



**RICHMOND NATIONAL INSURANCE COMPANY, NAIC #17103
PARENT – RICHMOND NATIONAL GROUP, INC.**

Dollars in 000					Dollars in 000				
	2021Y	2022Y	2023Y	2024Q3		2021Y	2022Y	2023Y	2024Q3
Total Assets	65,106	72,886	145,472	268,760	RBC Ratio (%)	9,889.2	1,027.0	585.2	NA
Total Liabilities	972	16,958	80,919	151,394	2yr Res Development	0	0	0	NA
Policyholder Surplus	64,134	55,928	64,554	117,366	2yr Dev/ Surplus	NA	NA	0.0%	NA
Cash & Invested Assets	64,805	66,070	132,083	250,361	Affiliated Common Stock	0	0	0	0
Cash & Invested Assets/ Total Asses	99.5%	90.6%	90.8%	93.2%	Affiliated CS / Surplus	0.0%	0.0%	0.0%	0.0%
Net Cash from Operations	-1,110	-3,299	35,313	23,173	Net Reins Recoverable	1	11,575	58,981	NA
Loss & LAE Reserves	0	1,900	29,134	74,738	Net Reins Rec / Surplus	0.0%	20.7%	91.4%	NA
Loss & LAE Reserves/Surplus	0.0%	3.4%	45.1%	63.7%	AMB / S&P Ratings	A- / NR	A- / NR	A- / NR	A- / NR

Income/Loss Trends (\$000)					Combined Ratio (%) Trends				

Premium Trends (\$000)					2024Q3 Investment Portfolio				

2024Q3 Top 5 Geographies (DPW - \$000)					2023 Top 5 Lines of Business (DPW/Total DPW)				
Total NY State DPW		\$1,485			Total All Lines		\$128,375		
Total US ex Terr DPW		\$55,442							

**TOP 5 REINSURERS FOR RICHMOND NATL INS CO BY GROSS RECOVERABLES
PERIOD: 2023Y**

Dollars in 000				
Reinsurer	Reinsurance Class	Reins Authorized Status	Gross Recov	Over 120 Days Overdue
1 - Accident Fund Insurance Company of America	US Unaffiliated	Authorized	16,196	0
2 - Renaissance Reinsurance U.S. Inc.	US Unaffiliated	Authorized	10,332	0
3 - The Cincinnati Insurance Company	US Unaffiliated	Authorized	6,696	0
4 - Ascot Bermuda Limited	Non-US Unaffiliated	Recip Jurisdic	6,274	0
5 - Arch Reinsurance Company	US Unaffiliated	Authorized	5,846	0

Important Information Regarding Financial Summaries

This financial summary contains information helpful to New York excess lines brokers in meeting their non-delegable duty to use "due care" in the selection of a financially secure excess line insurer. Definitions of the financial terms used in the summaries appear as pop-up boxes when hovering your mouse over the corresponding text. For additional guidance on assessing insurance company financial statements, please reference "ELANY COMPLIANCE ADVISOR: FUNDAMENTALS OF INSURANCE COMPANY FINANCIAL ANALYSIS".

The Excess Line Association of New York has compiled the insurance company financial information from the Annual Statutory Financial Statements. All ratios, charts, and graphs are based on the compiled information. We have made every effort to ensure all information transcribed for these pages is correct. However, the Excess Line Association of New York cannot attest to the accuracy of data provided by its sources, nor do we make any warranties, either expressed or implied, regarding the accuracy or completeness of information presented in this document. We assume no responsibility for loss or damage resulting from the use of this information.

HISTORY

Richmond National Insurance Company (RNIC) was formed on September 7, 2021, as a domestic surplus lines insurance company under the laws of New Hampshire and commenced operation on November 15, 2021. It was initially capitalized with \$65M in surplus, which comprised capital stock of \$800K and paid in contributed surplus of \$64M from its parent Richmond National Group, Inc. (RNGI). RNIC, with its principal operations in Richmond, Virginia is a wholly owned subsidiary of RNGI. As of September 30, 2024, the company is licensed in New Hampshire and operated on a non-admitted basis in thirty-eight (38) states.

REINSURANCE

RNIC maintains various reinsurance programs including excess of loss and quota share placed with financially sound reinsurance partners. Facultative reinsurance is utilized periodically, through the Company's well rated facultative reinsurance partners. The Company regularly evaluates additional potential reinsurance solutions. For the years 2021 through 2023, Richmond National net reinsurance recoverable was shown as \$1M, \$11.5M and \$59M, representing 0%, 21% and 91% of company surplus.

HOLDING COMPANY

RNGI, headquartered in Richmond, Virginia, was incorporated in December 2020. RNGI is privately owned by various investors who have capitalized RNIC to meet niche needs in the excess and surplus lines market. RNGI provides insurance products to small and mid-size businesses that are unable to find coverage in the standard insurance market. RNGI also wholly owns Richmond National Services, Inc., which provides management and services to RNIC and RNGI. RNGI is supported by a group of investors, including Knoxville, Tennessee-based HF Capital, Bonhill Capital, based in Charlotte, North Carolina and Tennessee-based WT Holdings and the senior management team. RNIC is rated by AM Best 'A-' and assigned financial size of VIII (\$100M - \$250M).

