

## U.S. Domiciled Macquarie Asset Report Walkthrough

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Page(s): 49 - 62	U.S. Domiciled Q3 2017 Macquarie Assets: Low Hanging Fruit Opportunities by NMC Business Division	The purpose of this report is to identify U.S. domiciled Macquarie assets that NMC business divisions have an alignment with because of the combination of the marketed coverage applying to the business division and the business division having written premium in the last two underwriting years (2015 & 2016) with the NAICS code assigned to the U.S. Domiciled Macquarie asset. The report is structured to first list the NMC business division followed by U.S. domiciled Macquarie assets with NAICS codes that the NMC business division has written in during the last 2 underwriting years (2015 & 2016) and with marketed coverages applicable to the NMC business division (listed under the yellow highlighted header) and secondly by the NMC business division followed by a list of the U.S. domiciled Macquarie assets with NAICS codes that the NMC business division has <i>NOT</i> written in during the last two underwriting years (2015 & 2016), but the marketed coverage is still applicable to the division (listed under the non-highlighted header. Listed in alphabetical order first by NMC Business Division and then by listed Macquarie asset name.
Pages(s): 63 - 78	NMC Horizontal Opportunities per Q3 2017 U.S. Domiciled Macquarie Asset	The purpose of this report is to highlight potential NMC cross-sell opportunities by identifying NMC business divisions that have written premium in the NAICS codes assigned to U.S. Domiciled Macquarie assets. The report is structured to list the U.S. domiciled Macquarie asset followed by the NMC business divisions that have written premium with the NAICS Code assigned to the asset in the last two underwriting years (2015 & 2016). Listed in alphabetical order by listed Macquarie asset name.

## Disclaimer & Research Notes:

The following information is based off investigative research to determine the **best match** for the list of **U.S. domiciled Macquarie Assets against Navigators data for the U.S. External Reporting segment in GURU 2**. The data provided by Macquarie does not provide sufficient information to easily identify the listed asset, so the following data is a best attempt to gain relevant information pertaining to the asset from as far as what we can tell it is based off the research conducted.

An additional obstacle was that many of the listed assets appear to be private companies, making the company information difficult to obtain. The methods used to gather the data were a mix of cross-referencing industry Macquarie associated with the asset in an attempt to gain an estimate at the annual revenue, the list of subsidiaries, business operations, the company DUNS number, NAICS/SIC information, and the website for the asset. The information is not guaranteed to truly reflect the company, but can be used as a tool to gain an idea about company information so that underwriters can contact brokers about the asset.

The Macquarie listed asset names were then searched in GURU 2 and the Navigators Global Clearance System in an attempt to identify past relationships with these prospects (whether or not we've received submissions, we've declined them, quoted, and/or insured) to get an idea of what our relationship with them has looked like, if we've had any. **Please let it be noted that submission history only goes back a few years and information can be missed if the asset is listed under a different name or names in our system seeing as the search is manual and variations of the name can be inputted.**

GURU 2 links are provided for the assets that we've been able to track down in our system. To follow the GURU 2 link, open a new page in your browser and paste the link in, check the box next to the policy reference number you'd like to view and click on the "Account Experience" button on the bottom left of the page to look at the renewal chain.

Moving forward we will attempt to work with Macquarie to gain the information needed to properly identify the assets and hope to work with IT to build a sustainable method of prospecting these accounts and properly flagging them in GURU 2. This is Field Operations first attempt at creating a more powerful and effective way of prospecting Macquarie Assets.

