AMERICAN SAFETY INSURANCE HOLDINGS LTD Form 10-Q November 09, 2011

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON D.C. 20549

#### **FORM 10 O**

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2011
 OR

O	TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
	EXCHANGE ACT OF 1934
FOR THE	TRANSITION PERIOD FROMTO
	Commission File Number 1-14795

AMERICAN SAFETY INSURANCE HOLDINGS, LTD. (Exact name of Registrant as specified in its charter)

Bermuda (State or other jurisdiction of incorporation)

30-0666089 (I.R.S. Employer Identification No.)

The Boyle Building, 2<sup>nd</sup> Floor
31 Queen Street
Hamilton, HM 11, Bermuda
(Address, zip code of principal executive offices)
(441) 296-8560

(Registrant s telephone number, including area code)

Indicate by check mark whether registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or such shorter period that registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes b No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§229.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes o No þ

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (check one)

Large accelerated filer o

Accelerated filer b

Non-accelerated filer o

Smaller reporting company o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No b

The aggregate number of shares outstanding of Registrant s common stock, \$0.01 par value, on November 3, 2011, was 10.381,424.

## 

PART I FINANCIAL INFORMATION	Page
Item 1. Financial Statements	3
Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations	20
Item 3. Quantitative and Qualitative Disclosures About Market Risk	28
Item 4. Controls and Procedures	28
PART II OTHER INFORMATION	
Item 1. Legal Proceedings	29
Item 1A. Risk Factors	29
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds	29
Item 3. Defaults Upon Senior Securities	29
Item 4. Reserved	29
Item 5. Other Information	29
Item 6. Exhibits	30
EX-11 EX-31.1 EX-31.2 EX-32.1 EX-32.2 EX-101 INSTANCE DOCUMENT EX-101 SCHEMA DOCUMENT EX-101 CALCULATION LINKBASE DOCUMENT EX-101 LABELS LINKBASE DOCUMENT EX-101 PRESENTATION LINKBASE DOCUMENT EX-101 DEFINITION LINKBASE DOCUMENT	

## PART I FINANCIAL INFORMATION

## **Item 1. Financial Statements**

American Safety Insurance Holdings, Ltd. and Subsidiaries
Consolidated Balance Sheets
(dollars in thousands except share data)

	Se	eptember 30, 2011		
	(	(Unaudited)	Ι	December 31, 2010
Assets Investments available-for-sale: Fixed maturity securities at fair value (including \$5,971 and \$5,419				
from VIE)	\$	832,643	\$	750,250
Common stock, at fair value		6,926		5,082
Preferred stock, at fair value		2,913		2,911
Short-term investments, at fair value (including \$2,323 and \$3,083 from VIE)		38,606		60,207
Total investments		881,088		818,450
Cash and cash equivalents (including \$1,260 and \$759 from VIE)		38,199		38,307
Accrued investment income (including \$52 and \$54 from VIE)		6,668		7,174
Premiums receivable (including \$881 and \$1,116 from VIE)		35,566		32,470
Ceded unearned premiums (including \$201 and \$286 from VIE)		22,337		24,380
Reinsurance recoverables (including \$478 and \$4,291 from VIE)		185,097		198,014
Deferred income taxes		3,159		5,922
Deferred acquisition costs (including \$(496) and \$(38) from VIE)		25,556		22,142
Property, plant and equipment, net Goodwill		13,886 9,317		13,013 9,317
Other assets (including \$331 and \$0 from VIE)		56,526		52,064
Other assets (metataling \$331 and \$0 from \$12)		30,320		32,004
Total assets	\$	1,277,399	\$	1,221,253
Liabilities and Shareholders Equity Liabilities: Unpaid losses and loss adjustment expenses (including \$5,992 and				
\$9,710 from VIE)	\$	666,392	\$	649,641
Unearned premiums (including \$747 and \$945 from VIE)	Ψ	141,083	Ψ	128,981
Ceded premiums payable (including \$327 and \$434 from VIE)		12,689		11,496
Funds held (including \$167 and \$248 from VIE)		63,101		55,917
Other liabilities (including \$0 and \$427 from VIE)		15,002		17,501
Loans payable		39,183		39,183
Total liabilities		937,450		902,719

