



AmTrends
An AmTrust Agent Publication




AmTrust North America
An AmTrust Financial Company

Workers' compensation solutions more than a shade better.

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May 2009

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AmTrust Cracks the Top 20

AmTrust was ranked the 18th largest workers' compensation insurance carrier in the nation by the National Association of Insurance Commissioners (NAIC) for 2008, its first time in the top 20.

Moving up five spots from last year's placement of 23rd, AmTrust has managed to maintain one of the best loss ratios in the group at 39.8% and increase its gross written premium to \$1.1 billion in 2008, compared to \$839.4 million in 2007.



"This movement, combined with our solid loss ratio, shows how diligently we've been working to provide responsible underwriting of all of our coverage plans," said Mike Saxon, president, AmTrust North America. "We're proud that in less than 10 short years we've entered the top 25, and that in just the last year we've been able to move up on the relative rankings. Thanks to our loyal agency base for your continued support."

For more information about the top workers' comp providers, visit www.naic.org/research_home.htm.

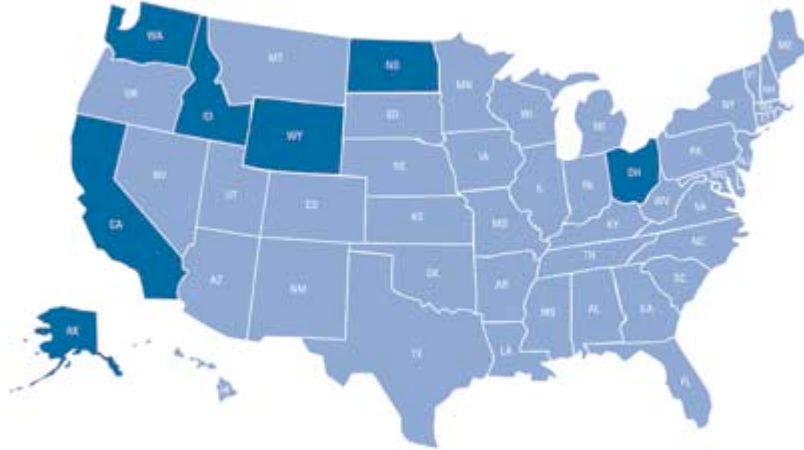
AmTrust is Expanding Geographically

Workers' comp insurance from AmTrust North America is now even more widely available across the nation with the inclusion of three new states: Hawaii, Oregon and West Virginia.

AmTrust recently began underwriting in the new states specifically to

accommodate companies with multi-state operations.

In addition, AmTrust has been able to successfully enter Oregon and has rates filed with both Technology and Wesco insurance companies, both wholly-owned AmTrust Group insurance carriers.



Until 2007, West Virginia workers' compensation was monopolized by the state and not available through independent insurance carriers. After the transition in 2007-2008, AmTrust's insurance carrier Wesco was approved to begin filing in West Virginia.

In addition to our broad state coverage, we continue to write for a broad class of businesses. Here are our top 10 preferred classes:

- Restaurants
- Professional Offices
- Buildings - Operations by Owner or Contractor
- Retail Stores
- Private Schools
- Hotels
- Machine Shops - Light Metalworking
- Grocery Stores
- Wholesale Stores
- Beauty Shops, Barber Shops or Hairstyling Salons

Flexible Payment Options

To keep premium payments as simple as possible for you and your insured, AmTrust offers a variety of payment plans and options, including a **Direct Debit/Electronic Funds Transfer (EFT)** program and a program called **Pay-As-You-Owe**



(PAYO).

The Direct Debit/EFT program allows your insured to automatically pay their bill every month, without having to write a check. Once signed up, the monthly payment will be withdrawn from the designated bank account, and a reminder letter will be sent in place of an invoice.

Signing up for Direct Debit is simple – just fill out the Direct Debit Authorization form. Once approved, payments will begin automatically deducting from the insured's specified bank account. To receive a copy of the Direct Debit Authorization form, please call 877.528.7878.

PAYO is another simple approach to payment for you and your clients. Working with an approved payroll company, you can calculate the workers' comp premium at the same time as the insured's payroll is calculated since workers' comp is based on payroll. The payroll company will issue monthly reports to AmTrust on the insured's behalf. This option reduces the chance of additional or return premiums when audited and also allows employers better control over their workers' comp business expenses.

For more information about AmTrust's payment options, please contact your marketing representative.

AFSI First Quarter Earnings

On May 5, AmTrust reported its first quarter earnings for 2009. Gross written premium in the first quarter of 2009 increased by \$32.7 million to \$267.5 million, an increase of 14% from the first quarter of 2008. The Company also reported operating earnings of \$30.2 million for the first quarter of 2009, an increase of 16% from the first quarter of 2008.

Other highlights in the first quarter of 2009, include:

- Quarterly basic operating earnings per share was \$0.50 (\$0.43 in 1Q 2008)
- Quarterly basic earnings per share was \$0.40 (\$0.37 in 1Q 2008)
- Annualized return on equity on operating earnings for the first quarter was 30.4%
- Book value per share was \$6.77 as of March 31, 2009 (\$6.54 as of December 31, 2008)
- The combined ratio for the first quarter was 79.7% (77.2% in 1Q 2008)
- Completed share repurchases of approximately 700,000 shares

End Quotes

Questions? Ideas? We value your feedback!
Please let us know what you think by contacting us any of the ways listed here:

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