

GREENLIGHT CAPITAL RE, LTD.
Form 10-Q
July 30, 2012

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2012

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____
Commission file number 001-33493

GREENLIGHT CAPITAL RE, LTD.
(Exact name of registrant as specified in its charter)

CAYMAN ISLANDS (State or other jurisdiction of incorporation or organization)	N/A (I.R.S. employer identification no.)
--	---

65 MARKET STREET SUITE 1207, CAMANA BAY P.O. BOX 31110 GRAND CAYMAN CAYMAN ISLANDS (Address of principal executive offices)	KY1-1205 (Zip code)
--	------------------------

(345) 943-4573
(Registrant's telephone number, including area code)

Not Applicable

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated filer

Non-accelerated filer (Do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

Class A Ordinary Shares, \$0.10 par value	30,423,704
Class B Ordinary Shares, \$0.10 par value (Class)	6,254,949 (Outstanding as of July 27, 2012)

GREENLIGHT CAPITAL RE, LTD.

TABLE OF CONTENTS

	Page
<u>PART I — FINANCIAL INFORMATION</u>	
<u>Item 1. Financial Statements</u>	<u>3</u>
<u>Condensed Consolidated Balance Sheets as of June 30, 2012 (unaudited) and December 31, 2011</u>	<u>3</u>
<u>Condensed Consolidated Statements of Income for the Three and Six Months Ended June 30, 2012 and 2011 (unaudited)</u>	<u>4</u>
<u>Condensed Consolidated Statements of Shareholders' Equity for the Six Months Ended June 30, 2012 and 2011 (unaudited)</u>	<u>5</u>
<u>Condensed Consolidated Statements of Cash Flows for the Six Months Ended June 30, 2012 and 2011 (unaudited)</u>	<u>6</u>
<u>Notes to the Condensed Consolidated Financial Statements (unaudited)</u>	<u>7</u>
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>25</u>
<u>Item 3. Quantitative and Qualitative Disclosures about Market Risk</u>	<u>40</u>
<u>Item 4. Controls and Procedures</u>	<u>43</u>
<u>PART II — OTHER INFORMATION</u>	
<u>Item 1. Legal Proceedings</u>	<u>44</u>
<u>Item 1A. Risk Factors</u>	<u>44</u>
<u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>44</u>
<u>Item 3. Defaults Upon Senior Securities</u>	<u>44</u>
<u>Item 4. Mine Safety Disclosures</u>	<u>44</u>
<u>Item 5. Other Information</u>	<u>44</u>
<u>Item 6. Exhibits</u>	<u>44</u>
<u>SIGNATURES</u>	<u>46</u>

[Return to table of contents](#)

PART I — FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS

GREENLIGHT CAPITAL RE, LTD.

CONDENSED CONSOLIDATED BALANCE SHEETS

June 30, 2012 and December 31, 2011

(expressed in thousands of U.S. dollars, except per share and share amounts)

	June 30, 2012	December 31,
	(unaudited)	2011
		(audited)
Assets		
Investments		
Debt instruments, trading, at fair value	\$9,088	\$10,639
Equity securities, trading, at fair value	1,058,729	890,822
Other investments, at fair value	138,513	128,685
Total investments	1,206,330	1,030,146
Cash and cash equivalents	11,262	42,284
Restricted cash and cash equivalents	922,889	957,462
Financial contracts receivable, at fair value	23,972	23,673
Reinsurance balances receivable	179,958	141,278
Loss and loss adjustment expenses recoverable	36,911	29,758
Deferred acquisition costs, net	60,321	68,725
Unearned premiums ceded	11,929	27,233
Notes receivable	19,082	17,437
Other assets	4,755	5,492
Total assets	\$2,477,409	\$2,343,488
Liabilities and equity		
Liabilities		
Securities sold, not yet purchased, at fair value	\$663,542	\$683,816
Financial contracts payable, at fair value	12,972	6,324
Due to prime brokers	365,007	260,359
Loss and loss adjustment expense reserves	294,647	241,279
Unearned premium reserves	208,766	225,735
Reinsurance balances payable	37,947	32,192
Funds withheld	33,185	38,031
Other liabilities	7,777	10,054
Performance compensation payable to related party	7,870	—
Total liabilities	1,631,713	1,497,790
Equity		
Preferred share capital (par value \$0.10; authorized, 50,000,000; none issued)	—	—
Ordinary share capital (Class A: par value \$0.10; authorized, 100,000,000; issued and outstanding, 30,423,704 (2011: 30,283,200); Class B: par value \$0.10; authorized, 25,000,000; issued and outstanding, 6,254,949 (2011: 6,254,949))	3,668	3,654
Additional paid-in capital	490,215	488,478
Retained earnings	340,035	310,971
Shareholders' equity attributable to shareholders	833,918	803,103
Non-controlling interest in joint venture	11,778	42,595
Total equity	845,696	845,698

Total liabilities and equity	\$2,477,409	\$2,343,488
------------------------------	-------------	-------------

The accompanying Notes to the Condensed Consolidated Financial Statements are an integral part of the Condensed Consolidated Financial Statements.

3

[Return to table of contents](#)

GREENLIGHT CAPITAL RE, LTD.
 CONDENSED CONSOLIDATED STATEMENTS OF INCOME
 (UNAUDITED)

For the three and six months ended June 30, 2012 and 2011
 (expressed in thousands of U.S. dollars, except per share and share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2012	2011	2012	2011
Revenues				
Gross premiums written	\$83,986	\$113,266	\$236,206	\$214,005
Gross premiums ceded	4,602	(17,183)	(6,393)	(20,659)
Net premiums written	88,588	96,083	229,813	193,346
Change in net unearned premium reserves	41,426	11,068	1,789	18,962
Net premiums earned	130,014	107,151	231,602	212,308
Net investment income (loss)	(36,896)	(19,469)	34,711	(55,645)
Other income (expense), net	(236)	(86)	(448)	(347)
Total revenues	92,882	87,596	265,865	156,316
Expenses				
Loss and loss adjustment expenses incurred, net	87,337	56,870	150,644	122,595
Acquisition costs, net	37,905	42,824	73,930	84,945
General and administrative expenses	4,359	4,336	8,982	9,335
Total expenses	129,601	104,030	233,556	216,875
Income (loss) before income tax expense	(36,719)	(16,434)	32,309	(60,559)
Income tax benefit (expense)	201	(40)	(62)	(41)
Net income (loss) including non-controlling interest	(36,518)	(16,474)	32,247	(60,600)
(Income) loss attributable to non-controlling interest in joint venture	449	513	(3,183)	1,649
Net income (loss)	\$(36,069)	\$(15,961)	\$29,064	\$(58,951)
Earnings (loss) per share				
Basic	\$(0.98)	\$(0.44)	\$0.80	\$(1.63)
Diluted	\$(0.98)	\$(0.44)	\$0.78	\$(1.63)
Weighted average number of ordinary shares used in the determination of earnings (loss) per share				
Basic	36,660,267	36,153,743	36,605,610	36,153,743
Diluted	36,660,267	36,153,743	37,338,484	36,153,743

The accompanying Notes to the Condensed Consolidated Financial Statements are an integral part of the Condensed Consolidated Financial Statements.

[Return to table of contents](#)

GREENLIGHT CAPITAL RE, LTD.
 CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY
 (UNAUDITED)

For the six months ended June 30, 2012 and 2011
 (expressed in thousands of U.S. dollars)

	Ordinary share capital	Additional paid-in capital	Retained earnings	Shareholders' Equity Attributable to Shareholders	Non-controlling interest in joint venture	Total Equity
Balance at December 31, 2010	\$3,646	\$485,555	\$304,202	\$793,403	\$ 45,758	\$839,161
Issue of Class A ordinary shares, net of forfeitures	12	—	—	12	—	12
Share-based compensation expense, net of forfeitures	—	2,012	—	2,012	—	2,012
Non-controlling interest withdrawal from joint venture, net	—	—	—	—	(10,400)	(10,400)
Income (loss) attributable to non-controlling interest in joint venture	—	—	—	—	(1,649)	(1,649)
Net income (loss)	—	—	(58,951)	(58,951)	—	(58,951)
Balance at June 30, 2011	\$3,658	\$487,567	\$245,251	\$736,476	\$ 33,709	\$770,185
Balance at December 31, 2011	\$3,654	\$488,478	\$310,971	\$803,103	\$ 42,595	\$845,698
Issue of Class A ordinary shares, net of forfeitures	14	—	—	14	—	14
Share-based compensation expense, net of forfeitures	—	1,737	—	1,737	—	1,737
Non-controlling interest withdrawal from joint venture, net	—	—	—	—	(34,000)	(34,000)
Income (loss) attributable to non-controlling interest in joint venture	—	—	—	—	3,183	3,183
Net income (loss)	—	—	29,064	29,064	—	29,064
Balance at June 30, 2012	\$3,668	\$490,215	\$340,035	\$833,918	\$ 11,778	\$845,696

The accompanying Notes to the Condensed Consolidated Financial Statements are an integral part of the Condensed Consolidated Financial Statements.

[Return to table of contents](#)

GREENLIGHT CAPITAL RE, LTD.
 CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
 (UNAUDITED)

For the six months ended June 30, 2012 and 2011
 (expressed in thousands of U.S. dollars)

	Six months ended June 30,	
	2012	2011
Cash provided by (used in) operating activities		
Net income (loss)	29,064	(58,951)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities		
Net change in unrealized gains and losses on investments and financial contracts	(62,309)	92,833
Net realized (gains) losses on investments and financial contracts	5,513	(57,394)
Foreign exchange (gains) losses on restricted cash and cash equivalents	1,208	7,630
Income (loss) attributable to non-controlling interest in joint venture	3,183	(1,649)
Share-based compensation expense, net of forfeitures	1,751	2,024
Depreciation expense	125	112
Net change in		
Reinsurance balances receivable	(38,680)	(8,862)
Loss and loss adjustment expenses recoverable	(7,153)	(3,260)
Deferred acquisition costs, net	8,404	6,764
Unearned premiums ceded	15,304	(10,735)
Other assets	612	(1,590)
Loss and loss adjustment expense reserves	53,368	32,151
Unearned premium reserves	(16,969)	(8,068)
Reinsurance balances payable	5,755	7,988
Funds withheld	(4,846)	4,364
Other liabilities	(2,277)	(1,413)
Performance compensation payable to related party	7,870	—
Net cash (used in) provided by operating activities	(77)	1,944
Investing activities		
Purchases of investments and financial contracts	(809,588)	(800,629)
Sales of investments and financial contracts	676,275	727,485
Change in due to prime brokers	104,648	36,421
Change in restricted cash and cash equivalents, net	33,365	13,000
Change in notes receivable, net	(1,645)	(3,750)
Non-controlling interest withdrawal from joint venture	(34,000)	(10,400)
Net cash used in investing activities	(30,945)	(37,873)
Net decrease in cash and cash equivalents	(31,022)	(35,929)
Cash and cash equivalents at beginning of the period	42,284	45,540
Cash and cash equivalents at end of the period	11,262	9,611
Supplementary information		
Interest paid in cash	13,796	9,203
Interest received in cash	498	876
Income tax paid in cash	—	144

The accompanying Notes to the Condensed Consolidated Financial Statements are an

integral part of the Condensed Consolidated Financial Statements.

6

[Return to table of contents](#)

GREENLIGHT CAPITAL RE, LTD.
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

June 30, 2012

1. ORGANIZATION AND BASIS OF PRESENTATION

Greenlight Capital Re, Ltd. (“GLRE”) was incorporated as an exempted company under the Companies Law of the Cayman Islands on July 13, 2004. GLRE’s principal wholly-owned subsidiary, Greenlight Reinsurance, Ltd. (“Greenlight Re”), provides global specialty property and casualty reinsurance. Greenlight Re has an unrestricted Class “B” insurance license under Section 4(2) of the Cayman Islands Insurance Law. Greenlight Re commenced underwriting in April 2006. Effective May 30, 2007, GLRE completed an initial public offering of 11,787,500 Class A ordinary shares at \$19.00 per share. Concurrently, 2,631,579 Class B ordinary shares of GLRE were sold at \$19.00 per share in a private placement offering. During 2008, Verdant Holding Company, Ltd. (“Verdant”), a wholly owned subsidiary of GLRE, was incorporated in the state of Delaware. During 2010, GLRE established Greenlight Reinsurance Ireland, Ltd. (“GRIL”), a wholly-owned reinsurance subsidiary based in Dublin, Ireland. GRIL provides multi-line property and casualty reinsurance capacity to the European broker market and provides GLRE with an additional platform to serve clients located in Europe and North America. As used herein, the “Company” refers collectively to GLRE and its subsidiaries.

The Class A ordinary shares of GLRE are listed on Nasdaq Global Select Market under the symbol “GLRE”.

