



Broad experience and resources: AIX Management

Stephen Mulready - CEO, AIX Holdings, Inc

- ▶ Mr. Mulready is responsible for the overall operations of AIX sister company, Nova Casualty, and for liaison with the AIX Holdings Board of Directors.
- ▶ Most recently, Mr. Mulready served as President and CEO of the US operations of Royal & SunAlliance.
- ▶ Before that, he was President and COO of R&SA's Commercial Division. He also served as President of Orion Capital's Connecticut Specialty division, overseeing the formation of Artis, a firm specializing in captive self-insurance programs.
- ▶ Mr. Mulready holds a BS in Insurance Administration from the University of Connecticut and an MBA from the University of Hartford.

Robert Schultz - President, AIX, Inc.

- ▶ Mr. Schultz is a founding partner of AIX and is responsible for the overall operations of AIX, Inc.
- ▶ Previously, he was President and founding partner of Artis, a joint venture with Royal & SunAlliance, which wrote \$500 million of captive and self-insurance programs annually.
- ▶ Before Artis, he was one of the original employees of Discover Re Managers, serving as Vice President at that firm's inception. During his tenure he managed the Midwest territory and started the captive division.
- ▶ Mr. Schultz holds a Bachelor of Business Administration from the University of Iowa and an MBA from Drake University.



Left to right: Craig Rappaport, Ron Mairano, Mark Green, Chris Hoover, Russ Renvyle, Ron Ganiats. Seated: Steve Mulready, Bob Schultz

continued on reverse side



Ron Ganiats - Chief Marketing Officer, AIX Holdings, Inc.

- ▶ Mr. Ganiats is a founding partner of AIX and is responsible for the overall marketing of AIX.
- ▶ Mr. Ganiats most recently was the President and co-owner of Axiom Captive Insurance Services, a specialty program and alternative risk intermediary and management company.
- ▶ Previously, Mr. Ganiats was the West Coast marketing executive for Artis, a joint venture with Royal & SunAlliance.
- ▶ He has also been Marketing Director for the Diversified Risk Management operation of Fireman's Fund and began his insurance career as a casualty underwriter with Aetna Life and Casualty.
- ▶ Mr. Ganiats graduated with honors from the University of California at Davis with a major in economics.

Mark Green - Chief Risk Officer, AIX Holdings, Inc.

- ▶ Mr. Green is a founding partner of AIX and is responsible for corporate development and overall risk and investment management.
- ▶ Most recently, he was Vice President of Acordia, a Wells Fargo company, in charge of that firm's cross selling operations. He also founded Acordia's Alternative Risk and Financial Products Practice.
- ▶ Prior to that, Mr. Green held a variety of underwriting and marketing positions with Chubb, AIG, Discover Re and Swiss Re New Markets.
- ▶ He holds a BA in Communications from Macalester College and an MBA from Columbia University, where he was an honors graduate.

Christopher Hoover - Chief Financial Officer, AIX Holdings, Inc.

- ▶ Mr. Hoover is responsible for the overall financial management and reporting for AIX Holdings, Inc.
- ▶ He previously served as Senior Vice President of Finance with Nova Casualty before its acquisition by AIX Holdings and has served in financial management positions with Nova since 1996.
- ▶ Previously, Mr. Hoover was Vice President of Finance and Chief Financial Officer with Stovroff & Potter Real Estate, New York's largest independent real estate brokerage, and served with KPMG Peat Marwick, LLP.
- ▶ Mr. Hoover is a CPA. He holds a BS degree in accounting from Clarkson University and an MBA from the State University of New York at Buffalo.

Ronald Mairano - Chief Operating Officer, AIX Holdings, Inc.

- ▶ Mr. Mairano is a founding partner of AIX. In his role as COO, he is responsible for the overall operations of Nova Casualty and AIX, Inc.
- ▶ Mr. Mairano most recently was a founding partner, Vice President and Chief Operations Officer with Artis, a joint venture with Royal & SunAlliance, which wrote \$500 million of captive and self-insurance programs annually.
- ▶ Prior to forming Artis, Mr. Mairano was Vice President with Discover Re Managers and also served as AVP with Employers Re
- ▶ He is a graduate of the University of Connecticut with a BA in economics.

Craig Rappaport - Senior Vice President and Chief Operating Officer of Nova Casualty Company

- ▶ Mr. Rappaport is responsible for marketing and operations within Nova Casualty.
- ▶ He joined Nova in 2003 as Senior Vice President responsible for capital raising and mergers and acquisitions.
- ▶ Mr. Rappaport previously was an investment banker with Wachovia Securities where he advised clients in capital raising and M&A.
- ▶ Mr. Rappaport holds a BA from the University of Pennsylvania and an MBA from Harvard Business School.

Russell Renvyle - Chief Underwriting Officer, AIX Holdings, Inc.

- ▶ Mr. Renvyle is a founding partner of AIX and is responsible for the overall underwriting activities of the firm.
- ▶ Most recently, he was a founding partner and Senior Vice President of Artis, a joint venture with Royal & SunAlliance.
- ▶ Prior to forming Artis, Mr. Renvyle was Vice President of Discover Re Managers, where he held a variety of underwriting and marketing management positions.
- ▶ Mr. Renvyle is a graduate of Bowdoin College and holds a BA in biochemistry.