



HAGERTY **H**

2026 Greenwich Investor Day

May 29, 2026

FORWARD LOOKING STATEMENTS / NON-GAAP FINANCIAL MEASURES

This presentation contains statements that constitute "forward-looking statements" within the meaning of the federal securities laws. All statements we provide, other than statements of historical fact, are forward-looking statements, including those regarding our future operating results and financial position, our business strategy and plans, products, services, and technology implementations, market conditions, growth and trends, expansion plans and opportunities, and our objectives for future operations. The words "anticipate," "believe," "envision," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "will," "would," "could," "should," "continue," "ongoing," "contemplate," and similar expressions, and the negatives of these expressions, are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations about future events, which may not materialize. Actual results could differ materially and adversely from those anticipated or implied in our forward-looking statements. These factors include, among other things, our ability to: (i) compete effectively within our industry and attract and retain insurance policyholders and paid Hagerty Drivers Club ("HDC") subscribers; (ii) maintain key strategic relationships with our insurance distribution and underwriting carrier partners; (iii) prevent, monitor, and detect fraudulent activity; (iv) manage risks associated with disruptions, interruptions, outages, or other issues with our technology platforms or use of third-party services; (v) accelerate the adoption of our membership and marketplace products and services, as well as any new insurance programs and products we offer; (vi) successfully implement the fronting arrangement consummated with Markel and realize the anticipated benefits while also managing the increased exposure to underwriting volatility, catastrophes, reinsurance counterparty risk, and legal, compliance, and regulatory risks resulting from the shift to Hagerty Re assuming 100% of the risk for policies written through this arrangement; (vii) underwrite and price new products, including Enthusiast+, consistent with expected loss ratios and risk

tolerances; (viii) execute Broad Arrow's private sale, auction, and financing strategies; (ix) manage the cyclical nature of the insurance business and broader macroeconomic conditions, including inflation, interest rates, and potential recessionary pressures; (x) achieve our investment objectives and avoid losses in our investment portfolio; (xi) address unexpected increases in the frequency or severity of claims, including catastrophe losses; and (xii) comply with numerous laws and regulations applicable to our business, including without limitation state, federal, and foreign laws relating to insurance and rate increases, privacy and cybersecurity, marketing and advertising, digital services, accounting matters, tax, anti-money laundering, and economic sanctions.

The forward-looking statements in this presentation represent our views as of the date hereof. You should not rely on forward-looking statements as predictions of future events. We operate in a very competitive and rapidly changing environment and new risks emerge from time to time. This presentation should be read in conjunction with the information included in our filings with the SEC and press releases. Understanding the information contained in these filings is important in order to fully understand our reported financial results and our business outlook for future periods.

In addition, this presentation contains certain "non-GAAP financial measures". The non-GAAP measures are presented for supplemental informational purposes only. These financial measures are not recognized measures under GAAP and should not be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. Reconciliations to the most directly comparable financial measure calculated and presented in accordance with GAAP are provided in the appendix to this presentation.



240

260

280

300

20

30

40

50

60

10

0

RPM
x 100

70

80

303



Company Overview

A scenic view of a winding road on a forested mountain ridge under a blue sky with clouds. The road is a two-lane asphalt road with a metal guardrail, curving through a dense green forest. A small dark car is visible on the road. In the background, there are rolling blue mountains under a bright blue sky with scattered white clouds.

Our Vision

A world where loved cars
are **driven, shared**
and enjoyed

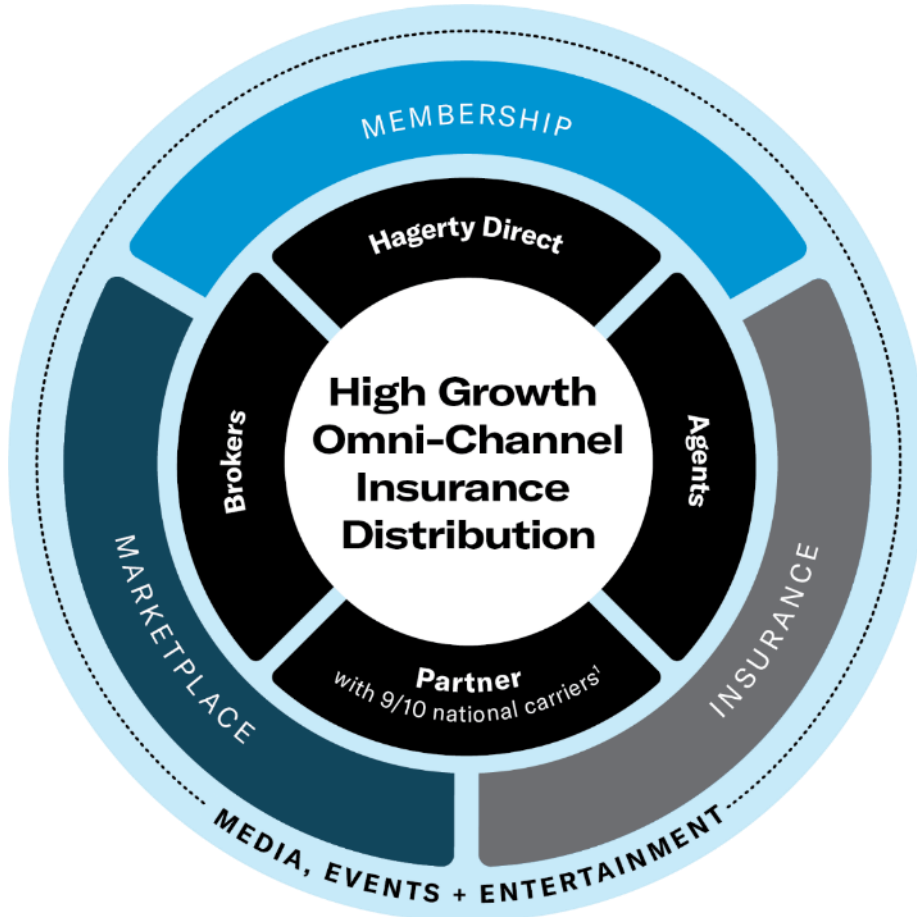
“People take good care
of their toys”

LOUISE HAGERTY



Built by Drivers for Drivers

Creating an enthusiast-centered ecosystem



Insurance: Protect

Custom, specialized insurance for enthusiast vehicles

Membership: Engage

Affinity program with the world's largest automotive membership community and award-winning entertainment

Marketplace: Buy/Sell

Trusted marketplace for buying and selling classic and collector cars

¹ Per SNL Financial, by auto premiums written as of FY2024.

Hagerty's 2025 Highlights

Leading specialty insurance provider and automotive brand for the vast collector car enthusiast ecosystem

Recurring revenue model fueled by unique expertise in underwriting, servicing and monetizing collector cars

- **Highly predictable and stable** underwriting economics captured via underwriting entities
- **Commission and fee-based economics** earned in an MGA capacity
- **Membership, marketplace and other economics** from Hagerty Drivers Club (HDC) subscriptions, auto auctions, private sales, online marketplaces, events, collector car lending and more

All components of the engine come together to create a powerful flywheel effect resulting in engaged customers who view Hagerty as additive to their passion and not simply a commodity

Underpinned by proprietary database meticulously constructed, cataloged and scrubbed over 40+ years leading to measurable data advantages

GROWTH AND RETENTION

\$1,456M

2025Y Total Revenue
+17% from 2024Y

88.7%

2025Y
Policy Retention

>80

5 Year Net
Promoter Score¹

PROFITABILITY

39.3%

2025Y
Loss Ratio²

\$149M

10%³

2025Y Net Income
+91% YOY

\$237M

16%³

2025Y Adj. EBITDA⁴
+46% YOY

Note: Statistics shown LTM for the period ended December 31, 2025.

¹ NPS is measured twice annually through a web-based survey sent by email invitation to a random sample of existing HDC Members and is reported annually using an average of the two surveys.

² Hagerty Re Loss Ratio is the ratio of (i) Hagerty Re's losses and loss adjustment expenses to (ii) its earned premium.

³ Net income margin and adjusted EBITDA margin, respectively.

⁴ Non-GAAP financial measure. Please see the appendix for a reconciliation to most applicable GAAP metric.

Unique Ecosystem to Authentically Engage with Passionate Enthusiasts

Driving engagement across every mile of the Hagerty experience – our “secret sauce”

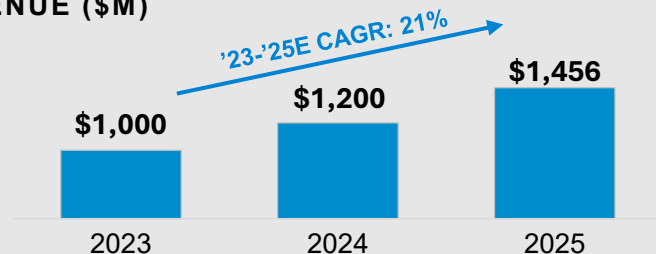
Suite of products and services help enthusiasts insure, engage, buy/sell...