These unaudited condensed consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States of America (“U.S. GAAP”) and in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete consolidated financial statements. These unaudited condensed consolidated financial statements should be read in conjunction with the Company’s audited consolidated financial statements for the year ended December 31, 2011. In the opinion of management, these unaudited condensed consolidated financial statements reflect all of the normal recurring adjustments considered necessary for a fair presentation of the Company’s financial position and results of operations as of the dates and for the periods presented.

The results for the six months ended June 30, 2012 are not necessarily indicative of the results expected for the full calendar year.

2. SIGNIFICANT ACCOUNTING POLICIES

Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of income and expenses during the period. Actual results could differ from these estimates.

Restricted Cash and Cash Equivalents

The Company is required to maintain certain cash in segregated accounts with prime brokers and derivative counterparties. The amount of restricted cash held by prime brokers is primarily used to support the liability created

from securities sold, not yet purchased, and for collateralizing the letters of credit issued under certain letter of credit facilities (see Notes 4 and 8). The amount of cash encumbered varies depending on the market value of the securities sold, not yet purchased, and letters of credit issued. In addition, derivative counterparties require cash collateral to support the current value of any amounts that may be due to the counterparty based on the value of the underlying financial instrument.

Deferred Acquisition Costs

Policy acquisition costs, such as commission and brokerage costs, relate directly to, and vary with, the writing of reinsurance contracts. Acquisition costs relating solely to bound contracts are deferred subject to ultimate recoverability and are amortized over the related contract term. The Company evaluates the recoverability of deferred acquisition costs by determining if the sum of future earned premiums and anticipated investment income is greater than the expected future claims

[Return to table of contents](#)

and expenses. If a loss is probable on the unexpired portion of policies in force, a premium deficiency loss is recognized. At June 30, 2012 and December 31, 2011, the deferred acquisition costs were considered fully recoverable and no premium deficiency loss was recorded.

Acquisition costs also include profit commissions which are expensed when incurred. Profit commissions are calculated and accrued based on the expected loss experience for contracts and recorded when the current loss estimate indicates that a profit commission is probable under the contract terms. As of June 30, 2012, \$9.1 million (December 31, 2011: \$10.1 million) of profit commission reserves were included in reinsurance balances payable on the condensed consolidated balance sheets. For the three and six months ended June 30, 2012, \$0.3 million and \$0.3 million (2011: \$2.2 million and \$2.6 million) of net profit commission expenses were included in acquisition costs, respectively, on the condensed consolidated statements of income.

Loss and Loss Adjustment Expense Reserves and Recoverable

The Company establishes reserves for contracts based on estimates of the ultimate cost of all losses including losses incurred but not reported ("IBNR"). These estimated ultimate reserves are based on the Company's own actuarial estimates derived from reports received from ceding companies, industry data and historical experience. These estimates are reviewed by the Company periodically on a contract by contract basis and adjusted as necessary. Since reserves are estimates, the final settlement of losses may vary from the reserves established and any adjustments to the estimates, which may be material, are recorded in the period they are determined.

Loss and loss adjustment expenses recoverable include the amounts due from retrocessionaires for paid and unpaid loss and loss adjustment expenses on retrocession agreements. Ceded losses incurred but not reported are estimated based on the Company's actuarial estimates. These estimates are reviewed periodically and adjusted when deemed necessary. The Company may not be able to ultimately recover the loss and loss adjustment expense recoverable amounts due to the retrocessionaires' inability to pay. The Company regularly evaluates the financial condition of its retrocessionaires and records provisions for uncollectible reinsurance expenses recoverable when recovery is no longer probable.

Notes Receivable

Notes receivable include promissory notes receivable from third party entities. These notes are recorded at cost along with accrued interest, if any, which approximates the fair value. The Company regularly reviews all notes receivable individually for impairment and records provisions for uncollectible and non-performing notes. The Company places notes on non-accrual status when the value of the note is not considered impaired but there is uncertainty as to the collection of interest based on the terms of the note. The Company resumes accrual of interest on a note when none of the principal or interest remains past due or outstanding, and the Company expects to collect the remaining contractual principal and interest. Interest collected on notes that are placed on non-accrual status is treated on a cash-basis and recorded as interest income when collected, provided that the recorded value of the note is deemed to be fully collectible. Where doubt exists as to the collectability of the remaining recorded value of the notes placed on non-accrual status, any payments received are applied to reduce the recorded value of the notes. At June 30, 2012 and December 31, 2011, no interest was received relating to the notes placed on non-accrual status.

For the six months ended June 30, 2012, the notes earned interest at annual interest rates ranging from 6.0% to 15.0% and had maturity terms ranging from approximately 2 years to 7 years. At June 30, 2012, included in the notes receivable balance was \$16.5 million (December 31, 2011: \$16.5 million), related to notes placed on non-accrual status based on expectations of the Company's ability to collect any further interest that would accrue up to maturity. At June 30, 2012, included in the notes receivable balance was \$2.0 million of accrued interest (December 31, 2011:

\$2.0 million).

Based on management's assessment, the recorded values of the notes at June 30, 2012 and December 31, 2011, were expected to be fully collectible and therefore no provision for uncollectible amounts was deemed necessary at June 30, 2012 and December 31, 2011. Interest income earned on notes receivable is included under net investment income in the condensed consolidated statements of income.

Deposit Assets and Liabilities

In accordance with U.S. GAAP, deposit accounting is used in the event that a reinsurance contract does not transfer sufficient risk, or a contract provides retroactive reinsurance. Any losses on such contracts are charged to earnings immediately. Any gains relating to such contracts are deferred and amortized over the estimated remaining settlement period. All such deferred gains are included in reinsurance balances payable in the condensed consolidated balance sheets. Amortized gains are recorded in the condensed consolidated statements of income as other income. At June 30, 2012, included in the condensed

8

[Return to table of contents](#)

consolidated balance sheets under reinsurance balances receivable and reinsurance balances payable were \$5.2 million and \$1.2 million of deposit assets and deposit liabilities (December 31, 2011: \$4.7 million and \$1.1 million), respectively. For the three and six months ended June 30, 2012, \$0.2 million and \$0.4 million was included in other income (expense), net, relating to losses on deposit accounted contracts (2011: \$0.2 million and \$0.5 million), respectively. There was no gain on deposit accounted contracts recorded for the three and six months ended June 30, 2012 and 2011.

Fixed Assets

Fixed assets are included in other assets on the condensed consolidated balance sheets and are recorded at cost. Fixed assets are comprised of computer software, furniture and fixtures and leasehold improvements and are depreciated, using the straight-line method, over their estimated useful lives, which are five years for both computer software, and furniture and fixtures. Leasehold improvements are amortized over the lesser of the estimated useful lives of the assets or remaining lease term.

At June 30, 2012, the cost, accumulated depreciation and net book values of the fixed assets were as follows:

	Cost	Accumulated depreciation	Net book value
	(\$ in thousands)		
Computer software	\$200	\$(200)) \$—
Furniture and fixtures	451	(187)	) 264
Leasehold improvements	1,487	(412)	) 1,075
Total	\$2,138	\$(799)	) \$1,339

At December 31, 2011, the cost, accumulated depreciation and net book values of the fixed assets were as follows:

	Cost	Accumulated depreciation	Net book value
	(\$ in thousands)		
Computer software	\$200	\$(200)) \$—
Furniture and fixtures	451	(142)	) 309
Leasehold improvements	1,487	(332)	) 1,155
Total	\$2,138	\$(674)	) \$1,464

The Company periodically reviews fixed assets that have finite lives, and that are not held for sale, for impairment by comparing the carrying value of the assets to their estimated future undiscounted cash flows. For the six months ended June 30, 2012 and the year ended December 31, 2011, there were no impairments in fixed assets.

Financial Instruments

Investments in Securities and Investments in Securities Sold, Not Yet Purchased

The Company's investments in debt instruments and equity securities that are classified as "trading securities" are carried at fair value. The fair values of the listed equity investments are derived based on quoted prices (unadjusted) in active markets for identical assets (Level 1 inputs). The fair values of listed equities that have restrictions on sale or transfer which expire within one year, are determined by adjusting the observed market price of the equity using a liquidity discount based on observable market inputs. The fair values of debt instruments are derived based on inputs that are observable, either directly or indirectly, such as market maker or broker quotes reflecting recent transactions (Level 2 inputs), and are generally derived based on the average of multiple market maker or broker quotes which are

considered to be binding. Where quotes are not available, debt instruments are valued using cash flow models using assumptions and estimates that may be subjective and non-observable (Level 3 inputs).

The Company's "other investments" may include investments in private and unlisted equity securities, limited partnerships, and commodities, which are all carried at fair value. The fair values of commodities are determined based on quoted prices in active markets for identical assets (Level 1). The Company maximizes the use of observable direct or indirect inputs (Level 2 inputs) when deriving the fair values for "other investments". For limited partnerships and private and unlisted equity securities, where observable inputs are not available, the fair values are derived based on unobservable inputs (Level 3

[Return to table of contents](#)

inputs) such as management's assumptions developed from available information using the services of the investment advisor, including the most recent net asset values obtained from the funds' managers.

For securities classified as "trading securities", and "other investments", any realized and unrealized gains or losses are determined on the basis of the specific identification method (by reference to cost or amortized cost, as appropriate) and included in net investment income in the condensed consolidated statements of income.

Dividend income and expense are recorded on the ex-dividend date. The ex-dividend date is the date as of when the underlying security must have been traded to be eligible for the dividend declared. Interest income and interest expense are recorded on an accrual basis.

Derivative Financial Instruments

U.S. GAAP requires that an entity recognize all derivatives in the balance sheet at fair value. It also requires that unrealized gains and losses resulting from changes in fair value be included in income or comprehensive income, depending on whether the instrument qualifies as a hedge transaction, and if so, the type of hedge transaction. The Company's derivative financial instrument assets are included in financial contracts receivable. Derivative financial instrument liabilities are generally included in financial contracts payable. The Company's derivatives do not qualify as hedges for financial reporting purposes.

Financial Contracts

The Company enters into financial contracts with counterparties as part of its investment strategy. Financial contracts which include total return swaps, credit default swaps ("CDS"), futures, options, currency forwards and other derivative instruments are recorded at their fair value with any unrealized gains and losses included in net investment income in the condensed consolidated statements of income. Financial contracts receivable represents derivative contracts whereby the Company is entitled to receive payments upon settlement of the contract. Financial contracts payable represents derivative contracts whereby the Company is obligated to make payments upon settlement of the contract.

Total return swap agreements, included on the condensed consolidated balance sheets as financial contracts receivable and financial contracts payable, are derivative financial instruments whereby the Company is either entitled to receive or obligated to pay the product of a notional amount multiplied by the movement in an underlying security, which the Company does not own, over a specified time frame. In addition, the Company may also be obligated to pay or receive other payments based on interest rates, dividend payments and receipts, or foreign exchange movements during a specified period. The Company measures its rights or obligations to the counterparty based on the fair value movements of the underlying security together with any other payments due. These contracts are carried at fair value, based on observable inputs (Level 2 inputs) with the resultant unrealized gains and losses reflected in net investment income in the condensed consolidated statements of income. Additionally, any changes in the value of amounts received or paid on swap contracts are reported as a gain or loss in net investment income in the condensed consolidated statements of income.

Financial contracts may also include exchange traded futures or options contracts that are based on the movement of a particular index, commodity, currency or interest rate. Where such contracts are traded in an active market, the Company's obligations or rights on these contracts are recorded at fair value measured based on the observable quoted prices of the same or similar financial contract in an active market (Level 1) or on broker quotes which reflect market information based on actual transactions (Level 2). Amounts invested in exchange traded and over the counter ("OTC") call and put options are recorded as an asset or liability at inception. Subsequent to initial recognition, unexpired exchange traded option contracts are recorded at fair value based on quoted prices in active markets (Level 1 inputs).

For OTC options or exchange traded options where a quoted price in an active market is not available, fair values are derived based upon observable inputs (Level 2 inputs) such as multiple market maker quotes, which are considered to be binding.

The Company purchases and sells CDS for the purposes of either managing its exposure to certain investments, or for other strategic investment purposes. A CDS is a derivative instrument that provides protection against an investment loss due to specified credit or default events of a reference entity. The seller of a CDS guarantees to pay the buyer a specified amount if the reference entity defaults on its obligations or fails to perform. The buyer of a CDS pays a premium over time to the seller in exchange for obtaining this protection. A CDS trading in an active market is valued at fair value based on broker or market maker quotes for identical instruments in an active market (Level 2) or based on the current credit spreads on identical contracts (Level 2).

[Return to table of contents](#)

Comprehensive Income (Loss)

The Company has no other comprehensive income (loss), other than the net income (loss) disclosed in the condensed consolidated statements of income.

Earnings (Loss) Per Share

Basic earnings (loss) per share are based on the weighted average number of common shares and participating securities outstanding during the period. Diluted earnings (loss) per share include the dilutive effect of additional potential common shares issuable when stock options are exercised and are determined using the treasury stock method. U.S. GAAP requires that unvested stock awards which contain non-forfeitable rights to dividends or dividend equivalents, whether paid or unpaid (referred to as “participating securities”), be included in the number of shares outstanding for both basic and diluted earnings per share calculations. The Company treats its unvested restricted stock as participating securities. In the event of a net loss, all stock options outstanding and all participating securities are excluded from the calculation of both basic and diluted loss per share since their inclusion would be anti-dilutive.

