

Report  
of the  
Examination of  
Viking Insurance Company of Wisconsin  
Stevens Point, Wisconsin  
As of December 31, 2013

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# State of Wisconsin / OFFICE OF THE COMMISSIONER OF INSURANCE

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*Theodore K. Nickel, Commissioner*

*Wisconsin.gov*

April 10, 2015

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Honorable Theodore K. Nickel  
Commissioner of Insurance  
State of Wisconsin  
125 South Webster Street  
Madison, Wisconsin 53703

Commissioner:

In accordance with your instructions, a compliance examination has been made of the affairs and financial condition of:

VIKING INSURANCE COMPANY OF WISCONSIN  
Stevens Point, Wisconsin

and this report is respectfully submitted.

## I. INTRODUCTION

The previous examination of Viking Insurance Company of Wisconsin (Viking or the company) was conducted in 2009 as of December 31, 2008. The current examination covered the intervening period ending December 31, 2013, and included a review of such 2014 transactions as deemed necessary to complete the examination.

The examination was conducted using a risk-focused approach in accordance with the NAIC Financial Condition Examiners Handbook, which sets forth guidance for planning and performing an examination to evaluate the financial condition and identify prospective risks of an insurer. This approach includes the obtaining of information about the company including corporate governance, the identification and assessment of inherent risks within the company, and the evaluation of system controls and procedures used by the company to mitigate those risks. The examination also included an assessment of the principles used and significant estimates made by management, as well as an evaluation of the overall financial statement

presentation and management's compliance with statutory accounting principles, annual statement instructions, and Wisconsin laws and regulations.

The examination of the company was conducted concurrently with the examination of affiliates domiciled in Texas and New York. Wisconsin acted in the capacity as the lead state for the coordinated examinations. Work performed by the Texas Department of Insurance was reviewed and relied on where deemed appropriate.

The examination consisted of a review of all major phases of the company's operations and included the following areas:

- History
- Management and Control
- Corporate Records
- Conflict of Interest
- Fidelity Bonds and Other Insurance
- Employees' Welfare and Pension Plans
- Territory and Plan of Operations
- Affiliated Companies
- Growth of Company
- Reinsurance
- Financial Statements
- Accounts and Records
- Data Processing

Emphasis was placed on the audit of those areas of the company's operations accorded a high priority by the examiner-in-charge when planning the examination.

The company is annually audited by an independent public accounting firm as prescribed by s. Ins 50.05, Wis. Adm. Code. An integral part of this compliance examination was the review of the independent accountant's work papers. Based on the results of the review of these work papers, alternative or additional examination steps deemed necessary for the completion of this examination were performed. The examination work papers contain documentation with respect to the alternative or additional examination steps performed during the course of the examination.

**Independent Actuary's Review**

An independent actuarial firm was engaged under a contract with the Office of the Commissioner of Insurance. The actuary reviewed the adequacy of the company's loss and loss adjustment expense reserves. The actuary's results were reported to the examiner-in-charge. As deemed appropriate, reference is made in this report to the actuary's conclusion.

## II. HISTORY AND PLAN OF OPERATION

The company was incorporated in Wisconsin in 1971, as a multiple line insurance company, as Viking Insurance Company. In 1973, its name was changed to the current name, Viking Insurance Company of Wisconsin. The company was originally controlled by the directors, their families and employees through an employee stock ownership trust.

In 1982, all of the outstanding stock was purchased by Crum and Forster, Inc., a New York holding company and a subsidiary of the Xerox Corporation. As a result of an organization restructuring in 1993, the company's stock was contributed to a newly formed holding company, Viking Insurance Holdings, Inc. (Viking Holdings), a Delaware corporation, which was a wholly owned subsidiary of Talegen Holdings, Inc., a Delaware corporation.

In 1995, Guaranty National Corporation (now Orion Auto, Inc.) acquired Viking Holdings. In 1997, the company became a subsidiary of Orion Auto, Inc., after Viking Holdings was dissolved.

In 1999, Viking redomesticated from the state of Wisconsin to the state of Colorado. With the approval of the Colorado Division of Insurance and other concerned jurisdictions, Royal & Sun Alliance Insurance Group plc purchased Orion Auto, Inc., and all of its subsidiaries on November 16, 1999.

On November 1, 2005, Sentry Insurance a Mutual Company (SIAMCO) acquired control of Viking and its subsidiary, Peak Property and Casualty Insurance Corporation (Peak), pursuant to a Stock Purchase Agreement for 100% of the issued and outstanding shares of the capital stock of Viking from Royal & Sun Alliance USA, Inc. On December 15, 2006, Viking redomesticated from the state of Colorado to the state of Wisconsin.

In 2013, the company wrote direct premium in the following states:

California	\$114,140,417	36.6%
Nevada	29,684,565	9.5
Colorado	23,012,359	7.4
Idaho	16,128,337	5.2
Missouri	14,822,232	4.8
All others	<u>113,948,203</u>	<u>36.6</u>
Total	<u>\$311,736,113</u>	<u>100.0%</u>

The company is licensed in all states except Alabama, Connecticut, Delaware, Florida, Georgia, Hawaii, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, North Carolina, South Carolina, Vermont, Virginia, West Virginia, and the District of Columbia.

Viking specializes in underwriting Nonstandard Auto (NSA) and Motorcycle coverages. The company mainly writes business in jurisdictions other than ones in which its affiliates, who write similar business, have significant market share and brand recognition. The company obtains business through the Nonstandard Auto division which distributes its products through approximately 39,920 independent agents.

The following table is a summary of the net insurance premiums written by the company in 2013. The growth of the company is discussed in the “Financial Data” section of this report.

<b>Line of Business</b>	<b>Direct Premium</b>	<b>Reinsurance Assumed</b>	<b>Reinsurance Ceded</b>	<b>Net Premium</b>
Fire	\$ 0	\$ 1,885,811	\$ 0	\$ 1,885,811
Allied lines	0	1,441,608	0	1,441,608
Homeowner’s multiple peril	0	1,401,804	0	1,401,804
Commercial multiple peril	0	432,621	0	432,621
Inland marine	0	3,966,698	0	3,966,698
Medical professional liability – occurrence	0	1,064	0	1,064
Earthquake	0	54,215	0	54,215
Group accident and health	0	595,263	0	595,263
Other accident and health	0	1,176	0	1,176
Worker’s compensation	0	18,526,769	0	18,526,769
Other liability – occurrence	0	3,954,038	0	3,954,038
Other liability – claims made	0	117,841	0	117,841
Excess worker’s compensation	0	146,473	0	146,473
Products liability – occurrence	0	1,731,730	0	1,731,730
Private passenger auto liability	268,481,723	167,952,918	401,933,649	34,500,992
Commercial auto liability	0	9,809,147	0	9,809,147
Auto physical damage	43,254,390	54,527,556	85,705,855	12,076,091
Fidelity	0	183,509	0	183,509
Surety	0	32,655	0	32,655
Burglary and theft	0	18,239	0	18,239
International	0	56	0	56
Reinsurance – non-proportional assumed liability	0	124	0	124
<b>Total All Lines</b>	<b><u>\$311,736,113</u></b>	<b><u>\$266,781,315</u></b>	<b><u>\$487,639,504</u></b>	<b><u>\$90,877,923</u></b>

The company assumes 100% of the premiums written, after cessions to nonaffiliated reinsurers, by its subsidiary Peak, which were \$175,903,392 in 2013. All direct and assumed business, net of cessions to nonaffiliated reinsurers, is pooled with affiliates, SIAMCO, Dairyland Insurance Company, Middlesex Insurance Company, Sentry Casualty Company, and Sentry Select Insurance Company. The reinsurance pooling agreement is described in section V of this report titled "Reinsurance."

### III. MANAGEMENT AND CONTROL

#### Board of Directors

The board of directors consists of five members who are elected annually, each of whom is an officer of SIAMCO. Officers are elected at annual board meetings and are to hold those positions until the earlier of their resignation or removal by the board of directors. As inside directors, they receive no additional compensation for serving on the board.

