

REPORT ON EXAMINATION

OF THE

MAPFRE INSURANCE COMPANY OF NEW YORK

AS OF

DECEMBER 31, 2013

DATE OF REPORT

JUNE 2, 2015

EXAMINER

SHEIK H. MOHAMED

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NEW YORK STATE  
DEPARTMENT *of*  
FINANCIAL SERVICES

Andrew M. Cuomo  
Governor

Benjamin M. Lawsky  
Superintendent

June 2, 2015

Honorable Benjamin M. Lawsky  
Superintendent of Financial Services  
Albany, New York 12257

Sir:

Pursuant to the requirements of the New York Insurance Law, and in compliance with the instructions contained in Appointment Number 31111 dated January 31, 2014, attached hereto, I have made an examination into the condition and affairs of Mapfre Insurance Company of New York as of December 31, 2013, and submit the following report thereon.

Wherever the designation “the Company” appears herein without qualification, it should be understood to indicate Mapfre Insurance Company of New York.

Wherever the term “Department” appears herein without qualification, it should be understood to mean the New York State Department of Financial Services.

The examination was conducted at the Company’s administrative office located at 211 Main Street, Webster, MA 01578.

## 1. SCOPE OF EXAMINATION

The Department participated in a coordinated group examination of the Company, a multi-state insurer. The previous examination was conducted as of December 31, 2008. This examination covered the five year period from January 1, 2009 through December 31, 2013. Transactions occurring subsequent to this period were reviewed where deemed appropriate by the examiner.

The examination was conducted in conjunction with the state of Massachusetts, which was the coordinating state of the Mapfre Insurance Group. The examination was performed concurrently with the examinations of the following insurers: The Commerce Insurance Company, Citation Insurance Company, Commerce West Insurance Company, Mapfre Insurance Company, Mapfre Insurance Company of Florida, and American Commerce Insurance Company. Other states participating in this examination were California, Florida, New Jersey and Ohio. This examination was conducted in accordance with the National Association of Insurance Commissioners (“NAIC”) Financial Condition Examiners Handbook (“Handbook”), which requires that we plan and perform the examination to evaluate the financial condition and identify prospective risks of the Company by obtaining information about the Company including corporate governance, identifying and assessing inherent risks within the Company and evaluating system controls and procedures used to mitigate those risks. This examination also includes assessing the principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation, management’s compliance with Statutory Accounting Principles and annual statement instructions when applicable to domestic state regulations.

All financially significant accounts and activities of the Company were considered in accordance with the risk-focused examination process. The examiners also relied upon audit work performed by the Company’s independent public accountants when appropriate.

This examination report includes a summary of significant findings for the following items as called for in the Handbook:

Significant subsequent events  
Company history  
Corporate records  
Management and control  
Fidelity bonds and other insurance  
Territory and plan of operation  
Growth of Company  
Loss experience  
Reinsurance  
Financial statements  
Summary of recommendations

A review was also made to ascertain what action was taken by the Company with regard to comments and recommendations contained in the prior report on examination.

This report on examination is confined to financial statements and comments on those matters that involve departures from laws, regulations or rules, or that are deemed to require explanation or description.

## **2. DESCRIPTION OF COMPANY**

Mapfre Insurance Company of New York was incorporated under the laws of the State of New York on August 14, 1954, as the Truckmen's Insurance Company. The present name was adopted on February 28, 2012. The Company was incorporated/organized on August 14, 1954 and commenced business on October 1, 1954.

Capital paid in is \$850,000 consisting of 170,000 shares of \$5 par value per share common stock. Gross paid in and contributed surplus is \$924,800. Gross paid in and contributed surplus did not change during the examination period.

### **A. Management**

Pursuant to the Company's charter and by-laws, management of the Company is vested in a board of directors consisting of not less than thirteen nor more than twenty-one members. The board meets at least quarterly during each calendar year.