...while constant engagement helps build the brand and feed the Hagerty insurance engine

MEMBERSHIP	Roadside assistance, exclusive events, authentic contact	930k+ members	<ul style="list-style-type: none"> • Authentic interaction with customers and policyholders – not just at insurance renewal • Allows insurance business to flourish • Ability to reach all collector car enthusiasts • Source of vast amount of data collection 	<ul style="list-style-type: none"> ✓ Outsized new customer growth ✓ Excellent customer retention and NPS ✓ Decreased customer acquisition cost ✓ Improved underwriting ✓ Earnings diversification ✓ Differentiated means of competing in insurance
MEDIA AND EVENTS	Automotive enthusiast events, merchandise, social media content	479M lifetime views and 4.7M followers		
MARKETPLACE	Live and virtual auctions, auto lending	\$17B+ buy/sell transactions observed		

Compelling Financial Profile

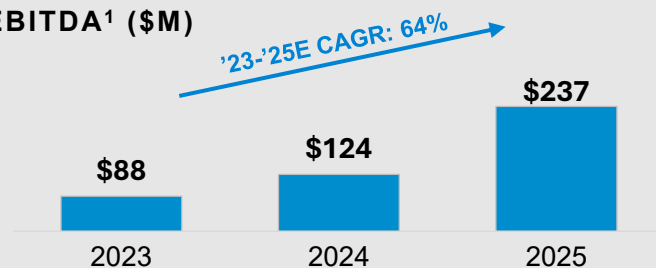
TOTAL REVENUE (\$M)



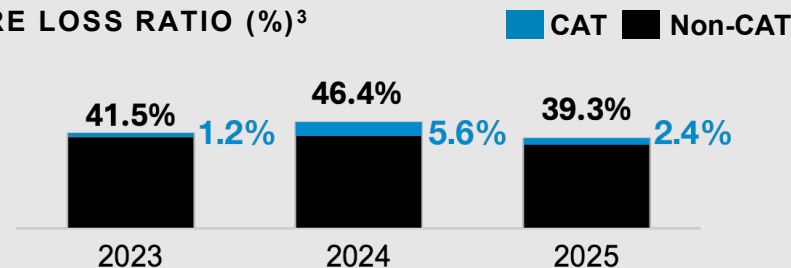
TOTAL WRITTEN PREMIUM (\$M)²



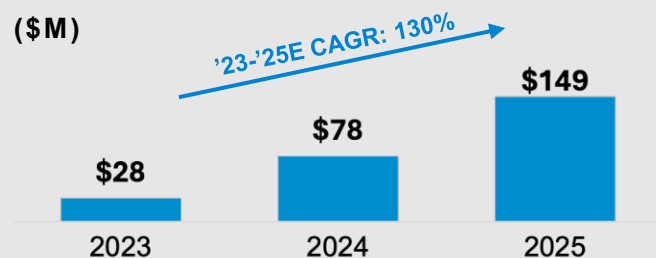
ADJUSTED EBITDA¹ (\$M)



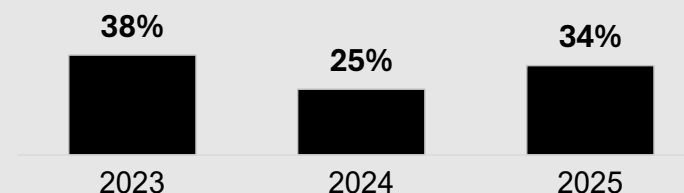
HAGERTY RE LOSS RATIO (%)³



NET INCOME (\$M)



HAGERTY RE RETURN ON EQUITY



¹ Non-GAAP financial measure. Please see the appendix for a reconciliation to most applicable GAAP metric.

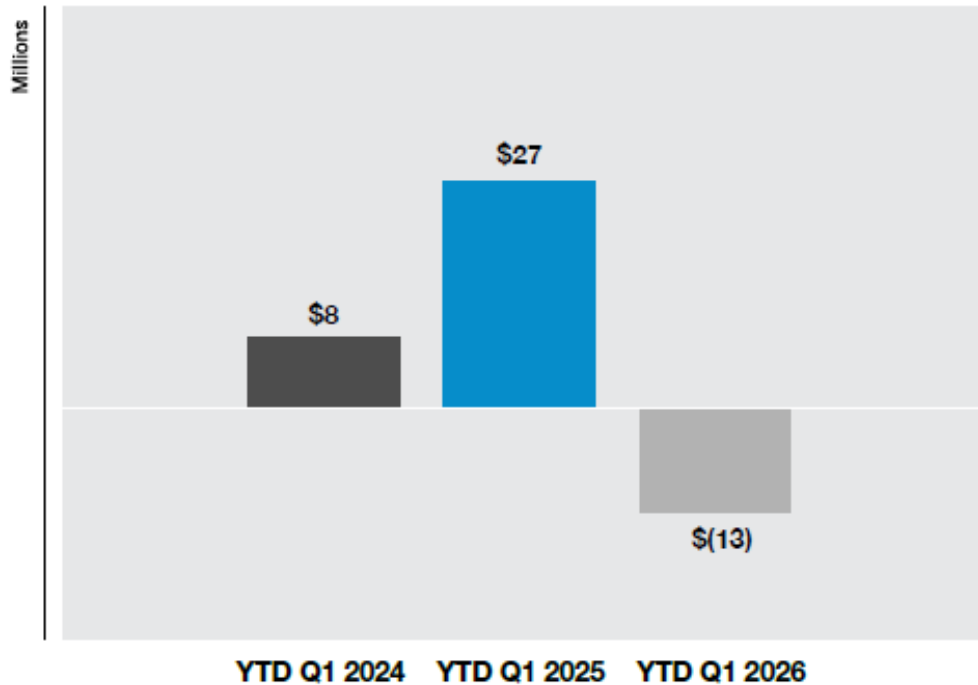
² Total Written Premium is the total amount of insurance premium written by our MGA subsidiaries on behalf of insurance carrier partners during the period.

³ Hagerty Re Loss Ratio is the ratio of (i) Hagerty Re's losses and loss adjustment expenses to (ii) its earned premium.

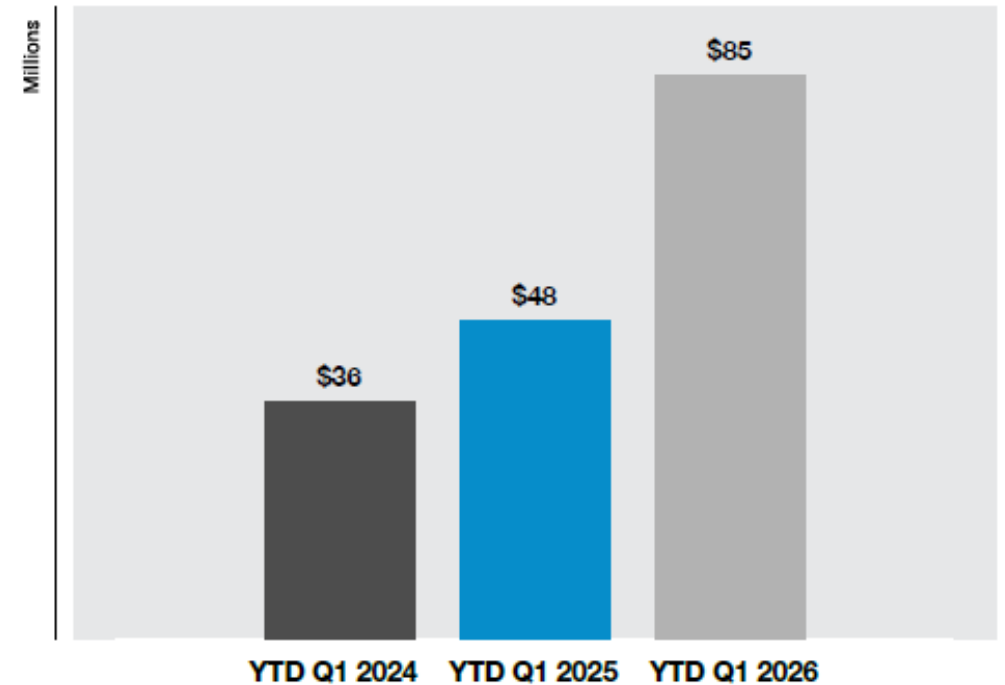
2026 is Off to a Great Start

77% Growth in Adjusted EBITDA Q126

FIRST QUARTER NET INCOME¹



FIRST QUARTER ADJUSTED EBITDA²



Methodical margin expansion as we invest in durable long-term growth

¹ Q1 2024 Net Income includes a \$6 million loss as a result of a change in the fair value of our warrant liabilities. Q1 2026 Net Loss includes \$89 million of pre-tax transitional costs associated with the new Market Fronting Arrangement.

² Adjusted EBITDA now includes Net investment income of \$9 million in 2024, \$9 million in 2025, and \$10 million in 2026. See Appendix for additional information regarding this non-GAAP financial measure.