Currently the board of directors consists of the following persons:

<b>Name and Residence</b>	<b>Principal Occupation</b>	<b>Term Expires</b>
Peter G. McPartland Stevens Point, Wisconsin	Chairman of the Board, Chief Executive Officer and President of SIAMCO	2015
Kenneth J. Erler Plover, Wisconsin	Senior Vice President, Chief Administrative Officer, General Counsel and Corporate Secretary of SIAMCO	2015
Carol P. Sanders Kronenwetter, Wisconsin	Executive Vice President, Chief Financial Officer and Treasurer of SIAMCO	2015
James J. Weishan Stevens Point, Wisconsin	Executive Vice President and Chief Investment Officer of SIAMCO	2015
Michael J. Williams Stevens Point, Wisconsin	Vice President, Chief Actuary and Risk Officer of SIAMCO	2015

#### Officers of the Company

The officers are employed and compensated by SIAMCO. The officers of Viking may also be officers of other companies in the Sentry Insurance Group. The officers serving at the time of this examination are as follows:

<b>Name</b>	<b>Office</b>	<b>2013 Compensation</b>
Peter G. Anhalt	President	\$ 56,796*
Michael J. Williams	Vice President	112,267*
Kenneth J. Erler	Secretary	67,214*
Carol P. Sanders	Treasurer	27,165*

Compensation included salary, bonus, and all other compensation.

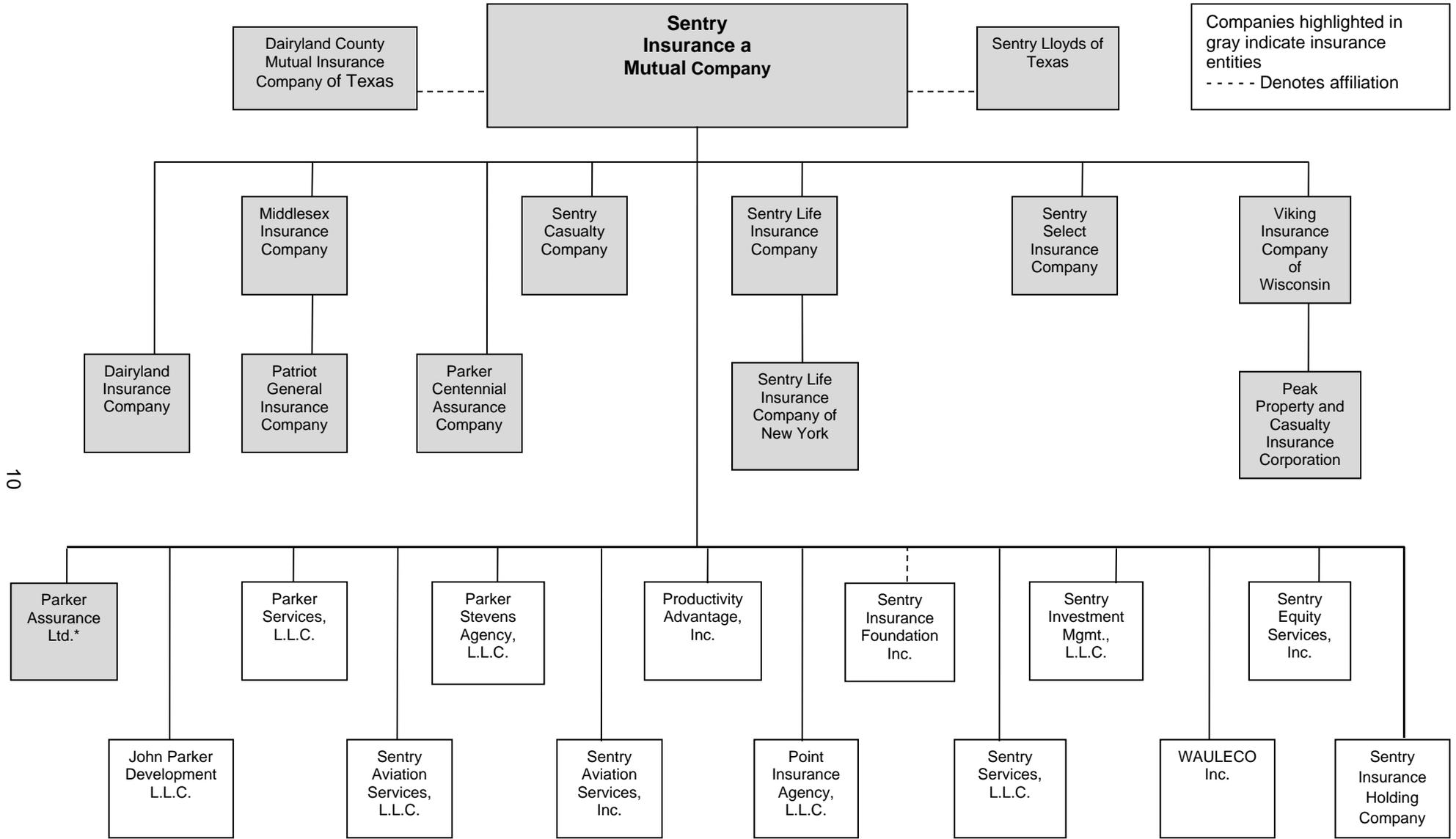
\* Compensation reported here is the portion of the individual's total compensation that is allocated to Viking; most officers' compensation is allocated among several insurance companies in the group.

**Committees of the Board**

The company's bylaws allows for the formation of certain committees by the board of directors. There were no committees appointed by the board at the time of the examination. The committees of the ultimate controlling party, SIAMCO, govern the company.

#### **IV. AFFILIATED COMPANIES**

Viking is a member of a holding company system (the Sentry Insurance Group) controlled by Sentry Insurance a Mutual Company, a Wisconsin-domiciled mutual insurer. As of December 31, 2013, the Sentry Insurance Group consisted of 13 insurers and 13 noninsurance entities; Dairyland County Mutual Insurance Company of Texas (DCM) and Sentry Lloyds of Texas are affiliated through common management. A discussion of all the Sentry Insurance Group affiliated companies is included in the examination report for SIAMCO. This report includes only those affiliates (including pool participants) with which Viking has reinsurance or other important affiliated relationships. An organizational chart as of December 31, 2013, is shown on the next page.



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\* Parker Assurance Ltd. is a Bermuda-domiciled insurer that was inactive for many years and was dissolved in 2014.

### **Sentry Insurance a Mutual Company**

SIAMCO owns all of the issued and outstanding common stock of Viking. SIAMCO is licensed in all 50 states, the District of Columbia, Puerto Rico, and Canada. On a direct basis, the parent company writes a wide range of property and casualty insurance products, predominantly worker's compensation and automobile coverages. SIAMCO is the lead company in a pooling arrangement with certain of its property and casualty affiliates, with a 55% participation share of the pool. As of December 31, 2013, SIAMCO reported assets of \$6,631,964,314, liabilities of \$2,556,630,322, and policyholders' surplus of \$4,075,333,992. Operations for 2013 produced a net income of \$308,405,578. SIAMCO was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

### **Dairyland Insurance Company**

Dairyland Insurance Company (Dairyland) is a Wisconsin-domiciled stock property and casualty insurer licensed in 45 states. The company was formed on August 1, 1965, to become successor to the Dairyland Mutual Insurance Company organized on January 8, 1953. During 1966, SIAMCO acquired all outstanding common shares and has since held 100% ownership, though control has, at times, been indirect. At present, SIAMCO holds 100% of all outstanding common stock directly.

On its direct business, the company specializes in Nonstandard Auto and Motorcycle business. Dairyland also assumes 100% of the business of DCM, a Texas county mutual. Dairyland has a 17.5% participation in the affiliated pooling agreement. As of December 31, 2013, Dairyland reported assets of \$1,163,189,493, liabilities of \$691,525,167, surplus of \$471,664,326, and net income of \$25,576,277. Dairyland was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

### **Middlesex Insurance Company**

Middlesex Insurance Company (Middlesex) is a Wisconsin-domiciled stock property and casualty insurer licensed in 50 states and the District of Columbia. Middlesex was chartered by the Massachusetts Legislature as the Middlesex Mutual Fire Insurance Company on

March 31, 1826. Conversion from a mutual to a capital stock company was effected by charter amendment on June 11, 1974, in connection with SIAMCO's acquisition of control, at which time it adopted its present name. SIAMCO has since held 100% ownership, and while presently its interest is direct, control has at times been indirect. On April 28, 1994, the company redomesticated from Massachusetts to Wisconsin.

