

Underwriting comes first

Effectively balance risk and return

Operate nimbly through the cycle

#### safe harbour statements

CERTAIN STATEMENTS AND INDICATIVE PROJECTIONS (WHICH MAY INCLUDE MODELED LOSS SCENARIOS) MADE IN THIS RELEASE OR OTHERWISE THAT ARE NOT BASED ON CURRENT OR HISTORICAL FACTS ARE FORWARD-LOOKING IN NATURE, INCLUDING, WITHOUT LIMITATION, STATEMENTS CONTAINING THE WORDS 'BELIEVES', 'ANTICIPATES', 'PLANS', 'PROJECTS', 'FORECASTS', 'GUIDANCE', 'INTENDS', 'EXPECTS', 'ESTIMATES', 'PREDICTS', 'MAY', 'CAN', 'WILL', 'SEEKS', 'SHOULD', OR, IN EACH CASE, THEIR NEGATIVE OR COMPARABLE TERMINOLOGY. ALL STATEMENTS OTHER THAN STATEMENTS OF HISTORICAL FACTS INCLUDING, WITHOUT LIMITATION, THOSE REGARDING THE TAX RESIDENCY OF THE COMPANY AND ITS SUBSIDIARIES (THE "GROUP"), ITS FINANCIAL POSITION, RESULTS OF OPERATIONS, LIQUIDITY, PROSPECTS, GROWTH, CAPITAL MANAGEMENT PLANS, BUSINESS STRATEGY, PLANS AND OBJECTIVES OF MANAGEMENT FOR FUTURE OPERATIONS (INCLUDING DEVELOPMENT PLANS AND OBJECTIVES RELATING TO THE GROUP'S INSURANCE BUSINESS) ARE FORWARD-LOOKING STATEMENTS. SUCH FORWARD-LOOKING STATEMENTS INVOLVE KNOWN AND UNKNOWN RISKS, UNCERTAINTIES AND OTHER IMPORTANT FACTORS THAT COULD CAUSE THE ACTUAL RESULTS, PERFORMANCE OR ACHIEVEMENTS EXPRESSED OR IMPLIED BY SUCH FORWARD-LOOKING STATEMENTS.

THESE FACTORS INCLUDE. BUT ARE NOT LIMITED TO: THE NUMBER AND TYPE OF INSURANCE AND REINSURANCE CONTRACTS THAT THE GROUP WRITES: THE PREMIUM RATES AVAILABLE AT THE TIME OF SUCH RENEWALS WITHIN THE GROUP'S TARGETED BUSINESS LINES: THE LOW FREQUENCY OF LARGE EVENTS: UNUSUAL LOSS FREQUENCY: THE IMPACT THAT THE GROUP'S FUTURE OPERATING RESULTS. CAPITAL POSITION AND RATING AGENCY AND OTHER CONSIDERATIONS HAVE ON THE EXECUTION OF ANY CAPITAL MANAGEMENT INITIATIVES; THE POSSIBILITY OF GREATER FREQUENCY OR SEVERITY OF CLAIMS AND LOSS ACTIVITY THAN THE GROUP'S UNDERWRITING, RESERVING OR INVESTMENT PRACTICES HAVE ANTICIPATED: THE RELIABILITY OF, AND CHANGES IN ASSUMPTIONS TO, CATASTROPHE PRICING, ACCUMULATION AND ESTIMATED LOSS MODELS; THE EFFECTIVENESS OF THE GROUP'S LOSS LIMITATION METHODS; LOSS OF KEY PERSONNEL; A DECLINE IN THE GROUP'S OPERATING SUBSIDIARIES' RATING WITH A.M. BEST, STANDARD & POOR'S, MOODY'S OR OTHER RATING AGENCIES; INCREASED COMPETITION ON THE BASIS OF PRICING, CAPACITY, COVERAGE TERMS OR OTHER FACTORS; A CYCLICAL DOWNTURN OF THE INDUSTRY; THE IMPACT OF A DETERIORATING CREDIT ENVIRONMENT FOR ISSUERS OF FIXED INCOME INVESTMENTS; THE IMPACT OF SWINGS IN MARKET INTEREST RATES AND SECURITIES PRICES; A RATING DOWNGRADE OF, OR A MARKET DECLINE IN, SECURITIES IN THE GROUP'S INVESTMENT PORTFOLIO; CHANGES IN GOVERNMENTAL REGULATIONS OR TAX LAWS IN JURISDICTIONS WHERE THE GROUP CONDUCTS BUSINESS; LANCASHIRE HOLDINGS LIMITED OR ITS BERMUDIAN SUBSIDIARY BECOMING SUBJECT TO INCOME TAXES IN THE UNITED STATES OR THE BERMUDIAN SUBSIDIARY BECOMING SUBJECT TO INCOME TAXES IN THE UNITED KINGDOM; THE UK TEMPORARY PERIOD EXEMPTION UNDER THE CFC REGIME FAILING TO REMAIN IN FORCE FOR THE PERIOD INTENDED; THE INAPPLICABILITY TO THE GROUP OF SUITABLE EXCLUSIONS FROM THE NEW UK CFC REGIME; ANY CHANGE IN THE UK GOVERNMENT OR THE UK GOVERNMENT POLICY WHICH IMPACTS THE NEW CFC REGIME: AND THE NEGATIVE IMPACT IN ANY MATERIAL WAY OF THE CHANGE IN TAX RESIDENCE OF LANCASHIRE HOLDINGS LIMITED ON ITS STAKEHOLDERS.