	Three months ended		Six months ended	
	June 30,		June 30,	
	2012	2011	2012	2011
Weighted average shares outstanding - basic	36,660,267	36,153,743	36,605,610	36,153,743
Effect of dilutive service provider share-based awards	—	—	148,971	—
Effect of dilutive employee and director share-based awards	—	—	583,903	—
Weighted average share outstanding - diluted	36,660,267	36,153,743	37,338,484	36,153,743
Anti-dilutive stock options outstanding	180,000	240,000	180,000	240,000
Participating securities excluded from calculation of loss per share	307,931	422,073	—	422,073

Taxation

Under current Cayman Islands law, no corporate entity, including the Company, is obligated to pay taxes in the Cayman Islands on either income or capital gains. The Company has an undertaking from the Governor-in-Cabinet of the Cayman Islands, pursuant to the provisions of the Tax Concessions Law, as amended, that, in the event that the Cayman Islands enacts any legislation that imposes tax on profits, income, gains or appreciations, or any tax in the nature of estate duty or inheritance tax, such tax will not be applicable to the Company or its operations, or to the Class A or Class B ordinary shares or related obligations, until February 1, 2025.

Verdant is incorporated in Delaware, and therefore, is subject to taxes in accordance with the U.S. federal rates and regulations prescribed by the U.S. Internal Revenue Service. Verdant’s taxable income is generally expected to be taxed at a rate of 35%.

GRIL is incorporated in Ireland and therefore is subject to the Irish corporation tax rate of 12.5% on its trading income, and 25% on its non-trading income, if any.

Any deferred tax asset is evaluated for recovery and a valuation allowance is recorded when it is more likely than not that the deferred tax asset will not be realized in the future. The Company has not taken any income tax positions that are subject to significant uncertainty or that are reasonably likely to have a material impact on the Company.

Recently Adopted Accounting Standards

In May 2011, the Financial Accounting Standards Board (the "FASB") issued Accounting Standards Update No. 2011-04 ("ASU 2011-04"), Fair Value Measurement (Topic 820): Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and International Financial Reporting Standards ("IFRS"). ASU 2011-04 explains how to measure fair value, but does not require additional fair value measurements and is not intended to establish valuation standards. ASU 2011-04 became effective for the Company during the three months ended March 31, 2012. The adoption of ASU 2011-04 did not have a material impact on the Company's results of operations, financial position or disclosures.

In October 2010, the FASB issued Accounting Standards Update No. 2010-26 ("ASU 2010-26"), Financial Services –

[Return to table of contents](#)

Insurance (Topic 944): Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts. ASU 2010-26 modifies the definition of the types of costs incurred by insurance entities that can be capitalized in the acquisition of new and renewal contracts. ASU 2010-26 became effective for the Company during the three months ended March 31, 2012 and was applied prospectively upon adoption. The adoption of ASU 2010-26 did not have a material impact on the Company's results of operations or financial position.

Reclassifications

Certain prior period balances have been reclassified to conform to the current period presentation. The reclassifications resulted in no changes to net income (loss) or retained earnings for any of the periods presented.

3. FINANCIAL INSTRUMENTS

In the normal course of its business, the Company purchases and sells various financial instruments which include listed and unlisted equities, corporate and sovereign debt, commodities, futures, put and call options, currency forwards, other derivatives and similar instruments sold, not yet purchased.

Fair Value Hierarchy

The Company's financial instruments are carried at fair value, and the net unrealized gains or losses are included in net investment income in the condensed consolidated statements of income.

The following table presents the Company's investments, categorized by the level of the fair value hierarchy as of June 30, 2012:

Description	Fair Value Measurements as of June 30, 2012			Total
	Quoted prices in active markets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	
Assets:				
Debt instruments	\$—	\$8,745	\$343	\$9,088
Listed equity securities	1,057,800	929	—	1,058,729
Commodities	99,708	—	—	99,708
Private and unlisted equity securities	—	—	38,805	38,805
Financial contracts receivable	3,688	20,270	14	23,972
	\$1,161,196	\$29,944	\$39,162	\$1,230,302
Liabilities:				
Listed equity securities, sold not yet purchased	\$(556,993)	\$—	\$—	\$(556,993)
Debt instruments, sold not yet purchased	—	(106,549)	—	(106,549)
Financial contracts payable	(952)	(12,020)	—	(12,972)
	\$(557,945)	\$(118,569)	\$—	\$(676,514)

Return to table of contents

The following table presents the Company's investments, categorized by the level of the fair value hierarchy as of December 31, 2011:

Description	Fair Value Measurements as of December 31, 2011			
	Quoted prices in active markets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total
Assets:				
Debt instruments	\$—	\$10,174	\$465	\$10,639
Listed equity securities	866,069	24,753	—	890,822
Commodities	97,506	—	—	97,506
Private and unlisted equity securities	—	—	31,179	31,179
Financial contracts receivable	881	22,529	263	23,673
	\$964,456	\$57,456	\$31,907	\$1,053,819
Liabilities:				
Listed equity securities, sold not yet purchased	\$(539,197)	\$—	\$—	\$(539,197)
Debt instruments, sold not yet purchased	—	(144,619)	—	(144,619)
Financial contracts payable	(1,070)	(5,254)	—	(6,324)
	\$(540,267)	\$(149,873)	\$—	\$(690,140)

The following table presents the reconciliation of the balances for all investments measured at fair value using significant unobservable inputs (Level 3) for the three and six months ended June 30, 2012:

	Fair Value Measurements Using Significant Unobservable Inputs (Level 3) Three months ended June 30, 2012				Fair Value Measurements Using Significant Unobservable Inputs (Level 3) Six months ended June 30, 2012			
	Debt instruments	Private and unlisted equity securities	Financial contracts receivable	Total	Debt instruments	Private and unlisted equity securities	Financial contracts receivable	Total
	(\$ in thousands)				(\$ in thousands)			
Beginning balance	\$418	\$35,758	\$125	\$36,301	\$465	\$31,178	\$263	\$31,906
Purchases	—	3,541	—	3,541	—	6,912	—	6,912
Sales	—	(306)	—	(306)	(1)	(492)	—	(493)
Issuances	—	—	—	—	—	—	—	—
Settlements	—	—	—	—	—	—	—	—
Total realized and unrealized gains (losses) and amortization included in earnings, net	(75)	960	(111)	774	(121)	2,355	(249)	1,985
Transfers into Level 3	—	—	—	—	—	—	—	—
	—	(1,148)	—	(1,148)	—	(1,148)	—	(1,148)

Transfers out
of Level 3

Ending balance	\$343	\$38,805	\$14	\$39,162	\$343	\$38,805	\$14	\$39,162
----------------	-------	----------	------	----------	-------	----------	------	----------

[Return to table of contents](#)

The following table presents the reconciliation of the balances for all investments measured at fair value using significant unobservable inputs (Level 3) for the three and six months ended June 30, 2011:

	Fair Value Measurements Using Significant Unobservable Inputs (Level 3) Three months ended June 30, 2011			Fair Value Measurements Using Significant Unobservable Inputs (Level 3) Six months ended June 30, 2011				
	Debt instruments	Private and unlisted equity securities	Total	Debt instruments	Private and unlisted equity securities	Financial contracts receivable	Total	
	(\$ in thousands)			(\$ in thousands)				
Beginning balance	\$838	\$37,601	\$38,439	\$3,245	\$42,947	\$214	\$46,406	
Purchases	—	1,914	1,914	—	4,599	—	4,599	
Sales	(4) (417) (421) (2,401) (1,365) —	(3,766)
Issuances	—	—	—	—	—	—	—	
Settlements	—	—	—	—	—	—	—	
Total realized and unrealized gains (losses) and amortization included in earnings, net	(41	) 813	772	(51	) 3,392	(214	) 3,127
Transfers into Level 3	—	—	—	—	—	—	—	
Transfers out of Level 3	—	—	—	—	(9,662) —	(9,662)
Ending balance	\$793	\$39,911	\$40,704	\$793	\$39,911	\$—	\$40,704	

During the three and six months ended June 30, 2012, \$1.1 million of securities, at fair value based on the date of transfer, were transferred from Level 3 to Level 2, as these securities started actively trading on a listed exchange during the second quarter of 2012. However, due to lock-up period restrictions on these securities, a liquidity discount was used in determining their fair value at June 30, 2012, and therefore classified as Level 2.

Additionally, during the three and six months ended June 30, 2012, \$29.4 million of securities, at fair value based on the date of transfer, were transferred from Level 2 to Level 1 as the lock-up period on those securities expired. There were no other transfers between Level 1, Level 2 or Level 3 during the three and six months ended June 30, 2012.

During the six months ended June 30, 2011, \$9.7 million of securities, at fair value based on the date of transfer, were transferred from Level 3 to Level 1, as these securities started actively trading on listed exchanges during the first quarter of 2011. There were no other transfers between Level 1, Level 2 or Level 3 during the three and six months ended June 30, 2011.

For the three and six months ended June 30, 2012, realized gains of \$0.1 million and \$0.2 million, respectively, (2011: \$0 and \$0, respectively) and change in unrealized gains of \$0.8 million and \$2.0 million (2011: \$0.8 million and \$3.3 million) on securities held at the reporting date and valued using unobservable inputs are included in net investment income in the condensed consolidated statements of income. In addition, for the three and six months ended June 30, 2012, amortization expense of \$0.1 million and \$0.2 million (2011: \$0 and \$0.2 million) relating to financial contracts

receivable valued using unobservable inputs, was included in other income (expense), net.

Investments

Debt instruments, trading

At June 30, 2012, the following investments were included in debt instruments:

14

Return to table of contents

2012	Cost/ amortized cost (\$ in thousands)	Unrealized gains	Unrealized losses	Fair value
Corporate debt – U.S.	\$5,036	\$120	\$(1,904)	) \$3,252
Corporate debt – Non U.S.	3,031	587	(59)	) 3,559
Sovereign debt – Non U.S.	\$2,113	\$164	\$—	2,277
Total debt instruments	\$10,180	\$871	\$(1,963)	) \$9,088

At December 31, 2011, the following investments were included in debt instruments:

2011	Cost/ amortized cost (\$ in thousands)	Unrealized gains	Unrealized losses	Fair value
Corporate debt – U.S.	\$4,064	\$49	\$(1,685)	) \$2,428
Corporate debt – Non U.S.	5,010	435	—	5,445
Sovereign debt – Non U.S.	2,481	285	—	2,766
Total debt instruments	\$11,555	\$769	\$(1,685)	) \$10,639

The maturity distribution for debt instruments held at June 30, 2012 was as follows:

	Cost/ amortized cost (\$ in thousands)	Fair value
Within one year	\$—	\$—
From one to five years	548	691
From five to ten years	6,136	6,806
More than ten years	3,496	1,591
	\$10,180	\$9,088

Investment in Equity Securities, Trading

At June 30, 2012, the following long positions were included in investment securities, trading:

2012	Cost (\$ in thousands)	Unrealized gains	Unrealized losses	Fair value
Equities – listed	\$972,732	\$139,600	\$(90,420)	) \$1,021,912
Exchange traded funds	38,818	—	(2,001)	) 36,817
	\$1,011,550	\$139,600	\$(92,421)	) \$1,058,729

At December 31, 2011, the following long positions were included in investment securities, trading:

2011	Cost (\$ in thousands)	Unrealized gains	Unrealized losses	Fair value
Equities – listed	\$827,435	\$78,947	\$(75,593)	) \$830,789
Exchange traded funds	57,011	6,037	(3,015)	) 60,033
	\$884,446	\$84,984	\$(78,608)	) \$890,822

[Return to table of contents](#)

Other Investments

“Other investments” include commodities and private and unlisted equity securities. As of June 30, 2012 and December 31, 2011, commodities were comprised of gold bullion.

At June 30, 2012, the following securities were included in other investments:

2012	Cost	Unrealized gains	Unrealized losses	Fair value
	(\$ in thousands)			
Commodities	\$65,365	\$34,343	\$—	\$99,708
Private and unlisted equity securities	37,642	3,193	(2,030)	) 38,805
	\$103,007	\$37,536	\$(2,030)	) \$138,513

At December 31, 2011, the following securities were included in other investments:

2011	Cost	Unrealized gains	Unrealized losses	Fair value
	(\$ in thousands)			
Commodities	\$65,365	\$32,141	\$—	\$97,506
Private and unlisted equity securities	32,157	2,146	(3,124)	) 31,179
	\$97,522	\$34,287	\$(3,124)	) \$128,685

As of June 30, 2012, included in private and unlisted equity securities are investments in private equity funds with a fair value of \$19.3 million (December 31, 2011: \$12.8 million) determined based on unadjusted net asset values reported by the funds' managers as of periods prior to June 30, 2012. The private equity funds have varying lock-up periods and as of June 30, 2012 one hundred percent of the funds were not redeemable due to restrictions, and therefore have been categorized within Level 3 of the fair value hierarchy. As of June 30, 2012, the Company had \$12.1 million (December 31, 2011: \$18.4 million) of unfunded commitments relating to private equity funds whose fair values are determined based on unadjusted net asset values reported by the funds' managers. These commitments are included in the amounts presented in the schedule of commitments and contingencies in Note 8 of these condensed consolidated financial statements.