Of its direct business, Middlesex writes 39.2% in auto lines, 51.1% in worker's compensation and 9.7% in a variety of products relating to the Sentry Insurance Group's Standard Business products and Nonstandard Auto consumer products. Middlesex also assumes 100% of the business of Patriot General Insurance Company, a wholly owned subsidiary. Middlesex has a 10% participation in the affiliated pooling agreement. As of December 31, 2013, Middlesex reported assets of \$653,237,357, liabilities of \$410,485,895, surplus of \$242,751,461, and net income of \$11,786,531. Middlesex was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

#### **Peak Property and Casualty Insurance Corporation**

On November 1, 2005, SIAMCO acquired 100% indirect ownership of Peak in connection with the acquisition of Viking Insurance Company of Wisconsin from Royal & Sun Alliance USA, Inc., pursuant to a stock purchase agreement. On December 15, 2006, Peak redomesticated from the state of Colorado to the state of Wisconsin. Peak is a stock property and casualty insurer licensed in 39 states and the District of Columbia. It was incorporated pursuant to the laws of the state of North Carolina on August 16, 1985, as General Electric Residential Mortgage Corporation and commenced business on August 29, 1985. Peak's current name was adopted on July 10, 1991.

The focus of Peak is writing Nonstandard Auto business, where it can provide coverage not readily available in the general insurance market. The company cedes 100% of its business to Viking, its immediate parent. As of December 31, 2013, Peak reported assets of \$48,188,811, liabilities of \$9,104,296, surplus of \$39,084,515, and net income of \$615,104. Peak

was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

### **Sentry Casualty Company**

Sentry Casualty Company (Sentry Casualty) is a property and casualty insurer incorporated on July 23, 1973, in the state of Nevada as Tahoe Insurance Company. It was organized by Deere & Company and ownership was shared with Sierra General Life Insurance Company (Sierra). Upon the liquidation of Sierra in 1995, the John Deere Insurance Group, Inc., assumed the shares. After the company redomesticated to Illinois in 1996, the name was changed to John Deere Casualty Company. SIAMCO acquired 100% indirect ownership in connection with the acquisition of John Deere Insurance Group, Inc., on September 30, 1999, and changed the company's name to Sentry Casualty Company. On January 1, 2001, the company redomesticated to Wisconsin.

Sentry Casualty is licensed in 50 states and the District of Columbia. Sentry Casualty did not write any direct business after its acquisition by SIAMCO in 1999, until 2008 when SIAMCO commenced transferring some of its National Accounts business to Sentry Casualty. Sentry Casualty has a 2.5% participation in the affiliated pooling agreement. As of December 31, 2013, Sentry Casualty reported assets of \$240,263,968, liabilities of \$167,253,837, surplus of \$73,010,131, and net income of \$5,016,878. Sentry Casualty was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

### **Sentry Investment Management, L.L.C.**

Sentry Investment Management, L.L.C. (SIML) a Delaware corporation organized on June 13, 1969, manages the investment portfolios of SIAMCO and its affiliates, subject to the direction of their respective boards of directors. In 2007 the corporation changed its status to a limited liability corporation. As of December 31, 2013, SIML's unaudited financial statements reported assets of \$340,491, liabilities of \$198,928, and stockholder's equity of \$141,563. Operations for 2013 produced net income of \$5,274. SIML is a wholly owned subsidiary of SIAMCO.

### **Sentry Select Insurance Company**

Sentry Select Insurance Company (Sentry Select) is a property and casualty insurer incorporated on August 1, 1929, as the Fulton Fire Insurance Company under the laws of New York. On May 8, 1969, Deere & Company acquired the company from Hanover Insurance Company of New York and changed its name to John Deere Insurance Company. The company redomesticated to Illinois on December 31, 1982. SIAMCO acquired 100% indirect ownership in connection with the acquisition of John Deere Insurance Group, Inc., on September 30, 1999, and the name was changed to Sentry Select Insurance Company. On January 1, 2001, the company redomesticated to Wisconsin.

Sentry Select is licensed in all 50 states and the District of Columbia. Of its direct business, it writes 51.9% in auto, 18.8% in inland marine, 10.6% in other liability, 7.1% in worker's compensation and 11.6% in a variety of business relating to the Sentry Insurance Group's Dealer Operations and Transportation products. Sentry Select has a 10% participation in the affiliated pooling agreement. As of December 31, 2013, Sentry Select reported assets of \$641,304,426, liabilities of \$413,826,220, surplus of \$227,478,206, and net income of \$12,369,072. Sentry Select was examined concurrently with Viking as of December 31, 2013, and the results of that examination are expressed in a separate report.

### **Agreements with Affiliates**

Viking has no employees of its own and all of its operations are conducted by employees of its parent organization, SIAMCO, in accordance with the business practices and internal controls of that organization. In addition to ongoing common management and control by this upstream affiliate, the company's operations are affected by various written agreements with Sentry Insurance Group affiliates. Reinsurance agreements are described in section V of the report titled "Reinsurance." A brief summary of the other agreements and undertakings follows.

### **Investment Advisory Agreement**

Effective October 31, 1991, SIAMCO and certain named affiliates entered into an investment advisory agreement with Sentry Investment Management, L.L.C. This contract was amended and restated as of January 1, 2008, and as of September 12, 2011. Viking

subsequently joined this agreement. Under this agreement, SIML is employed to manage and direct the investment and reinvestment of the assets of SIAMCO and certain named affiliates, subject to the control of those companies' board of directors. SIML agrees to comply with the companies' articles, bylaws, investment policies, and all applicable federal or state laws. SIML charges the companies a monthly fee computed as follows, annually not to exceed on average 25 basis points of the cash and invested assets reported on the companies' statutory annual statements:

One twelfth (1/12) of an amount equal to the sum of (a), (b), and (c)

- (a) Common stocks, excluding those of affiliates:  
0.50% (\$5.00 per \$1,000) of market value;
- (b) Bonds and preferred stocks, excluding those of affiliates:  
0.15% (\$1.50 per \$1,000) of market value; and
- (c) All other assets, excluding those of affiliates:  
0.75% (\$7.50 per \$1,000) of market value

In addition, for any investment advisory services provided by SIML at the request of the companies, SIML is to be reimbursed for actual costs of rendering such services. Settlements are to be made within 60 days of the end of the month.

The contract may be terminated by any of the parties with 60 days' written notice.

### **Joint Investment Agreement**

Effective October 1, 1996, the company entered into an amended and restated joint investment agreement with various affiliates to establish the Sentry Liquid Asset Partnership (SLAP), a joint venture organized pursuant to the Wisconsin Uniform Partnership Act. This agreement has been amended and restated to add or delete companies as needed. SIAMCO is designated as the managing partner, though the agreement permits a change by a majority decision of the participants. A participant may withdraw from the joint venture upon the delivery of written notice to the managing partner. The joint venture shall dissolve at such time as only one participant remains in the joint venture. The terms of this agreement are continuous; however, all parties to the agreement are required to review and negotiate the agreement no less than once every three years.

The business of the joint venture consists of investing and reinvesting funds contributed by the members in short-term obligations of banks, corporations, and the U.S. federal government with a maximum duration of 12 months. It functions in a manner analogous to a short-term bond mutual fund. Investment advisory services are provided by Sentry Investment Management, L.L.C. This office has directed all Wisconsin-domiciled Sentry companies to report their respective balances in SLAP as a one-line entry on Schedule DA – Part 1 (Short-Term Investments).