THESE FORWARD-LOOKING STATEMENTS SPEAK ONLY AS AT THE DATE OF PUBLICATION. LANCASHIRE EXPRESSLY DISCLAIMS ANY OBLIGATION OR UNDERTAKING (SAVE AS REQUIRED TO COMPLY WITH ANY LEGAL OR REGULATORY OBLIGATIONS (INCLUDING THE RULES OF THE LONDON STOCK EXCHANGE)) TO DISSEMINATE ANY UPDATES OR REVISIONS TO ANY FORWARD-LOOKING STATEMENTS TO REFLECT ANY CHANGES IN THE GROUP'S EXPECTATIONS OR CIRCUMSTANCES ON WHICH ANY SUCH STATEMENT IS BASED.



#### an established and successful market leader

Lancashire is a provider of global specialty insurance and reinsurance products operating in Bermuda and London. Lancashire focuses on short-tail, mostly direct, specialty insurance risks under four general categories: property, energy, marine and aviation.

- Fully converted book value per share plus accumulated dividends has grown at a compounded annual rate of 19.2% since inception
- Total shareholder return of 387.2%<sup>(1)</sup> since inception, compared with 40.5%<sup>(1)</sup> for S&P 500, 74.0%<sup>(1)</sup> for FTSE 250 and 48.2%<sup>(1)</sup> for FTSE 350 Insurance Index
- Returned 175.8%<sup>(2)</sup> of original share capital raised at inception or 93.7% of cumulative comprehensive income
- \$201.4m returned in 2012, approximately \$220m approved for return in Q1 2013
- Combined ratio of 63.9%<sup>(3)</sup> and total investment return of 3.1%
- 2012 growth in fully converted book value per share, adjusted for dividends, of 16.7%
- 2012 property retrocession premiums increased by 166% compared to 2011
- Saltire ILS fund launched in November 2012



<sup>(1)</sup> Shareholder return through 15 February 2013. LRE and FTSE returns in USD terms.

<sup>&</sup>lt;sup>(2)</sup> This includes the dividends of approximately \$220.0 million that were declared in February 2013

<sup>(3)</sup> Including G&A.

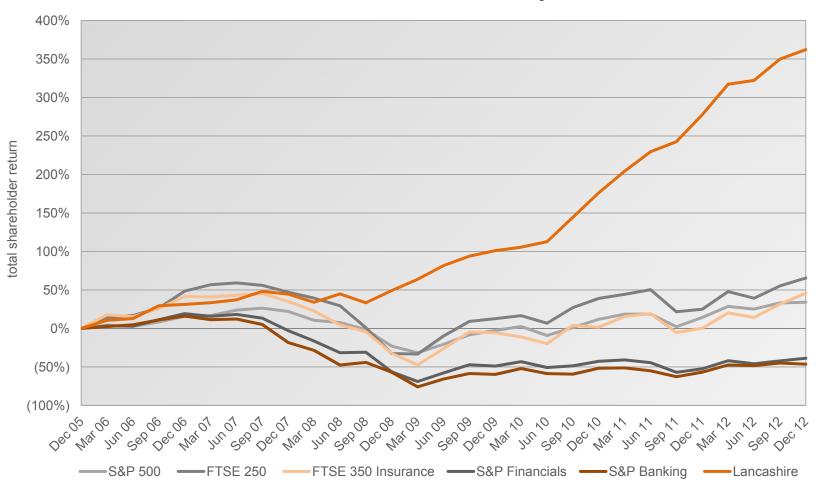
### key messages

- Now 7 years of consistent excellent performance
- We have remained true to our business plan, while adapting to market changes
  - London and Bermuda remain our underwriting centres
- Demonstrated excellent risk management through significant number of worldwide catastrophe and risk losses
  - Minimal losses from non-market moving events e.g. crop, tornado and hailstorm
  - Sandy losses well within expectations, a Q4 earnings event
  - Costa Concordia: less than 5% market share in largest ever marine hull loss
  - Continue to operate in accordance with our risk profile and risk appetite
- Strong balance sheet and profitability proven
  - Core business lines show solid premium and profit
- Continue to manage the cycle effectively
  - Still no broad market hardening yet, pockets of opportunity
  - No change in ordinary dividend policy, no progressive dividends, significant special dividends to right size balance sheet
  - Accordion sidecar vehicle provided enhanced ability to define retrocession product
  - Saltire ILS fund: creative product and future demand likely to increase
  - Lancashire Capital Management division launched in Q1 2013



# our goal: to provide an attractive risk-adjusted total return to shareholders over the long-term

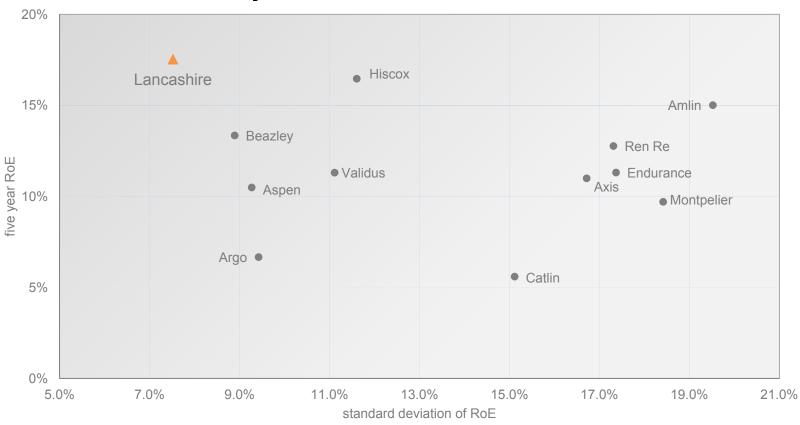
#### Lancashire total shareholder return vs. major index returns