Investment Highlights



Why Hagerty

Visionary, founder-led leadership team with deep insurance expertise and diverse backgrounds

Attractive combination of i) retained underwriting economics, ii) commission and fee-based MGA revenue, and iii) synergistic membership, marketplace and other revenue

Robust and diversified omni-channel distribution

State Farm partnership and Enthusiast+ product spring-loaded to sustain high rates of profitable growth

Large and underpenetrated target market with deep fragmentation

40+ years of proprietary data on 48,000 collector car models will be augmented by recent technology investments

Risk bearing entity producing strong returns with a robust and conservative balance sheet

High Quality Leadership Team



McKeel Hagerty
Chief Executive Officer &
Chairman of the Board



Patrick McClymont
Chief Financial Officer



Collette Champagne
Chief HR Officer &
Chief Administrative Officer



Russell (Russ) Page
Chief Information Officer



Diana Chafey
Chief Legal Officer



Marc Burns
Chief Marketing Officer



Mark Elliott
Chief Investment Officer



Kenneth Ahn
President of Marketplace



Jeff Briglia
President of Insurance



Jay Koval
SVP of Investor Relations
and Communications



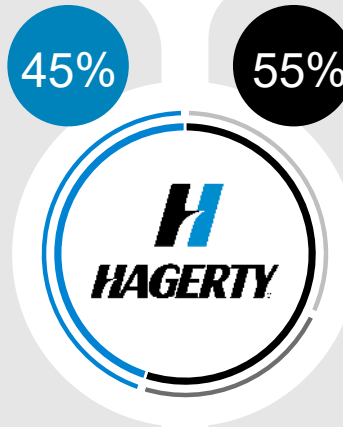
Omni-Channel Distribution Network Unlocks Target Market

Direct Distribution Channel

Value proposition: *Belonging, camaraderie, understanding, admiration, joy*

- Membership model drives significant percentage of new business flow
- Hagerty Media reaches 12M enthusiasts monthly and Marketplace ramp drives impressions
- Direct marketing to enthusiasts to reach the right households with precision and convert efficiently
- Marketing supports brand engine and organic growth

45%



55%

Partnership Channel

AGENCY & BROKER PARTNERS

32%

Value proposition: *Enhance service, increase efficiency*

- Over 50,000 agents
- 10 of the top 10 brokers by revenue¹

NATIONAL INSURANCE PARTNERS

23%

Value proposition: *Enhance service, true partner, no channel conflict*

- 9 of the top 10 largest auto insurers²
- 4 of our top 5 partners report double digit growth
- Recent new partnerships

REPRESENTATIVE PARTNERS

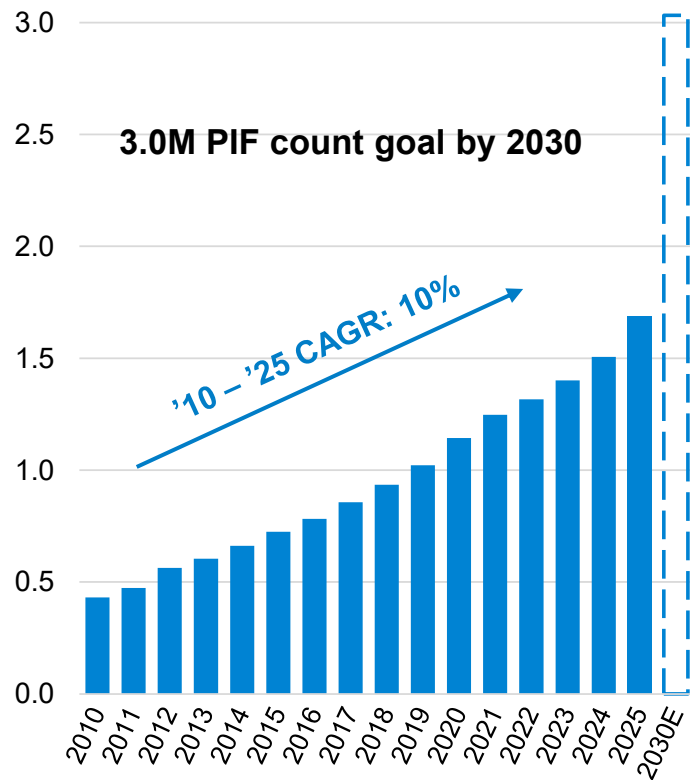


¹ Per Business Insurance.

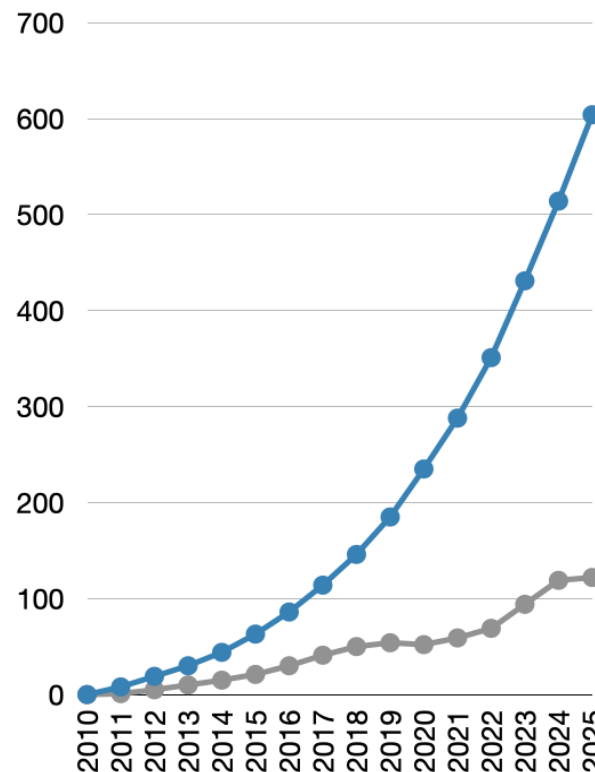
² Per SNL Financial, by auto premiums written as of FY2024.

Durable and Consistent Mid-Teens Growth

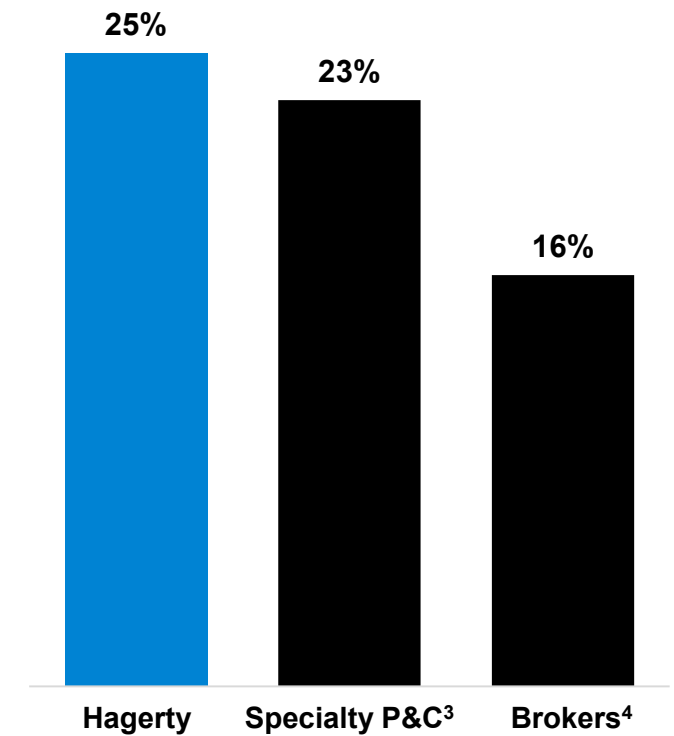
HAGERTY PIF COUNT (M)



HAGERTY VS. INDUSTRY TOP 100¹ TOTAL U.S. AUTO WRITTEN PREMIUM GROWTH



HAGERTY VS. PEERS 2020-2025 MEDIAN TOTAL REVENUE GROWTH²



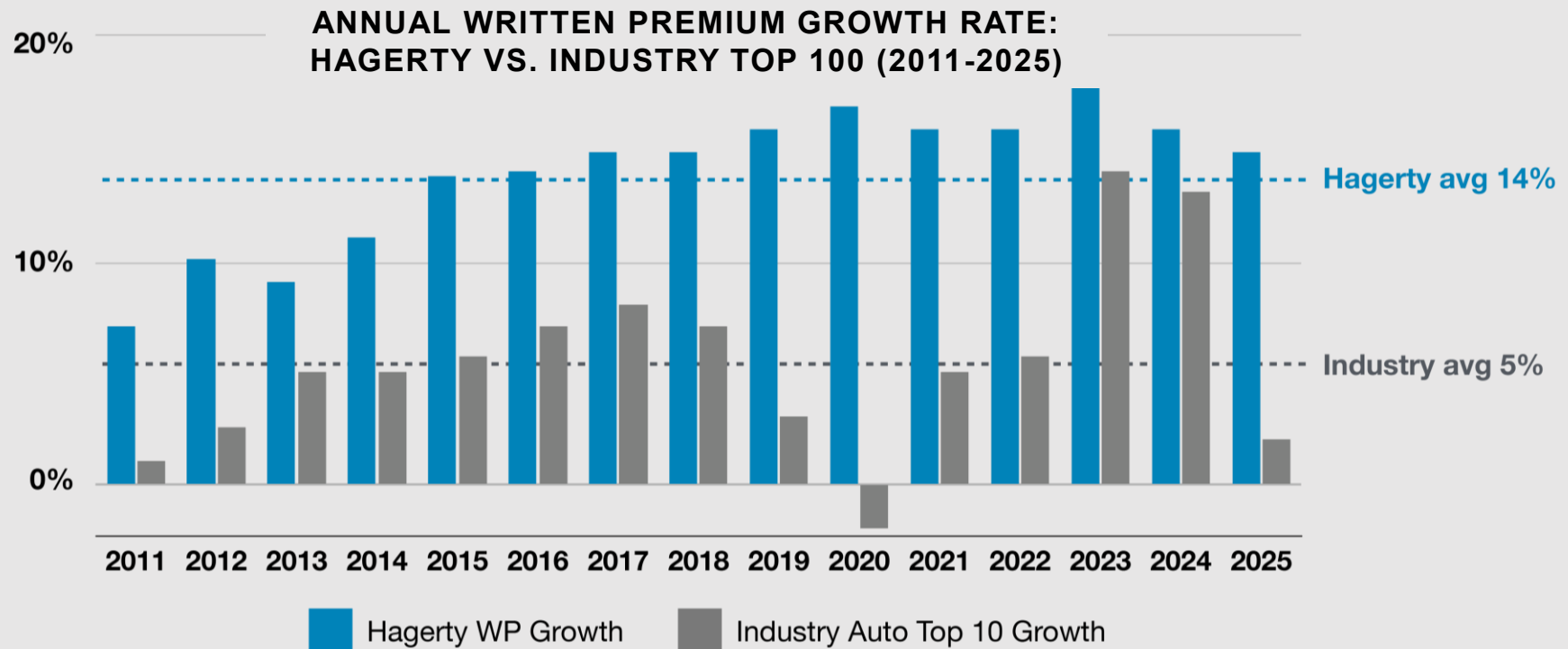
Note: All premium amounts shown for Hagerty reflect total written premium.