### **Tax Allocation Agreement**

On February 22, 1983, the SIAMCO board of directors adopted a written federal income tax allocation policy for the purpose of filing federal income tax returns on a consolidated basis. This agreement has been amended and restated to add or delete companies as needed. The latest amended and restated agreement is effective March 1, 2009, and was amended to comply with requirements of the New York Circular Letter 1979-33 (relates to tax allocation agreements of New York-domestic insurers) because Sentry Life Insurance Company of New York is a party to this agreement. Under this agreement, SIAMCO prepares and files a consolidated U.S. federal income tax return that includes all affiliates of the holding company group. The agreement sets forth the rights and obligations of the parties to the agreement with respect to the determination and settlement of federal income tax liabilities as well as the allocation of Sentry Insurance Group's consolidated U.S. federal income tax liability and tax benefits in accordance with a rational, systematic formula. The agreement provides for computation of tax, settlement of balances between affiliates, tax sharing, filing the return, audits and other adjustments, and other administrative requirements. The agreement calls for the settling of estimated U.S. federal tax payments within 45 days of filing of those payments. Final settlement is due within 45 days of the filing of the consolidated U.S. federal tax return. The agreement has a provision for members entering or departing the group and provides for successors.

### **General Expense Allocation Agreement**

In 1993, the insurance companies of the Sentry Insurance Group entered into a written general expense allocation agreement. The agreement formalized the parties' consent to an accounting allocation process that had been in place since 1982. This agreement has been amended and restated to add or delete companies as needed. Under the agreed procedure, expenses are first grouped and assigned to cost pools, each of which is distinguished by one or more of four characteristics, including activity, location, profit center, and division. Expenses, once assigned to cost pools, are then allocated to specific insurance products. An expense is not assigned to a specific legal entity until after it is coded to a cost pool and then to a specific product, unless the destination (profit center, line of business or legal entity) is known when the expense is originally recorded. Allocation at each phase of this process, outlined here in simplified form, is based on specific identification, utilization estimates developed from such criteria as premium or claim volume, time studies, or other rational means of distribution.

### **Intercompany Settlement Policy**

The intercompany settlement policy between SIAMCO and its affiliates was last amended and restated effective December 3, 2012. This agreement has been amended and restated several times to add or delete companies as necessary. According to the terms of this agreement, SIAMCO's cash management department settles intercompany balances, in SLAP where possible, based on policies and procedures listed in the agreement for monthly and annual settlements. Other settlements under the agreement include reinsurance balances, which are to be settled according to the terms contained in the reinsurance agreements, and income tax related balances, which are to be settled in accordance to the terms outlined in the intercompany tax allocation agreement mentioned previously. There is also a clause that establishes procedures for those parties that do not have adequate funds available to settle intercompany debt.

### **Administrative Services Agreement**

SIAMCO has established an administrative services agreement with Viking that was last amended and restated effective September 7, 2011. Under this agreement SIAMCO is to

provide essentially all services required for Viking's business operations. Expenses relating to the services provided under this agreement are to be allocated to the company by SIAMCO through the general expense allocation agreement (described earlier in this section of the report). Services may be terminated by either party by 90 days' written notice or at any time by mutual consent.

## V. REINSURANCE

The company's reinsurance portfolio and strategy are described below. A list of the companies that have a significant amount of reinsurance in force at the time of the examination follows. The contracts contained proper insolvency provisions. Certain property and casualty companies in the Sentry Insurance Group participate in a number of voluntary and involuntary reinsurance arrangements, serving predominantly the auto and worker's compensation markets, administered by individual states or by national organizations. The largest assuming reinsurance agreements are from the National Workers Compensation Reinsurance Association and Commonwealth Auto Reinsurers (Massachusetts). The ceding reinsurance agreements are to a variety of state mine subsidence, catastrophic auto and worker's compensation funds. A review of these arrangements indicated that all contracts have provisions deemed appropriate by the governmental authorities that establish and administer them.

### **Affiliated Property and Casualty Pooling Agreement**

Viking participates in a pooling arrangement with certain of its property and casualty affiliates. The pool participants cede 100% of their direct and assumed premiums, losses, loss adjustment expenses, and underwriting expenses, net of all cessions to nonaffiliated parties, to SIAMCO. The net pooled business is then distributed according to the participations listed below. Income and expenses related to investment operations are not included in pooling.

Dairyland, Middlesex, Sentry Select, Viking and Sentry Casualty are direct co-parties to the automatic nonaffiliated ceding reinsurance agreements of SIAMCO along with all of SIAMCO's other U.S.-domiciled property and casualty affiliates. SIAMCO administers all aspects of the pooled business, including placement of reinsurance with nonaffiliated insurers. Reinsurance with nonaffiliated parties is transacted in the names of SIAMCO and other property and casualty affiliates, each for its own direct and assumed business, prior to pooling. After nonaffiliated cessions are made, the net business of each participant is pooled, and all of the net retained business of SIAMCO, Dairyland, Middlesex, Sentry Select, Viking and Sentry Casualty is derived from the pool. Additional terms of the pool are outlined below:

Participations:	As of January 1, 2014, participation was as follows:	
	Sentry Insurance a Mutual Company	55.0%
	Dairyland Insurance Company	17.5
	Middlesex Insurance Company	10.0
	Sentry Select Insurance Company	10.0
	Viking Insurance Company of Wisconsin	5.0
	Sentry Casualty Company	<u>2.5</u>
	Total Sentry Group Pool	<u>100.0%</u>

Lines covered: All lines of property and casualty business written by the participants

Items included: Premiums written and earned, losses, loss adjustment expenses, underwriting expenses, salvage and subrogation recoveries, assessments, taxes, and policyholder dividends

Effective: December 31, 2003 (amended and restated) as amended effective January 1, 2006, January 1, 2007, and January 1, 2012

Termination: Termination of any party's participation, or of the entire agreement, may be accomplished by any party for any reason upon 12 months' prior written notice to the other parties

### Nonaffiliated Ceding Contracts

1. Type: Multiple Line Excess of Loss

Participating reinsurers: As of January 1, 2014, participation was as follows:

	1 <sup>st</sup>	2 <sup>nd</sup>
Aspen Re America, Inc.	9.0%	4.0%
Hannover Ruck SE	15.0	25.0
Maiden Reinsurance North America, Inc.	22.5	12.5
Munich Reinsurance America, Inc.	13.0	13.0
Partner Reinsurance Company of the U.S.	7.5	7.5
QBE Reinsurance Corporation	10.0	10.0
SCOR Reinsurance Company	4.0	7.0
Swiss Re Underwriters Agency, Inc.	5.0	6.0
Transatlantic Reinsurance Company	<u>14.0</u>	<u>15.0</u>
Total	<u>100.0%</u>	<u>100.0%</u>

Scope: Property and casualty business

Retention: First Layer: \$3,000,000 each risk, each occurrence

Second Layer: \$10,000,000 each risk, each occurrence

Coverage:	<p>First Layer: Property business – The amount of ultimate net loss, including loss adjustment expenses, in excess of the company’s retention of \$3,000,000 per risk. Reinsurer’s risk is not to exceed \$7,000,000 as respects any one risk each loss, nor shall it exceed \$14,000,000 all risks involved in any one occurrence.</p> <p>Second Layer: Property business – The amount of ultimate net loss, including loss adjustment expenses, in excess of the company’s retention of \$10,000,000 per risk. Reinsurer’s risk is not to exceed \$10,000,000 as respects any one risk each loss, nor shall it exceed \$10,000,000 all risks involved in any one occurrence.</p> <p>First Layer: Casualty business – The amount of ultimate net loss, including loss adjustment expenses, in excess of the company’s retention of \$3,000,000 per occurrence. Reinsurer’s risk is not to exceed \$7,000,000 as respects any one occurrence.</p> <p>Second Layer: Casualty business – The amount of ultimate net loss, including loss adjustment expenses, in excess of the company’s retention of \$10,000,000 per occurrence. Reinsurer’s risk is not to exceed \$10,000,000 as respects any one occurrence.</p> <p>First Layer: Property and Casualty combined – One or more classes of property and casualty business, the amount of ultimate net loss, including loss adjustment expenses, in excess of the company retention of \$3,000,000 per occurrence. Reinsurer’s risk is not to exceed \$3,000,000 as respects any one occurrence.</p>
Special provisions:	<p>Umbrella policies issued to the company’s National Accounts clients shall not be subject to this contract. As respects business issued through the company’s Transportation division, the maximum net automobile liability subject to policy limit shall be \$1,000,000 with respect to each coverage, each occurrence under the company’s policy or so deemed. As respects business classified as assisted living facility business, such business shall contain one per policy aggregate limit per line of business written.</p>
Reinstatement:	<p>Second Layer: Free for the first full reinstatement, second and third reinstatement to pay additional premium based on the ultimate net loss paid by the reinsurer multiplied by the earned reinsurance premium paid or payable for the period exclusive of reinstatement premium.</p>
Premium:	<p>First Layer: Annual deposit premium of \$13,400,000 paid in quarterly installments; annual minimum premium of \$10,720,000, subject to adjustment at the rate of 17.5% of subject net earned premium for umbrella business, 0.16% of subject net earned premium for personal auto business and 0.95% of subject net earned premium for all other business.</p>

Second Layer: Annual deposit premium of \$3,040,000 paid in quarterly installments; annual minimum premium of \$2,432,000, subject to adjustment at the rate of 1.75% of subject net earned premium for umbrella business, 0.02% of subject net earned premium for personal auto business and 0.24% of subject net earned premium for all other business.