## consistency: total value creation (TVC)

#### five year standard deviation<sup>(1)</sup> in TVC



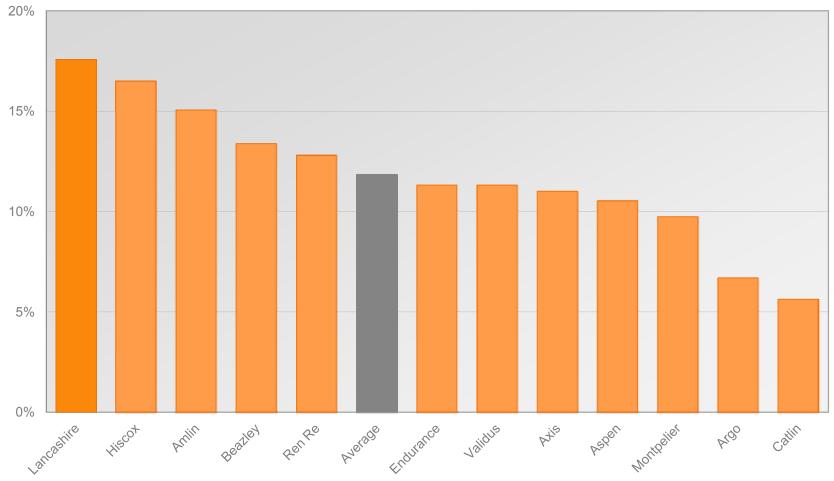
- Lancashire has one of the best performances and yet the lowest volatility versus peers
- Evidence of adherence to business plan and strong risk management

<sup>(1)</sup> Standard deviation is a measure of variability around the mean

<sup>(2)</sup> Compound annual returns for Lancashire and sector are from 1 January 2008 through 31 December 2012. RoE calculated as the internal rate of return of the change in FCBVS in the period plus dividends accrued. For Amlin, Beazley, Catlin, Hiscox and Ren Re, basic book value per share is used as FCBVS is not reported by these companies. Book value per share at 30 June 2012 is used for Amlin and Hiscox as results to 31 December 2012 not available at time of report. Source: Company reports.

# consistency: long-term performance vs peers (1)

#### 5 year compound annual RoE (2)



<sup>(1)</sup> Peer group as defined by the Board.

<sup>(2)</sup> Compound annual returns for Lancashire and sector are from 1 January 2008 through 31 December 2012. RoE calculated as the internal rate of return of the change in FCBVS in the period plus dividends accrued. For Amlin, Beazley, Catlin, Hiscox and Ren Re basic book value per share is used as FCBVS is not reported by these companies. Book value per share at 30 June 2012 was used for Amlin and Hiscox as results to 31 December 2012 not available at time of report. Source: Company reports.

### consistency: exceptional underwriting performance

	2008	2009	2010	2011	2012	5 year average <sup>(1)</sup>
Loss ratio	61.8%	16.6%	27.0%	31.7%	29.9%	33.5%
Acquisition cost ratio	16.4%	17.8%	17.3%	19.6%	20.5%	18.3%
Expense ratio	8.1%	10.2%	10.1%	12.4%	13.5%	10.8%
Combined ratio	86.3%	44.6%	54.4%	63.7%	63.9%	62.6%
Sector combined ratio <sup>(2)</sup>	88.8%	78.3%	88.2%	108.6%	91.6%	91.9%
Lancashire out- performance	2.5%	33.7%	33.8%	44.9%	27.7%	29.3%

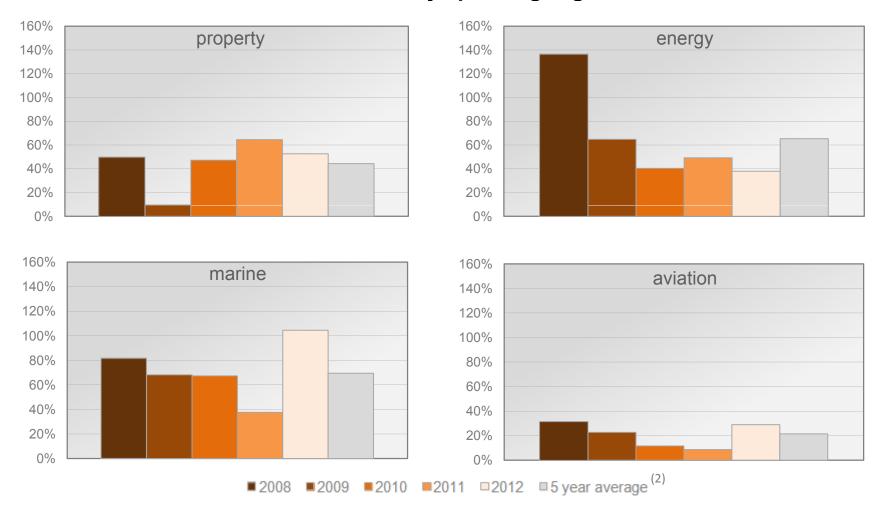
<sup>(1) 5</sup> year average based on 2008 to 2012 reporting periods. Lancashire ratios weighted by annual net premiums earned. Annual sector ratios are weighted by annual net premiums earned for the companies reported over five years.