¹Industry Top 100 represents the top 100 U.S. P&C insurers with a private auto LOB. ² Source: Company filings. ³ Specialty P&C peers include BOW, KNLS, PGR, PLMR, RLI, SKWD, and WRB.

⁴Brokers peers include AJG, AON, BRO, BWIN, GSHD, MMC, NP, RYAN, TWFG, and WTW.

Consistent Teens Written Premium Growth

Differentiated Strategy Yields 14% annual growth vs 5% for the industry

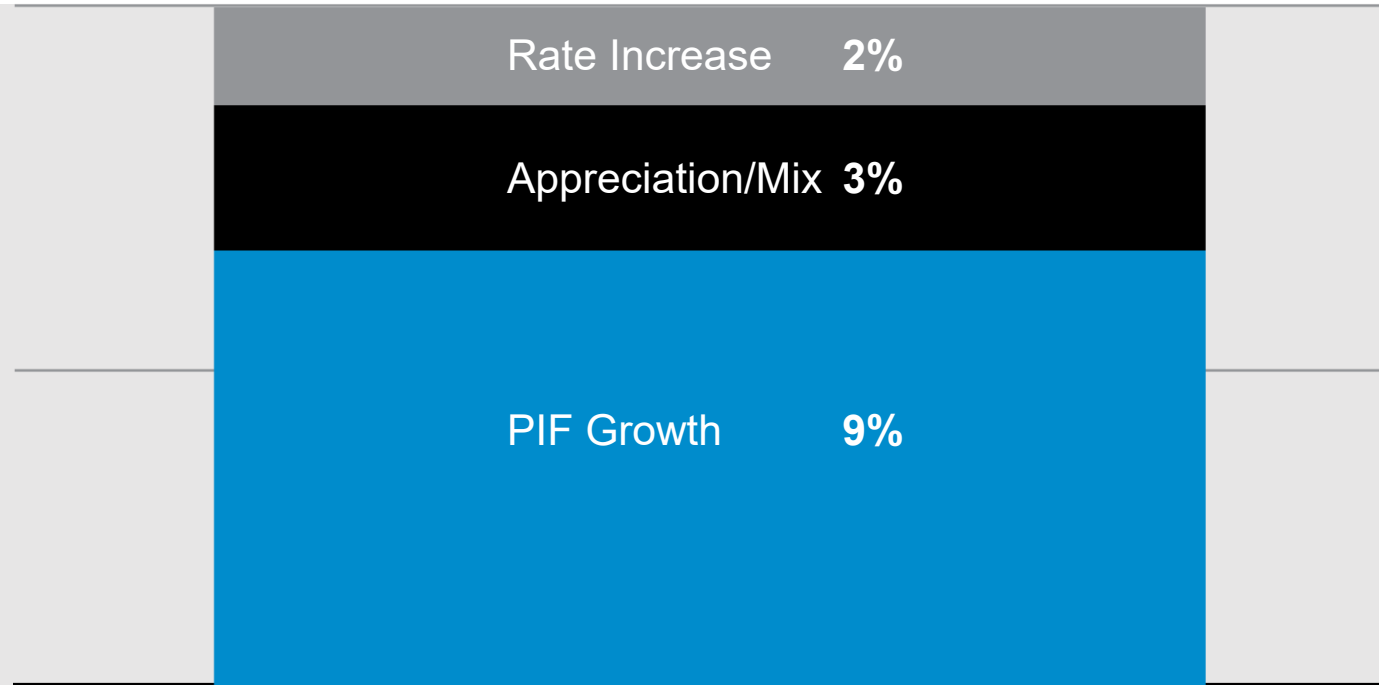


Compounds to 5.3x the industry's incremental growth from 2010-2025

Written Premiums Powered by New Business Count

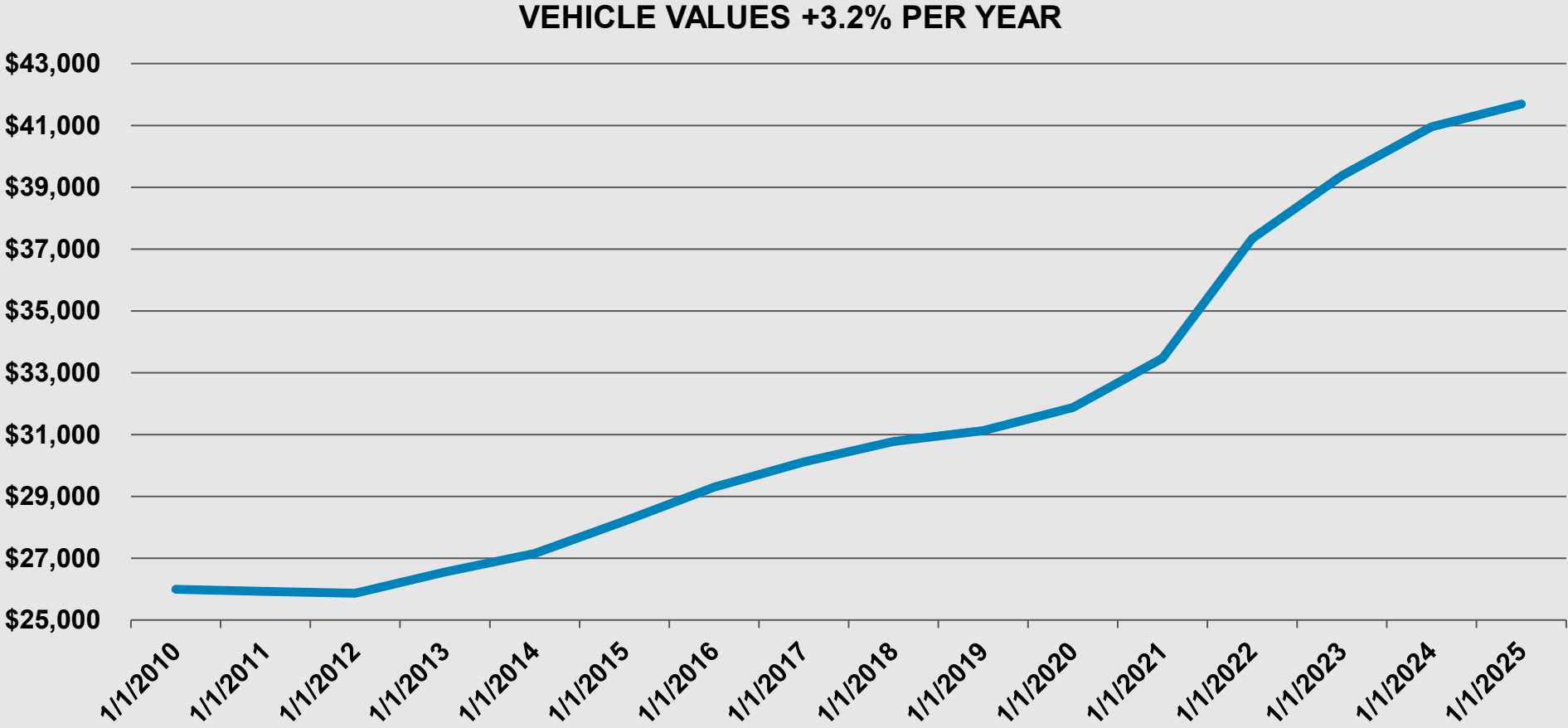
WRITTEN PREMIUM GROWTH ATTRIBUTION | HAGERTY U.S. AUTO

Total Annual Growth 14%



**Written Premium CAGR
(2010 – 2025)**

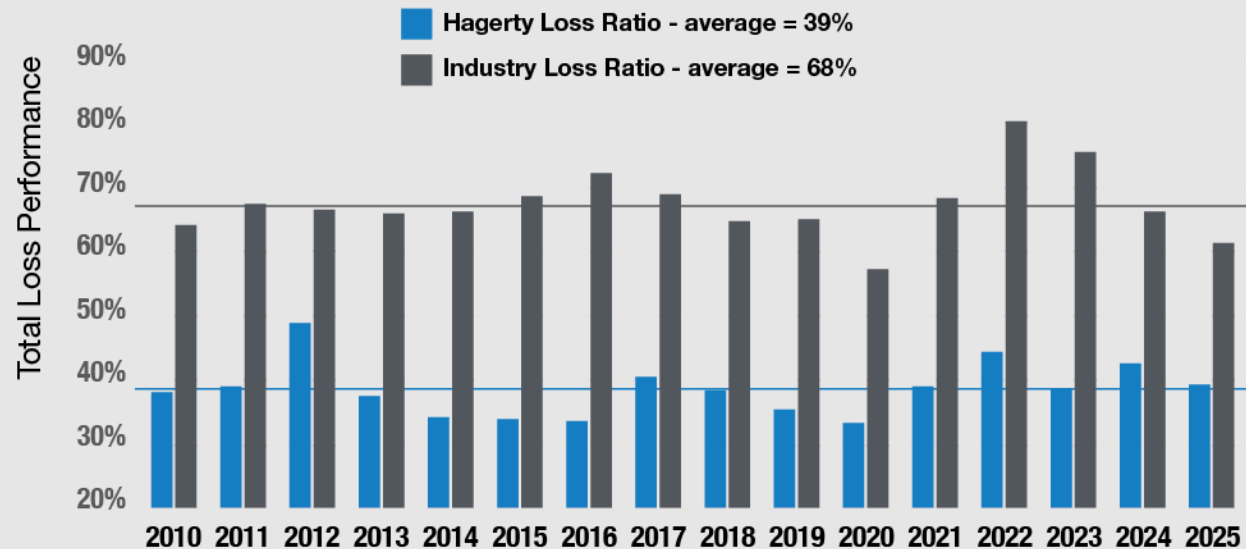
Unique Premium Tailwind from Appreciating Vehicles