- Commissions: None
- Effective date: January 1, 2014
- Termination: The contract is scheduled to expire on January 1, 2015. The company may terminate subscribing reinsurer's percentage share at any time by giving 60 days' written notice to the subscribing reinsurer in the event that certain named circumstances occur.
- Intermediary: Willis Re Inc.
2. Type: Multiple Line Clash and Contingency Excess of Loss
- Participating reinsurers: As of January 1, 2014, participation was as follows:

	1 <sup>st</sup>	2 <sup>nd</sup>
Aspen Insurance UK Limited	8.88%	13.33%
Catlin Underwriting Inc.	9.35	0.00
Hannover Ruck SE	14.02	12.50
Safety National Casualty Corporation	0.00	10.00
Transatlantic Reinsurance Company	11.68	0.00
Certain Underwriting Members of Lloyds (14 syndicates)	<u>56.07</u>	<u>64.17</u>
Total	<u>100.00%</u>	<u>100.00%</u>

- Scope: All property and casualty business including Nuclear, Biological, Chemical and Radiological (NBCR)
- Retention: First Layer: The first \$20,000,000 in ultimate net losses for each event
- Second Layer: The first \$50,000,000 in ultimate net losses for each event for both Non-NBCR and NBCR
- Coverage: First Layer: Ultimate net loss in excess of the company's retention, up to a limit of \$30,000,000 per loss event, and \$60,000,000 in aggregate for the contract year
- Second Layer NBCR: Ultimate net loss in excess of the company's retention, up to a limit of \$75,000,000 per loss event, and \$150,000,000 in aggregate for the contract year, subscribed 84.99%

	<p>Second Layer Non-NBCR: Ultimate net loss (90% of loss in excess of policy limits, 90% of extra contractual obligations and 100% of loss adjustment expense) in excess of the company's retention, up to a limit of \$75,000,000 per loss event, and \$150,000,000 in aggregate for the contract year, subscribed 15.01%</p>
Reinstatement:	<p>First Layer: Additional premium equal to the product of the percentage of the event limit multiplied by the earned reinsurance premium paid or payable</p> <p>Second Layer Non-NBCR and NBCR: Additional premium equal to the product of the percentage of the event limit multiplied by the earned reinsurance premium paid or payable</p>
Premium:	<p>First Layer: Annual deposit premium of \$1,397,000 paid in quarterly installments; annual minimum premium of \$1,117,600, subject to adjustment at the rate of 0.0777% of subject net earned premium on ceded policies pursuant to this treaty</p> <p>Second Layer Non-NBCR: Annual deposit premium of \$1,747,500 paid in quarterly installments; annual minimum premium of \$1,398,000, subject to adjustment at the rate of 0.0972% of subject net earned premium on ceded policies pursuant to this treaty</p> <p>Second Layer NBCR: Annual deposit premium of \$2,250,000 paid in quarterly installments; annual minimum premium of \$1,800,000, subject to adjustment at the rate of 0.1252% of subject net earned premium on ceded policies pursuant to this treaty</p>
Commission:	None
Effective date:	January 1, 2014
Termination:	The NBCR contract is scheduled to expire on January 1, 2016. The Non-NBCR contract is scheduled to expire on January 1, 2015. The company may terminate subscribing reinsurer's percentage share at any time by giving written notice to the subscribing reinsurer in the event that certain named circumstances occur.
Intermediary:	Willis Re Inc.

3. Type: Property Catastrophe Excess of Loss

Participating Reinsurers: As of January 1, 2014, participation was as follows:

	1 <sup>st</sup>	2 <sup>nd</sup>
Allianz Risk Transfer AG (Bermuda Branch)	9.00%	7.25%
Allied World Assurance Company, Ltd.	0.00	10.00
Argo Re, Ltd.	3.00	2.00
Aspen Bermuda, Ltd.	10.00	5.00
China Reinsurance Corporation	5.00	2.50
Everest Reinsurance Company	2.50	3.50
Hannover Re (Bermuda), Ltd.	5.75	7.50
Mapfre Re Compania De Reaseguros SA	10.00	10.00
MS Frontier Reinsurance, Ltd.	0.00	10.00
Odyssey Reinsurance Company	2.00	2.00
QBE Reinsurance Corporation	5.00	5.00
SCOR Global P&C SE	7.50	6.50
Transatlantic Reinsurance Company	2.00	2.00
Certain Underwriting Members of Lloyds (12 Syndicates for 1 <sup>st</sup> and 11 for 2 <sup>nd</sup> )	<u>33.25</u>	<u>21.75</u>
Total	<u>95.00%</u>	<u>95.00%</u>

Scope: Property business with certain named exclusions

Retention: First Layer: The first \$20,000,000 in ultimate net losses for each loss occurrence

Second Layer: The first \$50,000,000 in ultimate net losses for each loss occurrence

Coverage: First Layer: Ultimate net loss in excess of the company's retention, up to a limit of \$30,000,000 each loss occurrence and \$60,000,000 in aggregate for the contract year, 95% subscribed

Second Layer: Ultimate net loss in excess of the company's retention, up to a limit of \$70,000,000 each loss occurrence and \$140,000,000 in aggregate for the contract year, 95% subscribed

Reinstatement: Additional premium equal to the product of the percentage of the event limit multiplied by the earned reinsurance premium paid or payable

Premium: First Layer: Annual deposit premium of \$2,850,000 paid in quarterly installments; annual minimum premium of \$2,280,000, subject to adjustment at the rate of 2.3233% of subject net earned premium on ceded policies pursuant to this treaty

Second Layer: Annual deposit premium of \$2,450,000 paid in quarterly installments; annual minimum premium of \$1,960,000, subject to adjustment at the rate of 1.9972% of subject net earned premium on ceded policies pursuant to this treaty

Commission:	None		
Effective date:	January 1, 2014		
Termination:	The contract is scheduled to expire on January 1, 2015. The company may terminate subscribing reinsurer's percentage share at any time by giving 10 days' written notice to the subscribing reinsurer in the event that certain named circumstances occur.		
Intermediary:	Willis Re Inc.		
4. Type:	Worker's Compensation Excess of Loss		
Reinsurers:	As of January 1, 2014, participation was as follows:		
		<b>1<sup>st</sup></b>	<b>2<sup>nd</sup></b>
	Maiden Reinsurance North America, Inc.	25.0%	25.0%
	Hannover Ruck SE	20.0	30.0
	QBE Reinsurance Corporation	15.0	0.0
	Safety National Casualty Corporation	20.0	25.0
	Certain Underwriting Members of Lloyds (4 Syndicates)	<u>20.0</u>	<u>20.0</u>
	Total	<u>100.0%</u>	<u>100.0%</u>
Scope:	Worker's compensation and employer's liability business (this contract was negotiated separately for Safety National and non-Safety National companies)		
Retention:	First Layer: \$2,500,000 each occurrence for non-Safety National and Safety National reinsurance agreements		
	Second Layer: \$5,000,000 each occurrence for non-Safety National and Safety National reinsurance agreements		
Coverage:	First Layer: The ultimate net loss in excess of company's retention, up to a limit of \$2,500,000 per loss occurrence and \$2,500,000 in aggregate for terrorism loss occurrences in the contract year		
	Second Layer: The ultimate net loss in excess of company's retention, up to a limit of \$5,000,000 per loss occurrence and \$5,000,000 in aggregate for terrorism loss occurrences in the contract year		