<sup>(2)</sup> Sector includes Amlin, Argo, Aspen, Axis, Beazley, Catlin, Endurance, Hiscox, Montpelier, Renaissance Re and Validus for the years 2008 to 2012. Results to 31 December 2012 for Amlin and Hiscox not available at time of report. Source: Company reports.



### consistency: exceptional underwriting performance

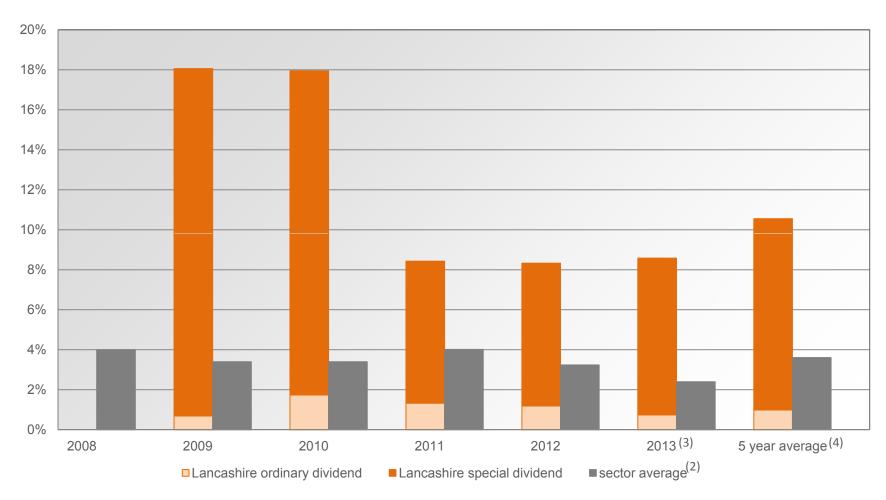
### combined ratio by operating segment (1)



- (1) The combined ratio by operating segment is the net loss ratio plus the net acquisition cost ratio. The expense ratio is not included.
- (2) The 5 year average is a weighted average of the combined ratios from 1 January 2008 to 31 December 2012.



# consistency: dividend yield (1)



<sup>(1)</sup> Dividend yield is calculated as the total calendar year cash dividends divided by the year end share price. Dividends include recurring dividends, special dividends and B shares issuances.

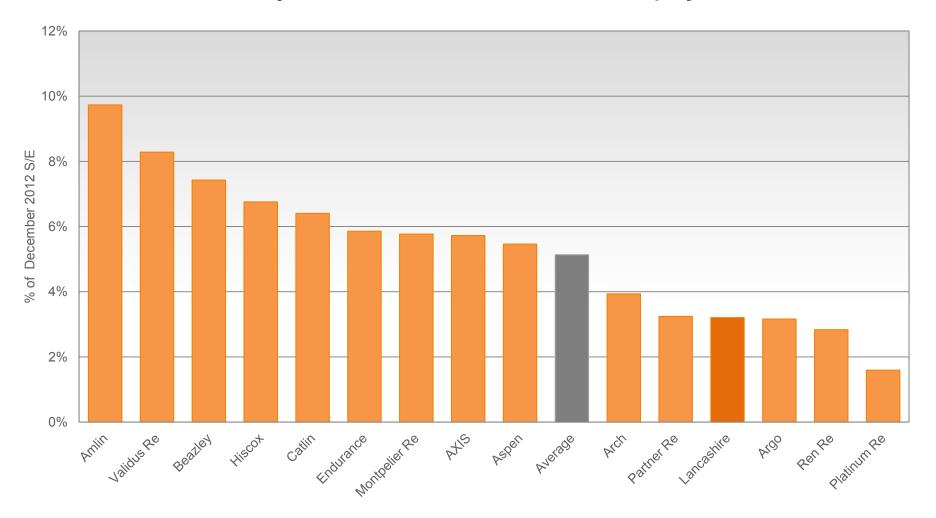
<sup>(2)</sup> Sector includes Amlin, Argo, Aspen, Axis, Beazley, Catlin, Endurance, Hiscox, Montpelier, Renaissance Re and Validus.

<sup>(3)</sup> Estimated 2013 dividend yield is calculated as the total dividends declared plus expected recurring dividends in Q1 2013 divided by the share price at 15 February 2013. Source: Bloomberg.

<sup>(4) 5</sup> year average based on the 2008 to 2012 reporting periods.