**\*\*\*IMPORTANT: In order to track interest or lack thereof, please use the tracking sheet for your respective division located in the 2017 Macquarie H1 Tracking Book (Excel file on Navipedia) towards the back of the excel book**

Title of Page: U.S. Domiciled Macquarie Assets Master Tracker Summary Page (MOCK-UP EXAMPLE)

Description: Highlights the responses from each division on their interest or lack of interest in regards to each Macquarie asset and any follow up activity (pursuing, submission received, submission declined, quoted, bound, or lost)

## U.S. Domiciled Macquarie Asset Master Tracker Summary Page *MOCK-UP EXAMPLE*

### Macquarie Asset: Acelity

Policy Expiry Date: 5/1/2017

#### Interested Business Divisions

Marine

Management Liability

#### Non-Interested Business Divisions

Professional Liability (Out of appetite)

Commercial Auto (Losses)

#### Quoted

Wholesale Excess

- Master Summary Page to track all activity by NMC business divisions on the U.S. Domiciled Macquarie assets
- Will highlight the responses from each division on their interest or lack of interest for each Macquarie asset
- Will display whether a division is pursuing the asset, a submission for a policy was received in regards to the asset, the submission was declined, the policy was

## Title of Page(s): Q3 2017 Marketed Coverage by Asset(s)

Description: Provides a complete list of all Marketed Coverages for the U.S. Domiciled assets for the specified period along with the assets seeking that marketed coverage

<b>Q3 2017 Marketed Coverage by Asset(s)</b>	
<b><u>Marketed Coverage by Assets Seeking That Coverage</u></b>	
<b>Marketed Coverage: D&amp;O</b>	
Asset:	Avalon Health (Avalon Health Services, LLC)
Asset:	Bankrate
Asset:	Caplison (Capsilon Corporation)
Asset:	Cleco (Cleco Corporate Holdings LLC)
Asset:	Craftworks Restaurants & Breweries, Inc.
Asset:	Data Bridge (Digital Bridge Holdings LLC?)
Asset:	Delaware Management Holdings, Inc. (Delaware Funds)
Asset:	Emerus (Emerus Hospital Partners LLC)
Asset:	eSolutions
Asset:	Macquarie Global Infrastructure Total Return Fund
Asset:	Macquarie Infrastructure Partners A, L.P.
Asset:	Optanix
Asset:	Paradigm (Paradigm Ltd.)
Asset:	PayLease
Asset:	Paymetric (Paymetric Inc.)
Asset:	Pegasus (NSO Group)
Asset:	PF Chang's (P.F. Chang's China Bistro, Inc.)
Asset:	Plex Systems
Asset:	Procera
Asset:	Qgenda
Asset:	Shoregroup Solutions
Asset:	Valeritas
Asset:	Vendavo
Asset:	Waste Industries
Asset:	WCA Waste Corporation
<b>Marketed Coverage: Employed Lawyers</b>	
Asset:	NYK Ports (NYK Line)
Asset:	WCA Waste Corporation

## Title of Page(s): U.S. Domiciled Macquarie Assets: Master Inventory Summary Report

**Description:** The purpose of this report is to provide a summary view of the U.S. domiciled Macquarie assets so that NMC business divisions can identify whether or not they wish to pursue the asset. The report is a list of U.S. domiciled Macquarie asset summaries with available information including: Description of business operations, Website, Whether it's Public or Private, DUNS Number, NAICS & SIC Code & Description, Estimated Revenue, Estimated Number of Employees, Headquarters Address, Headquarters Telephone Number, Parent company (if available), Subsidiaries (if available), available submission history with Navigators, GURU 2 link (if applicable) on the left hand side compared to the Macquarie asset sponsor, broker, policy expiry date, total policy premium, & marketed coverage per listed policy on the right hand side. Listed in alphabetical order by listed Macquarie asset name.

