

#### Compounding Value through an Unrelenting Focus on Underwriting Profit

**Third Quarter Investor Presentation** 

#### **Disclosure**

#### **Forward-Looking Statements**

This presentation contains "forward-looking statements" within the meaning of the U.S. Federal Securities laws, including the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. You can identify forward-looking statements in this presentation by the use of words such as "anticipates," "estimates," "expects," "intends," "plans" and "believes," and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could." The forward-looking statements in this presentation do not constitute guarantees of future performance. These forward-looking statements include, among others, statements relating to our future financial performance, our business prospects and strategy, anticipated financial position, liquidity and capital needs and other similar matters. These forward-looking statements are based on management's current expectations and assumptions about future events, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict. Actual results may differ materially from those expressed in, or implied by, the forward-looking statements included in this presentation as a result of various factors, including but not limited to: (1) the inherent uncertainty of estimating reserves and the possibility that incurred losses may be greater than our loss and loss adjustment expense reserves; (2) inaccurate estimates and judgments in our risk management may expose us to greater risks than intended; (3) losses from catastrophic events which substantially exceed our expectations and/or exceed the amount of reinsurance we have purchased to protect us from such events: (4) the potential loss of key members of our management team or key employees and our ability to attract and retain personnel; (5) adverse economic factors; (6) a decline in our financial strength rating resulting in a reduction of new or renewal business; (7) reliance on a select group of brokers and agents for a significant portion of our business and the impact of our potential failure to maintain such relationships; (8) reliance on a select group of customers for a significant portion of our business and the impact of our potential failure to maintain such relationships: (9) existing or new regulations that may inhibit our ability to achieve our business objectives or subject us to penalties or suspensions for non-compliance or cause us to incur substantial compliance costs: (10) a failure of any of the loss limitations or exclusions we employ: (11) potential effects on our business of emerging claim and coverage issues; (12) exposure to credit risk, interest rate risk and other market risk in our investment portfolio; (13) losses in our investment portfolio; (14) the cyclical nature of the insurance and reinsurance industry, resulting in periods during which we may experience excess underwriting capacity and unfavorable premium rates; (15) changes in laws or government regulation, including tax or insurance laws and regulations; (16) the impact of loss settlements made by ceding companies and fronting carriers on our reinsurance business; (17) a forced sale of investments to meet our liquidity needs; (18) our ability to obtain reinsurance coverage at reasonable prices or on terms that adequately protect us: (19) losses resulting from reinsurance counterparties failing to pay us on reinsurance claims or insurance companies with whom we have a fronting arrangement failing to pay us for claims; (20) our underwriters and other associates taking excessive risks; (21) insufficient capital to fund our operations; (22) the potential impact of internal or external fraud, operational errors, systems malfunctions or cybersecurity incidents; (23) our ability to manage our growth effectively; (24) inadequacy of premiums we charge to compensate us for our losses incurred: (25) competition within the casualty insurance and reinsurance industry: (26) an adverse outcome in a legal action that we are or may become subject to in the course of our insurance and reinsurance operations; (27) in the event we do not qualify for the insurance company exception to the passive foreign investment company ("PFIC") rules and are therefore considered a PFIC: (28) the Company or our subsidiaries. James River Group Holdings UK Limited, a holding company incorporated under the laws of England and Wales, or JRG Reinsurance Company, Ltd., a Bermuda domiciled reinsurance company, becoming subject to U.S. federal income taxation; (29) failure to maintain effective internal controls in accordance with Sarbanes-Oxley Act of 2002; (30) the ownership of a substantial amount of our outstanding shares by affiliates of D. E. Shaw & Co., L.P. (the "D. E. Shaw Affiliates") and their resulting ability to exert significant influence over matters requiring shareholder approval in a manner that could conflict with the interests of other shareholders and additionally, the D. E. Shaw Affiliates having certain rights with respect to board representation and approval rights with respect to certain transactions; (31) changes in our financial condition, regulations or other factors that may restrict our subsidiaries' ability to pay us dividends. For a more detailed description of these uncertainties, risks and other factors, please see the "Risk Factors" section in our Annual Report on Form 10-K filed with the U. S. Securities and Exchange Commission on March 10, 2016. Forward-looking statements speak only as of the date of this presentation, and except as expressly required under applicable law, we do not undertake to update any forward-looking statements contained herein, whether as a result of new information or future events or otherwise.