Decades of Underwriting Drive Predictably Low Loss Ratios

Hagerty MGA delivers consistent, high quality written premium growth

HAGERTY U.S. AUTO LOSS PERFORMANCE VS. INDUSTRY TOP 100

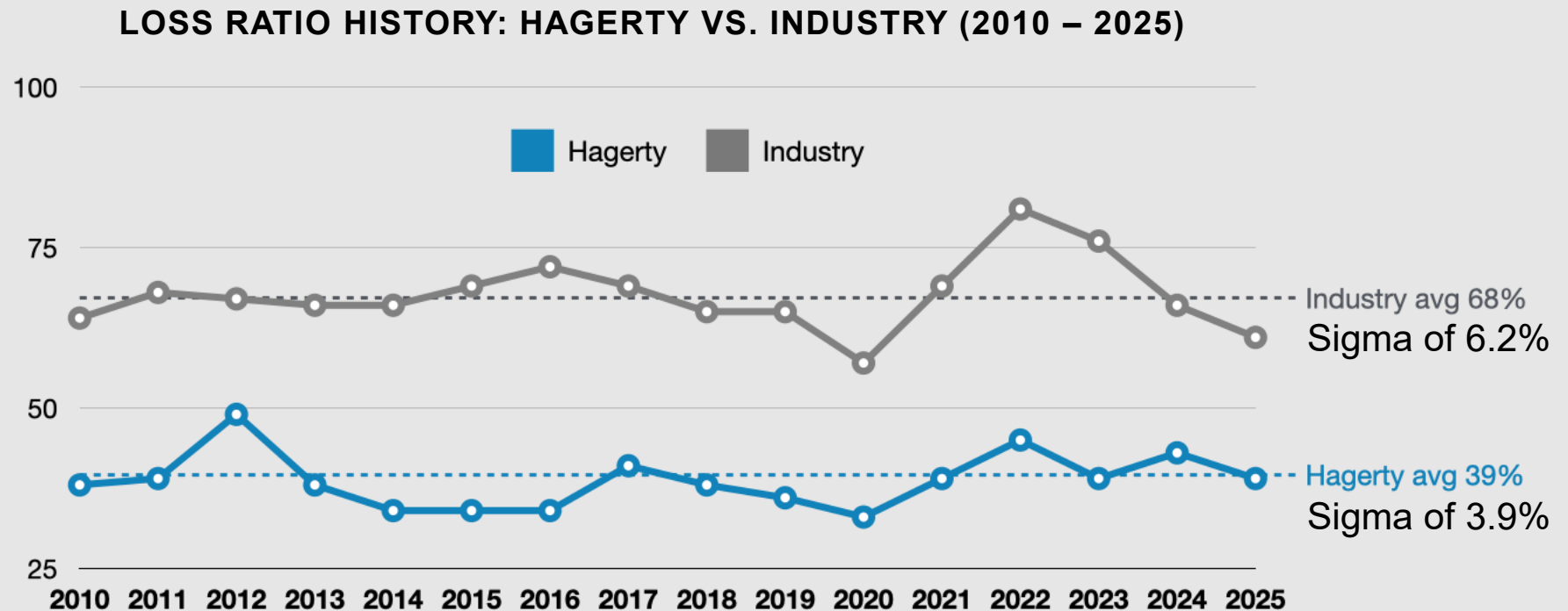


Multi-dimensional first-party data advantage

- Superior value proposition and innovative partnerships
- Engaging, seamless member experience and cross-selling
- Decades of claims data with 40,000 distinct makes/models in Hagerty Valuation Tools
- Effective pricing of risk to maintain low loss ratios

High Quality, Low Volatility Underwriting

39% loss ratio with 60% of the volatility of daily drivers



Preferred reinsurance risk given consistently high-quality book

Underwriting Snapshot

Our risk-bearing entity assumes risk from our capacity partners via quota share reinsurance

- Core U.S. 100%
- Canada = 50%
- Steady increase in assumed premium over time given profitability of the book

Track record of industry-leading consistent and stable loss ratios

- 3Y average loss ratio of 43% vs. ~75% industry average

Fundamentally different risk profile vs. daily driving auto insurance

Diversified high-quality investment portfolio with 98% comprised of investment grade fixed maturity securities as of 4Q'25

Prudently booked reserves

\$1,194M

**2025
Net Written Premium**

\$727M

**2025
Net Earned Premium**

39.3%

**2025
Loss Ratio**

86.6%

**2025
Combined Ratio**

195%

**12/31/2025
BSCR¹**

~34%

**2025
Return on Equity**

\$382M

12/31/25 Capital²

A-

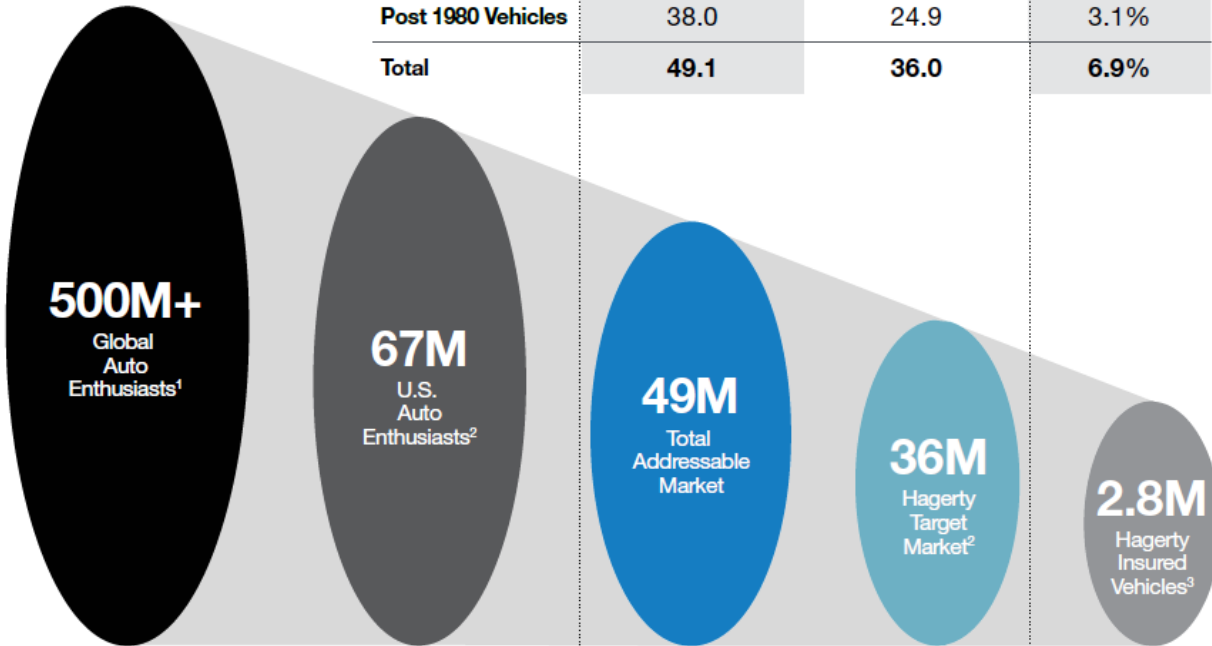
**A.M. Best
FSR Positive**

¹ Bermuda Solvency Capital Requirement. ² Represents Hagerty Re equity of \$357 plus the State Farm loan of \$25M that is treated as debt per GAAP however received favorable capital treatment from A.M. Best and has received approval from the Bermuda Monetary Authority to be recorded as Other Fixed Capital on the Statutory Statement of Capital and Surplus and as Tier 2 Ancillary Capital.