At December 31, 2013, the board of directors was comprised of the following nine members:

| <u>Name and Residence</u>             | <u>Principal Business Affiliation</u>   |
|---------------------------------------|---|
| Randall V. Becker<br>Webster, MA      | Executive Vice President and Chief Financial Officer,<br>Mapfre Insurance Company of New York |
| David H. Cochrane<br>Sandwich, MA     | Executive Vice President,<br>Mapfre Insurance Company of New York                             |
| Dennis J. Crossley<br>Woodbury, NY    | President and Chief Executive Officer,<br>AAA New York  |
| Frederick L. Gruel<br>Bridgewater, NJ | President and Chief Executive Officer,<br>AAA New Jersey Auto Club.                           |
| Daniel P. Olohan<br>Walpole, MA       | Executive Vice President and Secretary,<br>Mapfre Insurance Company of New York               |
| John D. Porter<br>Tualatin, OR        | President and Chief Executive Officer,<br>AAA Oregon/Idaho                                    |
| Mark A. Shaw<br>Barrington, RI        | President and Chief Executive Officer,<br>AAA Southern New England                            |
| Mark H. Shaw<br>Gahanna, OH           | President and Chief Executive Officer,<br>AAA Ohio Auto Club                                  |
| Jaime Tamayo<br>Weston, MA            | President and Chief Executive Officer,<br>Mapfre Insurance Company of New York                |

A review of the minutes of the board of directors' meetings held during the examination period indicated that the meetings were generally well attended and each board member had an acceptable record of attendance.

Examination review of the Company's charter and bylaws revealed the following:

- a. The Company did not maintain the required minimum number of directors as set forth in article six (A) of its charter and pursuant to section 4.02 of article four of its bylaws.

b. The Company did not hold its annual meeting of the board of directors immediately after the annual meeting of the shareholders, which was not in compliance with article six (E) of the Company's charter.

c. The Company did not adhere to article seven (A) of its charter and article three, section 3.01, of its bylaws and hold its annual meeting of the shareholders on the first Monday in April of each year.

It is recommended that the Company comply with all of the provisions of its Charter and Bylaws or amend them as necessary.

Conflict of interest statements signed by officers and directors of the Company for the years under examination were not available for review. It is recommended that the Company maintain conflict of interest statements at its home office for each year under examination.

The Company did not comply with Section 312(b) of the New York Insurance Law by failing to provide statements that indicate the board of directors received and read the prior report on examination. It is recommended that the Company comply with Section 312(b) of the New York Insurance Law by furnishing each member of the board a copy of the report on examination and retaining a statement from each board member that he or she has received and read such report.

As of December 31, 2013, the principal officers of the Company were as follows:

| <u>Name</u>       | <u>Title</u>  |
|-------------------|---|
| Jaime Tamayo      | President and Chief Executive Officer                         |
| Daniel P. Olohan  | Secretary, General Counsel and Senior Vice President          |
| Robert E. McKenna | Treasurer, Chief Accounting Officer and Senior Vice President |
| Randall V. Becker | Executive Vice President and Chief Financial Officer          |

B. Territory and Plan of Operation

As of December 31, 2013, the Company was licensed to write business in the states of New York and New Jersey. During the period under examination, the Company wrote business only in the state of New York.

As of the examination date, the Company was authorized to transact the kinds of insurance as defined in the following numbered paragraphs of Section 1113(a) of the New York Insurance Law:

| <u>Paragraph</u> | <u>Line of Business</u>                    |
|------------------|--|
| 4                | Fire                                       |
| 5                | Miscellaneous property damage              |
| 6                | Water damage                               |
| 7                | Burglary and theft                         |
| 8                | Glass                                      |
| 11               | Animal                                     |
| 12               | Collision                                  |
| 13               | Personal injury liability                  |
| 14               | Property damage liability                  |
| 19               | Motor vehicle and aircraft physical damage |
| 20               | Marine and inland marine                   |

The following schedule shows the direct premiums written by the Company for the period under examination:

| <u>Calendar Year</u> | <u>Total Direct<br/>Written<br/>Premiums</u> |
|----------------------|--|
| 2009                 | \$37,735,957                                 |
| 2010                 | \$33,262,317                                 |
| 2011                 | \$25,156,017                                 |
| 2012                 | \$47,368,159                                 |
| 2013                 | \$58,641,457                                 |

Based on the lines of business for which the Company is licensed and the Company's current capital structure, and pursuant to the requirements of Articles 13 and 41 of the New York Insurance Law, the Company is required to maintain a minimum surplus to policyholders in the amount of \$850,000.