SUBSEQUENT NOTEWORTHY OBSERVATIONS

Last revised: December 2024

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Financial Term	Definition
2y Dev/Surplus (IRIS #12)	Reflects the magnitude of two years of loss reserve development in relation to prior reported surplus. A positive ratio indicates the portion of reserves that may have been underestimated in prior years in relation to prior year's surplus. A negative ratio indicates the portion of reserves that may have been overestimated in prior years in relation to prior year's surplus.
2yr Res Development	The two-year increase or decrease in loss and loss adjustment expenses as a result of the re-estimation of reserves. A positive number indicates that reserves may have been underestimated in prior years. A negative number indicates that reserves may have been overestimated in prior years.
Affiliated Common Stock	The amount of common stock owned by the insurer that represents investments in affiliates or subsidiaries.
Affiliated CS / Surplus	The percentage of surplus that is comprised of investments in affiliates or subsidiaries.
AMB / S&P Ratings	Financial strength ratings from AM Best Company and Standard & Poor's. ¹
Cash & Invested Assets	Bonds, stocks, mortgage loans on real estate, real estate, cash related investments, contract loans, invested assets, write-ins and receivable for securities.
Cash & Invested Assets/Total Assets	A measure of liquidity that indicates the portion of assets held in cash or marketable securities.
Combined Ratio	A measure of overall underwriting profitability. It is the sum of the loss and expense ratios. A combined ratio of less than 100% indicates an underwriting profit.
Dividends to Stockholders	Distribution of earnings to stockholders paid in the form of money, stock, scrip, etc. The amount is decided by the board of directors.
DPW – Direct Premiums Written	Premiums written including gross premiums booked, adjusted for additional or return premiums, on policies where the company is the primary or direct carrier, as it relates to a specific line of business.
Expense Ratio	The ratio of underwriting expenses to net premiums written. The ratio represents the percentage of net premiums written that went toward underwriting expenses, such as commissions to agents and brokers, state and municipal taxes, salaries, employee benefits and other operating costs.
Gross Premiums	The total premium written and assumed by an insurer before deductions for reinsurance.
Loss & LAE Reserves	The estimated liability for unpaid insurance claims that have occurred as of a given evaluation date. Usually includes losses incurred but not reported (IBNR), losses due but not yet paid, and amounts not yet due. For individual claims, the loss reserve is the estimate of what will ultimately be paid out on that claim.
Loss & LAE Reserves/Surplus	Loss and loss adjustment expense reserves as a percentage of policyholders' surplus. The higher the value, the greater the insurer's reserve leverage and the greater the financial pressure on surplus.
Loss Ratio	The ratio of incurred losses and loss adjustment expenses to net premiums earned. A measure of the underlying profitability, or loss experience, of a total book of business.
Net Cash from Operations	Indicates net cash generated from insurance operations, including underwriting and investment activities, after accounting for dividends and taxes paid.
Net Income	The total after-tax earnings generated from operations as reported in the insurance company's statutory annual statement.
Net Investment Result	The return received by insurers from their investment portfolios including interest, dividends and realized capital gains/losses on stocks.
Net Premiums Earned	The portion of net premiums written that the policyholder has already paid and for which the insurance company has already afforded coverage.
Net Premiums Written	Represents gross premium written less reinsurance ceded.
Net Reins Rec / Surplus	Measures the dependence on reinsurers and potential exposure to adjustments on such reinsurance as a percentage of surplus.
Net Reins Recoverable	The total ceded reinsurance recoverables due for paid losses, unpaid losses, losses incurred but not reported (IBNR), unearned premiums and commissions less funds held from reinsurers.
Net Underwriting Results	Net premiums earned less incurred losses, loss adjustment expenses, and underwriting expenses incurred.
PH Div Ratio	A return of premium to policyholders based upon financial results of the company and lower-than-expected claims. Usually paid by mutual companies



Financial Term	Definition
Policyholder Surplus	The difference between total admitted assets and total liabilities. It also is the sum of paid in capital, paid in and contributed surplus, and net earned surplus, including voluntary contingency reserves. As of January 1, 2019, the minimum policyholder surplus requirement for eligible insurers in New York is \$47 million.
RBC Ratio (%)	<p>This ratio identifies the insurers that are inadequately capitalized by dividing total adjusted capital by the minimum amount of capital that regulatory authorities feel is necessary to support their operations and investments.</p> <p>A ratio of 200% or more results in “no action” from regulators. However, insurers whose ratio is between 200% and 300% may be subject to the Property/Casualty trend test, which will trigger a “Company Action Level” event if the insurer’s combined ratio is greater than 120%.</p> <p>A ratio of 150% to 200% results in a “Company Action Level”, under which the insurer must prepare a report to the regulator outlining a comprehensive action plan that identifies the conditions that contributed to their current financial condition as well as remediation plans.</p> <p>A ratio of 100% to 150% results in a “Regulatory Action Level”. In addition to the insurer filing an action plan, the state insurance commissioner is required to perform any examinations or analyses that he or she deems necessary and issue appropriate corrective orders to address the insurer’s financial problems.</p> <p>A ratio below 100% triggers an “Authorized Control Level” or “Mandatory Control Level”, under which the regulator can take steps to place the insurer under its control.</p>
Total Assets	Assets that are permitted by state law to be included in the company’s financial statements. Admitted assets generally include assets that are liquid and whose value can be objectively assessed, or receivables that can reasonably be expected to be paid.
Total Liabilities	A summation of all company obligations recognized on the balance sheet. This includes provisions for loss and unearned premium reserves, commissions payable and other balances due.

¹ AM Best - A Best’s Financial Strength Rating is an independent opinion of an insurer’s financial strength and ability to meet its ongoing insurance policy and contract obligations. It is not a warranty of a company’s financial strength and ability to meet its obligations to policyholders. “View our “Guide Best’s Credit Ratings” for rating disclosures related to the use and limitations of Best’s Credit Rating, and for additional information regarding the development of a Best’s Credit Rating, and other rating-related information and definitions. <https://web.ambest.com/home>

¹S&P - Please see “Intro to Credit Ratings” at <http://www.spglobal.com/understandingratings> to learn more.