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

This presentation contains non-GAAP financial measures as defined by Regulation G of the rules of the SEC. These non-GAAP measures, such as underwriting profit, net operating income and tangible equity are not in accordance with, nor are they a substitute for, GAAP measures. We believe these non-GAAP measures provide users of our financial information useful insight into our performance. Investors should consider non-GAAP measures in addition to, not as a substitute for, or superior to, the comparable GAAP measures. Please refer to pages 23 & 24 of this presentation for a reconciliation of the non-GAAP financial measures to the equivalent GAAP equivalents.



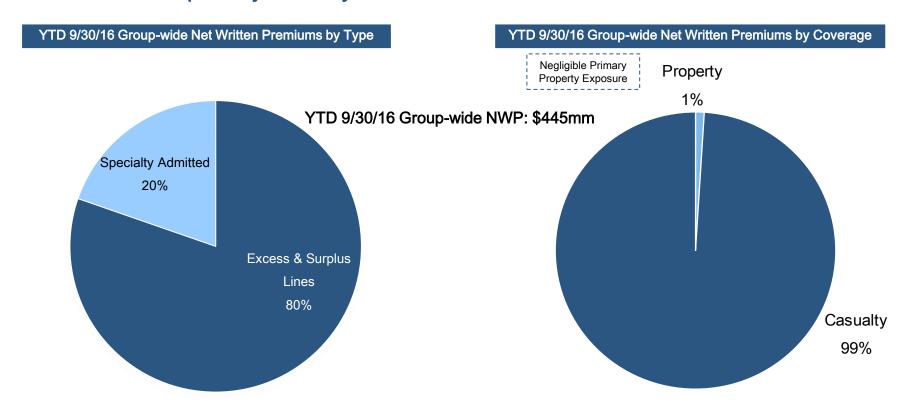
# **Company Overview**



# **Company Overview**

We are an underwriting company with a proven history of generating profits

We offer modest primary casualty limits to US-based businesses



We primarily write Excess & Surplus Lines casualty business

# **Company Overview**

#### Seek to deliver reliable, high returns on tangible equity

- Unrelenting focus on underwriting profit with low volatility
- Strong balance sheet
- Non-cyclical, lower risk / high return fee business
- Consistent investment returns
- Efficient tax structure
- 1/1,000 catastrophe net PML of \$10 million pre tax group-wide

#### Our guidance:

- Expect to deliver 12% or better operating returns on tangible equity for the 2016 fiscal year
- Expect 92% 95% combined ratios for the 2016 fiscal year

2015 result: 13% ROTE; 94% combined ratio

# **Company Overview: Leadership**



Adam Abram
Chairman & Chief Executive Officer
James River Group Holdings

- Founder and Chairman of James River Group
- · Founder and CEO of Front Royal



Robert Myron

President & Chief Operating Officer

James River Group Holdings

- SVP, Treasurer, & CRO of Hanover Insurance Group
- EVP and CFO of Argo Group International Holdings



Sarah Doran
Chief Financial Officer
James River Group Holdings



**President and CEO** *Excess & Surplus Lines Division* 



Steven J. Hartman

President and CEO

Specialty Admitted Insurance Division



**Dennis Johnson President and CEO** *Casualty Reinsurance Division* 

# Experienced entrepreneurs and proven managers

James River Group's team has had success producing returns for shareholders over multiple platforms for more than 24 years.