The Company writes primarily automobile liability and physical damage coverage with a small percentage allocated to homeowners' coverage. Its main source of premium income is derived from its private passenger business, with such risks being concentrated in the New York metropolitan and Long Island areas with market expansion into upstate New York markets of Buffalo, Syracuse and Albany. Most of the Company's business is produced through a network of independent agents and brokers, with only a small percent of the business produced directly by the Company.

C. Reinsurance

Assumed

The Company did not assume unaffiliated business during the examination period.

Inter-Company Reinsurance Pooling Agreement

Effective December 22, 2006, the Company participates in an inter-company reinsurance pooling agreement with its insurance affiliates in which the companies share underwriting profits and losses in proportion to the pool participation percentages. The pooling agreement allows all companies to rely on the capacity of the entire pool rather than on their own capital and surplus. The Commerce Insurance Company ("Commerce") is the lead insurer of the pool and as such assumes the direct business of all pool participants. All external reinsurance in the form of catastrophe, quota share, facultative and excess of loss contracts is ceded to the external reinsurers by Commerce. Commerce then cedes the net business after external reinsurance back to the pool participants at the stated pooled participation percentages. The agreement was approved by the Department pursuant to Section 1505 of the New York Insurance Law.

Pool participants and their respective pro-rata pooling percentages as of December 31, 2013 are as follows:

| <u>Company</u>                                     | <u>NAIC<br/>CoCode</u> | <u>Pooling<br/>Percentage</u> |
|--|------------------------|-------------------------------|
| The Commerce Insurance Company ( MA, Lead Company) | 34754                  | 71.2%                         |
| Citation Insurance Company (MA)                    | 40274                  | 7.4%                          |
| American Commerce Insurance Company (OH)           | 19941                  | 9.1%                          |
| Commerce West Insurance Company (CA)               | 13161                  | 4.6%                          |
| MAPFRE Insurance Company of New York               | 25275                  | 3.9%                          |
| MAPFRE Insurance Company of Florida                | 34932                  | 2.1%                          |
| MAPFRE Insurance Company (NJ)                      | 23876                  | 1.7%                          |

Examination review of the Schedule F data reported by the Company in its filed annual statement was found to accurately reflect its reinsurance transactions.

### Ceded

The Company is a participant in the external reinsurance program of the Mapfre Insurance Group through its participation in the inter-company reinsurance pooling agreement.

The Group's reinsurance program primarily consists of ceded business in the form of excess of loss, quota share, catastrophe contracts, and facultative treaties. The principal assuming company is Spanish affiliate Mapfre Re Compania de Reaseguros, SA ("MAPFRE RE").

Catastrophe coverage is provided for by two separate agreements with MAPFRE RE, one of which is specifically for MAPFRE FL and one for the remaining MAPFRE USA companies ("the Main Program"). The main catastrophe program has the following layers:

| Layers | Main Program                    |
|--------|---------------------------------|
| First  | \$ 50,000,000 excess 50,000,000 |
| Second | 150,000,000 excess 100,000,000  |
| Third  | 200,000,000 excess 250,000,000  |
| Fourth | 350,000,000 excess 450,000,000  |
| Fifth  | 200,000,000 excess 800,000,000  |

Various retention levels are used across each layer. The main program does not cover comprehensive automobile. However, it covers all FAIR Play-type participation in excess of any reinsurance purchased by any of the plans.

The Group had the following additional reinsurance contracts in place with MAPFRE RE:

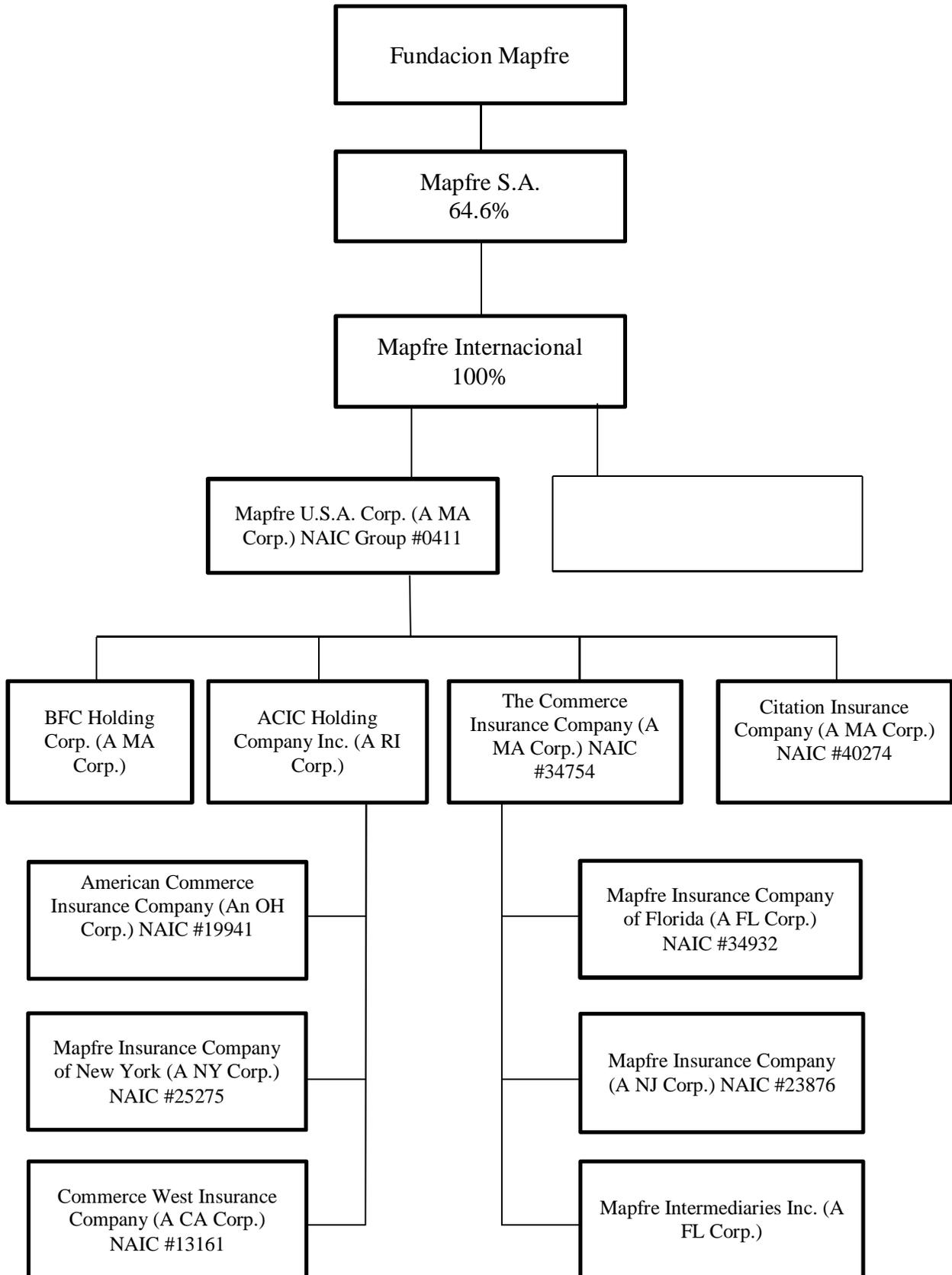
1. Effective January 1, 2013, the Group entered into a per risk excess of loss treaty for personal homeowner property business. The treaty has two layers: the first layer \$1.1 million excess of \$1.1 million and the second layer is for \$2.2 million excess of \$2.2 million, subject to limitations of \$1.6 million for the first layer and \$4.4 million for the second layer.
2. Effective July 1, 2013, the Group entered into a 28% quota share agreement covering all property and casualty non-automobile business, excluding umbrella and general liability, and also excluding Florida other than auto business.
3. The Group has in place a casualty clash cover on an excess of loss basis for any one event or occurrence with a maximum recovery of \$8.0 million over a net retention of \$2.0 million.
4. The Group has in place an umbrella quota share treaty which covers various umbrella policies. Different lines of business and exposure limits have different quota share percentages and coverage limits. Policies covered under this agreement include personal and commercial liability umbrella policies, as well as business owner policies.

