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# **ABOUT SYMMETRY INVEST**

- Global long/short equity fund
- Regulated by danish FSA
- Investing in underfollowed companies with big potential
- 21,5 % annual return since inception
   in 2013
- Find us on <u>www.symmetry.dk</u>
- aa@symmetry.dk



Founder and CEO Andreas Aaen

	2022	Total	IRR
Symmetry	-6,3%	485,2%	21,5%
MSCI ACWI	-5,1%	114,5%	8,8%
Stoxx 600	-6,6%	58,4%	5,2%

# WHY BELIEVE? OUR TRACK RECORD

## WE ONLY PUBLISH A FEW IDEAS PER YEAR

- Long term investors in our best ideas
- As we only do a few new ideas per year we can focus on quality over quantity.
- 9 ideas published in 2019-2022

	Open	Current	Dividend	Months	Return	IRR
Piteco	5	9,4	0,3	35	94,0%	25,5%
Quartix	300	343	29,6	29	24,2%	9,3%
Where Food Comes From	7,6	10,3	0,6	25	43,4%	18,7%
Naked Wines	318	385	0	24	21,1%	10,0%
Protector Forsikring	38	113	18,5	22	246,1%	96,8%
Gaming Innovation Group	7,5	17,5	0	18	133,3%	75,8%
Franklin Covey	25	41	0	16	64,0%	44,9%
JDC Group	15	23	0	11	53,3%	59,0%
Epsilon Net	5,3	7,1	0	2	34,0%	478,9%
Average					79,3%	91,0%

Besides longer term ideas like the ones above we from time to time mention shorter term (1-2 year) special situations like the stock we are going to present here!

## **Greenlight Reinsurance (GLRE)**

## GLRE (NSQ)

- GLRE was launched with the goal of writing reinsurance and investing the float in Greenlight Capital run by David Einhorn to create superior returns compared with fixed income strategies.
- This idea initially worked with increasing float and good investment returns.
- Like most other reinsurance companies that expands to fast, GLRE ran into underwriting problems. This coincided with 4 years of terrible investment returns (long value / short growth). As a consequence, the stock price went from 33 \$ at the end of 2014 to 8 \$ at the end of 2018.
- GLRE had to de-risk the investment strategy to more cash holdings at a time with 0 % interest rates. They
  also needed to raise an expensive convertible bond.
- In 2017 Simon Burton was appointed CEO with the goal of cleaning up the books and position GLRE for growth. As most people knows, cleaning up reinsurance takes time. Now is the time!

## **Greenlight Reinsurance (GLRE)**

## GLRE (NSQ)

- GLRE is now in a better position than ever before with the underwriting results having stabilised around breakeven for now.
- A push into Innovation investments and collaborations have yielded better reinsurance contrats, a more diversified book and significant investment returns.
- With the convertible bond maturing in early 2023 GLRE will get a much better capital structure
- Even with a constant defensive investment strategy rising interest rates will add signicantly to the earnings power.
- The tide seems to have turned for David Einhorn with Value outperforming growth leading to great current investment returns.
- At 0,4 x Book Value GLRE trades at its lovest multiples ever not yet recognizing the turn around story.

# **Initially great investment retur**ns (2004-2014)

### **Great numbers:**

- High returns
- Low volatility
- Long/short model

Perfectly designed to manage insurance float

2014													
2013	3.0	0.3	2.4	-0.1	3.0	-0.8	2.6	0.9	0.5	1.0	4.9	0.6	19.6%
2012													
2011	-0.7	-0.8	-2.0	0.8	0.3	-2.9	1.0		0.2	6.9	2.6	-1.8	2.1%
2010													
2009	0.6	-1.6	5.6	6.2	6.5	0.7	3.0	-0.2	1.5	3.8	2.3	0.2	32.1%
2008													
2007	0.3	-3.3	-1.2	3.1	5.0	-1.4	-0.6	1.2	-1.3	3.9	-0.3	0.7	5.9%
2006													
2005	0.9	3.4	-2.0	0.3	2.3	2.7	5.5		-1.3	-2.1	3.7	1.5	14.2%
2004													