<u><i>U.S. Domiciled Macquarie Asset Description and Information</i></u>	<u><i>U.S. Domiciled Macquarie Asset by Sponsor, by Broker by Policy Expiry Date by Marketed Coverage</i></u>
<b>Waste Industries</b> <i>Business Description of Operations:</i> Waste Industries, LLC, a non-hazardous solid waste services company, provides solid waste collection, transfer, disposal, and recycling services. Waste Industries, LLC was formerly known as Waste Industries MergeCo, LLC. The company was founded in 2000 and is based in Raleigh, North Carolina. Waste Industries, LLC operates as a subsidiary of Waste Industries USA, Inc. <i>Website:</i> <a href="http://www.wasteindustries.com">http://www.wasteindustries.com</a> <b>Public or Private Company:</b> Private <b>Stock Symbol:</b> N/A <b>Market Cap:</b> N/A <b>DUNS Number:</b> 01-635-6896 <b>NAICS Code &amp; Description:</b> 562212 : Solid Waste Landfill <b>SIC Code &amp; Description:</b> 4953 : Refuse Systems <b>Revenue:</b> \$846,900,000 <b>Founded:</b> 2000 <b>Number Of Employees:</b> 1,225 <b>Headquarters Address:</b> 3301 Benson Drive Suite 601, Raleigh, NC 27609 <b>Headquarters Telephone Number:</b> 919-325-3000 <b>Key Personnel:</b> Ven Poole (CEO), Greg Yorston (President, COO), Steve Grissom (CFO, SVP), Lisa D. Inman (General Counsel, SVP), Michael Durham (VP, Administration and Support Services), Mike Ingle (VP, Corporate Development) <b>Parent Company:</b> Waste Industries USA, Inc. <b>Subsidiaries:</b> This is a subsidiary. <b>Past or Present Insured:</b> No <b>Submission Activity:</b> Submission in 2014 (1) <b>GURU 2 Link:</b> N/A	<b>Waste Industries</b> <b>Sponsor:</b> Macquarie <b>Broker:</b> Marsh <b>Policy Expiry Date:</b> 7/1/2017 <b>Total Policy Premium:</b> \$679,120 <b>Marketed Coverage:</b> Cyber Risk D&O Excess D&O Property & Business Interruption Macquarie Insure 7/1/2017 \$8,739,025 General Liability/Public Liability Motor/Auto Umbrella/Excess Workers Comp

Left side displays (Asset information):

- The name of the Asset
- The description of the assets' business operations
- Link to the company website
- Whether or not the company is public or private
- DUNS number
- NAICS & SIC Code and Description information
- Estimate Revenues if available for private companies, Revenues for public companies
- Number of Employees
- Headquarters Address and Phone Number
- Parent company and subsidiary information (if available)
- Subsidiaries
- Whether or not they are a current insured of Navigators or ever have been
- Submission status information from the Navigators Global Clearance system

Right side displays (Macquarie provided information in regards to the asset):

- Assets' sponsor
- Policy expiry date
- The broker for the policy
- Total premium associated with the policy
- Marketed Coverages for the policy

## Title of Page(s): U.S. Domiciled Macquarie Assets: Low Hanging Fruit Opporutnities by NMC Business Division

**Description:** The purpose of this report is to identify U.S. domiciled Macquarie assets that NMC business divisions have an alignment with because of the combination of the marketed coverage applying to the business division and the business division having written premium in the last two underwriting years (2015 & 2016) with the NAICS code assigned to the U.S. Domiciled Macquarie asset. The report is structured to first list the NMC business division followed by U.S. domiciled Macquarie assets with NAICS codes that the NMC business division has written in during the last 2 underwriting years (2015 & 2016) and with marketed coverages applicable to the NMC business division (listed under the yellow highlighted header) and secondly by the NMC business division followed by a list of the U.S. domiciled Macquarie assets with NAICS codes that the NMC business division has NOT written in during the last two underwriting years (2015 & 2016), but the marketed coverage is still applicable to the division (listed under the non-highlighted header. Listed in alphabetical order first by NMC Business Division and then by listed Macquarie asset name.

