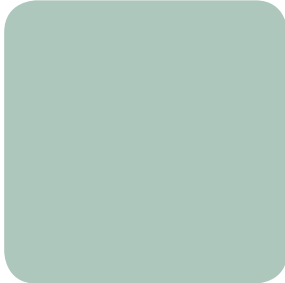
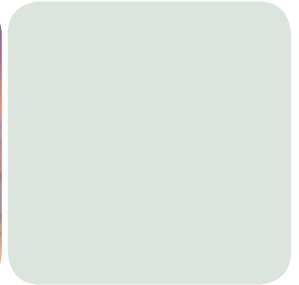


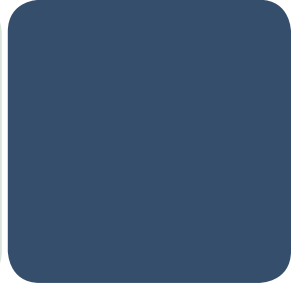


Albert Heeg Investment Management

REGISTERED INVESTMENT ADVISER



*PROVIDING
INVESTMENT ADVICE TO THE
INSURANCE INDUSTRY*





**ARE YOU READY FOR A CHANGE?
READY FOR INDIVIDUAL ATTENTION
AND CUSTOMIZED SOLUTIONS?
READY TO BE HEARD?**



Would you like a portfolio evaluation?
We'll run your current custodial statements
through our EnCore and PSN manager
software and present you with an
experienced second opinion.

*“I have always felt our portfolio was in really good hands and therefore,
I don't think there is a better choice than Al Heeg for the investment
advisor you are looking for.”*

~ John L. Sullivan, retired CEO Majestic Insurance Company



OUR FIRM and OUR MISSION



OUR FIRM

Albert Heeg Investment Management is a SEC registered investment advisory firm headquartered in northern California. We serve only the captive and commercial property and casualty insurance industry, and have both a national and international presence.

Since opening our doors in 1993, we have been committed to building individual relationships with our clients. We listen to the unique needs of each one and create customized solutions aligned with their portfolio goals. In addition to managing the everyday responsibilities of our client's portfolios, we keep up with the best and latest technologies, stay current on market trends and the economy, and have a proven track record for balancing investment risk and return while delivering consistent results.

FIRM PROFILE

- Independent Investment Advisor
- Investment Advisor Exclusively for P&C Insurance Companies
- Investment Advisory for Pension and Retirement Plans
- Nationwide Client Base
- SEC Registered Investment Advisor
- Revenues 100% Client Fee Generated

OUR MISSION

We provide our clients with

- ★ Consistent results,
- ★ Education & Resources,
- ★ Accountability, and
- ★ Service

We achieve our mission by:

- ★ **Focusing** on the delicate balance between investment risk and investment return to consistently meet our client's goals.
- ★ **Educating** clients about our services and empowering them with strategies, resources and knowledge for successful investing.
- ★ **Accounting** for the known dimensions of risk, designing investment strategies accordingly and producing expected returns that are realistic and achievable.
- ★ **Believing** in customized quality solutions aligned with our client's goals and initiatives. It is a privilege to serve our clients with excellent customer service and portfolio advice.

It is our privilege to serve you!



OUR UNIQUE ROLE AS INVESTMENT ADVISOR



We are not in the business of selling products. Our role is strictly advisory. We serve as a trusted consultant to the Insurance Company’s Board of Directors and Investment Committee, advising them on all matters related to the company’s investment portfolio.

The great advantage of working with an Investment Advisor is that we have the freedom to choose from an array of the best products and services, custom fit to our client’s needs. Since we do not represent a fixed set of investment products, we continually look for and select top performers in each asset class of the client’s portfolio.

In addition, our professional Investment Advisors:

- ★ **Listen** to management’s financial goals and objectives and design reasonable investment strategies to carry out these initiatives.
- ★ **Search**, hire and constantly monitor third party investment managers disciplined in their execution of portfolio returns that outperform their index.