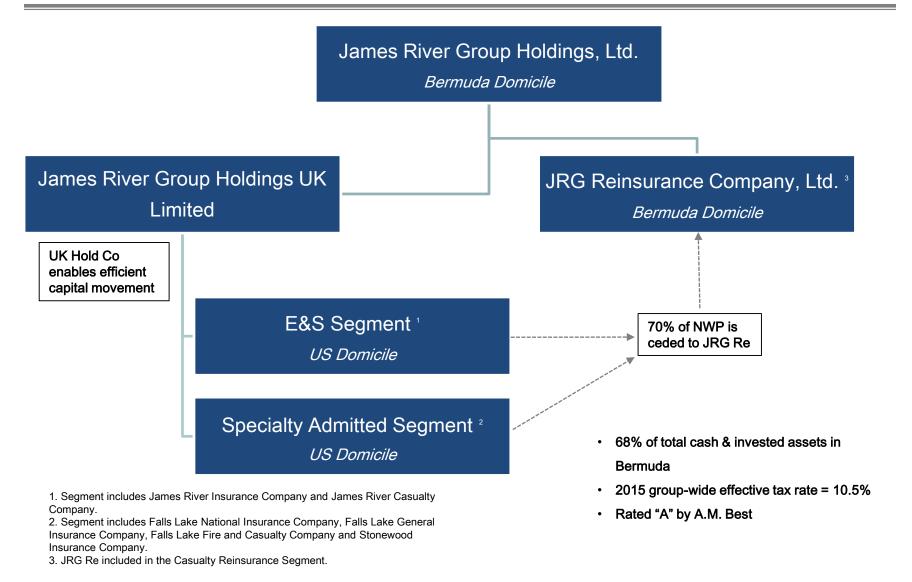
# Company Overview: A History of Creating Value for Investors

#### **Our Specialty Market History**

- 1992 Adam Abram and a group of investors purchase Front Royal, Inc., for \$3 million
- 1994 Front Royal purchases Colony Insurance Company, a Richmond, VA based E&S underwriter
- 1996 Front Royal purchases Rockwood Casualty Insurance Company, a PA based specialty workers' compensation company
- 2001 On pace to write more than \$200 million of specialty premiums in the calendar year, Adam Abram sells Front Royal to Argo Group (NASDAQ; AGII) for 1.7X tangible book value
- **2002 James River Group, Inc.** is formed with \$58 MM of capital and a single insurance subsidiary, **James River Insurance Company**, a Richmond, Va. based E&S company
- 2004 Stonewood Insurance Company formed in Raleigh, NC to write highly inspected workers' compensation risks
- 2005 James River Group, Inc. successfully completes an IPO at \$18 per share, or 1.7X tangible book value
- **2007 D.E. Shaw** leads the purchase of **James River Group, Inc.** at \$34.50 per share (**2.6X** tangible book value) and re-domiciles the group to Bermuda. Company is re-named **James River Group Holdings, Ltd**.
- 2008 JRG Reinsurance Company, Ltd., a Bermuda class 3B reinsurance company, is formed with \$250 million of initial capitalization
- 2010 James River Group Holdings, Ltd. surpasses \$1 billion in invested assets
- 2011 The Group begins building out infrastructure for fronting and programs business in its Specialty Admitted segment
- 2014 James River Group Holdings, Ltd. successfully completes an IPO at \$21 per share (1.35X tangible book value)
- 2016 The Group surpasses \$1 billion in market capitalization, and as of September 30, 2016 is on pace for more than \$700 million in annual Gross Written Premiums, with nearly 500 employees



## **Company Overview: Org Structure**

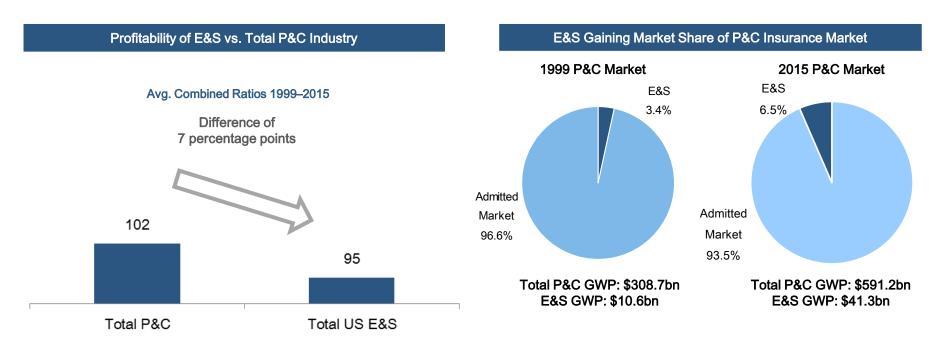


#### **Company Overview: E&S Focus**



#### Profitable specialty underwriting

Our business is heavily concentrated in E&S Casualty (80+% of premium). E&S is the most profitable part of the property/casualty market and is gaining market share.