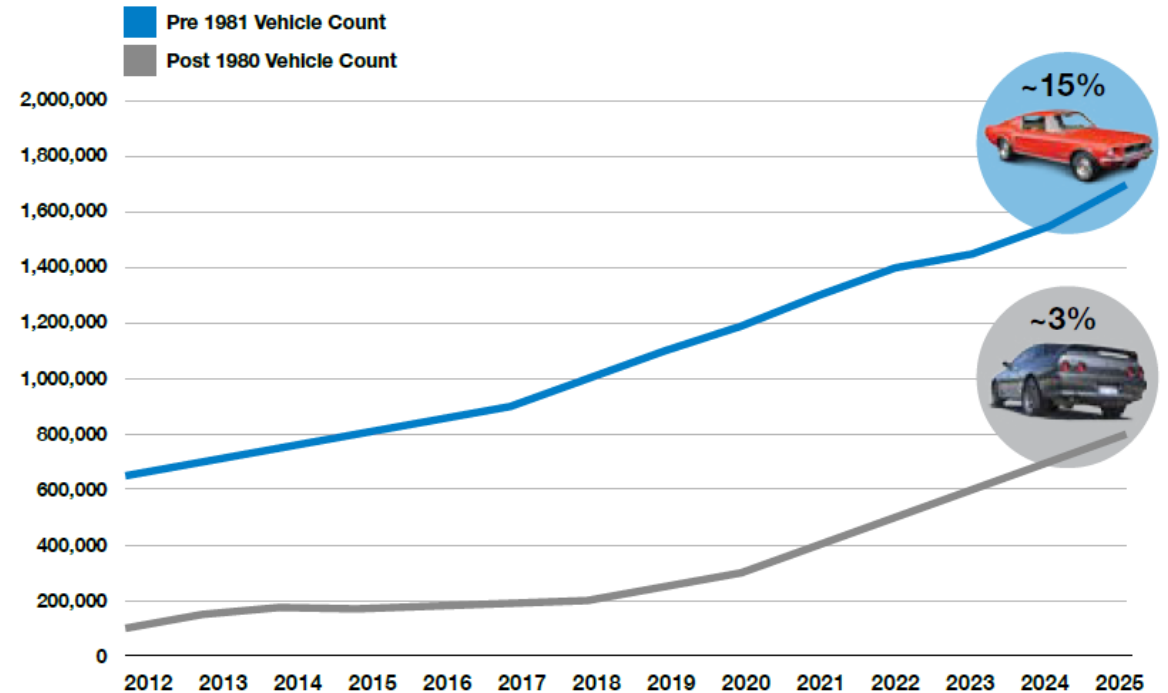
Well-Positioned to Capture Additional Market Share

Large niche and underpenetrated target market

TYPE	TOTAL ADDRESSABLE MARKET (M)	HAGERTY TARGET MARKET (M)	HAGERTY TCM PENETRATION
Pre 1981 Vehicles	11.1	11.1	15.3%
Post 1980 Vehicles	38.0	24.9	3.1%
Total	49.1	36.0	6.9%



HAGERTY PENETRATION AND U.S. AUTO INSURED VEHICLE COUNT



Source: Hagerty. Company reports based on aggregated data of various sources;

1 Per Facebook analytics, members who have expressed an interest in or "Liked" automobiles or associated interests.

2 Per Hagerty company reports based on aggregate data of various sources.

3 Vehicles in force as of December 31, 2025.

Markel Partnership Evolution: Strategic Rationale

Markel is a leading global specialty insurance carrier

Dedicated carrier partner providing paper for insurance policies¹ written by Hagerty's MGA subsidiaries since 2013

Meaningful alignment of interest through 23% ownership stake in Hagerty

Hagerty assumes 100% of the risk in the U.S. book starting on January 1, 2026 (previously risk retention was 80%)

Moving from a quota share reinsurance arrangement to a pure fronting arrangement

~2% fronting fee scaling down as book of business grows

- **Natural Evolution:** HGTY has been increasing quota share steadily since 2017
- **Control:** Full discretion over pricing, underwriting, and investment of premium
- **Efficiency:** Gain direct oversight of filings, compliance, servicing
- **Economic Upside:** Incremental benefit from underwriting and investment income; accretive to earnings
- **Continuity:** Partnership with Markel continues; no changes to policyholder experience

¹ Policies are written by Essentia, a wholly owned subsidiary of Markel, which was acquired in 2013 exclusively for Hagerty's U.S. business.



Hagerty Valuation Tool

1969 Chevrolet Camaro SS

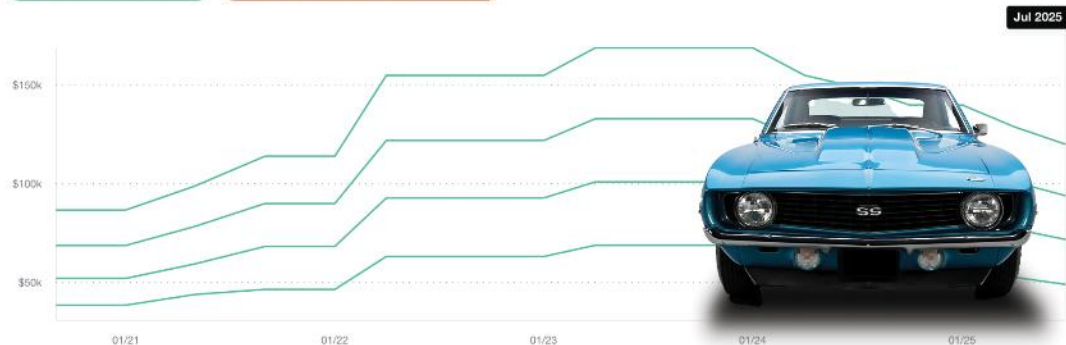
[Add to watchlist](#) [Share](#) [PDF](#)

2dr Convertible · 8-cyl. 396cid/375hp 4bbl L78

#1 Concours condition [?]	#2 Excellent condition [?]	#3 Good condition [?]	#4 Fair condition [?]
\$120,000	\$93,900	\$71,700*	\$48,900
+38.4%	+36.7%	+37.9%	+27.3%

Calculate the price

+25% for RS package. -20% for automatic transmission.



Technology and Data Driving Superior Results

Industry-leading valuation tool powering Hagerty's ecosystem today

HISTORICAL DATA COLLECTION

40+ years of proprietary collector car data

Detailed pricing data points across 48k+ collector car models

300k+ 2025 collector car transactions observed

CURRENT TECHNOLOGY AND DATA

Improving operational efficiency through technology investments in CRM tools, Duck Creek, and other systems

Leveraging existing data and platform to drive superior financial performance

- Leading valuation capabilities on collector cars enhances insurance function and customer experience
- Differentiated claims handling ability via parts sourcing and expert repair networks fueled by data

FUTURE AREAS OF EXPANSION

Best in class proprietary data and unique access to collector car market unlocks AI capabilities for automation, pricing, and unique customer features

Investment in technology drives down costs to serve our customers

Hagerty Marketplace: Buy & Sell Platform for Auto Enthusiasts

Driving exceptional brand loyalty
with multiple points of monetization

300K+

2025 Collector Car
Transactions Observed

\$17B

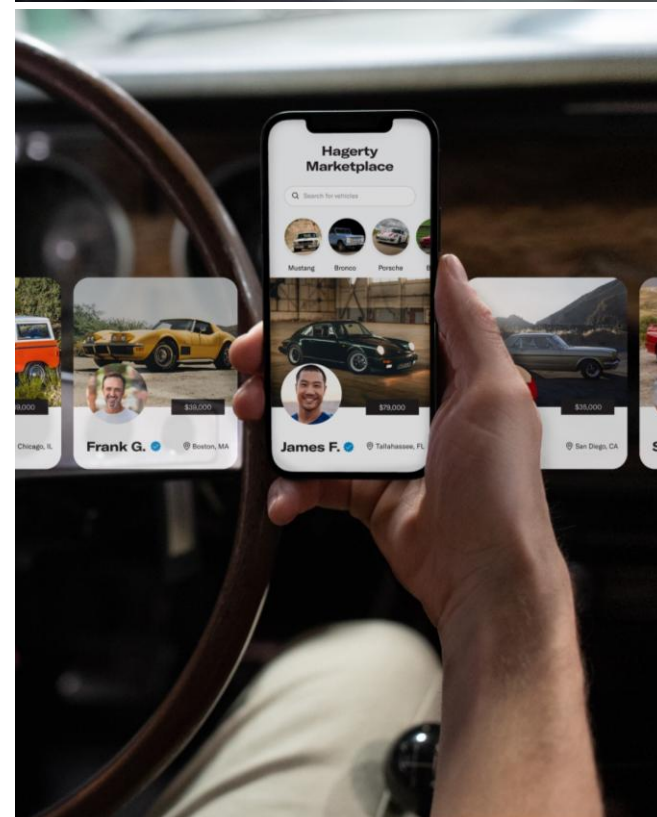
2025 Total Value
Trading Hands in Hagerty's
U.S. Insurance Book