Investments in Securities Sold, Not Yet Purchased

At June 30, 2012, the following securities were included in investments in securities sold, not yet purchased:

2012	Proceeds	Unrealized gains	Unrealized losses	Fair value
	(\$ in thousands)			
Equities – listed	\$(634,172)	) \$139,564	\$(62,385)	) \$(556,993)
Corporate debt – U.S	(1,870)	) 72	—	) (1,798)
Sovereign debt – Non U.S	(112,620)	) 7,869	—	) (104,751)
	\$(748,662)	) \$147,505	\$(62,385)	) \$(663,542)

At December 31, 2011, the following securities were included in investments in securities sold, not yet purchased:

2011	Proceeds	Unrealized gains	Unrealized losses	Fair value
	(\$ in thousands)			

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

Equities – listed	\$ (583,078)	\$ 98,726	\$ (54,845)	\$ (539,197)
Corporate debt – U.S	(1,870)	11	—	(1,859)
Sovereign debt – Non U.S	(153,828)	11,068	—	(142,760)
	\$ (738,776)	\$ 109,805	\$ (54,845)	\$ (683,816)

16

[Return to table of contents](#)

Financial Contracts

As of June 30, 2012 and December 31, 2011, the Company had entered into total return swaps, CDS, options, futures and interest rate options contracts with various financial institutions to meet certain investment objectives. Under the terms of each of these financial contracts, the Company is either entitled to receive or is obligated to make payments which are based on the product of a formula contained within the contract that includes the change in the fair value of the underlying or reference security. In addition, as of June 30, 2012 and December 31, 2011, the Company had entered into a non-exchange traded weather derivative swap contract to manage its overall risk exposure to earthquake losses, under which the Company is entitled to receive a payment upon the occurrence of certain specified earthquake events in the U.S.

At June 30, 2012, the fair values of financial contracts outstanding were as follows:

Financial Contracts	Listing currency	Notional amount of underlying instruments (\$ in thousands)	Fair value of net assets (obligations) on financial contracts
Financial contracts receivable			
Interest rate options	USD	2,638,753	\$633
Credit default swaps, purchased – corporate debt	USD	39,665	815
Total return swaps – equities	USD	22,127	4,981
Put options	USD	193,767	11,243
Call options	USD	46,740	2,597
Futures	USD	134,827	3,689
Weather derivative swap	USD	5,000	14
Total financial contracts receivable, at fair value			\$23,972
Financial contracts payable			
Credit default swaps, purchased – sovereign debt	USD	251,467	\$(5,587)
Credit default swaps, purchased – corporate debt	USD	234,212	(2,101)
Futures	USD	165,530	(878)
Total return swaps – equities	USD	22,450	(4,326)
Warrants and rights on listed equities	USD	73	(73)
Call options	USD	103	(7)
Total financial contracts payable, at fair value			\$(12,972)

Return to table of contents

At December 31, 2011, the fair values of financial contracts outstanding were as follows:

Financial Contracts	Listing currency	Notional amount of underlying instruments (\$ in thousands)	Fair value of net assets (obligations) on financial contracts
Financial contracts receivable			
Interest rate options	USD	3,049,338	\$2,236
Credit default swaps, purchased – sovereign debt	USD	32,952	6,160
Credit default swaps, purchased – corporate debt	USD	260,862	1,614
Total return swaps - equities	USD	45,458	5,390
Put options	USD	132,966	6,849
Call options	USD	2,714	280
Futures	USD	9,075	881
Weather derivative swap	USD	5,000	263
Total financial contracts receivable, at fair value			\$23,673
Financial contracts payable			
Credit default swaps, purchased – sovereign debt	USD	251,467	\$(2,675)
Credit default swaps, purchased – corporate debt	USD	26,029	(799)
Futures	USD	149,201	(887)
Total return swaps – equities	USD	11,795	(1,714)
Warrants and rights on listed equities	USD	183	(183)
Call options	USD	718	(66)
Total financial contracts payable, at fair value			\$(6,324)

As of June 30, 2012 and December 31, 2011, included in interest rate options are contracts on U.S. and Japanese interest rates. Included in put options are options on foreign currencies including the Japanese Yen and Euro.

As of June 30, 2012 and December 31, 2011, the carrying amount of the weather derivative swap is the unamortized portion of the premium paid to purchase the weather derivative swap contract which expired on July 10, 2012. An estimate of fair value is not practicable since the weather derivative swap contract is a non-exchange traded instrument and the time and cost involved in creating a valuation model to estimate the fair value would be excessive based on the immaterial amount and the short term contract period.

Return to table of contents

During the three and six months ended June 30, 2012 and 2011, the Company reported gains and losses on derivatives as follows:

Derivatives not designated as hedging instruments	Location of gains and losses on derivatives recognized in income	Gain (loss) on derivatives recognized in income for the three months ended June 30, 2012		Gain (loss) on derivatives recognized in income for the six months ended June 30, 2011	
		(\$ in thousands)		(\$ in thousands)	
Interest rate options	Net investment income (loss)	\$(1,251)	\$(5,518)	\$(1,603)	\$(4,554)
Credit default swaps, purchased – corporate debt	Net investment income (loss)	(185)	(632)	(4,000)	(1,976)
Credit default swaps, purchased – sovereign debt	Net investment income (loss)	1,027	1,461	(3,944)	(7,219)
Total return swaps – equities	Net investment income (loss)	(1,772)	29	(2,482)	3,317
Credit default swaps, issued – corporate debt	Net investment income (loss)	—	(3)	—	4,785
Options, warrants, and rights	Net investment income (loss)	(14,981)	(8,908)	(10,167)	(20,325)
Futures	Net investment income (loss)	(3,176)	—	(7,959)	—
Currency forwards	Net investment income (loss)	—	(3,944)	—	(3,944)
Weather derivative swap	Other income (expense), net	(111)	—	(249)	(214)
Total		\$(20,449)	\$(17,515)	\$(30,404)	\$(30,130)

The Company generally does not enter into derivatives for risk management or hedging purposes, and the volume of derivative activities varies from period to period depending on potential investment opportunities.

For the three and six months ended June 30, 2012, the Company's volume of derivative activities (based on notional amounts) was as follows:

Derivatives not designated as hedging instruments	Three months ended June 30, 2012		Six months ended June 30, 2012	
	Entered	Exited	Entered	Exited
	(\$ in thousands)		(\$ in thousands)	
Credit default swaps	\$—	\$43,014	\$—	\$45,966
Total return swaps	728	6,625	2,806	20,554
Options	169,304	59,119	444,207	202,704
Futures	301,197	336,611	764,267	629,556
Total	\$471,229	\$445,369	\$1,211,280	\$898,780

Return to table of contents

For the three and six months ended June 30, 2011, the Company's volume of derivative activities (based on notional amounts) was as follows:

Derivatives not designated as hedging instruments	Three months ended June 30, 2011		Six months ended June 30, 2011	
	Entered	Exited	Entered	Exited
	(\$ in thousands)		(\$ in thousands)	
Credit default swaps	\$204,053	\$91,632	\$213,942	\$137,749
Total return swaps	11,203	1,655	11,203	16,603
Options	247,964	184,067	546,988	230,490
Futures	12,469	—	41,726	55,093
Currency Forwards	372,843	262,622	372,843	262,622
Weather derivative swap	—	—	—	10,000
Total	\$848,532	\$539,976	\$1,186,702	\$712,557

4. DUE TO PRIME BROKERS

As of June 30, 2012, the amount due to prime brokers is comprised of margin-borrowing from prime brokers relating to investments purchased on margin as well as the margin-borrowing for providing collateral to support some of the Company's outstanding letters of credit (see Note 8). Under term margin agreements and certain letter of credit facility agreements, the Company pledges certain investment securities to borrow cash from the prime brokers. The borrowed cash is placed in a custodial account in the name of the Company and this custodial account provides collateral for any letters of credit issued by the banks. Since there is no legal right of offset, the Company's liability for the cash borrowed from the prime brokers is included on the condensed consolidated balance sheets as due to prime brokers while the cash held in the custodial account is included on the condensed consolidated balance sheets as restricted cash and cash equivalents. At June 30, 2012, the amounts due to prime brokers included \$238.1 million (December 31, 2011: \$256.1 million) of cash borrowed under the term margin agreements to provide collateral for letters of credit facilities and \$126.9 million (December 31, 2011: \$4.3 million) of borrowing relating to investment purchases.

The Company's investment guidelines allow for temporary (30 days) leverage for investment purposes up to 20% of net invested assets, and for an extended time period, up to 5% of net invested assets. At June 30, 2012 and December 31, 2011, the Company was in compliance with the amount of leverage for investment purposes allowed under its investment guidelines.

5. RETROCESSION

The Company from time to time purchases retrocessional coverage for one or more of the following reasons: to manage its overall exposure, to reduce its net liability on individual risks, to obtain additional underwriting capacity and to balance its underwriting portfolio. Additionally, retrocession can be used as a mechanism to share the risks and rewards of business written and therefore can be used as a tool to align the Company's interests with those of its counterparties. The Company currently has coverages that provide for recovery of a portion of loss and loss expenses incurred on certain contracts. Loss and loss adjustment expense recoverable from the retrocessionaires are recorded as assets. For the three months ended June 30, 2012, loss and loss adjustment expenses incurred of \$87.3 million (2011: \$56.9 million) reported on the condensed consolidated statements of income are net of loss and loss expenses recovered and recoverable of \$6.9 million (2011: \$3.9 million). For the six months ended June 30, 2012, loss and loss adjustment expenses incurred of \$150.6 million (2011: \$122.6 million) reported on the condensed consolidated statements of income are net of loss and loss expenses recovered and recoverable of \$16.2 million (2011: \$7.8 million). Retrocession contracts do not relieve the Company from its obligations to the insureds. Failure of

retrocessionaires to honor their obligations could result in losses to the Company. At June 30, 2012, the Company had loss and loss adjustment expense recoverable of \$0.1 million (December 31, 2011: \$0.1 million) with a retrocessionaire rated “A+ (Superior)” by A.M. Best. Additionally, the Company had losses recoverable of \$36.8 million (December 31, 2011: \$29.7 million) with unrated retrocessionaires. At June 30, 2012 and December 31, 2011, the Company retained \$34.7 million and \$38.0 million, respectively, of cash collateral from the unrated retrocessionaires, as well as other collateral in the form of guarantees. The Company regularly evaluates the financial condition of its retrocessionaires to assess the ability of the retrocessionaires to honor their obligations. At June 30, 2012 and December 31, 2011, no provision for uncollectible losses recoverable was considered necessary.

[Return to table of contents](#)

6. SHARE-BASED COMPENSATION

The Company has a stock incentive plan for directors, employees and consultants. As of June 30, 2012, the Company had reserved for issuance 3,500,000 Class A ordinary shares (December 31, 2011: 3,500,000) for eligible participants. At June 30, 2012, 1,182,269 Class A ordinary shares (December 31, 2011: 1,322,773) were available for future issuance under the Company's stock incentive plan.

Employee and Director Restricted Shares

As part of the stock incentive plan, the Company issues restricted shares for which the fair value is equal to the price of the Company's Class A ordinary shares on the grant date. Compensation based on the grant date fair market value of the shares is expensed on a straight line basis over the vesting period.

During the six months ended June 30, 2012, 110,701 (2011: 86,737) restricted Class A ordinary shares were issued to employees pursuant to the Company's stock incentive plan. These shares contain certain restrictions relating to, among other things, vesting, forfeiture in the event of termination of employment and transferability. Each of these restricted shares will cliff vest after 3 years from the date of issue, subject to the grantee's continued service with the Company.

During the six months ended June 30, 2012, the Company also issued to non-employee directors an aggregate of 35,994 (2011: 33,295) restricted Class A ordinary shares as part of their remuneration for services to the Company. Each of these restricted shares issued to the directors contain similar restrictions to those issued to employees and will vest on the earlier of the first anniversary of the share issuance or the Company's next annual general meeting, subject to the grantee's continued service with the Company.

