
Highland Insurance Solutions Placed over \$100 million in Builder's Risk Insurance Premium

Naperville, August 2, 2018: Highland Insurance Solutions (Highland), wholly owned by WNC Insurance Services and Tokio Marine Kiln (TMK), the leading international specialist in corporate insurance business, today announced that it has now bound and placed over \$100 million in builders' risk premium in less than three years since its launch in July 2015.

As Managing General Underwriter, Highland provides specialty risk management solutions including builders' risk and private flood insurance. Highland launched its builders' risk program in 2015 after hiring Rick Girden as President of its Construction division.

In three years, Highland expanded its construction division to 25 specialists and expects to write nearly \$100 million of builders' risk premium in 2018.

Mark Mortlock, Departmental Head of Property and Casualty for TMK, said, "We are committed to building and maintaining long-term partnerships with high-quality MGUs in strategically significant markets. Highland exceeded our expectations in its first three years and we expect continued growth as it expands its product and territory footprint. The results have been excellent and we at TMK are committed to supporting that growth."

Rick Girden, President of Highland's Construction Division, said, "We are excited about this milestone but know that the best is still ahead of us. We're in the process of launching our e-platform, expanding our product portfolio and enhancing the capabilities we bring to our construction broker partners."

Pat Blandford, CEO of WNC, added, "The success of our Construction division is a testament to our focus on consistent underwriting and great service for our broker partners. TMK's support enabled this success and put us in an ideal position to continue achieving new milestones."

For more, visit www.highlandinssolutions.com.

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Notes to editors:

About Highland

Highland operates on the principle that insurance products/services should respond to the needs of our ever-changing world. We focus on both simple and complicated property insurance risks and provide programs with innovative and non-traditional solutions. WNC acquired Highland in 2014 and launched its Construction and Flood divisions in 2015.

About WNC

WNC is a full-service Managing General Underwriter providing a suite of services from rating/pricing through policy issuance and claims. Formed in 1962 with more than 200 employees, WNC focuses on specialty risks that are often hard to place with traditional US carriers. WNC is a market leader in private flood, construction/builders' risk and lender-placed insurance. As a product innovator, WNC launched HomeownerSelect for homeowners excluded from traditional insurance due to prior LPI coverage.

WNC benefits from the underwriting acumen and financial strength of its parent, Tokio Marine Kiln. In response to market opportunities, WNC expects to expand into new product classes that leverage its adherence to best-in-class underwriting and support infrastructure.
Visit www.wncfirst.com.

About Tokio Marine Kiln

Tokio Marine Kiln (TMK) is an international underwriting business operating in the Lloyd's and Company markets. Formed in 2014 through the integration of Kiln and Tokio Marine Europe, TMK operates on empowered expertise and the strength of its relationships.

As part of one of the world's largest insurance groups, Tokio Marine, we empower our people in 20 cities around the world to protect customers against complex and ever-changing risks. We have four underwriting teams focused on: Property & Casualty; Marine, Aviation & Special Risks; Accident & Health; and Reinsurance, complemented by a first class claims team and expert risk engineering service.

Tokio Marine Kiln benefits from exceptional financial strength with Standard & Poor's ratings of A+ attributed to its Company platform and four managed syndicates at Lloyd's.
Visit www.tokiomarinekiln.com.