\$624M

2025 Total Transaction
Value across Live Auctions,
Private Sales and
Financings

119%

2025 YOY
Marketplace
Revenue Growth





Understanding Today's Enthusiast Vehicle Market



1963 Chevrolet Corvette Split-Window Coupe



2005 Maserati MC12 Stradale



1991 Nissan Skyline GT-R



1935 Auburn "Boattail" Speedster

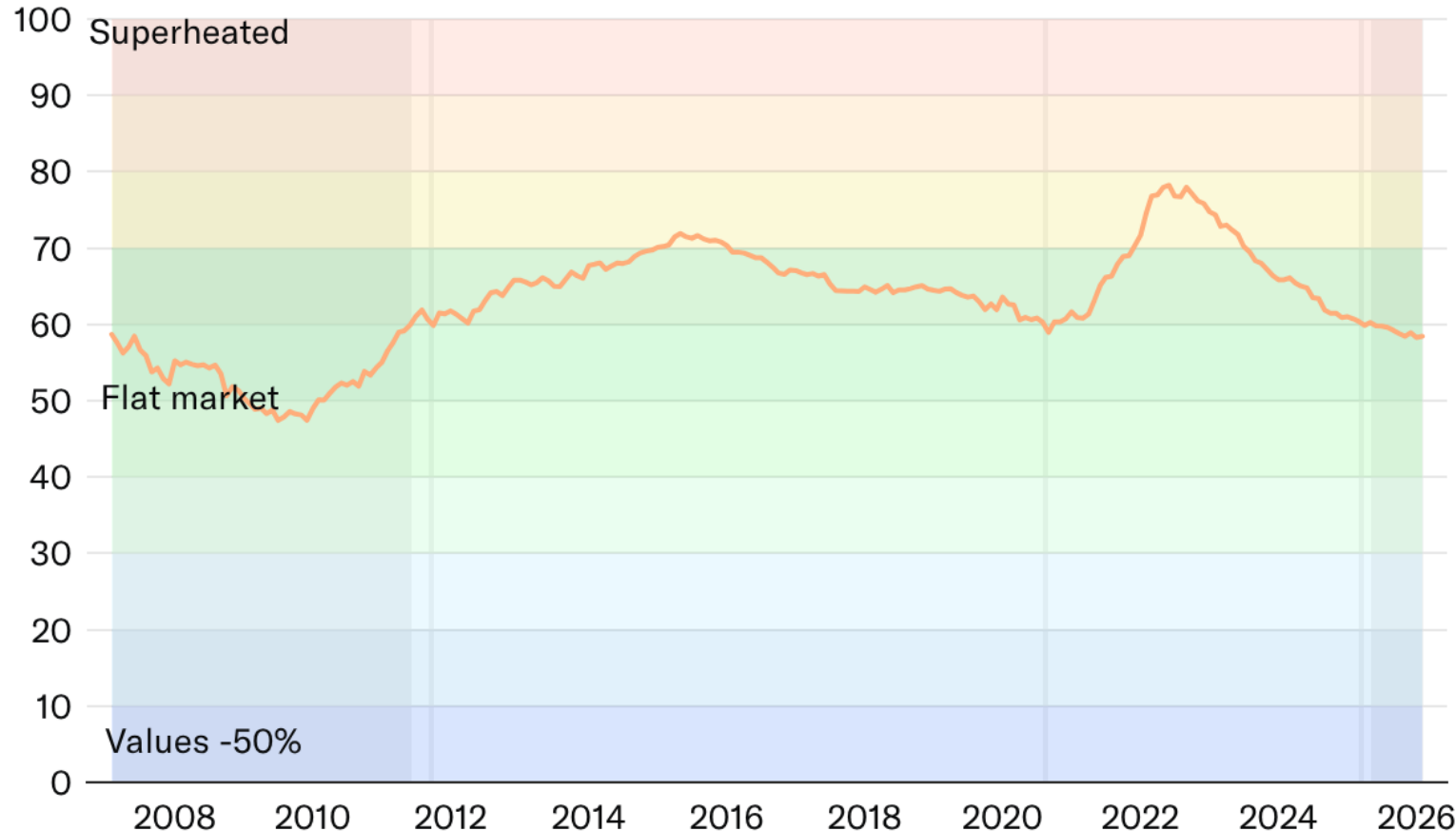


1911 Ford Model T Touring



1965 Shelby GT350

Hagerty Market Rating: 58.9 as of Apr-2026



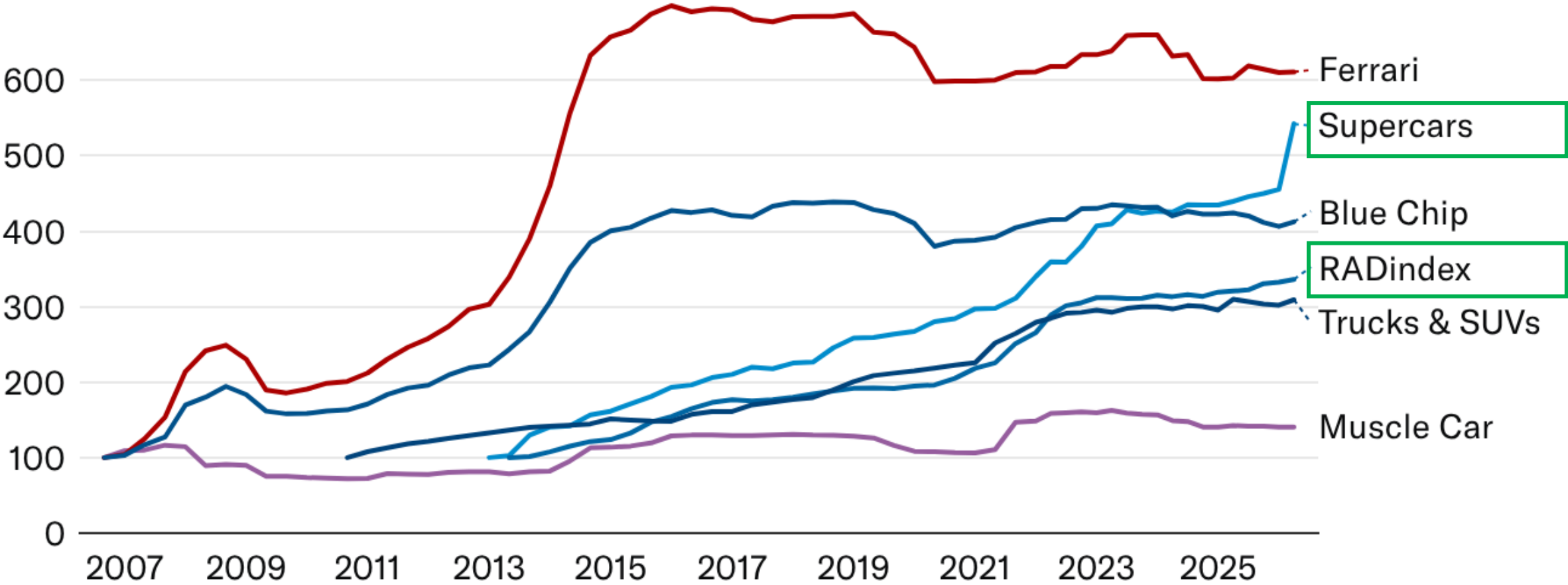
The Hagerty Market Rating measures the collector car market's overall condition through activity ("heat"), momentum, strength, and liquidity.

- **Activity ("heat"):** Auction transactions, private sales activity, and public listings
- **Momentum & Market Strength:** Hagerty Price Guide values, valuation trends across auctions, private sales, and insured values
- **Liquidity:** The relationship between cars available for sale and overall transaction activity

We are currently in a relatively flat market following the strong post-COVID recovery through 2023. The last time the Hagerty Market Rating fell below 60 was during the 2008–2011 Global Financial Crisis, and briefly again during the COVID disruption in 2020.

Hagerty Collector Car Indexes

April 2026

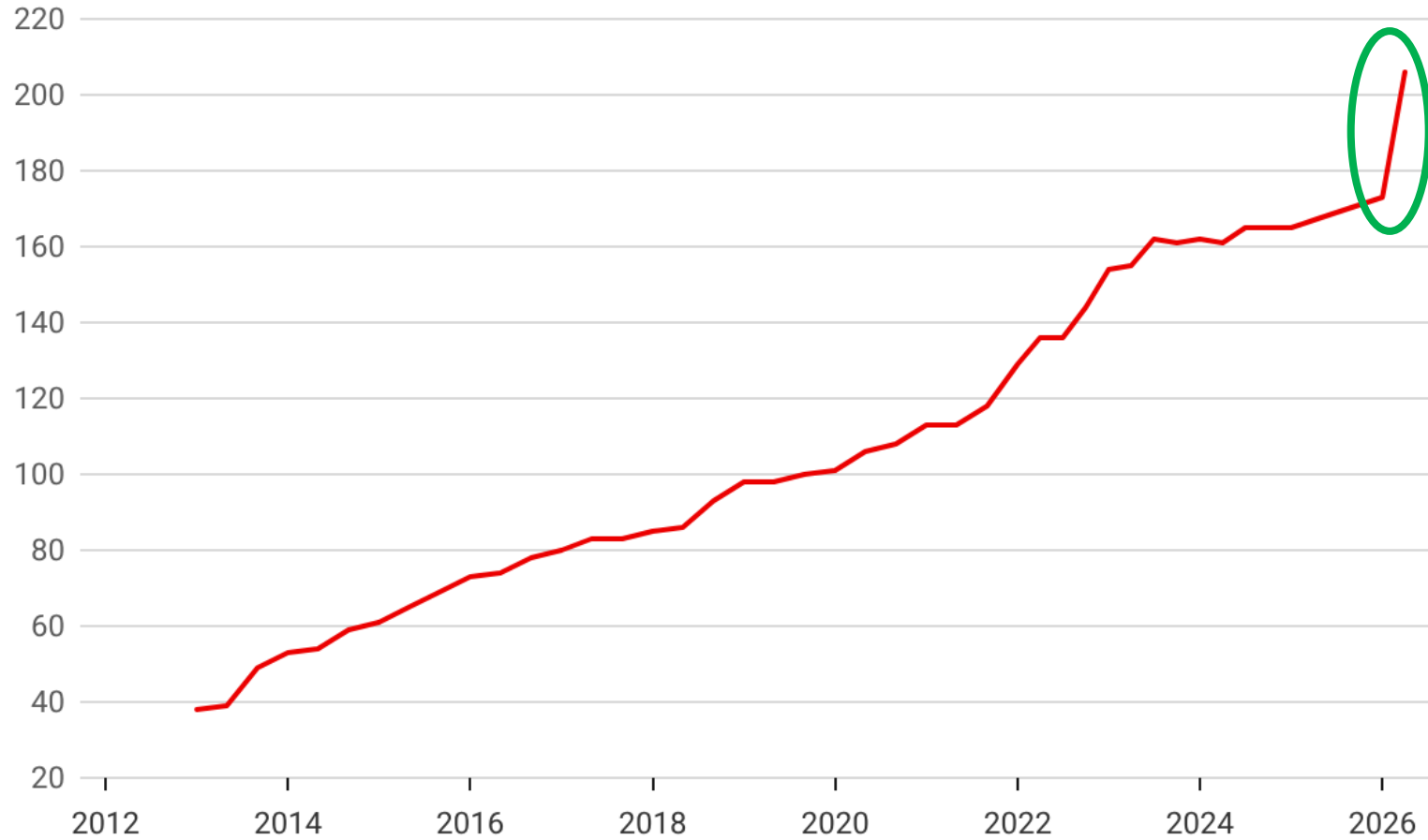


Examples of cars in the “Supercars” Index



Supercar Index

April 2026



Indexed to 100 in September 2019

Examples of Supercar Sales by Broad Arrow in 2026



2003 Ferrari Enzo

- Broad Arrow Sold for **\$15.185M**
- Illustrative 2025 Values: \$3.5M - \$5M



2005 Porsche Carrera GT

- Broad Arrow Sold for **\$6.715M**
- **World Record** – by more than 2x
- Illustrative 2025 Values: \$1.5M - \$2M



