



Dear Valued Partners:

We are pleased to share with you our new quarterly newsletter that we hope enlightens you on some of the recent successes we have had in the Canadian market. We have continued to tirelessly work on expanding our scope while we build portfolio scale. These recent wins demonstrate our wide breadth of appetite and highlight our commitment to providing solutions to clients, irrespective of industry, situation, timing or size.

#### **SELECT BOUND DEALS (Q4 2023 + Q1 2024)**

##### **WHAT YOU MAY KNOW WE DO:**

Sector	Market Cap	Where we played	GWP	Preferred Layer
Tech	\$170M	Primary + Excess A DIC	\$380,000	Primary
Healthcare Biotech	\$100M	Primary	\$195,000	Primary
Tech deSpac	\$250M	Excess	\$220,000	Low Excess
Real Estate Developer RTO	\$70M	Primary	\$40,000	Primary
Gaming / e-Sports	\$1M	Primary	\$90,000	Primary

##### **WHAT YOU MAY NOT KNOW WE DO:**

Sector	Market Cap	Where we played	GWP	Preferred Layer
REIT	\$700M	Excess	\$20,000	Primary
REIT	\$70M	Excess	\$25,000	Primary
Tech	\$900M	Excess	\$18,000	Low Excess
Jr. Mining – Exploration	\$25M	Excess	\$18,300	Primary
CPC	\$200K	Primary	\$25,000	Primary

#### *Continued Commitment to Service Levels:*

When you work with Banyan, you can feel confident you will be working with an experienced Underwriter who is motivated to find you a timely solution. We work within your timelines – if you have a deadline to meet, you can feel confident that we will do everything we can to exceed those expectations. Our turnaround times are market leading, and we critically think about each and every client’s risk profile that comes across our desk. Our constructive and innovative approach allowed us to achieve a +90% quote to submit ratio in 2023.

Our team is committed to providing unique, tailored solutions for all of your D&O clients. If you have any clients that you think may be interested in our offering, please reach out to a Banyan team member to start the discussion. We promise you won’t be disappointed.

#### **Connect With Us!**

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