The restricted share award activity during the six months ended June 30, 2012 was as follows:

	Number of non-vested restricted shares	Weighted average grant date fair value
Balance at December 31, 2011	358,563	\$21.03
Granted	146,695	24.61
Vested	(191,136)	) 17.34
Forfeited	(6,191)	) 25.44
Balance at June 30, 2012	307,931	\$24.94

Employee and Director Stock Options

Employee and director stock option activity during the six months ended June 30, 2012 was as follows:

	Number of options	Weighted average exercise price	Weighted average grant date fair value
Balance at December 31, 2011	1,399,000	\$15.06	\$6.73
Granted	—	—	—
Exercised	—	—	—
Forfeited	—	—	—
Expired	—	—	—
Balance at June 30, 2012	1,399,000	\$15.06	\$6.73

7. RELATED PARTY TRANSACTIONS

Investment Advisory Agreement

21

Return to table of contents

The Company and its reinsurance subsidiaries are party to an Investment Advisory Agreement (the ‘‘Advisory Agreement’’) with DME Advisors under which the Company, its reinsurance subsidiaries and DME Advisors created a joint venture for the purpose of managing certain jointly held assets. DME Advisors is a related party and an affiliate of David Einhorn, Chairman of the Company’s Board of Directors.

Pursuant to the Advisory Agreement, performance compensation equal to 20% of the net income of the Company’s share of the account managed by DME Advisors is allocated, subject to a loss carry forward provision, to DME Advisors’ account. The loss carry forward provision allows DME Advisors to earn reduced incentive compensation of 10% on net investment income in any year subsequent to the year in which the investment account incurs a loss, until all the losses are recouped and an additional amount equal to 150% of the aggregate investment loss is earned. DME Advisors is not entitled to earn performance compensation in a year in which the investment portfolio incurs a loss. For the three and six months ended June 30, 2012, included in net investment income is performance compensation of \$(9.1) million and \$7.9 million, respectively, (2011: \$0.0 million and \$0.0 million, respectively) that was accrued and included in the condensed consolidated balance sheets at June 30, 2012 as performance compensation payable to related party. The negative performance compensation for the three months ended June 30, 2012 was due to a net investment loss during the period resulting in partial reversal of performance compensation previously accrued based on the investment returns during the first quarter of 2012.

Additionally, pursuant to the Advisory Agreement, a monthly management fee equal to 0.125% (1.5% on an annual basis) of the Company’s investment account managed by DME Advisors is paid to DME Advisors. Included in the net investment income for the three and six months ended June 30, 2012 are management fees of \$4.2 million and \$8.3 million, respectively (2011: \$3.8 million and \$7.6 million, respectively). The management fees have been fully paid as of June 30, 2012.

Pursuant to the Advisory Agreement, the Company has agreed to indemnify DME Advisors for any expense, loss, liability, or damage arising out of any claim asserted or threatened in connection with DME Advisors serving as the Company’s investment advisor. The Company will reimburse DME Advisors for reasonable costs and expenses of investigating and/or defending such claims provided such claims were not caused due to gross negligence, breach of contract or misrepresentation by DME Advisors. During the six months ended June 30, 2012, there were no indemnification payments made by the Company.

Service Agreement

The Company has entered into a service agreement with DME Advisors, pursuant to which DME Advisors provides investor relations services to the Company for compensation of \$5,000 per month (plus expenses). The agreement is automatically renewed annually until terminated by either the Company or DME Advisors for any reason with 30 days prior written notice to the other party.

8. COMMITMENTS AND CONTINGENCIES

Letters of Credit

At June 30, 2012, the Company had the following letter of credit facilities, which automatically renew each year unless terminated by either party in accordance with the required notice period:

	Facility	Termination Date	Notice period required for termination
	(\$ in thousands)		
Bank of America, N.A	\$200,000	July 20, 2013	90 days prior to termination date

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

Butterfield Bank (Cayman) Limited	60,000	June 30, 2013	90 days prior to termination date
Citibank Europe plc	400,000	October 11, 2013	120 days prior to termination date
JP Morgan Chase Bank N.A	100,000	January 27, 2013	120 days prior to termination date
	\$760,000		

As of June 30, 2012, an aggregate amount of \$395.8 million (December 31, 2011: \$382.8 million) in letters of credit were issued under the above facilities. Under the facilities, the Company provides collateral that may consist of equity securities, restricted cash, and cash and cash equivalents. As of June 30, 2012, total equity securities, restricted cash, and cash and cash equivalents with a fair value in the aggregate of \$404.8 million (December 31, 2011: \$410.5 million) were pledged as security against the letters of credit issued (also see Note 4). Each of the facilities contain customary events of default and restrictive covenants, including but not limited to, limitations on liens on collateral, transactions with affiliates, mergers and

Return to table of contents

sales of assets, as well as solvency and maintenance of certain minimum pledged equity requirements, and restricts issuance of any debt without the consent of the letter of credit provider. Additionally, if an event of default exists, as defined in the letter of credit facilities, Greenlight Re will be prohibited from paying dividends to its parent company. The Company was in compliance with all the covenants of each of these facilities as of June 30, 2012 and December 31, 2011.

Operating Lease

The Company has entered into a lease agreement for office space in the Cayman Islands. Under the terms of the lease agreement, the Company is committed to annual rent payments ranging from \$253,539 to \$311,821. The lease expires on June 30, 2018 and the Company has the option to renew the lease for a further five year term. Included in the schedule below are the minimum lease payment obligations relating to this lease as of June 30, 2012.

GRIL has entered into a lease agreement for office space in Dublin, Ireland. Under the terms of this lease agreement, GRIL is committed to average annual rent payments denominated in Euros approximating €67,528 until May 2016 (net of rent inducements), and adjusted to the prevailing market rates for each of three subsequent five-year terms. GRIL has the option to terminate the lease agreement in 2016 and 2021. Included in the schedule below are the net minimum lease payment obligations relating to this lease as of June 30, 2012.

The total rent expense related to leased office space for the three and six months ended June 30, 2012 was \$0.1 million and \$0.2 million, respectively (2011: \$0.1 million and \$0.2 million, respectively).

Specialist Service Agreement

The Company has entered into a service agreement with a specialist service provider for the provision of administration and support in developing and maintaining business relationships, reviewing and recommending programs and managing risks relating to certain specialty lines of business. The specialist service provider does not have any authority to bind the Company to any reinsurance contracts. Under the terms of the agreement, the Company has committed to quarterly payments to the service provider. If the agreement is terminated, the Company is obligated to make minimum payments for another two years to ensure contracts to which the Company is bound are adequately administered by the specialist service provider. Included in the schedule below are the minimum payment obligations relating to this agreement.

Private Equity

From time to time, the Company makes investments in private equity vehicles. As part of the Company's participation in such private equity investments, the Company may make funding commitments. As of June 30, 2012, the Company had commitments to invest an additional \$19.0 million (December 31, 2011: \$19.1 million) in private equity investments. Included in the schedule below are the minimum payment obligations relating to these investments.

Schedule of Commitments and Contingencies

The following is a schedule of future minimum payments required under the above commitments:

	2012	2013	2014	2015	2016	Thereafter	Total
	(\$ in thousands)						
Operating lease obligations	\$187	\$372	\$372	\$372	\$312	\$414	\$2,029
Specialist service agreement	250	400	150	—	—	—	800

Private equity and limited partnerships (1)	19,037	—	—	—	—	—	19,037
	\$19,474	\$772	\$522	\$372	\$312	\$414	\$21,866

(1) Given the nature of these investments, the Company is unable to determine with any degree of accuracy when these commitments will be called. Therefore, for purposes of the above table, the Company has assumed that all commitments with no fixed payment schedules will be called during the year ended December 31, 2012.

Litigation

From time to time in the normal course of business, the Company may be involved in formal and informal dispute

[Return to table of contents](#)

resolution procedures, which may include arbitration or litigation, the outcomes of which determine the rights and obligations under the Company's reinsurance contracts and other contractual agreements. In some disputes, the Company may seek to enforce its rights under an agreement or to collect funds owing to it. In other matters, the Company may resist attempts by others to collect funds or enforce alleged rights. While the final outcome of legal disputes cannot be predicted with certainty, the Company does not believe that any existing dispute, when finally resolved, will have a material adverse effect on the Company's business, financial condition or operating results.

9. SEGMENT REPORTING

The Company manages its business on the basis of one operating segment, Property & Casualty Reinsurance.

The following tables provide a breakdown of the Company's gross premiums written by line of business and by geographic area of risks insured for the periods indicated:

	Gross Premiums Written by Line of Business											
	Three months ended June 30, 2012 (\$ in thousands)			Three months ended June 30, 2011 (\$ in thousands)			Six months ended June 30, 2012 (\$ in thousands)			Six months ended June 30, 2011 (\$ in thousands)		
Property												
Commercial lines	2,460	2.9	%	3,813	3.4	%	11,645	4.9	%	8,969	4.2	%
Motor physical damage	17,701	21.1		541	0.5		35,842	15.2	%	(1,115)	(0.5))
Personal lines	5,524	6.6		58,156	51.3		52,559	22.3		106,050	49.6	
Total Property	25,685	30.6		62,510	55.2		100,046	42.4		113,904	53.3	
Casualty												
General liability	6,499	7.7		11,641	10.3		14,925	6.3		18,637	8.7	
Marine liability	—	—		—	—		2,240	0.9		185	0.1	
Motor liability	37,334	44.5		20,609	18.2		89,477	37.9		33,672	15.7	
Professional liability	(666)	(0.8)) ⁽¹⁾	(185)	(0.2)) ⁽¹⁾	(666)	(0.3)) ⁽¹⁾	240	0.1	
Total Casualty	43,167	51.4		32,065	28.3		105,976	44.8		52,734	24.6	
Specialty												
Financial	1,372	1.6		1,653	1.5		3,305	1.4		6,276	2.9	
Health	7,532	9.0		11,326	10.0		19,386	8.2		25,990	12.1	
Workers' compensation	6,230	7.4		5,712	5.0		7,493	3.2		15,101	7.1	
Total Specialty	15,134	18.0		18,691	16.5		30,184	12.8		47,367	22.1	
	83,986	100.0	%	113,266	100.0	%	236,206	100.0	%	214,005	100.0	%

(1) The negative balance represents reversal of premiums due to premium adjustments, termination of contracts or premiums returned upon commutation of contracts.

[Return to table of contents](#)

Gross Premiums Written by Geographic Area of Risks Insured

	Three months ended June 30, 2012 (\$ in thousands)			Three months ended June 30, 2011 (\$ in thousands)			Six months ended June 30, 2012 (\$ in thousands)			Six months ended June 30, 2011 (\$ in thousands)		
U.S.	\$ 83,201	99.1	%	\$ 109,699	96.9	%	\$ 221,366	93.7	%	\$ 200,324	93.6	%
Worldwide (1)	1,123	1.3		3,318	2.9		15,178	6.4		13,007	6.1	
Caribbean	328	0.4		300	0.3		328	0.1		300	0.1	
Europe	(666	) (0.8	)	(51	) —		(666	) (0.3	)	374	0.2	
	\$ 83,986	100.0	%	\$ 113,266	100.0	%	\$ 236,206	100.0	%	\$ 214,005	100.0	%

(1) "Worldwide" is comprised of contracts that reinsure risks in more than one geographic area and do not specifically exclude the U.S.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

References to "we," "us," "our," "our company," "Greenlight Re," or "the Company" refer to Greenlight Capital Re, Ltd. ("GLRE") and its wholly-owned subsidiaries, Greenlight Reinsurance, Ltd. ("Greenlight Reinsurance"), Greenlight Reinsurance Ireland, Ltd. ("GRIL") and Verdant Holding Company, Ltd. ("Verdant"), unless the context dictates otherwise. References to our "Ordinary Shares" refers collectively to our Class A Ordinary Shares and Class B Ordinary Shares.

The following is a discussion and analysis of our results of operations for the three and six months ended June 30, 2012 and 2011 and financial condition as of June 30, 2012 and December 31, 2011. The following discussion should be read in conjunction with the audited consolidated financial statements and accompanying notes, which appear in our annual report on Form 10-K for the fiscal year ended December 31, 2011.

Special Note About Forward-Looking Statements

Certain statements in Management's Discussion and Analysis ("MD&A"), other than purely historical information, including estimates, projections, statements relating to our business plans, objectives and expected operating results, and the assumptions upon which those statements are based, are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These forward-looking statements generally are identified by the words "believe," "project," "predict," "expect," "anticipate," "estimate," "intend," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties which may cause actual results to differ materially from the forward-looking statements. A detailed discussion of risks and uncertainties that could cause actual results and events to differ materially from such forward-looking statements is included in the section entitled "Risk Factors" (refer to Part I, Item 1A) contained in our annual report on Form 10-K for the fiscal year ended December 31, 2011. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. Readers are cautioned not to place undue reliance on the forward looking statements which speak only to the dates on which they were made.

We intend to communicate certain events that we believe may have a material adverse impact on our operations or financial position, including property and casualty catastrophic events and material losses in our investment portfolio, in a timely manner through a public announcement. Other than as required by the Exchange Act, we do not intend to

make public announcements regarding reinsurance or investments events that we do not believe, based on management's estimates and current information, will have a material adverse impact on our operations or financial position.