# 2015-2018: Poor performance

## Value vs growth:

- Tech stocks outperforming
- Mistakes (SUNE)
- Long book underperforming

With leverage from float these returns killed the book value of GLRE

2018		-4.8		-0.5			-0.2						-30.3%
2017	-0.5	2.0	-0.5	-0.9	-2.9	0.5	1.8	-1.0	4.6	-0.6	-2.0	1.2	1.5%
2016		2.0		-0.7	-1.8	-0.9		-0.4					7.2%
2015	-2.8	3.8	-2.6	-0.4	3.5	-4.4	-5.9	-5.5	-3.5	0.7	-4.6	-0.1	-20.2%

## 2019-2022: Tide os turning?

#### **Lower gross and net:**

- Stable returns again
- Despite 2019-2021dominated by tech/lt stocks
- 2022 so far: outperforming markets with +20 %

We think the tide is turning in the markets setting Greenlight up for consistently better returns

## **INVESTMENT RETURNS**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Year to Date
2022	-0.7		-0.9										
2021*	-7.3	2.1	7.1	2.0	2.5	-5.3	1.3	1.2	-5.1	3.0	-0.1	6.9	7.5%
2020	-2.6	-0.4			2.6			-0.1	0.2		4.0		1.4%
2019	8.6	-0.7	-1.6	4.8	-1.4	-0.6	0.5	-1.7	2.5	-1.7	0.8	-0.1	9.3%

X

# **Underwriting improving**

#### **Turnaround completed Q1 2022**

- Around breakeven last year after significant losses in the past
- More diversified book
- Innovation investments going to help push CR lower going forward

Quarterly volatility should still be expected

#### 4Q rolling underwriting results



## **Innovation investments!**

# GLRE perfect partner for insurance / Insurtech startups

- Help with knowledge and underwriting
- Deliver reinsurance contracts with flexible mandate
- Help with initial financing

Off to a strong start!

INVESTMENT	We make early stage investments in Insurtechs that are open to a partnership approach and where we believe we can lower their execution risk and assist their growth.
RISK CAPACITY	We can help portfolio companies to create fronting arrangements or reinsure primary carriers. We can provide risk capacity to our portfolio companies to help get them started.
EXPERTISE	We provide access to our entire (re)insurance team and have deep knowledge of the (re)insurance market with expertise in pricing, reserving, underwriting, and claims.
RELATIONSHIPS	With our relationships across the (re)insurance value chain, we can make introductions and accelerate partnership opportunities with customers, service providers, and other (re)insurers.
INCURATION	We can co-develop products with our

portfolio companies.

## **Innovation investments!**

# GLRE perfect partner for insurance / Insurtech startups

- Diversified book
- GLRE in many ways a small VC insurtech firm.
- When GLRE reinsure innovation companies it delivers superior CR with lower acqustion cost.

# OUR PORTFOLIO

AuditCover	battle face'	BLUEPRINT
CLICKOSURE	• coterie	cove
= FairClaims	EMTE)	glow
handdii	<sub>5</sub> ° Leap	nimbla 📐
Openly	Pact	PAXAFE
PL/YER'S HE/LTH	Redkik	sa∙na
Shepherd		

## Innovation investments!

#### **Strong ROI including exits!**

- +6 % of insurance book now from more profitable innovations
- One of the leading teams in early stage insurtech.

#### For the years ended December 31, 2021, 2020, and 2019 (expressed in thousands of U.S. dollars, except per share and share amounts)

		2021		2020		2019
Revenues						
Gross premiums written	\$	565,393	\$	479,791	\$	523,977
Gross premiums ceded		(41)		(2,268)		(48,667)
Net premiums written		565,352	Т	477,523		475,310
Change in net unearned premium reserves		(26,073)		(22,112)		8,270
Net premiums earned		539,279		455,411		483,580
Income (loss) from investment in related party investment fund (net of related party expenses of \$5,502, \$3,251, and \$9,874, respectively)		18,087		4,431		46,056
Net investment income (loss)		32,065		21,101		6,211
Other income (expense), net		(880)		3,149		2,306
Total revenues	111	588,551		484,092	di D	538,153