D. Holding Company System

The Company is a member of the MAPFRE Insurance Group. The Company is a wholly-owned subsidiary of ACIC Holding Company, Inc. (“AHC”), a Rhode Island domiciled corporation. AHC is 94.88% owned by MAPFRE, U.S.A. Corporation (“MUSA”), a Massachusetts domiciled corporation and 5.12% owned by AAA Southern New England. MUSA, in turn, is a wholly-owned subsidiary of MAPFRE Internacional, which is a holding company for MAPFRE, S.A.’s international operations.

A review of the Holding Company Registration Statements filed with this Department indicated that such filings were completed and filed in a timely manner, except for the 2009 and 2010 statements. Additionally, as of the date of this report, the Company had not filed a Form HC1 for 2011. Pursuant to Part 80-1.4 of New York Department Regulation 52, all controlled insurers are required to file an annual holding company registration statement (Form HC1) within 120 days following the end of its ultimate holding company’s fiscal year. It is recommended that the Company file its annual holding company registration statements in a timely manner pursuant to the provisions of Part 80-1.4 of Department Regulation 52.

The following is an abbreviated chart of the holding company system at December 31, 2013:



At December 31, 2013, the Company was party to the following agreements with other members of its holding company system:

Management Services Agreement

Effective January 1, 2013, the Company and various affiliates (“the Companies”) entered into a management cost allocation agreement pursuant to which, any of the Companies may provide certain management services to each other for a fee. For non-investment related services, the Company providing the management services shall be compensated for its actual costs. Compensation for investment related services is based on a percentage of the quarter-end balance of investments and cash, not to exceed the actual costs incurred by the Company providing such services. The agreement was filed with this Department pursuant to Section 1505 of the New York Insurance Law on October 24, 2012.

Tax Allocation Agreement

Effective, November 4, 2009, the Company became a party to a second amended and restated tax allocation agreement with its affiliated companies. Under this agreement, commencing with tax year ending December 31, 2009, the Company and its affiliates filed consolidated federal income tax returns. The agreement was filed with this Department pursuant to Section 1505 of the New York Insurance Law on September 25, 2009. The agreement was found to be consistent with the guidelines contained in Department Circular Letter No. 33 (1979).

E. Significant Operating Ratios

The following ratios have been computed as of December 31, 2013, based upon the results of this examination:

|  |      |
|--|------|
| Net premiums written to policyholders' surplus                   | 135% |
| Adjusted liabilities to liquid assets                            | 71%  |
| Gross agents' balances (in collection) to policyholders' surplus | 26%  |

All of the above ratios fall within the benchmark ranges set forth in the Insurance Regulatory Information System of the National Association of Insurance Commissioners.

The underwriting ratios presented below are on an earned/incurred basis and encompass the five-year period covered by this examination:

|  | <u>Amounts</u>       | <u>Ratios</u>  |
|--|----------------------|----------------|
| Losses and loss adjustment expenses incurred | \$211,177,870        | 75.05%         |
| Other underwriting expenses incurred         | 78,136,238           | 27.77          |
| Net underwriting loss                        | <u>(7,915,390)</u>   | <u>(2.82)</u>  |
| Premiums earned                              | <u>\$281,398,718</u> | <u>100.00%</u> |

### 3. FINANCIAL STATEMENTS

#### A Balance Sheet

The following shows the assets, liabilities and surplus as regards policyholders as of December 31, 2013 as determined by this examination and as reported by the Company:

| <u>Assets</u>  | <u>Assets</u>        | <u>Assets Not<br/>Admitted</u> | <u>Net Admitted<br/>Assets</u> |
|--|----------------------|--------------------------------|--------------------------------|
| Bonds  | \$101,732,946        | 0                              | \$101,732,946                  |
| Preferred stocks (stocks)  | 351,500              |                                | 351,500                        |
| Cash, cash equivalents and short-term<br>investments                     | 6,400,315            |                                | 6,400,315                      |
| Investment income due and accrued  | 889,222              |                                | 889,222                        |
| Uncollected premiums and agents' balances in<br>the course of collection | 13,694,799           |                                | 13,694,799                     |
| Amounts recoverable from reinsurers                                      | 3,056,032            |                                | 3,056,032                      |
| Net deferred tax asset   | 4,699,171            | 19,975                         | 4,679,196                      |
| Electronic data processing equipment and<br>software                     | 3,410                |                                | 3,410                          |
| Furniture and equipment, including health<br>care delivery assets        | 415,137              | 415,137                        |                                |
| Prepaid expenses   | 131,452              | 131,452                        |                                |
| Miscellaneous assets - New York LAD                                      | <u>546,000</u>       | <u>0</u>                       | <u>546,000</u>                 |
| Total assets   | <u>\$131,919,984</u> | <u>\$566,564</u>               | <u>\$131,353,420</u>           |

