



## Facts About the Company

- SPARTA (Specialty Program and Risk Transfer Alternatives) was formed in March 2007 to develop an underwriting company specializing in unbundled Alternative Risk Transfer ("ART") and Specialty programs for the commercial property and casualty insurance market in the United States.
- SPARTA's vision is to be the premier provider of customized unbundled program solutions. SPARTA operates in two niche property and casualty insurance segments:
  - Alternative Risk Transfer Programs ("ART") providing program level risk sharing through captive reinsurance
  - Specialty Insurance Programs ("Specialty") whereby the risk is fully retained by SPARTA
- SPARTA is A.M. Best rated A- (Excellent). This rating was re-affirmed in 9/09. The company's Financial Size Category is Class IX based on \$254 million of statutory surplus at 12/31/09. To quote from the A.M. Best rating rationale: "SPARTA has met A.M. Best's established requirements for new company formations. The company's rating is a reflection of its ability to meet A.M. Best's strict capitalization requirements, which mandate a more conservative level of risk-based capital."
- SPARTA's strong capital position at 12/31/09 results in an A.M. Best BCAR ratio in excess of 600%. SPARTA is capitalized today to support an A.M. Best A++ rating (BCAR in excess of 175%) in year 5 of its business plan.
- SPARTA has 30 insurance programs in-force representing over \$220 million of annualized gross written premium. SPARTA's market reception has been extremely positive with over 400 program submissions representing over \$4 billion of premium submitted in less than 3 years.
- SPARTA underwrites commercial lines coverages in all 50 states through its admitted carrier, SPARTA Insurance Company.
- SPARTA's Targeted Lines of Business are Commercial Auto, General Liability, Workers Compensation, and Property.
- SPARTA's Targeted Classes of Business are:
  - Retail / Wholesale
  - Service
  - Light Manufacturing
  - Hospitality – hotel/motel, restaurants
  - Habitation – apartment managers, condos
  - Light-Medium Trade Contractors – electrical, mechanical, commercial
  - Transportation / Distribution – general commodity hauling

**Website: [www.spartainsurance.com](http://www.spartainsurance.com)**

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**Specialty Program And Risk Transfer Alternatives**



## Our Vision

To be the premier provider to the unbundled program marketplace as a long term solution for the placement of ART and Specialty programs characterized by expertise, focused service, and a controls orientation that adds value to our customers' business.

**Commitment to the Market.** SPARTA's exclusive practice is underwriting ART and Specialty business for the unbundled program marketplace. It was created to provide a long-term solution for program administrators and customers who seek stability and control for their insurance placement, unimpeded by market cycles, corporate channel conflicts and organizational strategic shifts.

**Broad Product Capability.** SPARTA offers program administrators and customers a wide range of structural, coverage, risk retention and price alternatives along the risk assumption continuum from fully insured, to quota share, to full captive. This flexibility increases alternatives available to producers seeking to place their business throughout the lifetime of a program.

**Expertise.** SPARTA's ability to deliver for its program administrators and customers is backed by a team of professionals uniquely qualified and highly experienced in executing the unbundled program business model who add knowledge, judgment and value to business relationships.

**Technology Platform.** SPARTA provides a state of the art, web-based policy rating and issuance system in a real-time architecture that is specifically designed for the program business model and promotes ease of doing business, speed to market, oversight and control.

**Unencumbered Balance Sheet.** SPARTA's balance sheet is unencumbered by historical issues including impaired investments, prior year reserve development and catastrophic loss exposures.

## SPARTA's Recent Success Stories:

### Captive Programs:

- \$30 million group captive program and \$5 million group captive program offering AL, APD, GL, WC, UMB targeting large and mid-size transportation fleets
- \$20 million agency captive program offering GL, Property, AL, APD, WC, UMB targeting electricians, arborists, and preferred heterogeneous risks
- \$20 million homogeneous captive program offering Property, GL, AL, APD, WC, UMB to hardware stores and building material dealers
- \$10 million group captive program offering WC coverage targeting the food growing and distribution industry

### Specialty Programs:

- \$25 million specialty program offering AL, APD for non-emergency paratransit and bus operators
- \$20 million specialty program offering Property, GL, WC to franchisees of a premier national fast food chain
- \$15 million specialty program offering AL, APD, GL, WC for preferred M&A and specialty contractor risks
- \$10 million specialty program offering Property, GL, AL for commercial property and habitation risks
- \$7.5 million specialty program offering AL, APD, GL, Motor Truck Cargo targeting best-in-class small fleet transportation risks
- \$7.5 million specialty program offering Property, GL to preferred hospitality risks

### New Program Contacts

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