### performance in recent cat events

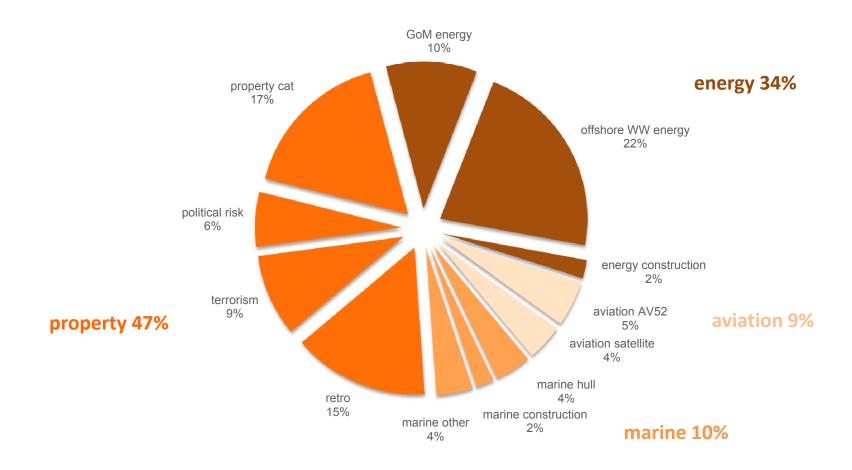
#### Sandy loss as a % of 2012 shareholders equity (1)



<sup>(1)</sup> As of 20 February 2013. Shareholders equity at 30 June 2012 is used for Amlin and Hiscox as results to 31 December 2012 not available at time of report. Source: Company reports and Aon Benfield.

# underwriting comes first

#### 67% insurance 33% reinsurance 40% nat-cat exposed 60% other



Based on 2013 business plan as of 20 February 2013. Estimates could change without notice in response to several factors, including trading conditions.

### underwriting comes first

#### appropriate mix of technology and culture

#### Micro - UMCC (1)

- Daily underwriting call management awareness
- Collegiate approach cross class/many sets of eyes
- Multiple pricing assessments/PML impact analysis/soft factors
- No premium targets
- Underwriters compensated on Group RoE
- Close involvement of actuarial and modeling departments

#### Macro - RRC (2)

- Fortnightly review with underwriters, finance, operations, risk & actuarial departments
- Risk levels monitored regularly versus internal tolerances and preferences
- Simple platform structure enables frequent comprehensive analysis of risk and reward drivers, strategic realignment on a real time basis
- "BLAST" internal model: ReMetrica platform with Lancashire custom features
- Optimisation focus to improve risk:return of portfolio and allocate capital efficiently
- Cat and non-cat modeling performed

Reinsurance: buy risk protection to protect volatility in earnings and catastrophe protection on D&F which in place during run off. Opportunistic purchases where available.



<sup>(1)</sup> Underwriting & marketing conference call

<sup>(2)</sup> Risk & return committee

# underwriting comes first: property reinsurance and retrocession

core	non-core / opportunistic					
<ul> <li>Major market placements with limited exposure to non modeled perils.</li> <li>U.S. – Regional Wind and EQ</li> <li>Canada – defensive low attritional EQ products</li> <li>Japanese – Wind / EQ portfolio</li> </ul>	<ul> <li>Worldwide and attritional layers</li> <li>Traditional retrocession (post-loss product for Lancashire)</li> <li>Distressed markets e.g. Asian Regional Retrocession at 1 April 2013 / NE loss affected layers post Sandy</li> </ul>					
outlook	cumulative rate index and RPIs					
<ul> <li>Retrocession</li> <li>Stabilising market for both worldwide and regional products – Sandy facilitated in holding the market.</li> <li>Buyers from Lloyd's, Europe, U.S., Asia</li> <li>Still demand for the Worldwide product – Accordion</li> <li>Demand to whole account risk/cat product – Saltire</li> <li>Cat XL – USA</li> <li>Pricing adequate overall and was helped by Sandy</li> <li>New entrants into the regional US market.</li> <li>Pockets of limited opportunity post Sandy – Regional NE</li> <li>Still no exposure directly to FL Specialists</li> <li>Cat XL – Asia</li> <li>Japan – development of key relationships and core clients.</li> <li>Further development in our portfolio anticipated in other areas of Asia. Building relationships post 2012 expansion</li> <li>Cat XL – Rest of world</li> <li>Continue a defensive European footprint</li> <li>Maintain strategic trades with specific clients in specific territories</li> </ul>	Class 2006 2007 2008 2009 2010 2011 2012 Property 100 97 96 127 121 131 157  Year to date RPI observations  • Q1 RPI's for Accordion product flat  • US primary RI rates; nationwide rates flat to off 5%. NE loss affected layers 120% otherwise stable					



# underwriting comes first: energy

core	non-core / opportunistic						
Offshore operating risks     Focus on internationally recognised operators and contractors     Deepwater Gulf of Mexico wind product	Onshore operating risks  • Will entertain in a cyclical broad market hardening Offshore construction risks  • Prefer excess of loss policies and projects run by internationally recognised operators and contractors  • Excess third party liabilities						
outlook	cumulative rate index and RPIs						
<ul> <li>Gulf of Mexico</li> <li>Stable market outlook</li> <li>Deepwater drilling is picking up slowly which helps demand from contractor clients</li> <li>Demand from producing assets remains stable</li> <li>Looking to lock in pricing with a limited number of selected longer term contracts at historic highs</li> <li>Worldwide offshore</li> <li>Still very profitable for Lancashire as a class</li> <li>Over \$3bn of major industry losses in 2011 but 2012 relatively benign</li> <li>Capacity remains at all time highs but so do limit requirements</li> <li>2013 rates flat BUT rates close to 2006 rates following 4 years of rises</li> <li>Worldwide onshore</li> <li>Exited stand alone portfolio</li> </ul>	Class 2006 2007 2008 2009 2010 2011 2012 Energy Gulf of Mexico 100 80 64 137 139 140 140 Energy Worldwide Offshore 100 80 68 84 88 97 100  Year to date RPI observations Gulf of Mexico stable Offshore rating environment remains currently flat						