The performance of strategic investments was a highlight of the year with 5 consecutive quarters of gains. Innovations investments generated unrealized gains of \$19.6 million on a carry value of \$22.9 million as of January 1, 2021. We also realized a \$10.5 million gain net of tax in the first quarter of 2021 from the divestment of our position in a more traditional MGA.

e the prospect of capital appreciation is attractive, our primary focus is on the potential for underwriting opportunities that emerge over time as our partners scale their businesses. With our visibility into their operations nearly-stage investor, often combined with lower than market placement expense, these risks should, over time, be more profitable than comparable open market business. In 2021, 6% of our premium was linked to our varion portfolio, and this proportion will increase in 2022.

## **Cash returns**

### **Upside potential!**

- More than 700 million in Cash that earns 0 \$ in income.
- Either regulators/ratings
   agencies let them reinvest
   cash into high ROI
   innovations or Greenlight
   funds
- Or rising interest rates will add 15-30 million \$ in interest income

	De	cember 31, 2021	De	cember 31, 2020
Assets Investments				
Investment in related party investment fund	S	183,591	\$	166,735
Other investments		47,384		29,418
Total investments		230,975		196,153
Cash and cash equivalents		76,307		8,935
Restricted cash and cash equivalents		634,794		745,371
Reinsurance balances receivable (net of allowance for expected credit losses of \$89 and \$89)		405,365		330,232
Loss and loss adjustment expenses recoverable (net of allowance for expected credit losses of \$47 and \$47)		11,100		16,851
Deferred acquisition costs		63,026		51,014
Unearned premiums ceded		42		_
Notes receivable		) <del></del>		6,101
Other assets		5,885		2,993
Total assets	\$	1,427,494	\$	1,357,650

## **Cash returns**

# Repurchasing shares at half the book value

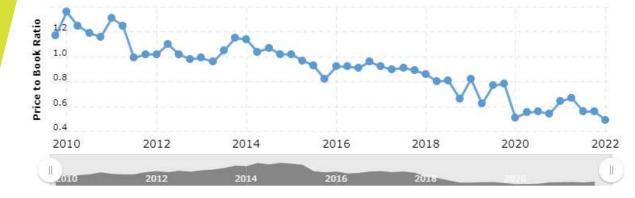
- Purchased around 10 % of shares outstanding last 2 years despite cash constrains
- Further repurchases will be highly accretitive at below 0,5x book value

Investing activities			
Proceeds from redemptions from related party investment fund	115,835	158,347	114,077
Contributions to related party investment fund	(114,604)	(80,595)	(35,792)
Purchases of investments	(4,996)	(1,993)	(4,702)
Proceeds from sales of investments	20,755	-	1 -
Change in due to related party investment fund	-	_	(9,642)
Change in notes receivable	6,101	19,867	671
Non-controlling interest withdrawal from related party joint venture, net	-	_	(1,278)
Net cash provided by (used in) investing activities	23,091	95,626	63,334
Financing activities			
Repurchase of Class A ordinary shares	(10,000)	(17,781)	_
Net cash provided by (used in) financing activities	(10,000)	(17,781)	_
Effect of foreign exchange rate changes on cash, cash equivalents and restricted cash	-	(122)	(290)

## Lowest valuation ever

#### Turn around not reflected in market valuation

- At 0,4 x book value (our current estimates) we see an attractive upside to downside ratio
- We think a more conservative fair value multiple is 0,8x – this would imply more than 100 % upside over the next 12 months!.



# Greenlight Reinsurance (GLRE)

### **Summary**

- Turn around not appreciated by the market at 0,4 x book value impliing +100 % upside to estimated fair value
- Current share buyback program highly accretitive to book value
- Innovation investments deliver high investment returns and improves insurance underwriting. GLRE have build leading capabilities.
- Even at the current de-risked investment strategy, rising interest rates will add 15-30 million \$ in incremental profits (market cap 220)