Source: A.M. Best data and research, SNL

E&S segment grew by 21% in third quarter of 2016

# **Company Overview: Conservative Reserving**

# We have an established track record of favorable reserve development

- Consistent Methodology
  - Reserves have consistently been established using a blend of various actuarially-accepted reserving methodologies
  - Goal is to have a reserving process that protects policyholders and is also transparent, understandable, and acceptable to rating agencies, investors and regulators
- As of September 30, 2016, 69.0% of \$718.4mm in net reserves were attributable to IBNR
- The development of our Calendar Year loss picks demonstrates our consistently conservative reserving:

	2008	2009	2010	2011	2012	2013	2014	2015	•	Total
Calendar Year Net Reserve										
Development	\$ 8.4	\$ 3.7	\$ 9.7	\$ 19.9	\$ (1.4)	\$ 37.5	\$ 27.4	\$ 16.3	\$	121.5
Reserve Development as a % of										
Beginning Net Reserves	2.83%	1.05%	2.44%	4.72%	-0.29%	7.01%	5.20%	2.77%		

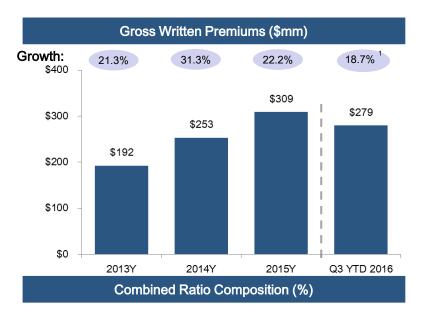
# **Underwriting Segments**

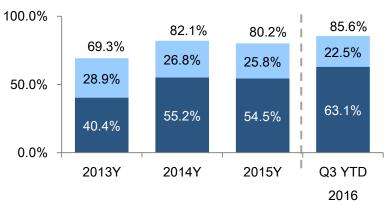
#### **E&S Segment**

#### JAMES RIVER GROUP HOLDINGS, LTD.

#### Profitable specialty underwriting

- E&S business underwritten by specialists in 13 divisions organized by product or industry segment
- 82.0% average combined ratio from 2009-2015
- Focus on small and medium-sized commercial accounts
- Approximately 96% of premium YTD 9/30/16 was written for casualty coverages; no primary property
- •22.2% year-over-year GWP growth in 2015
- Three regional offices
- Distributes through 120+ broker groups
- Fee income of \$7.2M Q3 YTD 2016 (\$1.8M Q3 YTD 2015)





Source: Company filings

<sup>1.</sup> Year-over-year growth compared to prior year to date as of September 30, 2015

#### **E&S Segment**

#### Broad risk appetite permits us to 'pick our spots'

Each Excess & Surplus Lines policy is underwritten by in-house specialists with deep technical expertise across 13 underwriting divisions

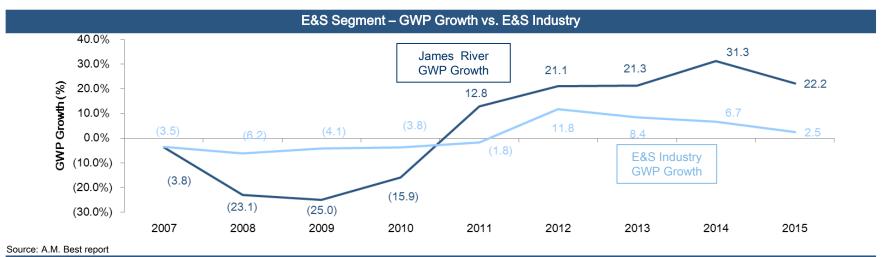
(\$ in millions)	Lead U/W	Gross Written Premiums		ums	
	Years of	Nine Months	Year	Year	
	Industry	Ended	Ended	Ended	
Division	Experience	Sep 30, 2016	Dec 31, 2015	Dec 31, 2014	Description
Commercial Auto	29	\$77.7	\$73.8	\$31.9	Hired / non-owned auto, ride share
Manufacturers & Contractors (MC)	33	67.0	78.3	72.1	Products liability & completed operations exposure
Excess Casualty	33	31.8	32.5	31.7	Following form excess on risks similar to GC and MC
General Casualty (GC)	29	27.1	31.0	28.5	Premises ops (e.g., apartments, offices & restaurants)
Energy	44	22.8	30.6	29.0	Oil & gas contractors, mining, alternative energy & utilities
Excess Property	32	11.4	12.5	11.8	CAT-exposed excess property > 1/100 year return period
Allied Health	24	12.5	13.5	9.7	Long-term care, outplacement facilities & social services
Life Sciences	33	8.3	8.9	10.1	Nutrition products, medical devices and human clinical trials
Professional Liability	24	6.8	10.0	10.8	E&O for non-medical professionals (lawyers, architects, engineers)
Small Business	29	6.7	6.9	7.0	Small accounts similar to GC and MC
Environmental	44	3.8	4.4	3.4	Environmental contractors and consultants
Medical Professional	24	2.2	3.6	3.9	Non-standard physicians and dentists
Sports & Entertainment	29	1.3	2.7	2.8	Amusement parks, campgrounds, arenas
Total		\$279.4	\$308.7	\$252.7	