Reinstatement:	<p>First Layer: Free and unlimited</p> <p>Second Layer: Non-Safety National Agreement – Free for first reinstatement and second reinstatement additional premium equal to the product of the percentage of the event limit multiplied by the earned reinsurance premium paid or payable</p> <p>Second Layer: Safety National agreement – Free and unlimited</p>
Premium:	<p>First Layer: Non-Safety National agreement – Annual deposit premium of \$4,684,000 paid in quarterly installments; annual minimum premium of \$2,810,400, subject to adjustment at the rate of 1.2% of subject net earned premiums on ceded business pursuant to this treaty, 80% subscribed</p> <p>First Layer: Safety National agreement – Annual deposit premium of \$1,319,000 paid in quarterly installments; annual minimum premium of \$1,055,200, subject to adjustment at the rate of 0.338% of subject net earned premiums on ceded business pursuant to this treaty, 20% subscribed</p> <p>Second Layer: Non-Safety National agreement – Annual deposit premium of \$2,479,000 paid in quarterly installments; annual minimum premium of \$1,487,400, subject to adjustment at the rate of 0.6352% of subject net earned premiums on ceded business pursuant to this treaty, 75% subscribed</p> <p>Second Layer: Safety National agreement – Annual deposit premium of \$2,380,000 paid in quarterly installments; annual minimum premium of \$1,904,000, subject to adjustment at the rate of 0.610% of subject net earned premiums on ceded business pursuant to this treaty, 25% subscribed</p>
Commission:	None
Effective date:	January 1, 2014
Termination:	The contract is scheduled to expire on January 1, 2015. The company may terminate subscribing reinsurer's percentage share at any time by giving written notice to the subscribing reinsurer in the event that certain named circumstances occur.
Intermediary:	Willis Re Inc.
5. Type:	Machine & Equipment Coverage Quota Share
Reinsurer:	Factory Mutual Insurance Company
Scope:	All boiler and machinery or mechanical equipment breakdown business written or assumed

Retention:	None
Coverage:	Cessions shall not exceed a limit of liability of \$100,000,000 on any one risk without prior written agreement of the reinsurer
Premium:	100% of boiler and machinery or mechanical equipment breakdown written premium
Commission:	30% of boiler and machinery or mechanical equipment breakdown premium ceded under this agreement (44% of Dealer Operations premium)
Profit commission	50% of the net profit of business ceded under this contract [premiums earned net of ceding commissions minus expenses (20% of Dealer Operations earned premium; 30% of all other earned premium) minus losses incurred over each annual period]
Effective date:	January 1, 2014, and is continuous
Termination:	Either party may effect a termination of this treaty with 90 days' prior written notice to the following days in any year by certified letter: April 1 <sup>st</sup> , July 1 <sup>st</sup> , October 1 <sup>st</sup> , and January 1 <sup>st</sup>
6. Type:	Identity Theft & Data Compromise Quota Share Liability
Reinsurer:	Hartford Steam Boiler Inspection and Insurance Company
Scope:	All Data Compromise and Identity Recovery on business written and assumed
Retention:	None
Coverage:	100% of the ultimate net loss up to a limit of \$15,000 annual aggregate per Policy for Identity Recovery. 100% of the ultimate net loss up to a limit of \$250,000 annual aggregate per Policy for Data Compromise and \$250,000 annual aggregate for Defense and Liability. As of June 1, 2014, data compromise and defense and liability limits of \$500,000 and \$1,000,000 are available.
Premium:	100% of identity theft and data compromise written premium
Commission:	30% of identity theft and data compromise premium ceded under this agreement
Effective date:	January 1, 2011, and is continuous
Termination:	Either party may effect a termination of this treaty with 90 days' prior written notice
7. Type:	Commercial Property Excess of Loss Automatic Facultative
Reinsurer:	General Reinsurance Corporation

Scope:	All property business written and assumed
Retention:	Varies by eligible risk: (1) The first \$100,000 in ultimate net losses for each loss occurrence for automobiles and mobile homes; (2) The first \$250,000 in ultimate net losses for each loss occurrence for contractor's equipment; (3) The first \$20,000,000 in ultimate net losses for each loss occurrence for other commercial property; (4) The first \$20,000,000 in ultimate net losses for each loss occurrence for Auto Dealers PD inside and outside; and (5) The first \$250,000 in ultimate net losses for each loss occurrence for logging equipment.
Coverage:	For the same risk as the retention: (1) The ultimate net loss in excess of company's retention up to \$400,000; (2) The ultimate net loss in excess of company's retention up to \$750,000; (3) The ultimate net loss in excess of company's retention up to \$30,000,000; (4) The ultimate net loss in excess of company's retention up to \$10,000,000; and (5) The ultimate net loss in excess of company's retention up to \$500,000.
Premium:	Premium is based on reinsurance coverage with a \$50 minimum
Commission:	None
Effective date:	January 1, 2008, and is continuous
Termination:	Either party may effect a termination of this treaty with 90 days' prior written notice
8. Type:	Commercial Automobile Excess of Loss Liability Facultative Automatic
Reinsurer:	Swiss Reinsurance America Corporation
Scope:	National Accounts Division commercial automobile liability with certain named exclusions
Retention:	100% of first \$1,000,000 in ultimate net losses for each loss occurrence
Coverage:	Ultimate net loss in excess of the company's retention, up to a limit of \$2,000,000 per loss event
Premium:	Pricing is on a unit rate per vehicle basis in two rating groups based on the state the vehicles are garaged and licensed in. Unit premium rates range from \$65.00 to \$700.00 dependent on the type of vehicle covered.

	Commission:	None
	Effective date:	July 15, 2012, and is continuous
	Termination:	Either party may effect a termination of this treaty with 60 days' written notice
	Intermediary:	Aon Benfield Inc.
9.	Type:	Commercial Automobile Excess of Loss Liability Facultative Automatic
	Reinsurer:	Maiden Reinsurance North America, Inc.
	Scope:	National Accounts Division commercial automobile liability with certain named exclusions
	Retention:	100% of first \$500,000 or \$1,000,000 in ultimate net losses for each loss occurrence
	Coverage:	Ultimate net loss in excess of the company's retention, up to a limit of \$2,000,000 per loss event
	Premium:	Pricing is on a unit rate per vehicle basis of Model/Weighted Average Annual Modifier
	Commission:	None
	Effective date:	July 15, 2012, and is continuous
	Termination:	Either party may effect a termination of this treaty with 60 days' written notice
	Intermediary:	Aon Benfield Inc.
10.	Type:	Commercial Automobile Excess of Loss Liability Facultative Automatic
	Reinsurer:	Maiden Reinsurance North America, Inc.
	Scope:	Transportation Division commercial automobile liability with certain named exclusions
	Retention:	100% of the first \$500,000 or \$1,000,000 in ultimate net losses for each loss occurrence
	Coverage:	100% of the ultimate net loss in excess of the company retention up to \$1,000,000
	Premium:	Pricing is on a unit rate per vehicle basis of Model/Weighted Average Annual Modifier
	Commission:	None
	Effective date:	November 1, 2011, and is continuous