General

We are a Cayman Islands headquartered global specialty property and casualty reinsurer with a reinsurance and investment strategy that we believe differentiates us from our competitors. Our goal is to build long-term shareholder value by selectively offering customized reinsurance solutions, in markets where capacity and alternatives are limited, which we

25

[Return to table of contents](#)

believe will yield favorable long-term returns on equity.

We aim to complement our underwriting results with a non-traditional investment approach in order to achieve higher rates of return over the long term than reinsurance companies that employ more traditional, fixed-income investment strategies. We manage our investment portfolio according to a value-oriented philosophy, in which we take long positions in perceived undervalued securities and short positions in perceived overvalued securities.

Because we employ an opportunistic underwriting philosophy, period-to-period comparisons of our underwriting results may not be meaningful. In addition, our historical investment results may not necessarily be indicative of future performance. Due to the nature of our reinsurance and investment strategies, our operating results will likely fluctuate from period to period.

Segments

We manage our business on the basis of one operating segment, property and casualty reinsurance, in accordance with the qualitative and quantitative criteria established by United States generally accepted accounting principles ("U.S. GAAP"). Within the property and casualty reinsurance segment, we analyze our underwriting operations using two categories:

- frequency business; and
- severity business.

Frequency business is characterized by contracts containing a potentially large number of small losses emanating from multiple events. Clients generally buy this protection to increase their own underwriting capacity and typically select a reinsurer based upon the reinsurer's financial strength, service and expertise. We expect the results of frequency business to be less volatile than those of severity business from period to period due to greater predictability. We also expect that over time the profit margins and return on equity of our frequency business will be lower than those of our severity business.

Severity business is typically characterized by contracts with the potential for significant losses emanating from one event or multiple events. Clients generally buy this protection to remove volatility from their balance sheets, and accordingly, we expect the results of severity business to be volatile from period to period. However, over the long term, we also expect that our severity business will generate higher profit margins and return on equity than those of our frequency business.

Outlook and Trends

We believe the reinsurance industry, in general has been, and for the foreseeable future will remain, over capitalized. There is an influx of new capital for peak zone catastrophe risk from alternative capital market participants such as hedge funds, pension funds and other fixed income bond managers. Additionally, we believe that the slowdown in worldwide economic activity continues to weaken the overall demand for property and casualty insurance and, accordingly, reinsurance.

Notwithstanding the foregoing, the over-capitalization of the reinsurance industry may be countered by the introduction of more stringent capital requirements in the industry (particularly in Europe), the recalibration of catastrophe risk models to reflect recent catastrophic activity and a sustained low interest rate environment. We believe the introduction of Solvency II for European insurers and reinsurers will create a demand for capital and/or reinsurance solutions for some smaller and less diversified companies. Risk Management Solutions ("RMS") released a new version of its widely used catastrophe model ("RMS 11.0") which has had the impact of increasing the modeled

expected losses for many catastrophe programs in the United States. If the new model version is widely adopted by the reinsurance market, property catastrophe pricing could increase. The persistent low interest rate environment has reduced the earnings of many insurance and reinsurance companies. We believe the continuation of low interest rates, coupled with the reduction of prior years' reserve redundancies, could cause the industry to adopt overall higher pricing.

Overall, we believe we are in a hardening market, but industry over-capitalization will temper rate increases and that overall increases will not significantly exceed loss trends. The result is a slightly improving market, but with many areas of the market continuing to operate at levels which we believe are economically irrational. Price increases could occur earlier if financial and credit markets experience adverse shocks that result in the loss of capital of insurers and reinsurers, or if there are major catastrophic events, especially in North America.

Our reinsurance portfolio is currently concentrated in five areas - Florida homeowners, small account workers' compensation and general liability for contractors, U.S. employer health stop loss, catastrophe retrocession and private passenger automobile. While each of these areas is competitive, we believe we are experiencing rate increases that are in excess

[Return to table of contents](#)

of loss trends. In particular, the Florida homeowners' insurance market continues to experience rate increases, although the rate of increase has slowed relative to the prior period. Additionally, property catastrophe retrocession pricing increased moderately during 2011 and increased again during the first half of 2012. We continue to look for attractive opportunities in this area of the market; however, as mentioned earlier, the influx of new capacity has increased competition.

We believe that we are well positioned to compete for frequency business due to our increasing market recognition, the development of strategic relationships and our "A (Excellent)" rating by A.M. Best. Meanwhile, there are a number of insurers and reinsurers that have suffered and continue to suffer from capacity issues. So far in 2012, we have seen a number of large, frequency-oriented opportunities that we believe fit well within our business strategy. We converted some of these opportunities into bound contracts, and are currently analyzing others. Further, there has been additional consolidation activity in the industry and we believe if such activity continues and the number of industry participants decreases, we could benefit from increased opportunities since insurers may prefer to diversify their reinsurance placements.

We believe our investment portfolio continues to be conservatively postured in 2012, with a net long position of 51% as of June 30, 2012. The challenging investment environment has continued throughout the year, with significant uncertainty and global geopolitical and economic headwinds. Equity markets in the U.S. and Europe are volatile, due to slowing economic growth and concerns about the sustainability of monetary and fiscal policies. Rising concern about sovereign debt, particularly in Europe, appears likely to limit further fiscal stimulus. Given the challenging macroeconomic environment, we intend, for the foreseeable future, to continue holding a significant position in gold and other macro hedges in the form of options on higher interest rates and foreign exchange rates, short positions in sovereign debt and sovereign credit default swaps.

We intend to continue to monitor market conditions to position ourselves to participate in future under-served or capacity-constrained markets as they arise and intend to offer products that we believe will generate favorable returns on equity over the long term. Accordingly, our underlying results and product line concentrations in any given period may not be indicative of our future results of operations.

Critical Accounting Policies

Our condensed consolidated financial statements are prepared in accordance with U.S. GAAP, which requires management to make estimates and assumptions that affect reported and disclosed amounts of assets and liabilities and the reported amounts of revenues and expenses during the reporting period. We believe that the critical accounting policies set forth in our annual report on Form 10-K for the fiscal year ended December 31, 2011 continue to describe the more significant judgments and estimates used in the preparation of our condensed consolidated financial statements. These accounting policies pertain to premium revenues and risk transfer, valuation of investments, loss and loss adjustment expense reserves, acquisition costs, bonus accruals and share-based payments. If actual events differ significantly from the underlying judgments or estimates used by management in the application of these accounting policies, there could be a material effect on our results of operations and financial condition.

Recently issued accounting standards and their impact to the Company have been presented under "Recently Issued Accounting Standards" in Note 2 of the accompanying condensed consolidated financial statements.

Results of Operations

Three and six months ended June 30, 2012 and 2011

For the three months ended June 30, 2012, we reported a net loss of \$36.1 million, as compared to a net loss of \$16.0 million reported for the same period in 2011. The underwriting income before general and administrative expenses for the three months ended June 30, 2012 was \$4.8 million, compared to \$7.5 million for the same period in 2011. The decrease in underwriting income for the three months ended June 30, 2012 was primarily due to an increase in the

composite ratio for the period. For the three months ended June 30, 2012, our overall composite ratio increased to 96.4%, from 93.0% during the same period in 2011. For the three months ended June 30, 2012, our investment portfolio reported a net loss of \$36.9 million, or a loss of 3.3%, on our investment account, compared to a net investment loss of \$19.5 million, or a loss of 1.9%, for the same period in 2011.

For the six months ended June 30, 2012, we reported a net income of \$29.1 million, compared to a net loss of \$59.0 million reported for the same period in 2011. Our investment portfolio reported a net income of \$34.7 million, or a return of 3.0%, for the six months ended June 30, 2012, compared to a net investment loss of \$55.6 million, or a loss of 5.2%, for the same period in 2011. Underwriting income reported for the six months ended June 30, 2012 increased by \$2.2 million to \$7.0 million from \$4.8 million reported for the six months ended June 30, 2011.

Return to table of contents

For the three months ended June 30, 2012, the basic adjusted book value per share decreased by \$0.98 per share, or 4.1%, to \$22.74 per share from \$23.72 per share at March 31, 2012. During the three months ended June 30, 2012, fully diluted adjusted book value decreased by \$0.95 per share, or 4.1%, to \$22.34 per share from \$23.29 per share at March 31, 2012.

For the six months ended June 30, 2012, the basic adjusted book value per share increased by \$0.76 per share, or 3.5%, to \$22.74 per share from \$21.98 per share at December 31, 2011. During the six months ended June 30, 2012, fully diluted adjusted book value increased by \$0.73 per share, or 3.4%, to \$22.34 per share from \$21.61 per share at December 31, 2011.

Basic adjusted book value per share is a non-GAAP measure as it excludes the non-controlling interest in a joint venture from total equity. In addition, fully diluted adjusted book value per share is also a non-GAAP measure and represents basic adjusted book value per share combined with the impact from dilution of all in-the-money stock options issued and outstanding as of any period end. We believe that long-term growth in fully diluted adjusted book value per share is the most relevant measure of our financial performance. In addition, fully diluted adjusted book value per share may be of benefit to our investors, shareholders and other interested parties to form a basis of comparison with other companies within the property and casualty reinsurance industry.

The following table presents a reconciliation of the non-GAAP basic adjusted and fully diluted adjusted book value per share to the most comparable GAAP measure.

	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011	June 30, 2011
	(\$ in thousands, except per share and share amounts)				
Basic adjusted and fully diluted adjusted book value per share numerator:					
Total equity (GAAP)	\$845,696	\$881,304	\$845,698	\$765,958	\$770,185
Less: Non-controlling interest in joint venture	(11,778)	(12,227)	(42,595)	(33,866)	(33,709)
Basic adjusted book value per share numerator	833,918	869,077	803,103	732,092	736,476
Add: Proceeds from in-the-money stock options issued and outstanding	18,215	18,215	18,215	16,590	16,590
Fully diluted adjusted book value per share numerator	\$852,133	\$887,292	\$821,318	\$748,682	\$753,066
Basic adjusted and fully diluted adjusted book value per share denominator:					
Ordinary shares issued and outstanding for basic adjusted book value per share denominator	36,678,653	36,633,638	36,538,149	36,509,036	36,575,816
Add: In-the-money stock options issued and outstanding	1,469,000	1,469,000	1,469,000	1,419,000	1,419,000
Fully diluted adjusted book value per share denominator	38,147,653	38,102,638	38,007,149	37,928,036	37,994,816

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

Basic adjusted book value per share	\$22.74	\$23.72	\$21.98	\$20.05	\$20.14
Fully diluted adjusted book value per share	\$22.34	\$23.29	\$21.61	\$19.74	\$19.82

[Return to table of contents](#)

Premiums Written

Details of gross premiums written are provided in the following table:

	Three months ended June 30,			Six months ended June 30,								
	2012	2011		2012	2011							
	(\$ in thousands)			(\$ in thousands)								
Frequency	\$80,706	96.1	%	\$108,601	95.9	%	\$217,313	92.0	%	\$200,954	93.9	%
Severity	3,280	3.9		4,665	4.1		18,893	8.0		13,051	6.1	
Total	\$83,986	100.0	%	\$113,266	100.0	%	\$236,206	100.0	%	\$214,005	100.0	%

We expect quarterly reporting of premiums written to be volatile as our underwriting portfolio continues to develop. Additionally, the composition of premiums written between frequency and severity business may vary from quarter to quarter depending on the specific market opportunities that we pursue.

For the three months ended June 30, 2012, the premiums written relating to frequency contracts decreased by \$27.9 million, or 25.7%, compared to the same period in 2011. The decrease in frequency premiums written is primarily related to the Florida homeowners' personal lines contracts which decreased by \$52.4 million due to the termination of a large contract during the fourth quarter of 2011, as well as due to a decrease in the underlying premiums on other existing Florida homeowners' contracts where the ceding insurer culled its non-performing third party agents in order to maintain a more profitable book of business. Furthermore, one of the Florida homeowners' contracts was renewed during the second quarter of 2012 at a lower quota share percentage than the expiring contract, which resulted in a decrease in premiums written for the quarter compared to same quarter in 2011.

Offsetting these decreases, our motor liability and motor physical damage premiums for the three months ended June 30, 2012 increased by \$16.7 million and \$17.1 million, respectively. The motor liability line includes both commercial automobile contracts as well as private automobile contracts (also referred to as non-standard automobile). For the three months ended June 30, 2012, the commercial automobile premiums written decreased by \$17.3 million, while the private automobile premiums written increased by \$34.0 million as a result of new non-standard automobile contracts entered into during late 2011 and early 2012. We canceled the commercial automobile coverage on a multi-line contract during 2012 which resulted in the decrease in commercial automobile premiums. Other less significant decreases related to our general liability and specialty health lines which decreased \$5.1 million and \$3.8 million, respectively, primarily due to the cancellation of one contract for each of these lines.