Source: Company filings

## **E&S Segment**

#### **Demonstrated Underwriting Discipline**

We have proven our willingness to expand and contract when market conditions dictate, and have a strong track record of profitable underwriting





An Unrelenting Focus on Underwriting Profit

# **Specialty Admitted Segment**



#### A focus on fee income

#### Approach to admitted market emphasizes fee income business

- Specialty admitted insurance coverages in the US, including a growing fee income business
- Segment comprised of:
- Core book of workers' compensation in 4 southeastern states
- · Collateralized, fee-based fronting business
- Program business with selected MGAs subject to protective sliding scale commissions
- Fee income of \$2.5M Q3 YTD 2016 (\$1.2M Q3 YTD 2015)

#### The effect of fee income in underwriting

Example: New program commenced 7/1/16

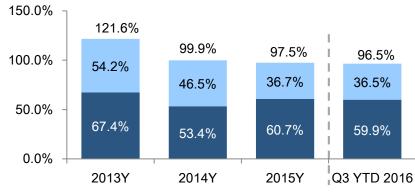
Expected GWP: \$200MM annually

Retention: 12.5% quota share of GWP

Fee: 3.4% of \$175M of premium

Result: \$6 million in fees, 24% benefit





Loss Ratio Expense Ratio

15

Source: Company filings

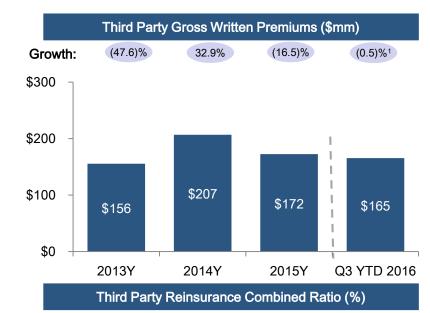
<sup>1.</sup> Year-over-year growth compared to prior year to date as of September 30, 2015

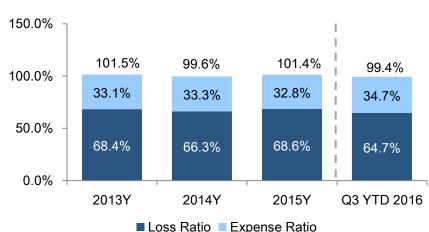
# **Casualty Reinsurance Segment**



#### Low volatility underwriting

- Third-party proportional and working-layer excess casualty business focused on small and medium U.S. specialty lines.
- Two of three largest contracts written in 2013, 2014 and 2015 were ceded from E&S carriers.
- Contracts typically structured as quota share arrangements, with loss mitigating features such as commissions that adjust based on underwriting results.
- As of December 31, 2015, 97% of third party treaties were written as proportional arrangements and 86% contained loss mitigation features.
- Operating team of seven total employees in Bermuda.
- We measure casualty reinsurance underwriting results excluding the 70% internal quota share treaty.





