced analytical approach in the market:
  - Automates 'Engineering-Quality-Analysis' for Complex Risks –
    High-definition flood exposure data generated from hundreds of
    sources to create a best-in-industry view of a specific
    property/risk
  - Multi-model approach combining third-party and internal models to project expected loss
- Skyward expresses its underwriting rules through the reThought technology

#### Assessing, Pricing and Structuring Flood Risk Terms for This Platte River Front Property Requires Advanced Technology







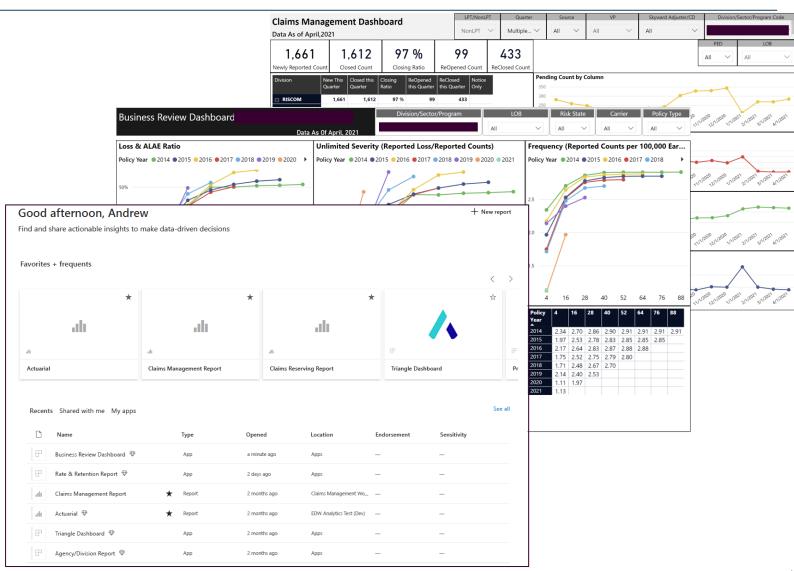


(1) Verisk Estimate

# OUR BUSINESS INTELLIGENCE IS A SUPER-POWER REAL-TIME ANALYTICS OF ENTIRE BUSINESS PORTFOLIO



- Sky B.I. is Skyward Specialty's single, comprehensive and only enterprise data repository
- It is our foundation for reporting, business intelligence, analytics and other advanced data capabilities
- Data and sources include:
  - Production & submission data
  - Actuarial
    - Loss ratio, severity, frequency triangles
    - Pricing / retention metrics
  - Claims data
  - Data held at coverage and claimant level going back 10 years
  - Select third party / external data



## AN ENGAGED TEAM TO DRIVE PERFORMANCE



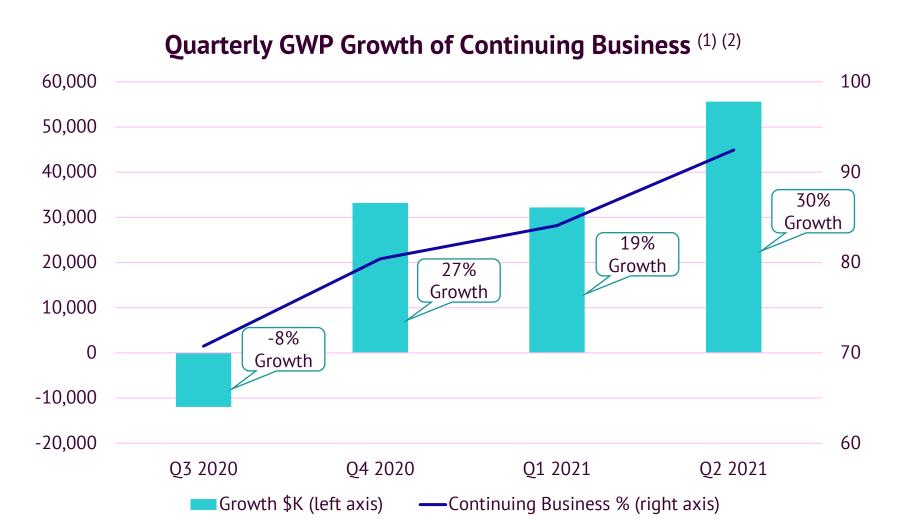
#### **Skyward Employee Engagement Survey**

12/2020 Survey – 89% Employee Participation	Total Agree / Strongly Agree
I understand how my specific job responsibilities contribute to the success of Skyward.	96
I am excited about Skyward's vision and strategy.	95
I am proud to work for Skyward.	93
I know what I need to do to be successful in my role.	92
I have confidence in senior leadership's direction for the future success of Skyward.	90



#### OUR MOMENTUM IS ACCELERATING





<sup>(1)</sup> Excludes lines of business that were discontinued through to June 30, 2021

<sup>(2)</sup> Right axis is defined as percentage of total gross written premium represented by continuing business.

## **EXCELLENT FINANCIAL TRAJECTORY**





# Pricing and New Product Momentum Last Four Quarters

+ 10% Rate Change on Renewals

New Business Differential + 4%

+ 7 New Product Lines Launched

<sup>(1)</sup> The impact of LPT includes the initial cost of the LPT plus adverse development on prior years' claims reserves subject to the LPT. Refer to Westaim's MD&A at June 30, 2021 and December 31, 2020 for further details.