Shareholders equity:		
Preferred stock, \$0.01 par value; authorized 5,000,000 shares; no shares		
issued and outstanding		
Common stock, \$0.01 par value; authorized 30,000,000 shares; issued		
and outstanding at September 30, 2011, 10,375,259 and December 31,		
2010, 10,386,519	104	104
Additional paid-in capital	102,153	102,768
Retained earnings	192,095	174,328
Accumulated other comprehensive income, net	41,829	38,128
Total American Safety Insurance Holdings, Ltd. shareholders equity	336,181	315,328
Equity in non-controlling interest	3,768	3,206
Total equity	339,949	318,534
Total liabilities and equity	\$ 1,277,399	\$ 1,221,253

See accompanying notes to consolidated interim financial statements (unaudited).

3

## **Table of Contents**

# American Safety Insurance Holdings, Ltd. and Subsidiaries Consolidated Statements of Operations (Unaudited)

(dollars in thousands except per share data)

		Three Months Ended September 30, 2011 2010				anded 30, 2010		
INCOME STATEMENT DATA:		2011		2010		2011		2010
Revenues:								
Direct earned premiums	\$	62,498	\$	55,941	\$	180,955	\$	172,659
Assumed earned premiums	-	12,287	_	10,861	,	37,422	,	29,151
Ceded earned premiums		(15,793)		(13,582)		(45,866)		(58,382)
Net earned premiums		58,992		53,220		172,511		143,428
Net investment income		8,196		8,265		23,682		24,099
Net realized gains		10		560		11,311		2,080
Fee income		843		1,474		2,494		3,722
Other income		12		(260)		35		(230)
Total revenues		68,053		63,259		210,033		173,099
Expenses:								
Losses and loss adjustment expenses		35,867		31,378		117,997		86,030
Acquisition expenses		13,800		12,393		39,008		31,218
Other underwriting expenses		10,941		9,996		31,309		29,672
Interest expense		375		586		1,116		2,030
Corporate and other expenses		173		965		1,811		2,431
Total expenses		61,156		55,318		191,241		151,381
Earnings before income taxes		6,897		7,941		18,792		21,718
Income tax expense		1,169		635		588		1,486
Net earnings		5,728		7,306		18,204		20,232
Less: Net (loss) earnings attributable to the non-controlling interest		(69)		104		454		360
Net earnings attributable to American Safety Insurance Holdings, Ltd.	\$	5,797	\$	7,202	\$	17,750	\$	19,872

Edgar Filing: AMERICAN SAFETY INSURANCE HOLDINGS LTD - Form 10-Q

Net earnings per share: Basic	\$	0.56	\$	0.70	\$	1.70	\$	1.93
Diluted	\$	0.54	\$	0.68	\$	1.65	\$	1.87
Weighted average number of shares outstanding: Basic	10,3	377,890	10,	271,184	10,	416,979	10,	282,976
Diluted	10,7	701,959	10,	612,281	10,	751,312	10,	615,548

See accompanying notes to consolidated interim financial statements (unaudited).

## **Table of Contents**

## American Safety Insurance Holdings, Ltd. and Subsidiaries Consolidated Statements of Cash Flow (Unaudited) (dollars in thousands)