Source: Company filings

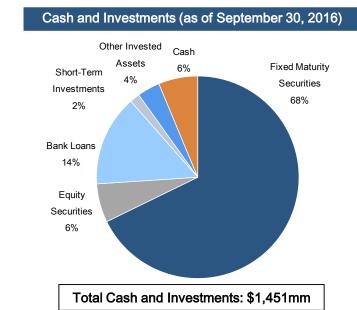
<sup>1.</sup> Year-over-year growth compared to prior year to date as of September 30, 2015



## **Investment Strategy**

#### Traditional approach augmented by higher yielding alternatives with solid risk adjusted returns

- Our investment portfolio consists of investment grade fixed maturity securities, selectively supplemented by non-traditional investments
- Examples of non-traditional investments we have made include: bank loan participations, equity in solar and wind projects, loans of middle market private equity sponsored companies, and equity tranches of collateralized loan obligations (CLOs)
- Weighted average credit rating<sup>1</sup>: A+
- Negligible exposure to equity markets or correlated equity market exposure at September 30, 2016
- Careful, active management of our investment portfolio has resulted in meaningful contributions to Returns on Tangible Equity





Per S&P, or an equivalent rating from another nationally recognized rating agency; credit ratings of fixed maturity securities, bank loans and redeemable preferred stocks as of September 30, 2016.



# **Composition of Return on Tangible Equity**

James River can generate a low double digit return on tangible equity in this environment

	ROATE Drivers	ROATE Buildup (\$ in mill	ons, except as note	ed)
	Seeks to generate a consistent and		2014	2015
	sustainable underwriting profit	Underwriting Leverage (NPE)	0.8x	1.0x
nderwriting	Unbroken track record of underwriting      Telephility in Electronic and almost 2004	Underwriting Profit Ratio	6.5%	6.0%
Income	<ul> <li>profitability in E&amp;S segment since 2004</li> <li>Lean operation with expense discipline across the organization</li> </ul>	Underwriting Contribution	5.5%	5.9%
	Seeks to generate better than average risk-	Cash & Invested Assets / Tangible E	quity 2.7x	2.8x
	adjusted returns	Investment Yield	3.4%	3.4%
Investment Investment grade	Investment grade fixed maturity portfolio supplemented by selective non-traditional	Investment Contribution	9.1%	9.5%
	investments	Interest Expense	(\$5.7)	(\$6.3
		Amortization of Intangibles	(0.6)	(0.6)
	Conservative use of financial leverage	Other Income	1.1	0.
er Income	Non-cash amortization of intangibles	Total	(5.1)	(6.8
xpense)	Growing fee income business	Other Income / (Expenses) Contribu	tion (1.1)%	(1.4)%
	Tax-efficient Bermuda domicile	Taxes	(\$5.2)	(\$4.6
axes	68% of invested assets in Bermuda at 9/30/16	Tax Impact	(1.1)%	(1.0)%
	Durdouth, double, constel to under """	= A + B + C + D		
Capital	<ul> <li>Prudently deploy capital to underwriting opportunities</li> </ul>	ROATE	12.4%	13.0%
agement	Willingness to return capital to shareholders			

# **Summary Financial Results**

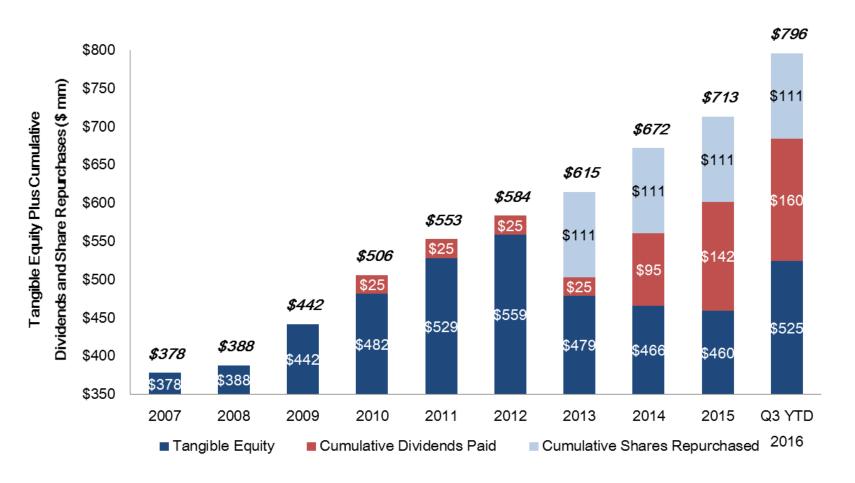
(\$ in millions)