★ **Advocate** for the company’s investment by continually looking for better ways to increase the portfolio’s income and return.

★ **Solve Problems** & use the best analytical portfolio software to tailor the needs of our clients.

★ **Monitor Costs** –managing portfolio expenses to fit our client’s budget.

WE ARE MEMBERS OF:

- Investment Management Consultants Association (IMCA)
- The American Society of Pension Professionals and Actuaries (ASPPA)
- Vermont Captive Insurance Association (VCIA)
- Captive Insurance Companies Association (CICA)
- District of Columbia Captive Insurance Council (DC-CIC)

“Since 1999, Homeport Insurance Company has partnered with Albert Heeg Investment Management and I have personally worked with Al as a part of this process. His understanding of our specific requirements and operating environment has served us well these past seven years. I would highly recommend Al and his firm given his knowledge of and experience in our specific environment.”

~Tom Scherting, President, Homeport Insurance Company





OUR ENTERPRISE SYSTEM



Our “all hands” approach ensures successful collaboration. The day you become our client, we become a team. Working together right from the initial set up of your portfolio, and ongoing throughout our relationship, we will create an investment portfolio that is aligned with your goals and initiatives.

The diagram below demonstrates how our Enterprise team creates open communication, generates knowledge, and initiates a unified approach to managing your investment portfolio.



“We have consistent returns above the benchmark, and additional surplus growth through realizing investment gains over the years.”

~ Jay H. Stewart, CFO Majestic Insurance Company

The Five Star Process is our proven method for building your insurance portfolio from the ground up. We stick to this process, because time and time again, clients have gained our trust, and experienced our commitment to building long term relationships that have their best interests in mind.

The Enterprise approach and the Five Star Process complement each other and together form an alliance that is set up for success.

THE FIVE STARS ARE:

☆ RELATIONSHIP BUILDING

During this exploratory stage we seek to understand each other's unique strengths and limitations so that we are both assured of a good fit. By exploring the suitability of your current portfolio we specify asset allocation, risk tolerances and liquidity requirements and we clearly establish the duties and responsibilities of the Investment Advisor and Client.

Result: A clearly stated Investment Policy Statement and the beginning of a solid relationship.

☆ DRAWING UP THE PLANS

Using information shared in the Relationship Building stage we begin to apply our advisory expertise and make portfolio recommendations. We will establish risk parameters, investment time frames, identify asset classes, appropriate benchmarks, and performance expectations. In this role we may advise you to keep some of your existing strategies and we may make new recommendations. We are not selling any products and therefore all recommendations are made with your best interests in mind.

Result: Your portfolio is set up for success!

☆ BUILDING THE STRUCTURE

We evaluate, analyze and test the portfolio's structure using modeling and optimization software. We explore asset class correlations to strengthen the portfolio's fiber and quantify its' resiliency by running Dynamic Financial Analysis simulations.

Result: An Investment strategy to match your expectations.

☆ HIRING MANAGERS

Search, select and hire top performers. We personally research risk, consistency, and return track records of potential managers and perform office visits and background checks.

Result: Top managers with consistent track records working for you.

☆ ONGOING CARE & SUPERVISION

With your permission, we will manage your portfolio in an advisory role. We will deliver quarterly reports of overall portfolio and individual manager performance, monitor managers and all other aspects of your portfolio.

Result: We watch over your portfolio so you don't have to.