	Nine Months Ended September 30,			
		2011		2010
Cash flow from operating activities:  Net earnings  Adjustments to reconcile net earnings to net cash provided by operating activities:	\$	18,204	\$	20,232
Realized gains on sale of investments		(11,311)		(2,080)
Depreciation and amortization expense		2,033		2,073
Stock based compensation expense		1,712		1,778
Amortization of deferred acquisition costs, net		(3,414)		(5,728)
Amortization of premiums on investments		3,054		1,007
Deferred income taxes		(916)		(431)
Change in operating assets and liabilities:				
Accrued investment income		506		(468)
Premiums receivable		(3,096)		(8,350)
Reinsurance recoverable		12,917		(11,786)
Ceded unearned premiums		2,043		17,838
Funds held		7,184		4,147
Unpaid loss and loss adjustment expenses		16,751		32,508
Unearned premiums		12,102		1,885
Ceded premiums payable		1,193		4,073
Other liabilities		(2,500)		(491)
Other assets, net		(4,653)		(3,941)
Net cash provided by operating activities		51,809		52,266
Cash flow from investing activities:				
Purchases of fixed maturities		(309,591)		(222,594)
Purchase of common stock		(2,500)		
Proceeds from sales and maturities of fixed maturities		242,959		148,168
Proceeds from sale of equity securities		656		
Decrease in short-term investments		21,601		34,069
Purchase of fixed assets, net		(2,714)		(3,577)
Net cash used in investing activities		(49,589)		(43,934)
Cash flow from financing activities:				
Stock repurchase payments		(2,793)		(2,883)
Proceeds from exercised stock options		465		442
Proceeds from termination of interest rate swaps				2,055
Net cash used in financing activities		(2,328)		(386)

Net (decrease) increase in cash and cash equivalents Cash and cash equivalents at beginning of period	(108) 38,307	7,946 34,756
Cash and cash equivalents at end of period	\$ 38,199	\$ 42,702
Supplemental disclosure of cash flow information: Income taxes paid	\$ 95	\$ 30
Interest paid	\$ 1,102	\$ 1,820

See accompanying notes to consolidated interim financial statements (unaudited).

## **Table of Contents**

## American Safety Insurance Holdings, Ltd. and Subsidiaries Consolidated Statements of Comprehensive Earnings (Unaudited) (dollars in thousands)

	Three Months Ended September 30,		Nine Mon Septem	ber 3	er 30,	
	2011		2010	2011		2010
Net earnings	\$ 5,728	\$	7,306	\$ 18,204	\$	20,232
Other comprehensive income before income taxes:						
Unrealized gains, net, on securities available-for-sale	12,725		12,518	18,801		34,982
Amortization of gain and unrealized losses on hedging transactions	(20)		(19)	(59)		(722)
Reclassification adjustment for realized gains included in net earnings	(9)		(560)	(11,311)		(2,080)
Total other comprehensive income before taxes	12,696		11,939	7,431		32,180
Income tax expense related to items of other comprehensive income	2,776		1,989	3,622		4,851
Other comprehensive income net of income taxes	9,920		9,950	3,809		27,329
Comprehensive income	\$ 15,648	\$	17,256	\$ 22,013	\$	47,561
Less: Comprehensive income attributable to the non-controlling interest	159		162	696		549
Comprehensive income attributable to American Safety Insurance Holdings, Ltd.	\$ 15,489	\$	17,094	\$ 21,317	\$	47,012

See accompanying notes to consolidated interim financial statements (unaudited).

#### **Table of Contents**

American Safety Insurance Holdings, Ltd. and Subsidiaries Notes to Consolidated Financial Statements September 30, 2011 (Unaudited)

#### **Note 1** Basis of Presentation

The accompanying consolidated financial statements of American Safety Insurance Holdings, Ltd. ( American Safety Insurance ) and its subsidiaries and American Safety Risk Retention Group, Inc. ( American Safety RRG ), a non-subsidiary risk retention group affiliate (collectively, the Company ), are prepared in accordance with accounting principles generally accepted in the United States of America ( GAAP ) as established by the FASB Accounting Standards Codification or ASC ). The preparation of financial statements in conformity with GAAP requires management to make estimates, based on the best information available, in recording transactions resulting from business operations. Certain balance sheet amounts involve accounting estimates and/or actuarial determinations and are therefore subject to change and include, but are not limited to, invested assets, deferred income taxes, reinsurance recoverables, goodwill and the liabilities for unpaid losses and loss adjustment expenses. As additional information becomes available (or actual amounts are determinable), the estimates may be revised and reflected in operating results. While management believes that these estimates are adequate, such estimates may change in the future.