# underwriting comes first: property terrorism and political risk

core	non-core / opportunistic				
<ul> <li>Terrorism</li> <li>Closed access risks i.e. restricted public access</li> <li>Excess of loss (average attachment \$217m)</li> <li>Construction risks</li> <li>Political Risk/Sovereign Risk</li> <li>Transparent assureds with a long standing positive experience and excellent relationships in the territories they operate</li> <li>Projects of strategic importance in territories which demonstrate a long standing record of transparency and stability</li> </ul>	<ul> <li>Terrorism</li> <li>Heavy retail accounts with exposures across the U.S.</li> <li>Open access risks i.e. unrestricted public access</li> <li>Political Risk/Sovereign Risk</li> <li>Opaque risks and unknown insureds without a track record</li> <li>Territories which are not transparent and are unstable</li> </ul>				
outlook	cumulative rate index and RPIs				
<ul> <li>Terrorism</li> <li>More competition with new capacity BUT demand still strong</li> <li>Political Risk / Sovereign Risk</li> <li>Strong demand especially Asia</li> <li>Capacity at same level but certain territories seeing aggregate pressures which are pushing rates up marginally</li> </ul>	Class 2006 2007 2008 2009 2010 2011 2012 Terrorism and Political Risk 100 86 71 66 60 57 55  Year to date RPI observations  Rates generally down approximately 5% for 2013 to date  Political risk broadly flat with pockets of marginal rate rises				



# underwriting comes first: marine

core	non-core / opportunistic					
<ul> <li>Marine Hull</li> <li>Larger, higher quality marine hull fleets which offer newer tonnage, which historically performs significantly better than older tonnage; LNG's, cruise liners and high profile market risks</li> <li>No major loss on LNG since hull re-design</li> <li>Marine Builders Risk</li> <li>Target the most reputable yards which are surveyed and graded by Braemar Technical Services (formerly known as the BMT Group)</li> <li>Marine War</li> <li>Support market facilities and lineslips for both war and piracy</li> </ul>	<ul> <li>Marine Hull</li> <li>Bulker fleets, container fleets, ferries, general old/low valued vessels</li> <li>Cargo</li> <li>Marine Builders Risk</li> <li>Avoid building risks where prototypical technology / methods are being undertaken</li> </ul>					
outlook	cumulative rate index and RPIs					
Marine • Attractive niche opportunities	Class 2006 2007 2008 2009 2010 2011 <b>2012</b>					
Expect increases for larger and loss affected risks	Marine 100 88 80 82 80 79 <b>86</b>					
<ul> <li>Still too much capacity for small to medium tonnage increases</li> <li>P&amp;I rates have increased substantially on loss affected accounts</li> </ul>	<ul> <li>Year to date RPI observations</li> <li>Market stable with small rises on capacity risks</li> <li>P&amp;I rates increased</li> <li>Costa Concordia main reason for uptick in RPI</li> </ul>					



# underwriting comes first: aviation

core	non-core / opportunistic						
Aviation terrorism third party liability product     Satellite     Launch and in orbit assets	Aviation Hull & Liabilities  Do not write due to pricing and excess capacity						
outlook	cumulative rate index and RPIs						
Aviation  • Market still seeing downward pressure as capacity for AV52 remains at all time high  • Risk profile remains attractive and passenger numbers picking up  • Re-entered satellite market with new launch/extended orbit coverage with stable outlook	Class 2006 2007 2008 2009 2010 2011 2012 Aviation (AV52) 100 80 69 68 62 59 55  Year to date RPI observations  • Moderate rate reductions in AV52  • Main renewal season in November						



# underwriting comes first: lessons learned

	What did we do; what did we learn?
Sandy 2012	<ul> <li>We stick to the "single peril" higher layers to avoid flood, these perils are not adequately understood, modeled or rated</li> <li>Confirmation not to write D&amp;F &amp; Binders</li> <li>Confirmed marine classes such as cargo and fine arts are not properly rated for catastrophe</li> </ul>
Japan 2011	<ul> <li>Confirmed our small presence in the region pre loss was appropriate; we increased presence significantly post loss as we had increased confidence in actual exposures calibrated by the loss, coupled with favourable pricing increases; translates into a willingness to take on increased risk</li> <li>Exited D&amp;F class</li> <li>Our modeling proved robust – roughly a 1/100 year loss for Lancashire</li> </ul>
USA 2006 to 2012	<ul> <li>Above all confirmed our "single peril" approach to the U.S.; we generally prefer higher layers of regional programs where you can avoid the flood, brush fire, hail and tornado losses</li> <li>Calibrated our exposures on some of the Mid-Atlantic programs where we participate on higher layers; no appetite to move lower</li> <li>Opened up the Farm Bureau business where clients bought a lot more cover</li> <li>Exited D&amp;F class</li> </ul>
Thailand 2011	<ul> <li>Improved tracking of CBI and Flood exposures added to our underwriting system</li> <li>Exited D&amp;F class</li> <li>Wrote JIA renewals at large rate rises and with restrictions on coverage</li> </ul>
Ike 2008	<ul> <li>Don't over rely on models: Shelf loss approximately 20% of actual loss, deepwater assets performed as expected. F.L.O.A.T. implemented. Exited majority of the shelf insurance assets</li> <li>Engineers as well as modelers under-estimated the wave duration impact, Business Interruption drives volatility</li> </ul>