Termination:	Either party may effect a termination of this treaty with 60 days' written notice
Intermediary:	Aon Benfield Inc.
11. Type:	Farm Equipment Manufacturers Product Liability Excess of Loss (casualty automatic facultative)
Reinsurer:	Munich Reinsurance America, Inc.
Scope:	General liability and commercial umbrella liability policies relating to farm equipment manufacturers
Retention:	The first \$1,000,000 in ultimate net losses for each loss occurrence or annual aggregate relating to products and completed operations general liability  No retention relating to commercial umbrella liability policies
Coverage:	Products and completed operations coverage under general liability policies – Ultimate net loss in excess of the company's retention, up to a limit of \$4,000,000 each loss occurrence or annual aggregate relating to products and completed operations general liability  Commercial umbrella liability policies – Ultimate net loss in excess of the company's retention, up to a limit of \$5,000,000 each loss occurrence or annual aggregate relating to commercial umbrella liability policies
Premium:	Products and completed operations coverage under general liability policies – Premium is a combination of the following: a) For the first \$1,000,000 of coverage a rate of 26.25% of subject premium; and b) For each additional \$1,000,000 of coverage (up to \$5,000,000) the rate is 50% of the preceding layer's premium charge subject to a minimum premium of \$750.00 per million of underlying premium  Commercial umbrella liability policies – Premium is a combination of the following for the first \$1,000,000 of coverage: a) 31.5% of general liability and products/completed operations premium relating to the company's farm equipment manufacturers product program; and b) Pricing based on a unit rate per vehicle basis. Unit premium rates range from \$85.00 to \$550.00 dependent on the type of vehicle covered  For each additional \$1,000,000 of coverage (up to \$5,000,000) the rate is 50% of the preceding layer's premium charge subject to a minimum premium of \$750.00 per million of underlying premium
Commission:	None

Effective date:	July 1, 1998, and is continuous
Termination:	Either party may effect a termination of this treaty with 90 days' written notice
12. Type:	SentryGuard Excess of Loss Automatic Facultative
Reinsurer:	General Reinsurance Corporation
Scope:	All agriculture equipment written under the SentryGuard program
Retention:	The first \$100,000 in ultimate net losses for each loss occurrence
Coverage:	The ultimate net loss in excess of company's retention, up to a limit total insured value First Excess Coverage – 50% of the next \$100,000 net loss in excess of company's retention Second Excess Coverage – 100% of the next \$200,000 net loss in excess of company's retention
Premium:	100% of property business ceded under this agreement
Commission:	None
Effective date:	January 1, 2012, and is continuous
Termination:	Either party may effect a termination of this treaty with 90 days' prior written notice

## **VI. FINANCIAL DATA**

The following financial statements reflect the financial condition of the company as reported to the Commissioner of Insurance in the December 31, 2013, annual statement. Also included in this section are schedules that reflect the growth of the company, NAIC Insurance Regulatory Information System (IRIS) ratio results for the period under examination, and the compulsory and security surplus calculation. Adjustments made as a result of the examination are noted at the end of this section in the area captioned "Reconciliation of Surplus per Examination."

**Viking Insurance Company of Wisconsin**  
**Assets**  
**As of December 31, 2013**

	<b>Assets</b>	<b>Nonadmitted Assets</b>	<b>Net Admitted Assets</b>
Bonds	\$287,106,962	\$	\$287,106,962
Stocks:			
Common stocks	28,084,515		28,084,515
Real estate:			
Occupied by the company	2,187,708		2,187,708
Cash, cash equivalents, and short-term investments	7,171,621		7,171,621
Investment income due and accrued	3,658,662		3,658,662
Premiums and considerations:			
Uncollected premiums and agents' balances in course of collection	6,750,485	265,800	6,484,685
Deferred premiums, agents' balances, and installments booked but deferred and not yet due	21,508,259	38,362	21,469,896
Accrued retrospective premiums	9,294,303	521,285	8,773,018
Reinsurance:			
Amounts recoverable from reinsurers	98,379		98,379
Net deferred tax asset	23,675,234	7,808,834	15,866,400
Guaranty funds receivable or on deposit	590		590
Furniture and equipment, including health care delivery assets	5,194	5,194	
Receivable from parent, subsidiaries, and affiliates	<u>425,837</u>	<u>          </u>	<u>425,837</u>
<b>Total Assets</b>	<b><u>\$389,967,708</u></b>	<b><u>\$8,639,435</u></b>	<b><u>\$381,328,273</u></b>

**Viking Insurance Company of Wisconsin  
Liabilities, Surplus, and Other Funds  
As of December 31, 2013**

Losses	\$110,843,303
Reinsurance payable on paid loss and loss adjustment expenses	509,359
Loss adjustment expenses	27,274,683
Commissions payable, contingent commissions, and other similar charges	1,626,009
Other expenses (excluding taxes, licenses, and fees)	13,145,220
Taxes, licenses, and fees (excluding federal and foreign income taxes)	643,160
Current federal and foreign income taxes	1,594,287
Unearned premiums	41,620,499
Advance premium	2,875,516
Dividends declared and unpaid:	
Policyholders	436,106
Amounts withheld or retained by company for account of others	96,055
Remittances and items not allocated	248,667
Write-ins for liabilities:	
Escheat funds	2,060,742
Premium deficiency liability assumed	112,472
Accounts payable – other	<u>65,738</u>
 Total liabilities	 203,151,816
 Common capital stock	 \$ 3,000,000
Gross paid in and contributed surplus	149,336,765
Unassigned funds (surplus)	<u>25,839,693</u>
 Surplus as regards policyholders	 <u>178,176,457</u>
 Total Liabilities and Surplus	 <u><u>\$381,328,273</u></u>

**Viking Insurance Company of Wisconsin  
Summary of Operations  
For the Year 2013**

<b>Underwriting Income</b>		
Premiums earned		\$88,585,966
Deductions:		
Losses incurred	\$56,481,728	
Loss adjustment expenses incurred	11,105,306	
Other underwriting expenses incurred	24,341,295	
Write-ins for underwriting deductions:		
Change in premium deficiency	<u>5</u>	
Total underwriting deductions		<u>91,928,333</u>
Net underwriting gain (loss)		(3,342,367)
<b>Investment Income</b>		
Net investment income earned	12,031,559	
Net realized capital gains (losses)	<u>(250,492)</u>	
Net investment gain (loss)		11,781,067
<b>Other Income</b>		
Net gain (loss) from agents' or premium balances charged off	(1,029,801)	
Finance and service charges not included in premiums	2,693,510	
Write-ins for miscellaneous income:		
Miscellaneous income(expense)	<u>138,489</u>	
Total other income		<u>1,802,199</u>
Net income (loss) before dividends to policyholders and before federal and foreign income taxes		10,240,899
Dividends to policyholders		<u>355,267</u>
Net income (loss) after dividends to policyholders but before federal and foreign income taxes		9,885,631
Federal and foreign income taxes incurred		<u>2,454,036</u>
Net Income		<u>\$ 7,431,595</u>

**Viking Insurance Company of Wisconsin  
Cash Flow  
For the Year 2013**

Premiums collected net of reinsurance		\$ 89,599,488
Net investment income		13,609,247
Miscellaneous income		<u>1,802,199</u>
Total		105,010,934
Benefit- and loss-related payments	\$51,901,513	
Commissions, expenses paid, and aggregate write-ins for deductions	35,561,042	
Dividends paid to policyholders	241,653	
Federal and foreign income taxes paid (recovered)	<u>2,120,018</u>	
Total deductions		<u>89,824,227</u>
Net cash from operations		15,186,707
Proceeds from investments sold, matured, or repaid:		
Bonds	<u>\$39,642,401</u>	
Total investment proceeds		39,642,401
Cost of investments acquired (long-term only):		
Bonds	46,886,344	
Miscellaneous applications	<u>1,024,618</u>	
Total investments acquired	<u>47,910,962</u>	
Net cash from investments		(8,268,561)
Cash from financing and miscellaneous sources:		
Dividends to stockholders	9,500,000	
Other cash provided (applied)	<u>(468,394)</u>	
Net cash from financing and miscellaneous sources		<u>(9,968,394)</u>
<b>Reconciliation:</b>		
Net change in cash, cash equivalents, and short-term investments		(3,050,247)
Cash, cash equivalents, and short-term investments:		
Beginning of year		<u>10,221,868</u>
End of Year		<u>\$ 7,171,621</u>