The results of operations for the three and nine months ended September 30, 2011, may not be indicative of the results for the fiscal year ending December 31, 2011. These unaudited interim consolidated financial statements and notes should be read in conjunction with the financial statements and notes included in the audited consolidated financial statements on Form 10-K of the Company for the fiscal year ended December 31, 2010.

The unaudited interim consolidated financial statements include the accounts of American Safety Insurance, each of its subsidiaries and American Safety RRG. All significant intercompany balances as well as normal recurring adjustments have been eliminated. Unless otherwise noted, all balances are presented in thousands.

7

## **Table of Contents**

**Note 2** Investments

The amortized cost and estimated fair values of the Company s investments at September 30, 2011 and December 31, 2010, are as follows (dollars in thousands):

September 30, 2011 Securities available for sale: Fixed maturities:	A	mortized Cost	un	Gross arealized Gains	Ur	Gross arealized Losses	stimated air value
U.S. Treasury securities and obligations of U.S. government corporations and agencies States of the U.S. and political subdivisions of the states Corporate securities Mortgage-backed securities Commercial mortgage-backed securities Asset-backed securities	\$	61,854 27,685 316,921 287,348 60,688 26,805	\$	4,346 4,379 27,184 13,511 3,762 551	\$	(1,372) (91) (916) (12)	\$ 66,200 32,064 342,733 300,768 63,534 27,344
Total fixed maturities	\$	781,301	\$	53,733	\$	(2,391)	\$ 832,643
Common stock	\$	6,926	\$		\$		\$ 6,926
Preferred stock	\$	2,790	\$	214	\$	(91)	\$ 2,913
December 31, 2010 Securities available for sale:	A	mortized Cost	Ur	Gross nrealized Gains	Ur	Gross arealized Losses	stimated air value
Fixed maturities: U.S. Treasury securities and obligations of U.S. government corporations and agencies States of the U.S. and political subdivisions of the states Corporate securities Mortgage-backed securities Commercial mortgage-backed securities Asset-backed securities	\$	70,796 23,463 314,995 234,137 29,123 33,884	\$	3,014 816 25,023 8,990 6,438 796	\$	(36) (253) (459) (408) (69)	\$ 73,774 24,026 339,559 242,719 35,561 34,611
Total fixed maturities	\$	706,398	\$	45,077	\$	(1,225)	\$ 750,250

Edgar Filing: AMERICAN SAFETY INSURANCE HOLDINGS LTD - Form 10	)-Q
--	-----

\$ 5,082 Common stock \$ \$ \$ 5,082 \$ 2,789 \$ 198 \$ (76) \$ 2,911 Preferred stock

8

## **Table of Contents**

The amortized cost and estimated fair value at September 30, 2011 are shown below by contractual maturity.

	Amortized cost	Estimated fair value		
Due in one year or less	\$ 16,392	\$ 16,594		
Due after one year through five years	130,297	136,414		
Due after five years through ten years	184,203	197,690		
Due after ten years	75,569	90,299		
Mortgage and asset-backed securities	374,840	391,646		
Total	\$ 781,301	\$ 832,643		

The following tables summarize the gross unrealized losses of the Company s investment portfolio as of September 30, 2011 and December 31, 2010, by category and length of time that the securities have been in an unrealized loss position.

	Less than Fair	Less than 12 Months Unrealized		12 months or longer Unrealized Fair				Total Unrealized Fair			
September 30, 2011	Value	L	osses		alue	Losses	S	Value	]	Losses	
Fixed Maturities: U.S. Treasury securities and obligations of U.S. government corporations and											
agencies States of the U.S. & other political subdivisions of the states	\$	\$		\$		\$		\$	\$		
Corporate securities	61,139		(1,372)					61,139		(1,372)	
Mortgage- backed securities	14,456		(91)					14,456		(91)	
Commercial mortgage- backed											
securities	35,475		(916)					35,475		(916)	
Asset- backed securities	960		(12)					960		(12)	
Total fixed maturities Common stock	112,030		(2,391)					112,030		(2,391)	
Preferred stock	1,424		(63)		499	(	28)	1,923		(91)	
Total temporarily impaired	\$113,454	\$	(2,454)	\$	499	\$ (	28)	\$113,953	\$	(2,482)	