Retail Excess Casualty	
U.S. Domiciled Macquarie Assets with NAICS codes that the NMC Business Division HAS WRITTEN in during the last 3 underwriting years (2015, 2016, 2017) and with Marketed Coverages applicable to the NMC Business Division	
Asset: Bankrate	
NAICS Code & Description: 518210 : Data Processing, Hosting, and Related Services	
Marketed Coverage: Umbrella/Excess	
Asset: Barracuda Networks	
NAICS Code & Description: 511210 : Software Publishers	
Marketed Coverage: Umbrella/Excess	
Asset: Citizens Parking (Citizens Parking Holding Inc)	
NAICS Code & Description: 812930 : Parking Lots and Garages	
Marketed Coverage: Umbrella/Excess	
Asset: NYNJ Link LLC	
NAICS Code & Description: 237310 : Highway, Street, and Bridge Construction	
Marketed Coverage: Umbrella/Excess	
Asset: Waste Industries	
NAICS Code & Description: 562212 : Solid Waste Landfill	
Marketed Coverage: Umbrella/Excess	
Asset: WCA Waste Corporation	
NAICS Code & Description: 562212 : Solid Waste Landfill	
Marketed Coverage: Excess Public Liability/General Liability	
Marketed Coverage: Umbrella/Excess	
Retail Excess Casualty	
U.S. Domiciled Macquarie Assets with NAICS codes that the NMC Business Division HAS NOT written in during the last 3 underwriting years (2015,2016,2017), but Marketed Coverage is applicable to the NMC Business Division	
Asset: Atlantic Aviation Corporation	
NAICS Code & Description: 488119 : Other Airport Operations	
Marketed Coverage: Umbrella/Excess	
Asset: NYK Ports (NYK Line)	
NAICS Code & Description: 483111 : Deep Sea Freight Transportation	
Marketed Coverage: Umbrella/Excess	
Asset: PayLease	
NAICS Code & Description: 522291 : Consumer Lending	
Marketed Coverage: Umbrella/Excess	

- Highlights Macquarie assets that align with NMC business divisions because of a combination of the marketed coverage being applicable to the division as well as the division having written premium with the NAICS code assigned to the asset for underwriting year(s) 2015 and/or 2016 (listed under yellow headers)
  - also shows assets with marketed coverages applicable to the business division, but where the division HAS NOT written premium with the NAICS code assigned to the asset for underwriting years 2015 & 2016 (listed under white headers)
- Opportunities are seperated out for each NMC business division
- Asset name is listed along with the NAICS code & description and the marketed coverage

## Title of Page(s): NMC Horizontal Opportunities per U.S. Domiciled Macquarie Asset

The purpose of this report is to highlight potential NMC cross-sell opportunities by identifying NMC business divisions that have written premium in the NAICS codes assigned to U.S. Domiciled Macquarie assets. The report is structured to list the U.S. domiciled Macquarie asset followed by the NMC business divisions that have written premium with the NAICS Code assigned to the asset in the last two underwriting years (2015 & 2016). Listed in alphabetical order by listed Macquarie asset name.

NYNJ Link LLC				
<u>NMC Premium in NAICS Code by Business Division by Underwriting Year</u>				
<i>NAICS Code by Description by Business Division</i>	<i>2015 NMC GWP</i>	<i>2016 NMC GWP</i>	<i>2017 NMC GWP</i>	<i>Grand Total</i>
<b>237310</b>	<b>\$14,278,358</b>	<b>\$11,474,156</b>	<b>\$6,383,103</b>	<b>\$32,135,617</b>
Highway, Street, And Bridge Construction	\$14,278,358	\$11,474,156	\$6,383,103	\$32,135,617
Wholesale Excess Casualty	\$10,014,821	\$7,779,285	\$4,331,977	\$22,126,084
Environmental	\$1,278,152	\$1,229,593	\$960,801	\$3,468,546
Primary Casualty	\$1,502,551	\$1,096,953	\$608,740	\$3,208,244
Marine	\$895,736	\$847,574	\$260,758	\$2,004,069
Commercial Auto	\$249,678	\$270,964	\$148,082	\$668,724
Management Liability	\$82,205	\$176,125	\$45,004	\$303,334
Retail Excess Casualty	\$245,476	\$25,750	\$25,750	\$296,976
Surety		\$38,267	\$1,255	\$39,522
Foreign Package	\$8,074	\$8,731		\$16,805
Professional Liability	\$1,665	\$914	\$735	\$3,314
<b>Grand Total</b>	<b>\$14,278,358</b>	<b>\$11,474,156</b>	<b>\$6,383,103</b>	<b>\$32,135,617</b>

- Highlights potential NMC cross-sell opportunities for all NMC business divisions through NAICS code alignment with asset
- Shows divisions who have written in the speciifed NAICS code over the last two underwriting years