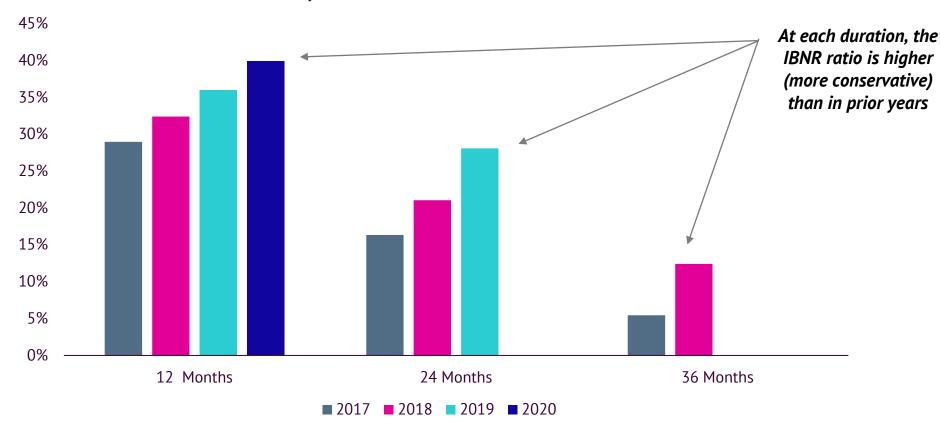
<sup>(2)</sup> Rate Change on Renewals is the pure rate (excluding exposure change) for work comp, general liability, commercial auto and inland marine, and rate inclusive of exposure for property, excess and A&H achieved during the last 4 quarters.

<sup>(3)</sup> New Business Differential is a measure of the pure rate difference for new business accounts (exclusive of exposure) as compared to renewal accounts for work comp, general liability and commercial auto, measured over the last 4 quarters.

## RESERVE POSITION IS STRONG AND IMPROVING



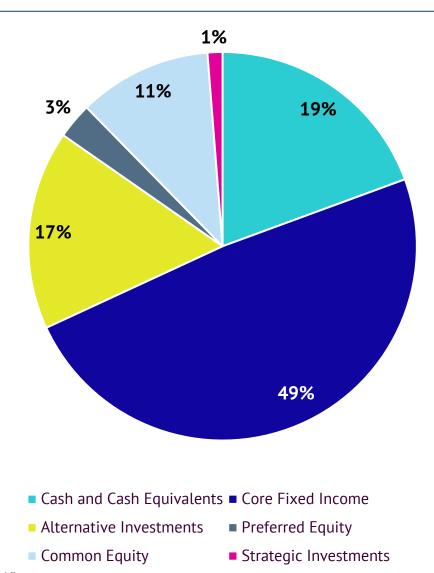
# IBNR-Earned Premium Ratio by Policy Year 12, 24 & 36 Month Durations



#### **CONSERVATIVE INVESTMENT PORTFOLIO**



- The total portfolio of approximately \$857 million is comprised of core fixed income and short-term investments, cash and cash equivalents, common and preferred equities, and alternative investments<sup>(1)</sup>
- Conservative portfolio duration of approximately 2.8
- The tax equivalent annualized yield for the investment portfolio was approximately 3.0%
- Weighted Average Credit Quality of AA for core fixed income portfolio, which is managed by New England Asset Management
- Alternative assets are comprised primarily of alternative credit investments managed by Arena Investors
- Common equity portfolio is primarily large-cap value with a domestic bias
- Significant cash and equivalents to be deployed as we execute the remaining commitments already approved as part of our investment strategy



### **MULTIPLE TRACKS FOR PROFITABLE GROWTH**



#### Expand Where Positioned for Profitable Growth

- ✓ Construction
- ✓ Surety
- ✓ Professional Lines (management liability, financial institutions, miscellaneous professional)
- Transactional Property
- ✓ A&H
- Captive solutions in existing segments

#### Add Profitable Adjacencies

- ✓ Public D&O (Excess to start)
- ✓ Broadened appetite in Construction
- ✓ Launch next new product line e.g., Professional Lines for Cannabis Industry

#### Pursue New Specialties Aligned to Our Strategy

- ✓ Launch next new specialty
- ✓ Highly attractive opportunities in partnership with Insurtechs

#### FINANCIAL OUTLOOK IS OUTSTANDING



- 1. Excellent position in our chosen segments, many with considerable growth initiatives in place already + Technology DNA that others don't have
- 2. Expanding underwriting margins
  - I. Rate well in excess of loss cost inflation
  - II. Portfolio actions towards more profitable segments
- 3. Expense leverage and growth to accelerate 2021 is principal investment period for scale up of certain segment and launch of new businesses
- 4. Quickly becoming employer of choice A+ talent choosing Skyward!
- 5. Best distributors highly engaged in our growth given talent and expanding portfolio
- 6. Strong and improving reserve position
- 7. Yield improvement as \$150+MM of cash and cash equivalents being deployed thoughtfully to drive improved new money yields