9

#### **Table of Contents**

		han 12 Months Unrealized		12 months or longer Unrealized			Total Unrealized			
December 31, 2010	Fair Value	L	Losses	Fair Value	L	osses		Fair Value	I	Losses
Fixed Maturities: U.S. Treasury securities and obligations of U.S. government corporations and										
agencies	\$ 8,615	\$	(36)	\$	\$		\$	8,615	\$	(36)
States of the U.S. & other political subdivisions of the										
states	7,071		(194)	1,060		(59)		8,131		(253)
Corporate securities	21,321		(459)					21,321		(459)
Mortgage- backed securities	29,274		(408)					29,274		(408)
Commercial mortgage- backed securities										
Asset- backed securities	6,903		(69)					6,903		(69)
Total fixed maturities Common stock	73,184		(1,166)	1,060		(59)		74,244		(1,225)
Preferred stock	966		(29)	972		(47)		1,938		(76)
Total temporarily impaired	\$ 74,150	\$	(1,195)	\$ 2,032	\$	(106)	\$	76,182	\$	(1,301)

We routinely review our investments that have experienced declines in fair value to determine if the decline is other than temporary. These reviews are performed with consideration of the facts and circumstances of an issuer in accordance with the Securities and Exchange Commission (SEC), Accounting for Non-Current Marketable Equity Securities; ASC-320-10-05, Accounting for Certain Investments in Debt and Equity Securities, and related guidance. The identification of distressed investments and the assessment of whether a decline is other-than-temporary involve significant management judgment and require evaluation of factors including but not limited to:

percentage decline in value and the length of time during which the decline has occurred;

recoverability of principal and interest;

market conditions;

ability and intent to hold the investment to recovery;

continuing operating losses of the issuer;

rating agency actions that affect the issuer s credit status;

adverse changes in the issuer s availability of production resources, revenue sources, technological conditions; and

adverse changes in the issuer s economic, regulatory, or political environment.

Additionally, credit analysis and/or credit rating issues related to specific investments may trigger more intensive monitoring to determine if a decline in market value is other than temporary (OTTI). For investments with a market value below cost, the process includes evaluating the length of time and the extent to which cost exceeds market value, the prospects and financial condition of the issuer, and evaluation for a potential recovery in market value, among other factors. This process is not exact and further requires consideration of risks such as credit risk and interest rate risk. Therefore, if an investment s cost exceeds its market value solely due to changes in interest rates, recognizing impairment may not be appropriate. For the nine months ended September 30, 2011 and 2010, the Company did not incur any OTTI losses.

During the nine months ended September 30, 2011 and 2010, available-for-sale fixed maturity securities were sold for total proceeds of \$213.4 million and \$126.9 million, respectively, resulting in net realized gains to the Company totaling \$11.3 million and \$2.1 million in 2011 and 2010, respectively. For the purpose of determining net realized gains, the cost of securities sold is based on specific identification.

10

#### **Table of Contents**

#### **Note 3** Segment Information

We segregate our business into two segments: insurance operations and other. The insurance operations are further classified into three divisions: excess and surplus lines (E&S), alternative risk transfer (ART) and assumed reinsurance (Assumed Re). E&S consists of seven product lines: environmental, primary casualty, excess, property, surety, healthcare, and professional liability. ART consists of two product lines: specialty programs and fully funded. Assumed Re consists of property and casualty business assumed from unaffiliated specialty insurers and reinsurers. Other includes lines of business that we no longer underwrite (run-off) and other ancillary product lines. Prior year amounts have been reclassified to conform to the current year presentation.