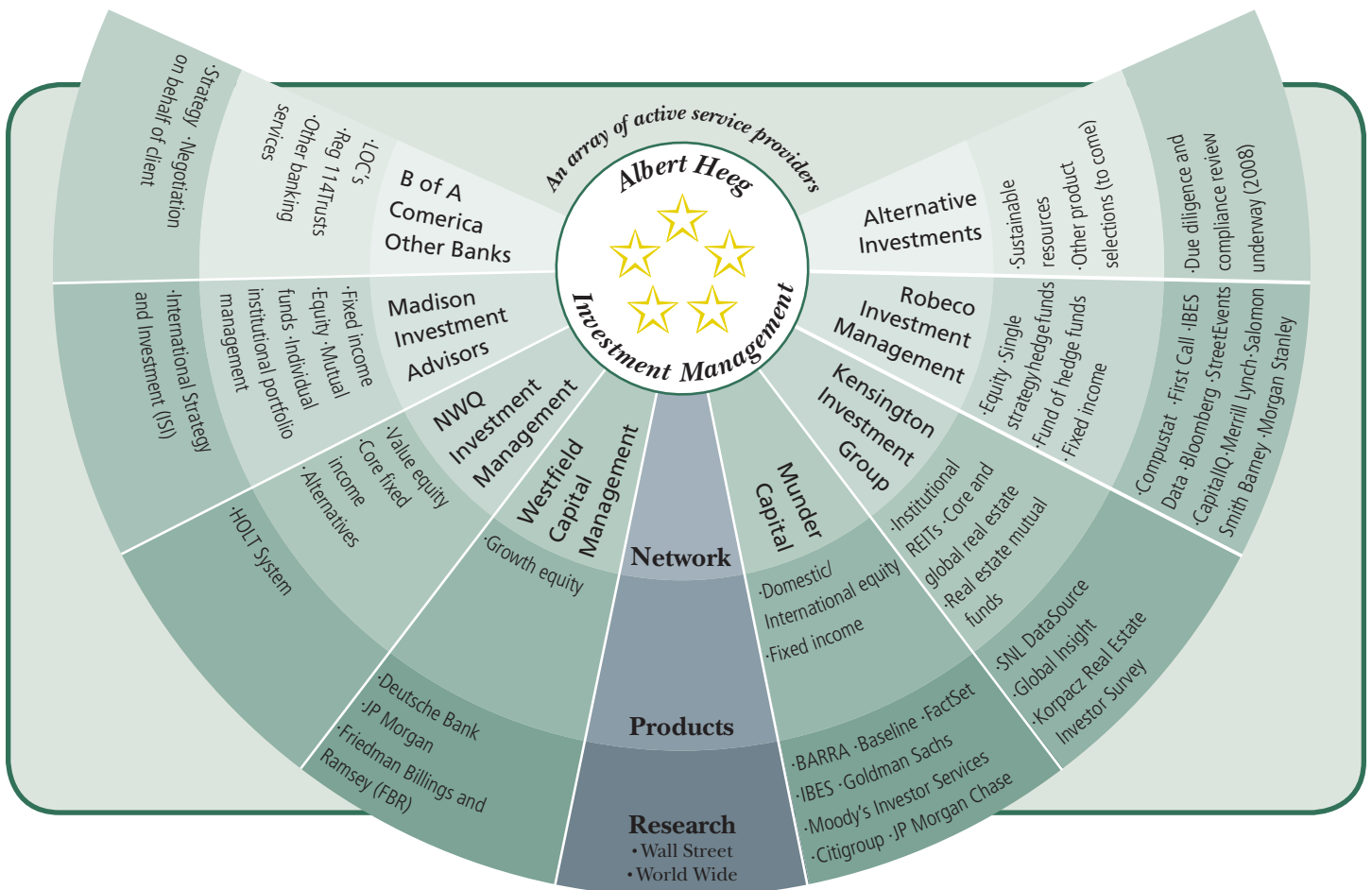


OUR ARRAY OF SERVICE PROVIDERS



We are a dynamic firm with a wide array of resources. These resources enable us the flexibility to create customized solutions for your portfolio. In this healthy environment we build individual client relationships with personal service and unlimited best fit portfolio options.

The diagram below is a sampling of our abundant array of active service providers.



“Al Heeg Investment Management is a hands-on, seasoned team player who will make a difference.”

~ Larry E. Donkers, Treasurer, Homeport Insurance Company

CALL ON OUR ADVISORY EXPERIENCE!



Albert Heeg Investment Management

REGISTERED INVESTMENT ADVISER

1-800-498-4334

ALBERT@HEEG.COM

WWW.HEEG.COM

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