



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 (Q1 2024 + Q2 2024)**

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

| Sector               | Market Cap | Where we played | GWP       | Preferred Layer    |
|----------------------|------------|-----------------|-----------|--------------------|
| Healthcare Biotech   | \$25m      | Primary         | \$135,000 | Primary            |
| Mining – Exploration | \$500m     | Excess          | \$205,000 | Primary            |
| Digital Assets       | \$100m     | Primary         | \$240,000 | Primary            |
| Payment Processing   | \$90m      | Primary         | \$100,000 | Primary            |
| Biopharmaceuticals   | \$30m      | Excess          | \$100,000 | Primary/Low Excess |

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

| Sector          | Market Cap | Where we played | GWP      | Preferred Layer    |
|-----------------|------------|-----------------|----------|--------------------|
| Pharmaceuticals | \$80m      | High Excess     | \$28,000 | Primary/Low Excess |
| Private Equity  | \$10m      | Primary         | \$38,000 | Primary            |
| Tech            | \$1.5B     | High Excess     | \$94,000 | Primary/Low Excess |
| Industrials     | \$80m      | Mid-Excess      | \$54,000 | Primary/Low Excess |
| Tech Software   | Private    | Excess A DIC    | \$28,000 | Low Excess         |

#### *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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