Within E&S, our environmental insurance products provide general contractor pollution and/or professional liability coverage for contractors and consultants in the environmental remediation industry and property owners. Primary casualty provides general liability insurance for residential and commercial contractors as well as general liability and product liability for smaller manufacturers, distributors, non-habitational real estate and certain real property owner, landlord and tenant risks. Excess provides excess and umbrella liability coverages over our own and other carriers primary casualty polices. Our property product encompasses surplus lines commercial property business and commercial multi-peril (CMP) policies. Surety provides payment and performance bonds primarily to the environmental remediation and construction industries. Healthcare provides customized liability insurance solutions primarily for long-term care facilities. Professional Liability provides miscellaneous liability and professional liability coverage on both a primary and excess basis. Professional liability coverage is provided to lawyers, insurance agents, and other businesses, while miscellaneous liability coverage is provided to private and not for profit entities and, to a lesser extent, public companies.

In our ART division, specialty programs provide insurance to homogeneous niche groups through third party program managers. Our specialty programs consist primarily of property and casualty insurance coverages for certain classes of specialty risks including, but not limited to, construction contractors, pest control operators, auto dealers, real estate brokers, consultants, and restaurant and tavern owners. Fully funded policies provide our insureds the ability to fund their liability exposure via a self-insurance vehicle for which we generate fee income. We write fully funded general and professional liability for businesses operating primarily in the healthcare and construction industries.

Our Assumed Reinsurance division offers property and casualty reinsurance products in the form of treaty and facultative contracts targeting specialty insurers, risk retention groups and captives. We provide this coverage on an excess of loss and, to a lesser extent, a quota share basis. We reinsure casualty business, which includes medical malpractice, general liability, commercial auto, professional liability and workers—compensation. The assumed reinsurance division also participates in one property catastrophe treaty that provides a maximum of \$15 million of coverage over the treaty period. The treaty covers world-wide property catastrophe losses including hurricanes and earthquakes.

Our Other segment includes lines of business that we have placed in run-off, such as workers compensation, excess liability insurance for municipalities, other commercial lines, real estate and other ancillary product lines.

The Company measures segments using net income, total assets and total equity. The reportable insurance divisions are measured based on underwriting profit (loss) and pre-tax operating income (loss).

11

## **Table of Contents**

The following table presents key financial data by segment for the three months ended September 30, 2011 and 2010, respectively (dollars in thousands):

		E&S		ree Months nsurance ART		ed Septemb nsurance	Ot	, 2011 ther n-off		Total
Gross written premiums	\$	39,782	\$	18,952	Kei \$	14,512	Ku \$	11-011	\$	73,246
Net written premiums	Ψ	31,621	Ψ	14,040	Ψ	14,559	Ψ		Ψ	60,220
Net earned premiums		30,752		15,552		12,688				58,992
Fee & other income		(8)		806		ŕ		57		855
Losses & loss adjustment expenses Acquisition & other underwriting		19,019		8,466		8,382				35,867
expenses		13,326		6,610		4,517		288		24,741
Underwriting profit (loss)		(1,601)		1,282		(211)		(231)		(761)
Net investment income		5,280		1,186		1,593		137		8,196
Pre-tax operating income (loss)		3,679		2,468		1,382		(94)		7,435
Net realized gains Interest and corporate expenses										10 548
Earnings before income taxes Income tax expense										6,897 1,169
Net earnings									\$	5,728
Less: Net earnings attributable to the non- controlling interest										(69)
Net earnings attributable to ASIH, Ltd.									\$	5,797
Loss ratio		61.8%		54.4%		66.1%		*NM		60.8%
Expense ratio		43.4%		37.3%		35.6%		NM		40.5%
Combined ratio**		105.2%		91.8%		101.6%		NM		101.3%
	Three Months Ended September 30, 2010 Insurance Other									
		E&S		ART		nsurance		n-off		Total
Gross written premiums	\$	34,121	\$	24,847	\$	12,971	\$	(6)	\$	71,933
Net written premiums		27,423 26,347		17,063 15,114		12,258 11,765		(6)		56,738 53,220
Net earned premiums Fee & other income		43		13,114		57		(6) (36)		1,214
Losses & loss adjustment expenses		15,094		8,033		8,258		(7)		31,378