### effectively balance risk and return

zones	perils	100 year return period \$m (% of capital) (1)	250 year return period \$m (% of capital) (1)
gulf of mexico (2)	hurricane	250 (15%)	377 (23%)
california	earthquake	103 (6%)	216 (13%)
pacific northwest	earthquake	33 (2%)	146 (9%)
pan-european	windstorm	155 (9%)	220 (13%)
japan	earthquake	145 (9%)	243 (15%)
japan	typhoon	135 (8%)	322 (20%)

THE GROUP HAS DEVELOPED THE ESTIMATES OF LOSSES EXPECTED FROM CERTAIN CATASTROPHES FOR ITS PORTFOLIO OF PROPERTY AND ENERGY CONTRACTS USING COMMERCIALLY AVAILABLE CATASTROPHE MODELS, WHICH ARE APPLIED AND ADJUSTED BY THE GROUP. THESE ESTIMATES INCLUDE ASSUMPTIONS REGARDING THE LOCATION, SIZE AND MAGNITUDE OF AN EVENT, THE FREQUENCY OF EVENTS, THE CONSTRUCTION TYPE AND DAMAGEABILITY OF PROPERTY IN A ZONE, AMONG OTHER ASSUMPTIONS. RETURN PERIOD REFERS TO THE FREQUENCY WITH WHICH LOSSES OF A GIVEN AMOUNT OR GREATER ARE EXPECTED TO OCCUR.

GROSS LOSS ESTIMATES ARE NET OF REINSTATEMENT PREMIUMS AND GROSS OF OUTWARD REINSURANCE, BEFORE INCOME TAX. NET LOSS ESTIMATES ARE NET OF REINSTATEMENT PREMIUMS AND NET OF OUTWARD REINSURANCE, BEFORE INCOME TAX.

THE ESTIMATES OF LOSSES ABOVE ARE BASED ON ASSUMPTIONS THAT ARE INHERENTLY SUBJECT TO SIGNIFICANT UNCERTAINTIES AND CONTINGENCIES. IN PARTICULAR, MODELED LOSS ESTIMATES DO NOT NECESSARILY ACCURATELY PREDICT ACTUAL LOSSES, AND MAY SIGNIFICANTLY DEVIATE FROM ACTUAL LOSSES. SUCH ESTIMATES, THEREFORE, SHOULD NOT BE CONSIDERED AS A REPRESENTATION OF ACTUAL LOSSES AND INVESTORS SHOULD NOT RELY ON THE ESTIMATED EXPOSURE INFORMATION WHEN CONSIDERING INVESTMENT IN THE GROUP. THE GROUP UNDERTAKES NO DUTY TO UPDATE OR REVISE SUCH INFORMATION TO REFLECT THE OCCURRENCE OF FUTURE EVENTS.

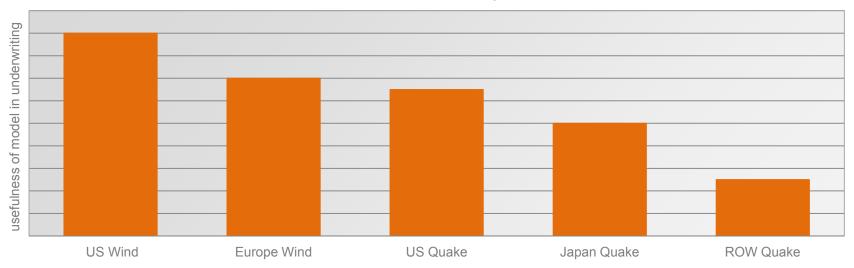


<sup>(1)</sup> Estimated net loss as at 1 January 2013.

<sup>(2)</sup> Landing hurricane from Florida to Texas.

### effectively balance risk and return

#### model credibility



#### Natural catastrophe models are relied on more where:

- Frequency of loss helps to validate them
- Data quality is higher

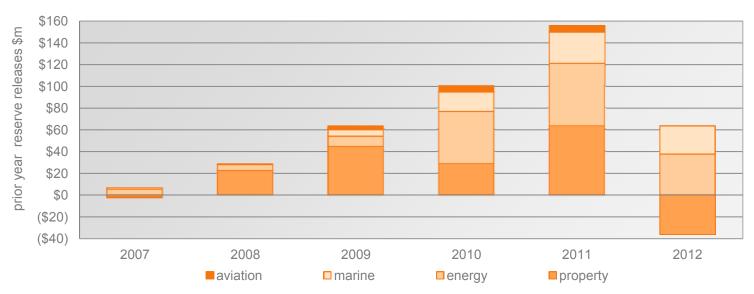
#### 7 years on:

- Don't diversify for diversification's sake or blindly follow the model. Many tools used including common sense!
- UMCC still occurs on a daily basis. Best risk management and portfolio optimisation tool
- Only two underwriting platforms. No growth strategy per se. Allows nimble underwriting, first to market and strong broker relationships
- RRC meets on a fortnightly basis for comprehensive review of risk levels
- 103 employees. Business model still very scaleable to all parts of the cycle