Liabilities, surplus and other fundsLiabilities

|   |                |
|---|----------------|
| Losses and Loss Adjustment Expenses                                   | \$29,768,292   |
| Reinsurance payable on paid losses and loss adjustment expenses       | 4,045,277      |
| Commissions payable, contingent commissions and other similar charges | 628,606        |
| Other expenses (excluding taxes, licenses and fees)                   | 499,167        |
| Taxes, licenses and fees (excluding federal and foreign income taxes) | 287,753        |
| Current federal and foreign income taxes                              | 718,515        |
| Unearned premiums   | 35,855,386     |
| Advance premium   | 941,461        |
| Ceded reinsurance premiums payable (net of ceding commissions)        | 3,346,533      |
| Payable to parent, subsidiaries and affiliates                        | 1,487,351      |
| Payable for unclaimed checks  | <u>244,867</u> |
| Total liabilities   | \$77,823,208   |

Surplus and Other Funds

|  |                   |                      |
|--|-------------------|----------------------|
| Common capital stock                       | \$ 850,000        |                      |
| Gross paid in and contributed surplus      | 924,800           |                      |
| Unassigned funds (surplus)                 | <u>51,755,412</u> |                      |
| Surplus as regards policyholders           |                   | <u>53,530,212</u>    |
| Total liabilities, surplus and other funds |                   | <u>\$131,353,420</u> |

Note: The Internal Revenue Service (“IRS”) has completed its audits in 2014 of the Company’s consolidated Federal Income Tax returns through tax year 2011. There were no material adjustments. Any adjustments were recorded in 2014. As of the report date, the IRS has not notified the Company of any audits of the consolidated tax returns covering tax years 2012 and through 2013. The examiner is unaware of any potential exposure of the Company to any tax assessment and no liability has been established herein relative to such contingency.

B. Statement of IncomeUnderwriting Income

|   |                  |                    |
|---|------------------|--------------------|
| Premiums earned                                 |                  | \$281,398,718      |
| Deductions:                                     |                  |                    |
| Losses and loss adjustment expenses incurred    | \$211,177,870    |                    |
| Other underwriting expenses incurred            | 78,299,914       |                    |
| Aggregate write-ins for underwriting deductions | <u>(163,676)</u> |                    |
| Total underwriting deductions                   |                  | <u>289,314,108</u> |
| Net underwriting gain or (loss)                 |                  | \$(7,915,390)      |

Investment Income

|                               |                  |            |
|-------------------------------|------------------|------------|
| Net investment income earned  | \$19,614,685     |            |
| Net realized capital gain     | <u>2,597,389</u> |            |
| Net investment gain or (loss) |                  | 22,212,074 |

Other Income

|  |               |                     |
|--|---------------|---------------------|
| Finance and service charges not included in premiums | \$5,834,563   |                     |
| Miscellaneous income                                 | <u>11,566</u> |                     |
| Total other income                                   |               | <u>5,846,129</u>    |
| Net income before federal and foreign income taxes   |               | \$20,142,813        |
| Federal and foreign income taxes incurred            |               | <u>5,871,442</u>    |
| Net Income   |               | <u>\$14,271,371</u> |