Edgar Filing: AMERICAN SAFETY INSURANCE HOLDINGS LTD - Form 10-Q

Acquisition & other underwriting expenses	12,414	6,345	3,326	304	22,389
Underwriting profit (loss)	(1,118)	1,886	238	(339)	667
Net investment income	5,286	1,366	1,488	125	8,265
Pre-tax operating income (loss)	4,168	3,252	1,726	(214)	8,932
Net realized gains Interest and corporate expenses					560 1,551
Earnings before income taxes Income tax expense					7,941 635
Net earnings Less: Net earnings attributable to the					\$ 7,306
non- controlling interest					104
Net earnings attributable to ASIH, Ltd.					\$ 7,202
Loss ratio	57.3%	53.1%	70.2%	*NM	59.0%
Expense ratio	46.1%	34.4%	27.7%	NM	39.3%
Combined ratio**	103.4%	87.5%	97.9%	NM	98.3%

<sup>\*</sup> NM = Ratio is not meaningful

<sup>\*\*</sup> The combined ratio is a measure of underwriting performance and represents the relationship of losses and loss adjustment expenses, acquisition expenses, and other underwriting expenses net of fee income to earned premiums.

## **Table of Contents**

The following table presents key financial data by segment for the nine months ended September 30, 2011 and 2010, respectively (dollars in thousands):

	Nine Months Ended September 30, 2011 Insurance Other E&S ART Reinsurance Run-off									Total
Gross written premiums	\$	119,706	\$		\$	46,012	\$	(1)	\$	
Net written premiums		95,636		46,086		44,925		(1)		186,646
Net earned premiums		87,831		45,523		39,158		(1)		172,511
Fee & other income		(8)		2,436				101		2,529
Losses & loss adjustment expenses Acquisition & other underwriting		54,657		30,310		33,030				117,997
expenses		39,652		19,071		11,726		(132)		70,317
Underwriting profit (loss)		(6,486)		(1,422)		(5,598)		232		(13,274)
Net investment income		15,176		3,538		4,528		440		23,682
Pre-tax operating income (loss)		8,690		2,116		(1,070)		672		10,408
Net realized gains Interest and corporate expenses										11,311 2,927
Earnings before income taxes Income tax expense										18,792 588
Net earnings									\$	18,204
Less: Net earnings attributable to the non- controlling interest										454
Net earnings attributable to ASIH, Ltd.									\$	17,750
Loss ratio		62.2%		66.6%		84.4%		*NM		68.4%
Expense ratio		45.2%		36.5%		29.9%		NM		39.3%
•				100.10		44400				10==~
Combined ratio**		107.4%		103.1%		114.3%		NM		107.7%
	Nine Months Ended September 30, 2010 Insurance Other									
		E&S		ART	Re	insurance		un-off		Total
Gross written premiums	\$	100,227	\$	66,966	\$	36,641	\$	(6)	\$	203,828
Net written premiums		81,251		48,501		33,539		(6)		163,285
Net earned premiums		72,741		39,178		31,515		(6)		143,428
Fee & other income		392		2,854		228		18		3,492
Losses & loss adjustment expenses		41,977		22,927		21,132		(6)		86,030

Edgar Filing: AMERICAN SAFETY INSURANCE HOLDINGS LTD - Form 10-Q

Acquisition & other underwriting expenses	35,842	14,769	9,297	982	60,890
Underwriting profit (loss)	(4,686)	4,336	1,314	(964)	
Net investment income	16,120	3,634	3,753	592	24,099
Pre-tax operating income	11,434	7,970	5,067	(372)	24,099
Net realized gains Interest and corporate expenses					2,080 4,461
Earnings before income taxes Income tax expense					21,718 1,486
Net earnings Less: Net earnings attributable to the non- controlling interest				\$	20,232 360
Net earnings attributable to ASIH, Ltd.				\$	19,872
Loss ratio Expense ratio	57.7% 48.4%	58.5% 30.4%	67.1% 28.8%	*NM NM	60.0% 39.8%