For the six months ended June 30, 2012, the frequency gross premiums increased by \$16.4 million, or 8.1%, primarily as a result of our motor liability and motor physical damage premiums, which increased by \$55.8 million and \$37.0 million, respectively. The increase in motor liability line includes an increase of \$86.9 million in private automobile premiums written as a result of new non-standard automobile contracts entered into during late 2011 and early 2012, offset by a decrease of \$31.5 million in commercial automobile premiums written as we canceled the commercial automobile coverage on a multi-line contract during 2012. For the six months ended June 30, 2012, our Florida homeowners' personal lines contracts decreased by \$54.2 million due to the reasons explained above. Other less significant decreases related to our workers' compensation, general liability, specialty health, and financial (surety and trade credit) lines which decreased \$7.6 million, \$3.7 million, \$6.6 million and \$3.0 million, respectively.

For the three months ended June 30, 2012, the premiums written relating to severity contracts decreased by \$1.4 million, or 29.7%, compared to the same period in 2011. The decrease was primarily due to timing of a property catastrophe contract, which was renewed in the first quarter of 2012, while in the prior year it was written in the second quarter of 2011.

For the six months ended June 30, 2012, the increase in severity premiums of \$5.8 million, or 44.8%, compared to the same period in 2011 was principally due to the renewal of our existing multi-line property catastrophe contracts with higher aggregate limits as well as higher pricing. During the six month ended June 30, 2012 we restructured some of our property catastrophe contracts and increased our limits of coverage while also increasing the thresholds for losses entering our layer of coverage. As a result, while direct comparison of pricing is not possible, overall we obtained slightly higher prices on renewing contracts that had no claims reported during the prior year and significantly higher prices on catastrophe contracts that experienced losses during 2011.

[Return to table of contents](#)

For the three months ended June 30, 2012, our ceded premiums decreased by \$21.8 million, to negative \$4.6 million compared to \$17.2 million for the same period in 2011. For the six months ended June 30, 2012, our ceded premiums decreased by \$14.3 million, to \$6.4 million compared to \$20.7 million for the same period in 2011. The decrease in ceded premiums for both the three and six months ended June 30, 2012 was principally due to downward premium adjustments on a retroceded Florida homeowners' personal lines contract based on indications from the ceding insurer during the second quarter of 2012 that the underlying premiums will be lower than previously estimated due to culling of its third party agents.

Details of net premiums written are provided in the following table:

	Three months ended June 30,				Six months ended June 30,							
	2012		2011		2012		2011					
	(\$ in thousands)				(\$ in thousands)							
Frequency	\$85,308	96.3	%	\$91,418	95.1	%	\$210,920	91.8	%	\$180,295	93.2	%
Severity	3,280	3.7		4,665	4.9		18,893	8.2		13,051	6.8	
Total	\$88,588	100.0	%	\$96,083	100.0	%	\$229,813	100.0	%	\$193,346	100.0	%

Net Premiums Earned

Net premiums earned reflect the pro-rata inclusion into income of net premiums written over the life of the reinsurance contracts. Details of net premiums earned are provided in the following table:

	Three months ended June 30,				Six months ended June 30,							
	2012		2011		2012		2011					
	(\$ in thousands)				(\$ in thousands)							
Frequency	\$125,130	96.2	%	\$104,594	97.6	%	\$222,013	95.9	%	\$202,879	95.6	%
Severity	4,884	3.8		2,557	2.4		9,589	4.1		9,429	4.4	
Total	\$130,014	100.0	%	\$107,151	100.0	%	\$231,602	100.0	%	\$212,308	100.0	%

Premiums relating to quota share contracts are earned over the contract period in proportion to the period of protection. Similarly, incoming unearned premiums are earned in proportion to the remaining period of protection. For the three months ended June 30, 2012, the frequency earned premiums increased by \$20.5 million, or 19.6%, primarily as a result of our motor liability and motor physical damage contracts which increased net earned premiums by \$37.7 million and \$15.4 million, respectively. The increase in motor liability line includes an increase of \$43.3 million in private automobile earned premiums as a result of new non-standard automobile contracts entered into during late 2011 and early 2012, offset by a decrease of \$5.6 million in commercial automobile earned premiums as we canceled the commercial automobile coverage on a multi-line contract during 2012. For the three months ended June 30, 2012, our Florida homeowners' personal lines earned premiums decreased by \$26.1 million primarily due to a contract commuted during the fourth quarter of 2011. Other less significant decreases related to our general liability and specialty health lines which decreased \$6.6 million and \$4.7 million, respectively, due to cancellation of one contract for each of these lines.

For the six months ended June 30, 2012, the frequency earned premiums increased by \$19.1 million, or 9.4%, primarily due to the same reasons explained above for the three months ended June 30, 2012.

Premiums relating to severity contracts are earned over the contract period in proportion to the period of protection. For the three months ended June 30, 2012, severity net earned premiums increased \$2.3 million, or 91.0%, compared to the same period in 2011. The increase related to the higher premiums written on catastrophe contracts renewed during 2012 compared to 2011.

For the six months ended June 30, 2012, severity net earned premiums increased \$0.2 million, or 1.7%, compared to the same period in 2011. The increase in severity earned premiums is principally a result of higher premiums written on the catastrophe contracts renewed during 2012 compared to 2011, offset by the lack of additional premiums that had been included in the comparative period on a catastrophe contract which had reported a full limit loss.

Losses Incurred

30

[Return to table of contents](#)

Losses incurred include losses paid and changes in loss reserves, including reserves for IBNR, net of actual and estimated loss recoverables. Details of net losses incurred for the three and six months ended June 30, 2012 and 2011, are provided in the following table:

	Three months ended June 30,			Six months ended June 30,					
	2012		2011	2012		2011			
	(\$ in thousands)			(\$ in thousands)					
Frequency	\$86,681	99.2	% \$60,957	107.2	% \$149,890	99.5	% \$117,069	95.5	%
Severity	656	0.8	(4,087	) (7.2	) 754	0.5	5,526	4.5	
Total	\$87,337	100.0	% \$56,870	100.0	% \$150,644	100.0	% \$122,595	100.0	%

We establish reserves for each contract based on estimates of the ultimate cost of all losses including losses incurred but not reported. These estimated ultimate reserves are based on reports received from ceding companies, industry data and historical experience as well as our own actuarial estimates. Quarterly, we review these estimates on a contract by contract basis and adjust as we deem necessary based on updated information and our internal actuarial estimates. We expect losses incurred on our severity business to be volatile from period to period.

For the three months ended June 30, 2012 and 2011, the loss ratios for our frequency business were 69.3% and 58.3%, respectively. The increase is primarily attributable to a shift in our mix of business as our personal automobile contracts, which carry a higher loss ratio than our overall frequency book, accounted for approximately 50% of total frequency earned premiums during the three months ended June 30, 2012, compared to 3.3% for the same period in 2011. Other factors contributing to the increase in frequency loss ratio for the three months ended June 30, 2012, were higher loss ratios for some of our Florida homeowners' contracts, workers' compensation contracts, and financial trade credit and surety contracts.

For the three months ended June 30, 2012 and 2011, the loss ratios for our severity business were 13.4% and (159.7)%, respectively. The losses incurred of \$0.7 million for severity contracts was primarily due to an increase in loss reserves of \$2.1 million on a catastrophe contract based on updated underlying losses estimated by the ceding insurer relating to the New Zealand earthquake. Partially offsetting this increase were elimination of loss reserves of \$0.7 million and \$0.8 million on a professional indemnity contract and an excess of loss contract, respectively, as underlying losses are no longer expected to reach a level that would impact these contracts. The negative loss ratio for the three months ended June 30, 2011 was primarily due to the reversal of \$4.1 million of loss reserves on an aggregate catastrophe contract.

For the six months ended June 30, 2012 and 2011, the loss ratios for our frequency business were 67.5% and 57.7%, respectively. The increase in frequency loss ratio is primarily a result of the growth in personal automobile contracts which generally have higher loss ratios than the other lines of frequency business we write. Since these contracts accounted for approximately 40% of our earned premiums for the six months ended June 30, 2012, compared to 3.7% for the same period in 2011, the overall average loss ratio increased. Additionally, increases in loss ratios for specialty health contracts which are in run off also contributed to the increase in loss reserves.

For the six months ended June 30, 2012 and 2011, the loss ratio for our severity business were 7.9% and 58.6%, respectively. The losses incurred on severity contracts of \$0.8 million for the six months ended June 30, 2012, primarily related to the same explanations provided above for the three months ended June 30, 2012.

Losses incurred for the three and six months ended June 30, 2012 and 2011 can be further broken down into losses paid and changes in loss and loss adjustment expense reserves as follows:

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

	Three months ended June 30, 2012			Three months ended June 30, 2011		
	Gross	Ceded	Net	Gross	Ceded	Net
	(\$ in thousands)					
Losses paid (recovered)	\$77,135	\$(6,483)	) \$70,652	\$61,886	\$(3,254)	) \$58,632
Change in reserves	16,913	(228)	) 16,685	(1,105)	(657)	) (1,762)
Total	\$94,048	\$(6,711)	) \$87,337	\$60,781	\$(3,911)	) \$56,870

31

Return to table of contents

	Six months ended June 30, 2012			Six months ended June 30, 2011		
	Gross	Ceded	Net	Gross	Ceded	Net
	(\$ in thousands)					
Losses paid (recovered)	\$113,161	\$(8,662)	) \$104,499	\$98,345	\$(4,506)	) \$93,839
Change in reserves	53,499	(7,354)	) 46,145	32,016	(3,260)	) 28,756
Total	\$166,660	\$(16,016)	) \$150,644	\$130,361	\$(7,766)	) \$122,595

For the six months ended June 30, 2012, our net loss reserves on prior period contracts increased by \$10.9 million which primarily related to the following:

- \$5.3 million of adverse loss development, net of retrocession recoveries, on multi-line commercial motor and general liability quota share contracts based on data received from the clients and a reassessment in connection with our quarterly reserve analysis which indicated higher large loss activity on the accounts than originally expected;
 - \$2.1 million of adverse loss development, net of retrocession recoveries, on a Florida homeowners' contract due to a combination of an increase in attritional losses as well as an increase in sinkhole losses based on updated information received from the ceding insurer during the period as well as a reassessment in connection with our quarterly reserve analysis; and
- \$2.1 million of adverse loss development on a 2010 natural peril contract relating to the 2010 New Zealand earthquake. This adverse loss development resulted from revised estimated losses expected on the underlying policies by the ceding insurer.

There were no other significant developments of prior period reserves during the six months ended June 30, 2012.

For the six months ended June 30, 2011, our net loss reserves on prior period contracts increased by \$6.3 million which primarily related to the following:

- \$5.9 million of adverse loss development on commercial motor liability contracts currently in run off;
- \$1.7 million of adverse loss development on Florida homeowners' contracts;
- \$1.2 million of favorable loss development on 2009 specialty health contracts;
- \$1.0 million adverse loss development on a 2010 natural peril contract relating to the 2010 New Zealand earthquake. This loss development resulted from revised estimated losses expected to breach into our layer of coverage solely as a result of changes in the foreign currency exchange rates for the New Zealand dollar and the Australian dollar against the U.S. dollar; and
- \$0.6 million of reserves eliminated on a 2010 casualty clash excess of loss contract which expired with no reported claims.

There were no other significant developments of prior period reserves during the six months ended June 30, 2011.

Acquisition Costs, Net

Acquisition costs represent the amortization of commission and brokerage expenses incurred on contracts written as well as profit commissions and other underwriting expenses which are expensed when incurred. Deferred acquisition costs are limited to the amount of commission and brokerage expenses that are expected to be recovered from future earned premiums and anticipated investment income. Details of acquisition costs are provided in the following table:

Three months ended June 30,

Six months ended June 30,

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

	2012		2011		2012		2011					
	(\$ in thousands)				(\$ in thousands)							
Frequency	\$37,174	98.1	%	\$41,855	97.7	%	\$72,409	97.9	%	\$83,176	97.9	%
Severity	731	1.9		969	2.3		1,521	2.1		1,769	2.1	
Total	\$37,905	100.0	%	\$42,824	100.0	%	\$73,930	100.0	%	\$84,945	100.0	%

[Return to table of contents](#)

We expect that acquisition costs will be higher for frequency business than for severity business. For the three months ended June 30, 2012 and 2011, the acquisition cost ratios for frequency business were 29.7% and 39.9%, respectively. The acquisition cost ratios for severity business were 15.0% and 37.9% for the three months ended June 30, 2012 and 2011, respectively. Overall, our total acquisition cost ratio decreased to 29.2% for the three months ended June 30, 2012 from 39.9% for the corresponding period in 2011.

For the three months ended June 30, 2012, the decrease in the frequency acquisition cost ratio primarily related to the change in mix of business. The personal automobile contracts which carry lower ceding commissions than our other frequency contracts, accounted for approximately 50% of frequency earned premiums for the three months ended June 30, 2012. Therefore, the increase in the volume of personal automobile business resulted in a decrease in the overall frequency acquisition cost ratio. Additionally, due to the adverse loss development on a Florida homeowners' contract, the sliding scale ceding commissions were adjusted downward which also contributed to the decrease in acquisition costs.