**Viking Insurance Company of Wisconsin  
Compulsory and Security Surplus Calculation  
December 31, 2013**

Assets		\$381,328,273
Less security surplus of insurance subsidiaries		24,284,515
Less liabilities		<u>203,151,816</u>
Adjusted surplus		203,460,972
Annual premium:		
Individual accident and health	\$ 1,176	
Factor	<u>15%</u>	
Total		\$ 176
Group accident and health	595,263	
Factor	<u>10%</u>	
Total		59,526
Lines other than accident and health	89,973,713	
Factor	<u>20%</u>	
Total		<u>17,994,742</u>
Compulsory surplus (subject to a minimum of \$2 million)		<u>18,054,444</u>
Compulsory Surplus Excess (or Deficit)		<u>\$185,406,528</u>
Adjusted surplus (from above)		\$203,460,972
Security surplus: (140% of compulsory surplus, factor reduced 1% for each \$33 million in premium written in excess of \$10 million, with a minimum factor of 110%)		<u>24,915,132</u>
Security Surplus Excess (or Deficit)		<u>\$178,545,840</u>

**Viking Insurance Company of Wisconsin  
Analysis of Surplus  
For the Five-Year Period Ending December 31, 2013**

The following schedule details items affecting surplus during the period under examination as reported by the company in its filed annual statements:

	2013	2012	2011	2010	2009
Surplus, beginning of year	\$179,682,489	\$172,442,238	\$167,328,040	\$159,751,930	\$144,038,580
Net income	7,431,595	6,208,799	7,648,690	8,621,846	8,660,668
Change in net unrealized capital gains/losses	517,417	1,015,925	3,723,854	3,553,747	2,868,571
Change in net deferred income tax	286,672	98,923	(606,618)	(485,655)	(671,675)
Change in nonadmitted assets	(241,715)	(83,397)	1,867,700	(355,622)	1,010,749
Change in provision for reinsurance			6,606	2,864	(824)
Dividends to stockholders	(9,500,000)		(7,500,000)	(3,500,000)	
Change in treasury stock					
Write-ins for gains and (losses) in surplus:					
Additional admitted deferred tax assets	_____	_____	(26,034)	(261,070)	3,845,863
Surplus, End of Year	<u>\$178,176,458</u>	<u>\$179,682,489</u>	<u>\$172,442,238</u>	<u>\$167,328,040</u>	<u>\$159,751,931</u>

**Viking Insurance Company of Wisconsin  
Insurance Regulatory Information System  
For the Five-Year Period Ending December 31, 2013**

The company's NAIC Insurance Regulatory Information System (IRIS) results for the period under examination are summarized below. There were no unusual results.

Ratio	2013	2012	2011	2010	2009
#1 Gross Premium to Surplus	325%	338%	344%	347%	338%
#2 Net Premium to Surplus	51	48	47	48	50
#3 Change in Net Premiums Written	5	6	1	1	(10)
#4 Surplus Aid to Surplus	0	0	0	0	0
#5 Two-Year Overall Operating Ratio	89	90	89	89	87
#6 Investment Yield	3.8	4.1	4.3	4.5	4.4
#7 Gross Change in Surplus	(1)	4	3	5	11
#8 Change in Adjusted Surplus	(1)	4	3	5	11
#9 Liabilities to Liquid Assets	61	61	61	61	63
#10 Agents' Balances to Surplus	4	5	4	3	3
#11 One-Year Reserve Development to Surplus	(2)	(3)	(3)	(5)	(6)
#12 Two-Year Reserve Development to Surplus	(4)	(4)	(6)	(9)	(10)
#13 Estimated Current Reserve Deficiency to Surplus	0	(2)	(3)	(7)	(14)

**Growth of Viking Insurance Company of Wisconsin**

Year	Admitted Assets	Liabilities	Surplus as Regards Policyholders	Net Income
2013	\$381,328,273	\$203,151,816	\$178,176,457	\$7,431,595
2012	379,193,825	199,511,336	179,682,489	6,208,799
2011	365,187,770	192,745,532	172,442,238	7,648,690
2010	362,329,051	195,001,010	167,328,040	8,621,847
2009	358,291,075	198,539,145	159,751,930	8,660,668
2008	398,609,381	254,570,801	144,038,579	9,199,138

Year	Gross Premium Written	Net Premium Written	Premium Earned	Loss and LAE Ratio	Expense Ratio	Combined Ratio
2013	\$578,517,428	\$90,877,923	\$88,585,966	76.3%	24.8%	101.1%
2012	606,559,085	86,366,192	82,934,857	77.3	27.4	104.5
2011	592,599,066	81,666,220	82,031,209	79.1	27.7	106.8
2010	581,040,069	80,964,758	81,998,208	75.5	28.8	104.2
2009	540,705,231	80,458,715	82,731,150	75.3	28.7	104.0
2008	527,480,439	89,308,662	91,966,085	74.5	26.8	101.3

Surplus increased 23.7% since the last examination. Viking paid stockholder dividends to SIAMCO totaling \$20.5 million in the prior five-year period. Direct premium written grew during the period under examination, with an overall increase of 2.2%. Direct premium decreased from 2012 to 2013 due to the reallocation of a portion of the NSA business writing territory to other affiliates. Net premiums written increased by approximately 1.8% during the same period, due to the company's participation in the affiliated property and casualty reinsurance pooling arrangement. The company's combined ratio fluctuated slightly over the period under examination and reflected the pool's net operating results. The company recorded net income in each of the last five years as net investment gains offset the effects of combined ratios exceeding 100%.

#### **Reconciliation of Surplus per Examination**

No adjustments were made to surplus as a result of the examination. The amount of surplus of \$178,176,457 reported by the company as of December 31, 2013, is accepted.

## **VII. SUMMARY OF EXAMINATION RESULTS**

### **Compliance with Prior Examination Report Recommendations**

There were no specific comments or recommendations in the previous examination report.

## **Summary of Current Examination Results**

This section contains comments and elaboration on those areas where adverse findings were noted or where unusual situations existed. Comment on the remaining areas of the company's operations is contained in the examination work papers.

### **Actuarial Examination**

As mentioned previously, the Office of the Commissioner of Insurance contracted with an actuary to review the company's aggregate loss and loss adjustment expense (LAE) reserve. The actuary concluded that the company generally followed accurate and appropriate procedures in determining the loss and LAE reserve and the reserves were found to be reasonable.

The actuary noted certain deficiencies in the company's actuarial report. Specifically, the actuary found that the company's 2013 review focused almost exclusively on the net loss and LAE reserves; thus, there was a lack of detailed support for the gross reserves. A detailed review of the gross reserves is performed periodically by the company, but not every year. Similarly, supporting documentation for the net reserves for general liability and product liability (GL/PL) segments (excluding asbestos and environmental) was not in the 2013 actuarial report, as a detailed review is not performed every year. It is recommended that future actuarial reports contain updated and completed work papers and documentation with respect to the gross loss and LAE reserves in general and the GL/PL liability segments in particular.

## **VIII. CONCLUSION**

Viking's surplus increased from \$144,038,579 as of year-end 2008 to \$178,176,457 as of year-end 2013, an increase of 23.7% during the period under examination. The company reported direct premium growth of 9.7% during the period under examination. Net premium growth was 1.8% during the same period. The company reported positive net results in each of the five years due to steady investment income.

The current examination resulted in one recommendation and there were no reclassifications of account balance or adjustments to surplus as reported by the company in its year-end 2013 financial statutory financial statements. The examination determined that, as of December 31, 2013, the company had admitted assets of \$381,328,273, liabilities of \$203,151,816 and surplus of \$178,176,457.

## IX. SUMMARY OF COMMENTS AND RECOMMENDATIONS

1. Page 42 - Actuarial Examination—It is recommended that future actuarial reports contain updated and completed work papers and documentation with respect to the gross loss and LAE reserves in general and the GL/PL liability segments in particular.

## X. ACKNOWLEDGMENT

The courtesy and cooperation extended during the course of the examination by the officers and employees of the company are acknowledged.

In addition to the undersigned, the following representatives of the Office of the Commissioner of Insurance, State of Wisconsin, participated in the examination:

<b>Name</b>	<b>Title</b>
Levi Olson	Insurance Financial Examiner
John Pollock	Insurance Financial Examiner
Derek Sliter	Insurance Financial Examiner
James Vanden Branden	Insurance Financial Examiner
David Jensen	IT Specialist
Jerry DeArmond	Reserve Specialist
John Litweiler	Workpaper Specialist

Respectfully submitted,

Judith Michael  
Examiner-in-Charge