

PROFESSIONAL RESUME

ROBERT M. ANDERSON, CPCU

Robert M. Anderson is a seasoned insurance executive with a wide range of entrepreneurial and technical insurance experience. Over the last 30 years he has directed and negotiated a variety of special insurance programs from his position as president and chief executive of a major regional insurance brokerage firm, executive of an international brokerage firm, and as a principal in new insurance technology investments.

His experience includes:

- Negotiating the sale and purchase of insurance agencies
- Negotiating terms and development of specialized insurance products in partnership with major insurance companies
- Formation and management of captives
- Serving on the board of directors of charitable organizations and insurance companies
- Developing relationships and evaluating prospects of new business as both a capital investor and principal

PROFESSIONAL EMPLOYMENTS

Expert Witness and Insurance Consultant

2004-Present. Mr. Anderson has provided services in risk management, insurance litigation consulting, and expert witness testimony in disputes involving agents and brokers errors and omissions, underwriting, coverage issues and customs and practices in the insurance industry. He has broad experience in all lines of property and casualty insurance, as well as fidelity, life and accident and health. He has both served as an expert witness and assisted attorneys in reaching settlement of claims without having to proceed to expensive trial phases of litigation.

Keenan and Associates

Consultant to CEO on Public Entity clients

2010 to Present. Consulting to the CEO for new programs and services for Joint Powers Authorities, Healthcare and Workers Compensation involving California School Districts, Municipalities Hospitals and Physician Groups

SeaBright Insurance Company

Consultant to CEO

2012 to 2014. Worked with the CEO of this NASDAQ company on strategic financing, managing general agencies, and controlling medical costs of worker's compensation claims.

AFA Technologies, Inc.

Chairman/Owner

2002-2010. New software company for large-scale database integration for disparate healthcare financial institution resource databases. The technology optimizes the payment cycle for healthcare related transactions between the various stakeholders that include payers, providers, consumers and the financial institutions that process healthcare payments.

Beneventure Capital

Senior General Partner

1999-2002. Mr. Anderson formed Beneventure Capital in 1999 with Dr. Gil Amelio, former CEO of Apple Computer, National Semiconductor and Rockwell Communications. Beneventure Capital made investments in 19 portfolio companies. Areas of focus included telecommunications and financial services. Involved in due diligence evaluation of company managements, products and funding requirements. Mr. Anderson's focus was on the connection of insurance and reinsurance companies to the Internet.

**AON Advantage Group
President**

1997-1999. As president of a subsidiary of the largest brokerage firm in the world, Mr. Anderson targeted the domestic U.S. middle market for industry-specific programs, such as the electronic, hospitality and trucking industries. He was responsible for coordinating regional production centers and key management for the entire company. Mr. Anderson also developed a broad excess liability (umbrella) program, covering all industry programs. Dealt across divisional lines by implementing industry specific programs with Aon Reinsurance, Aon Risk Management, Aon Benefit Consulting and the Aon Wholesale Group.

**Anderson & Anderson Insurance Brokers
President/CEO/Chairman of the Board**

1970-1997. Mr. Anderson built Anderson & Anderson from a four-person company to the fifth largest brokerage firm in California using state-of-the-art computerized marketing programs and concepts. In partnership with Security Pacific Bank, Anderson & Anderson created worker's compensation programs for bank customers and wrote over \$20 million in premiums for ninety larger corporate customers. At the time of its sale to AON Corporation in October of 1997, Anderson & Anderson maintained offices throughout California including a major employee benefits practice.

**Fireman's Fund Insurance Company
California Broker Trainee**

1969-1970. Selected for insurer training program for insurance producers.

**Anderson & Milum Insurance Brokers
Producer**

1967-1969. Served client insurance needs and sold insurance in family-owned insurance firm.

**Industrial Indemnity Company
Casualty Underwriter**

1966-1967. Underwrote workers' compensation and other casualty insurance in Los Angeles office of a major specialty insurer.