For the three months ended June 30, 2012, there was a decrease in the severity acquisition cost ratio from 37.9% to 15.0% which was principally related to a multi-year professional liability excess of loss contract where we are holding a profit commission payable to the client and accrue interest on the amount payable. We record this interest expense as an acquisition cost included in underwriting expense since it is directly related to the profit commission payable on this contract. Given that all the premiums on this contract were earned in prior periods, the interest expense is expected to continue accruing until the profit commission is paid. While the amount of interest expense is fairly fixed, any variation in the severity earned premiums impacts the overall acquisition cost ratio. Since the severity earned premiums were approximately 91% higher during the three months ended June 30, 2012 compared to the same period in 2011, the acquisition cost ratio for the three months ended June 30, 2012 decreased compared to the same period in 2011.

For the six months ended June 30, 2012 and 2011, the acquisition cost ratios for frequency business were 32.6% and 41.0%, respectively. The decrease was primarily due to the same reasons discussed above for the three months ended June 30, 2012.

For the six months ended June 30, 2012 and 2011, the acquisition cost ratios for severity business were 15.9% and 18.8%, respectively. The decrease was primarily related to the multi-year professional liability contract discussed in the preceding paragraph.

General and Administrative Expenses

For the three months ended June 30, 2012 and 2011, our general and administrative expenses were \$4.4 million and \$4.3 million, respectively. General and administrative expenses for the three months ended June 30, 2012 and 2011 included \$0.9 million and \$1.0 million, respectively, for the expensing of the fair value of stock options and restricted stock granted to employees and directors.

For the six months ended June 30, 2012 and 2011, our general and administrative expenses were \$9.0 million and \$9.3 million, respectively. General and administrative expenses for the six months ended June 30, 2012 and 2011 include \$1.8 million and \$2.0 million, respectively, for the expensing of the fair value of stock options and restricted stock granted to employees and directors.

Net Investment Income (Loss)

Edgar Filing: GREENLIGHT CAPITAL RE, LTD. - Form 10-Q

A summary of our net investment income (loss) for the three and six months ended June 30, 2012 and 2011 is as follows:

	Three months ended June 30,		Six months ended June 30,	
	2012	2011	2012	2011
	(\$ in thousands)		(\$ in thousands)	
Realized gains (losses) and change in unrealized gains and losses, net	\$(39,080)	\$(14,563)	\$58,252	\$(42,856)
Interest, dividend and other income	6,112	7,228	8,664	9,736
Interest, dividend and other expenses	(8,866)	(8,352)	(16,076)	(14,891)
Investment advisor compensation	4,938	(3,782)	(16,129)	(7,634)
Net investment income (loss)	\$(36,896)	\$(19,469)	\$34,711	\$(55,645)

[Return to table of contents](#)

For the three months ended June 30, 2012, investment income, net of all fees and expenses, resulted in a loss of 3.3% on our investment portfolio. This compares to a loss of 1.9% for the same period in 2011. For the three months ended June 30, 2012, our long portfolio reported gross losses of 10.2% which was partially offset by gross gains of 6.3% on our short portfolio.

For the six months ended June 30, 2012, investment income, net of all fees and expenses, resulted in a return of 3.0% on our investment portfolio. This compares to a loss of 5.2% reported for the same 2011 period. For the six months ended June 30, 2012, our long portfolio reported a gross gain of 5.4% which was partially offset by gross losses on our short portfolio of 0.9%.

For the three months ended June 30, 2012 and 2011, included in investment advisor compensation was \$4.2 million and \$3.8 million, respectively, relating to management fees paid to DME Advisors.

For the six months ended June 30, 2012, included in investment advisor compensation was \$8.3 million (June 30, 2011: \$7.6 million) relating to management fees paid to DME Advisors.

Pursuant to the Advisory Agreement, performance compensation equal to 20% of the net income of the Company's share of the account managed by DME Advisors is payable to DME Advisors, subject to a loss carry forward provision. The loss carry forward provision allows DME Advisors to earn reduced incentive compensation of 10% on net investment income in any year subsequent to the year in which the investment account incurs a loss, until all the losses are recouped and an additional amount equal to 150% of the aggregate investment loss is earned. Included in investment advisor compensation for the three and six months ended June 30, 2012 was performance compensation reversal of \$9.1 million and an expense of \$7.9 million, respectively. The reversal was a result of negative investment return for the three months ended June 30, 2012, while the year-to-date investment return remained positive. No performance compensation was recorded for the three and six months ended June 30, 2011 due to a net loss being reported during the three and six months ended June 30, 2011.

Our investment advisor, DME Advisors, and its affiliates manage and expect to manage other client accounts besides ours, some of which have investment objectives similar to ours. To comply with Regulation FD, our investment returns are posted on our website on a monthly basis. Additionally, our website (www.greenlightre.ky) provides the names of the largest disclosed long positions in our investment portfolio as of the last business day of the month of the relevant posting, as well as information on our long and short exposures. DME Advisors may choose not to disclose certain positions to its clients in order to protect its investment strategy. Therefore, we present on our website the largest long positions and exposure information as disclosed by DME Advisors or its affiliates to us and their other clients.

Income Taxes

We are not obligated to pay any taxes in the Cayman Islands on either income or capital gains. We have been granted an exemption by the Governor-In-Cabinet from any taxes that may be imposed in the Cayman Islands for a period of 20 years, expiring on February 1, 2025.

GRIL is incorporated in Ireland and, therefore, is subject to the Irish corporation tax. GRIL is expected to be taxed at a rate of 12.5% on its taxable trading income, and 25% on its non-trading income, if any.

Verdant is incorporated in Delaware and, therefore, is subject to taxes in accordance with the U.S. federal rates and regulations prescribed by the Internal Revenue Service. Verdant's taxable income is expected to be taxed at a rate of

35%.

As of June 30, 2012, a deferred tax asset of \$0.1 million (December 31, 2011: \$0.1 million) resulting solely from the temporary differences in recognition of expenses for tax purposes was included in other assets on the condensed consolidated balance sheets. As of June 30, 2012, an accrual for current taxes payable of \$0.3 million (December 31, 2011: \$0.2 million) was recorded in other liabilities on the condensed consolidated balance sheets. Based on the timing of the reversal of the temporary differences and likelihood of generating sufficient taxable income to realize the future tax benefit, management believes it is more likely than not that the deferred tax asset will be fully realized in the future and therefore no valuation allowance has been recorded. The Company has not taken any tax positions that are subject to uncertainty or that are reasonably likely to have a material impact to the Company, GRIL or Verdant.

Ratio Analysis

34

[Return to table of contents](#)

Due to the opportunistic and customized nature of our underwriting operations, we expect to report different loss and expense ratios in both our frequency and severity businesses from period to period.

The following table provides the ratios for the six months ended June 30, 2012 and 2011:

	Six months ended June 30, 2012			Six months ended June 30, 2011			
	Frequency	Severity	Total	Frequency	Severity	Total	
Loss ratio	67.5	% 7.9	% 65.0	% 57.7	% 58.6	% 57.7	%
Acquisition cost ratio	32.6	% 15.9	% 31.9	% 41.0	% 18.8	% 40	%
Composite ratio	100.1	% 23.8	% 96.9	% 98.7	% 77.4	% 97.7	%
Internal expense ratio			3.9	%		4.4	%
Combined ratio			100.8	%		102.1	%

The loss ratio is calculated by dividing loss and loss adjustment expenses incurred by net premiums earned. We expect that the loss ratio will be volatile for our severity business and may exceed that of our frequency business in certain periods. Given that we opportunistically underwrite a concentrated portfolio across several lines of business that have varying expected loss ratios, we can expect there to be significant annual variations in the loss ratios reported from our frequency business. In addition, the loss ratios for both frequency and severity business can vary depending on the lines of business written.

The acquisition cost ratio is calculated by dividing acquisition costs by net premiums earned. This ratio demonstrates the higher acquisition costs incurred for our frequency business than for our severity business.

The composite ratio is the ratio of underwriting losses incurred, loss adjustment expenses and acquisition costs, excluding general and administrative expenses, to net premiums earned. Similar to the loss ratio, we expect that this ratio will be more volatile for our severity business depending on loss activity in any particular period.

The internal expense ratio is the ratio of all general and administrative expenses to net premiums earned.

The combined ratio is the sum of the composite ratio and the internal expense ratio. The combined ratio measures the total profitability of our underwriting operations and does not take net investment income or loss into account. Given the nature of our opportunistic underwriting strategy, we expect that our combined ratio may also be volatile from period to period.

Financial Condition

Investments and Due to Prime Brokers

Our long investments (including financial contracts receivable) reported in the condensed consolidated balance sheets as of June 30, 2012 were \$1,230.3 million compared to \$1,053.8 million as of December 31, 2011, an increase of \$176.5 million, or 16.7%, due to an increase in unrealized gains on our long investments as well as additional purchases of long investments during the six months ended June 30, 2012. As of June 30, 2012, our exposure to long investments increased to 104%, compared to 89% as of December 31, 2011, while our exposure to short investments increased to 53%, compared to 52% as of December 31, 2011, as we increased the number and size of long and short positions in our portfolio. This exposure analysis is conducted on a notional basis and does not include gold, CDS, sovereign debt, cash, foreign currency positions, interest rate options and other macro positions.

From time to time, we incur indebtedness to our prime brokers to implement our investment strategy in accordance with our investment guidelines. As of June 30, 2012, we had borrowed \$126.9 million (December 31, 2011: \$4.3 million) from our prime brokers in order to purchase investment securities and \$238.1 million (December 31, 2011: \$256.1 million) under term margin agreements from prime brokers to provide collateral for our letters of credit outstanding. The increase in amounts borrowed from prime brokers for investing was due to the increase in our exposure to long and short investments during the six months ended June 30, 2012. The decrease in the collateral for letters of credit was a result of a decrease in letters of credit outstanding under those term margin agreements and letter of credit facility agreements whereby we pledge certain investment

[Return to table of contents](#)

securities to borrow cash from the prime brokers.

Our investment portfolio, including any derivatives, is valued at fair value and any unrealized gains or losses are reflected in net investment income (loss) in the condensed consolidated statements of income. As of June 30, 2012, 90.2% (December 31, 2011: 86.3%) of our investment portfolio (excluding restricted and unrestricted cash and cash equivalents) was comprised of investments valued based on quoted prices in actively traded markets (Level 1), 7.8% (December 31, 2011: 11.9%) was comprised of securities valued based on observable inputs other than quoted prices (Level 2) and 2.0% (December 31, 2011: 1.8%) was comprised of securities valued based on non-observable inputs (Level 3).

In determining whether a market for a financial instrument is active or inactive, we obtain information from DME Advisors, our investment advisor, based on feedback they receive from executing brokers, market makers and in-house traders to assess the level of market activity and available liquidity for any given financial instrument. Where a financial instrument is valued based on broker quotes, DME Advisors requests multiple quotes. The ultimate value is based on an average of the quotes obtained. Broker quoted prices are generally not adjusted in determining the ultimate values and are obtained with the expectation of the quotes being binding. As of June 30, 2012, \$142.2 million (December 31, 2011: \$182.8 million) of our investments (longs, shorts and derivatives) were valued based on broker quotes, of which \$134.8 million (December 31, 2011: \$174.9 million) were based on broker quotes that utilized observable market information and classified as Level 2 fair value measurements, and \$7.4 million (December 31, 2011: \$7.9 million) were based on broker quotes that utilized non-observable inputs and classified as Level 3 fair value measurements.

During the three months ended June 30, 2012, equity securities with a fair value of \$1.1 million on the date of transfer, were transferred from Level 3 to Level 2 classification. These securities became publicly listed and commenced trading on an exchange during the quarter. However, due to a lock-up period, the securities held in our investment portfolio are restricted from being traded for 120 days. Therefore, a discount factor has been applied to determine the fair value of these securities as of June 30, 2012 and these securities have been classified as Level 2. A detailed reconciliation of Level 3 investments is presented in Note 3 of the accompanying condensed consolidated financial statements. No other transfers into or out of Level 3 took place during the three and six months ended June 30, 2012.

During the three months ended June 30, 2012, equity securities with a fair value of \$29.4 million on the date of transfer, were transferred from a Level 2 to a Level 1 classification as the lock-up period on these securities ended and a discount factor was no longer applied in determining the fair value of these securities.

Non-observable inputs used by our investment advisor include discounted cash flow models for valuing certain corporate debt instruments. In addition, other non-observable inputs include the use of investment manager statements and management estimates based on third party appraisals of underlying assets for valuing private equity investments.

Restricted Cash and Cash Equivalents; Securities Sold, Not Yet Purchased

As of June 30, 2012, our securities sold, not yet purchased decreased by \$20.3 million, or 3.0%, to \$663.5 million from \$683.8 million at December 31, 2011. This decrease was primarily the result of the disposal of certain sovereign debt instruments, sold short. For the same period, our restricted cash decreased from \$957.5 million to \$922.9 million, a decrease of \$34.6