	2013	2014	2015	Q3 YTD 2016	
Selected Income Statement Information					
Gross Written Premiums	\$368.5	\$518.8	\$572.2	\$563.9	
Net Written Premiums	325.2	450.1	471.0	445.1	
Underwriting Profit	28.8	26.7	27.6	17.8	
Net Income	67.3	44.7	53.5	48.8	
Net Operating Income, As Adjusted	58.9	58.4	61.1	48.1	
Operating Income Per Share (Diluted)	\$1.93	\$2.03	\$2.08	\$1.61	
AY Loss Ratio	67.8%	66.8%	64.0%	67.3%	
Loss Ratio	56.2%	59.9%	60.5%	63.3%	
Expense Ratio	35.0%	33.4%	33.5%	31.9%	
Combined Ratio	91.2%	93.3%	94.0%	95.2%	
Selected Balance Sheet Information					
Total Assets	\$1,806.8	\$1,959.3	\$2,055.5	\$2,347.9	
Stockholders' Equity	701.5	687.9	681.0	745.8	
Tangible Equity	478.9	466.0	459.7	524.9	
Tangible Equity Per Share	\$16.78	\$16.33	\$15.88	\$18.03	

# **Consistent Growth in Tangible Equity**

We have consistently grown tangible equity per share

We are active capital managers (\$246 million of dividends and share repurchases since 2013)



# **Appendix**



# **James River Group Key Metrics**

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Initial Public Offering

Current Share Price

Market Capitalization

2016 Dividend / Yield

Gross Written Premium

Total Capitalization

AM Best Rating

Analyst Coverage and Rating<sup>2</sup>

NASDAQ / "JRVR"

\$21.00 (December 12, 2014)

\$39.65 (Closing Price January 31, 2017)

\$1.154 billion (January 31, 2017 market close)

\$2.25 per share declared 2016 / 6.5% yield<sup>1</sup>

\$572 million in 2015

\$938 million as of September 30, 2016

'A' (Excellent)

FBR (Outperform) – Randy Binner

KBW (Market Perform) - Meyer Shields

SunTrust (Buy) – Mark Hughes

UBS (Neutral) - Brian Meredith

BMO (Outperform) – Charles Sebaski

Based on 2016 average price of \$34.67

<sup>2.</sup> As of January 31, 2017

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

#### **Underwriting Profit (Loss)**

(\$mm)	2013	2014	2015	Q3 YTD 2016
Underwriting profit (loss) of the operating segments:				_
Excess and Surplus Lines	\$43.5	\$35.1	\$47.6	\$31.4
Specialty Admitted Insurance	(3.9)	0.0	1.1	1.3
Casualty Reinsurance	(2.6)	0.7	(2.6)	0.7
Total underwriting profit of operating segments	37.1	35.8	46.1	33.4
Operating expenses of Corporate segment	(8.3)	(9.1)	(18.5)	(15.6)
Underwriting profit	28.8	26.7	27.6	17.8
Net investment income	45.4	43.0	44.8	38.6
Net realized investment (losses) gains	12.6	(1.3)	(4.5)	2.4
Other income and expenses	(0.5)	(15.8)	(0.5)	0.2
Interest expense	(6.8)	(6.3)	(7.0)	(6.3)
Amortization of intangible assets	(2.5)	(0.6)	(0.6)	(0.4)
Income before taxes	\$77.1	\$45.6	\$59.8	\$52.2

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

(\$mm)

Net Operating Income	2013	2014	2015	Q3 YTD 2016
Income as reported	\$67.3	\$44.7	\$53.5	\$52.2
Net realized investment (gains) losses	(9.4)	(0.9)	4.1	(2.4)
Initial public offering costs	0.0	13.2	0.0	0.0
Registration costs and withholding taxes on special dividend	0.0	0.0	2.5	0.0
Other expenses	0.6	1.0	0.6	0.1
Interest expense	0.4	0.4	0.4	1.1
Impairment of intangible assets	0.0	0.0	0.0	0.0
Net operating income	\$58.9	\$58.4	\$61.1	\$51.0
Tangible Equity				
Shareholders' equity	\$701.5	\$687.9	\$681.0	\$745.8
Goodwill & intangible assets	(222.6)	(222.0)	(221.4)	(220.9)
Tangible equity	\$478.9	\$466.0	\$459.7	\$524.9



#### Compounding Value through an Unrelenting Focus on Underwriting Profit

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