**Pacific Indemnity Company (Chubb)
Casualty Underwriter**

1963-1966. Underwrote various casualty insurance policies in San Francisco branch of a major insurer.

PUBLIC BOARD POSITIONS

**Paula Financial
Director**

2001 to 2007. Paula Financial is a NASDAQ [Symbol: PFCO] company specializing in agricultural insurance, Audit and Compensation Committees

**PacRim Holdings
Chairman of the Board**

1994-1997. A NASDAQ company with \$150,000,000 California Workers Compensation premium revenue. Company was purchased by Superior National Insurance Group in 1997.

CHARITABLE BOARD ACTIVITIES

Fuller Theological Seminary

2000 to Present. Board of Trustees

St. Andrews Presbyterian Church

1980-1983, Board of Elders, and 1998-2001, President of the Board of Trustees

New Directions for Women

1982-1988. President of the Board

EDUCATION

1997-1998 Harvard Business School – Owner/President/Manager Program
1960-1964 Claremont Men’s College - Business

PROFESSIONAL CREDENTIALS

Chartered Property Casualty Underwriter (CPCU) Designation; American Institute for Chartered Property Casualty Underwriters, Inc., Malvern, Pennsylvania, 1970.

EXPERIENCE CLASSIFIED BY CATEGORY

INSURANCE COMPANY FORMATION AND MANAGEMENT

Captive Assurance Partners (Captive Managers)

Created by A&A and Security Pacific National Bank to provide an alternative to the California fixed price workers’ compensation market for the Bank’s middle-market customers.

Off-Shore Captives

Between 1984-1992 formed six captive insurance companies domiciled in Bermuda writing in excess of \$20 million in premiums.

INSURANCE PROGRAM DEVELOPMENT

Anderson Umbrella

Over fifteen year period created three, separate, proprietary insurance policies underwritten by AIG Group and General Reinsurance on an exclusive basis for Anderson and Anderson Insurance Brokers, Inc. Another was developed as a proprietary policy for Aon Risk Services and its middle market customers. Limit of coverage was \$10 million per claim and in the aggregate. Some of special coverages negotiated included pollution, asbestos and Y2K.

Advantage Series of Proprietary Insurance Programs

Ascertained common characteristics of “safe” employers and developed a “best practice” model, due to the success of Security Pacific Captive Programs with claims costs one-third less than industry standards documented by a top 4 accounting firm. Eighteen insurance companies provided development grants, totaling \$800,000 to assist in developing the program.

Advantage Compensation

The first program developed in 1991, with six sponsoring workers’ compensation insurance companies, has been widely copied. Premiums grew to nearly \$70 million in four years.

Advantage Health

Developed model requiring the hiring and training of nursing staff for preventative healthcare for employees at work sites. Premiums grew to \$35 million in three years.

Advantage Property & Casualty

Created successful industry specific programs for homebuilders and building materials dealers. After the sale of A&A to AON Corporation, the program became known as AON Advantage Group, whose charter was to develop industry-specific programs for AON on a national basis.

The Anderson Edge

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PRIVATE EQUITY SPONSORS AND PORTFOLIO COMPANIES

Previous Experience

As president of AON Advantage Group advising industry practice leaders, Mr. Anderson helped map strategy for Aon's Mergers and Acquisitions Group. This group was responsible for purchasing insurance, including private-equity coverage. Mr. Anderson was the Senior General Partner (#2) behind former CEO of Apple Computer focusing on the intersection of technology and insurance. Anderson & Anderson Insurance Brokers was a portfolio company of Conning Capital Partners (CCP). Mr. Anderson was responsible for recruiting both Allstate and Bank of America as investors in CCP.

Current Engagements

Mr. Anderson is currently under a non-disclosure agreement with a top five accounting firm to develop Cyber/D&O insurance policies for their 2,500 Private Equity Portfolio audit clients and their investor/sponsors. In addition, he has been advising a major paint manufacturer on the impact of an unfavorable outcome to an appeal of a billion dollar plus judgement concerning residual lead particles in residential dwellings in California