### reserve adequacy

#### consistent favourable reserve development

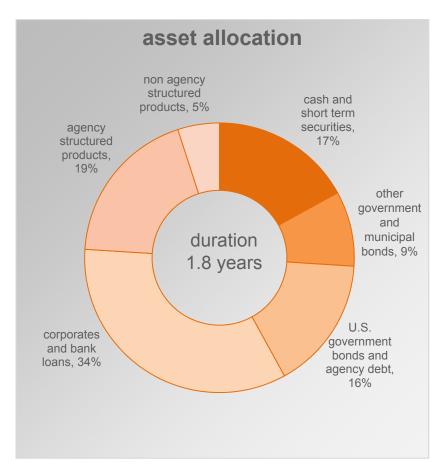


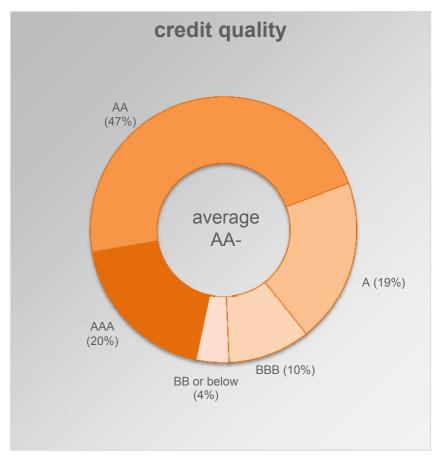
- Reserving record has demonstrated conservative reserving
  - 2006 accident year developed favourably by 38.6% so far
  - 2007 accident year developed favourably by 48.5% so far
  - 2008 accident year developed favourably by 25.1% so far
  - 2009 accident year developed favourably by 59.6% so far
  - 2010 accident year developed favourably by 31.7% so far
  - 2011 accident year developed favourably by 6.3% so far
- Adverse property development in 2012 mainly due to Thailand flood loss development further support for D&F exit
- Being an insurer (67% of premium) rather than a reinsurer means we get much better loss data, in a more timely manner
- Towers Watson review reserves quarterly
- Reserve duration is approximately two years



# effectively balance risk and return

#### capital preservation





Total portfolio at December 31 2012 = \$2,108m



# effectively balance risk and return: conservative investment philosophy

#### Our market outlook remains subdued:

- Continued concerns about Europe and its effect on global growth.
- Headwinds to growth remain in the U.S., although increasing positive economic data and sentiment have increased the risk of rising interest rates.

#### Preservation of capital continues to be paramount and we will focus on interest rate risk

- Maintain reduced investment portfolio duration, despite low yields
- Maintain diversification in cash holdings
- Mitigate interest rate risk:
  - ✓ Increase exposure to floating rate notes
  - ✓ Implement a tail risk hedge:
    - 'Cheap' insurance while volatility is low
- Continue monitoring of risk/return trade off in the portfolio:
  - ✓ Maintain a balance between interest rate duration and credit spread duration to neutralise the movements between the risk on /risk off trade environment
- Continue to manage investment "Realistic Loss Scenarios" ("RLS")
  - ✓ Monitor "risk on" and "risk off" performance
  - ✓ Market neutral positioning
  - Define risk appetite and preferences



## operate nimbly through the cycle

#### proven record of active capital management

	2007 \$m	2008 \$m	2009 \$m	2010 \$m	2011 \$m	2012 \$m	2013 \$m	total \$m
share repurchases	100.2	58.0	16.9	136.4	-	-	-	311.5
special dividends (1)	239.1	-	263.0	264.0	152.0	172.6	200.9	1,291.6
ordinary dividends – interim <sup>(1)</sup>	-	-	10.5	9.4	9.5	9.6	-	39.0
ordinary dividends – final <sup>(1)</sup>	-	-	-	20.8	18.9	19.2	19.1	78.0
total	339.3	58.0	290.4	430.6	180.4	201.4	220.0	1,720.1
average price of share repurchase (2)	102.2%	88.4%	98.5%	97.9%	n/a	n/a	n/a	97.6%
weighted average dividend yield (3)	15.2%	n/a	18.1%	18.0%	8.4%	8.3%	8.6%	n/a

#### 175.8% of original share capital has been returned to shareholders (4)

<sup>(3)</sup> Dividend yield is calculated as the total calendar year cash dividends divided by the year end share price. 2013 dividend yield is based on the share price at 15 February 2013.



<sup>&</sup>lt;sup>(1)</sup> Dividends included in the financial statement year in which they were recorded.

<sup>(2)</sup> Ratio of price paid compared to book value.

<sup>(4)</sup> This includes the dividends of approximately \$220.0 million that were declared in February 2013.

### operate nimbly through the cycle

#### change in tax residency from 1 January 2012

#### • Why have we done it?

- UK government aim to increase competitiveness of UK tax regime
- Change in UK Controlled Foreign Corporation rules
- Reduces operating risk, no impact on corporation tax liability for Bermuda operations

#### • What does it mean?

- Increases management flexibility, ability to make decisions even faster
- Less corporation tax, more employment tax but not a significant impact
- Applied and received exemption from HMRC to 31 December 2014



### conclusion

- Lancashire has one of the best performances and yet the lowest volatility in the London and Bermuda markets
- We have provided shareholders with superior returns vs. major indices
- We have remained true to our business plan, while adapting to market changes
- We have exhibited the best underwriting discipline in our peer group
- Our financial strength and risk management are excellent, we don't diversify because the model tells us to
- Our management team is proven





### www.lancashiregroup.com

Bermuda - (1) 441 278 8950

London - 44 (0)20 7264 4000

jcc@lancashiregroup.com

charles.mathias@lancashiregroup.com