C. Capital and Surplus Statement

Surplus as regards policyholders decreased \$3,853,589 during the five-year examination period January 1, 2009 through December 31, 2013, detailed as follows:

|  |                     |                     |                     |
|--|---------------------|---------------------|---------------------|
| Surplus as regards policyholders per report on examination as of December 31, 2009 |                     |                     | \$57,383,801        |
|  | <u>Gains in</u>     | <u>Losses in</u>    |                     |
|  | <u>Surplus</u>      | <u>Surplus</u>      |                     |
| Net income   | \$14,271,371        |                     |                     |
| Net unrealized capital gains or (losses)   | 1,729,309           |                     |                     |
| Change in net deferred income tax  | 204,247             |                     |                     |
| Change in nonadmitted assets   | 2,439,887           |                     |                     |
| Dividends to stockholders  |                     | \$22,220,123        |                     |
| Aggregate write-ins for gains and losses in surplus                                | <u>0</u>            | <u>278,280</u>      |                     |
| Net increase (decrease) in surplus   | <u>\$18,644,814</u> | <u>\$22,498,403</u> | <u>(3,853,589)</u>  |
| Surplus as regards policyholders per report on examination as of December 31, 2013 |                     |                     | <u>\$53,530,212</u> |

4. LOSSES AND LOSS ADJUSTMENT EXPENSES

The examination liability for the captioned items of \$29,768,292 is the same as reported by the Company as of December 31, 2013. The examination analysis of the Loss and loss adjustment expense reserves was conducted in accordance with generally accepted actuarial principles and statutory accounting principles, including the NAIC Accounting Practices & Procedures Manual, Statement of Statutory Accounting Principle No. 55 (“SSAP No. 55”).

It is noted that the actuarial analysis found the Company to be deficient by \$2.3 million, representing 4.3% of the Company’s surplus of \$53.5 million as of December 31, 2013.

Based on the Company’s one-year adverse reserve development, they have already acknowledged a \$2.9 million reserve strengthening. In consideration of this development and the Company’s overall financial condition, we accept the Company’s carried reserves as of December 31, 2013.

Further, the Company has a history of booking carried reserves which are lower than its actuary's indicated point estimate. The Company did not provide any documentation to support the booked reserve which reflects management's best estimate.

It is recommended that, in the future, the Company book, at a minimum, its actuary's point estimate.

5. **COMPLIANCE WITH PRIOR REPORT ON EXAMINATION**

The prior report on examination contained one recommendation as follows (page numbers refer to the prior report):

| ITEM | <u>Accounts and Records</u>   | PAGE NO. |
|------|---|----------|
| A    | It is recommended that the Company include such wording in its engagement letters with independent certified public accountant as required by Part 89.2 of Department Regulation No. 118.<br><br>The Company has complied with this recommendation. | 11       |

## 6. SUMMARY OF COMMENTS AND RECOMMENDATIONS

| <u>ITEM</u> |   | <u>PAGE NO.</u> |
|-------------|---|-----------------|
| A           | <u>Management</u>   |                 |
| i.          | It is recommended that the Company comply with all of the provisions of its Charter and Bylaws or amend them as necessary.  | 5               |
| ii.         | It is recommended that the Company maintain conflict of interest statements at its home office for each year under examination.   | 5               |
| iii.        | It is recommended that the Company comply with Section 312(b) of the New York Insurance Law by furnishing each member of the board a copy of the report on examination and retaining a statement from each board member that he or she has received and read such report. | 5               |
| B           | <u>Holding Company System</u>   |                 |
|             | It is recommended that the Company file its annual holding company registration statements in a timely manner pursuant to the provisions of Part 80-1.4 of Department Regulation 52.  | 9               |
| C           | <u>Losses and Loss Adjustment Expenses</u>  |                 |
|             | It is recommended that, in the future, the Company book, at a minimum, its actuary's point estimate.  | 17              |



***APPOINTMENT NO. 31111***

***NEW YORK STATE***

***DEPARTMENT OF FINANCIAL SERVICES***

*I, **BENJAMIN M. LAWSKY**, Superintendent of Financial Services of the State of New York, pursuant to the provisions of the Financial Services Law and the Insurance Law, do hereby appoint:*

***Sheik Mohamed***

*as a proper person to examine the affairs of the*

***Mapfre Insurance Company of New York***

*and to make a report to me in writing of the condition of said*

***COMPANY***

*with such other information as he shall deem requisite.*

*In Witness Whereof, I have hereunto subscribed by name  
and affixed the official Seal of the Department  
at the City of New York*

*this 31st day of January, 2014*

***BENJAMIN M. LAWSKY***  
*Superintendent of Financial Services*

By:



***Rolf Kaumann***  
*Deputy Chief Examiner*

