

Agenda for Conference Call/Meeting

A.M. Best Company

- I. Organization Structure**
 - Ownership and membership requirements
 - Overview of corporate structure
 - Management and Board of Directors, changes if any
- II. Capital Structure**
 - Composition
 - Capital adequacy
 - Dividend plans and formulas
- III. Underwriting**
 - Business mix
 - Rate determination and adequacy monitoring
 - Pricing trends/policy counts
 - Geographic distribution
 - Policy limits
 - Additional lines of coverage offered
 - Underwriting controls and guidelines
- IV. Marketing and Business Production**
 - Business strategies-short and long term
 - Growth strategies and targets
 - Market conditions/industry issues
- V. Claims and Loss Reserve Practices**
 - Severity and frequency trends
 - Claims handling and risk management activities
 - Full actuarial report
- VI. Exposures**
 - Catastrophes
 - Asbestos and environmental
 - Probable maximum loss (PML)
- VII. Reinsurance**
 - Primary and catastrophic reinsurance programs
 - Renewal concerns
 - Cost-benefit analyses of self-insured retentions, and discussion of current retention levels
- VIII. Investments**
 - Guidelines
 - Portfolio mix
 - Portfolio Manager
- IX. Financial Data**
 - Financial statement
 - 2003 results
 - Projections for year-end 2004 and 2005 (if available)
- X. Additional**
 - Regulatory environment, rules, and support