1988 Porsche 959 Sport

- Broad Arrow Sold for **\$5.505M**
- **World Record**
- Illustrative 2025 Values: \$4M - \$5M



2021 Ferrari Monza SP2

- Broad Arrow Sold for **\$4.955M**
- **World Record**
- Illustrative 2025 Values: \$2.5M - \$3M



2017 Ferrari F12 TdF

- Broad Arrow Sold for **\$4.185M**
- **World Record**
- Illustrative 2025 Values: \$1.0M - \$1.5M

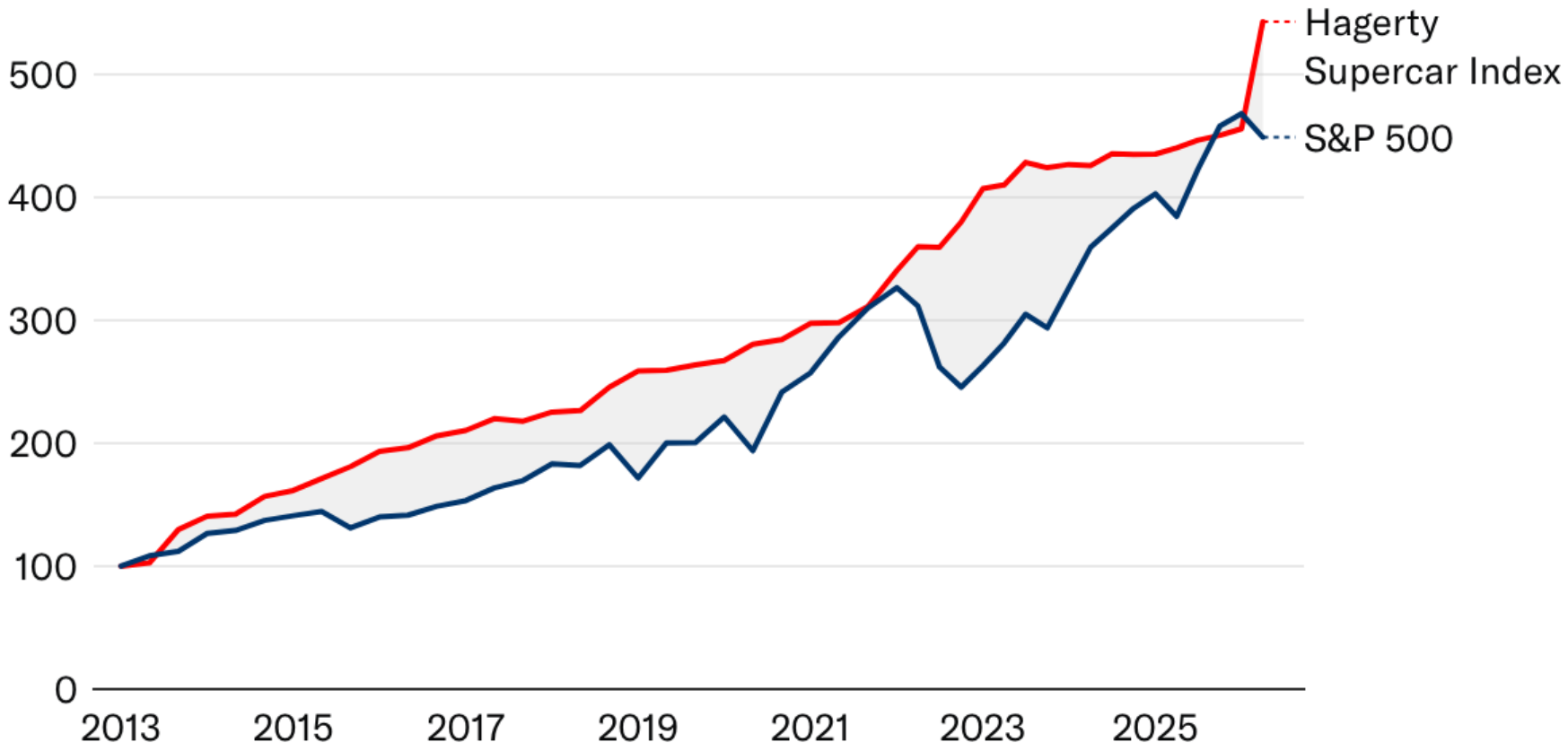


2015 Porsche 918 Spyder

- Broad Arrow Sold for **\$2.975M**
- **World Record for non-Weissach**
- Illustrative 2025 Values: \$1.5M - \$2M

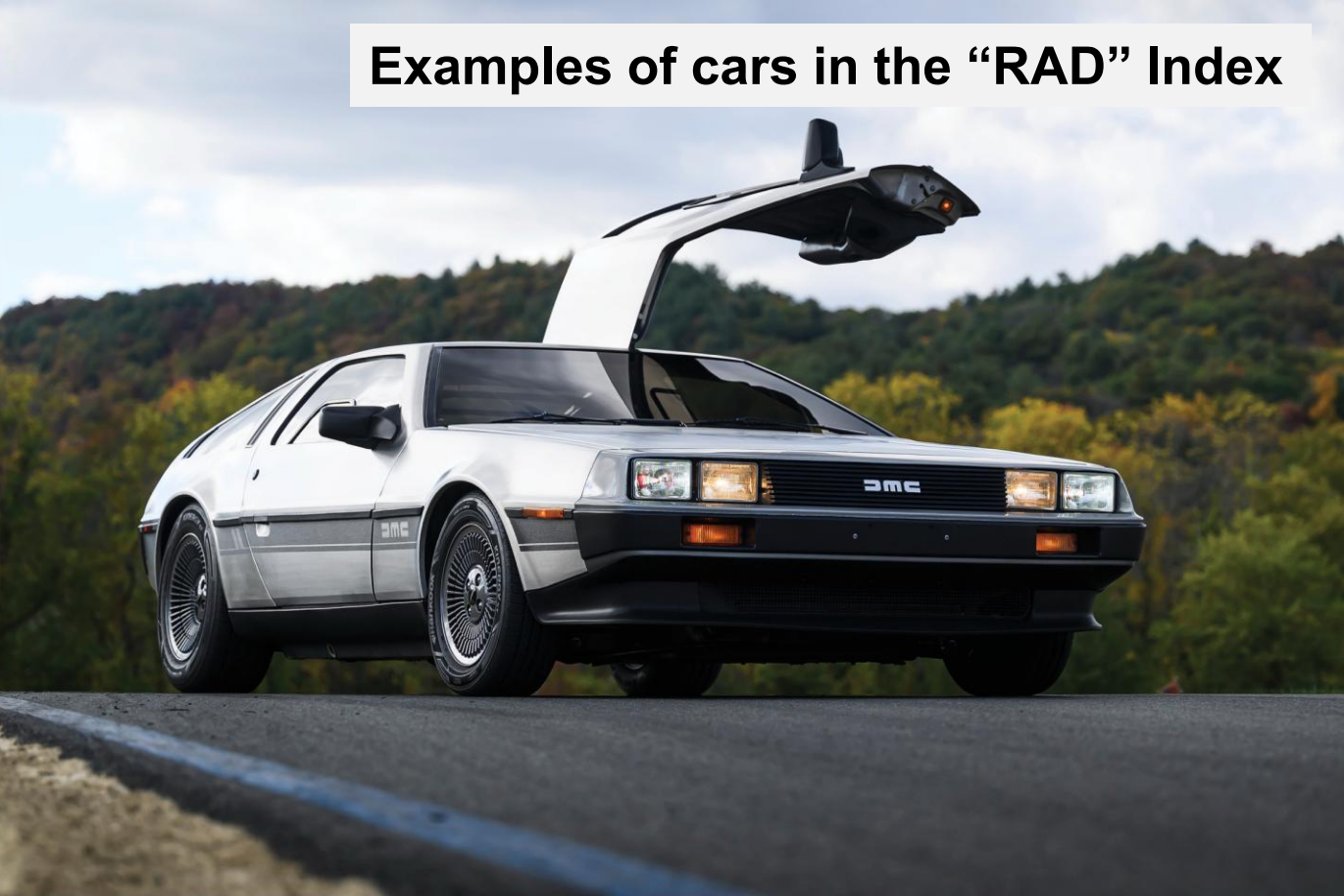
Hagerty Supercar Index vs. S&P 500 – April 2026

The Hagerty Supercar Index has beaten the S&P 500 since 2013 and is up 23% YoY



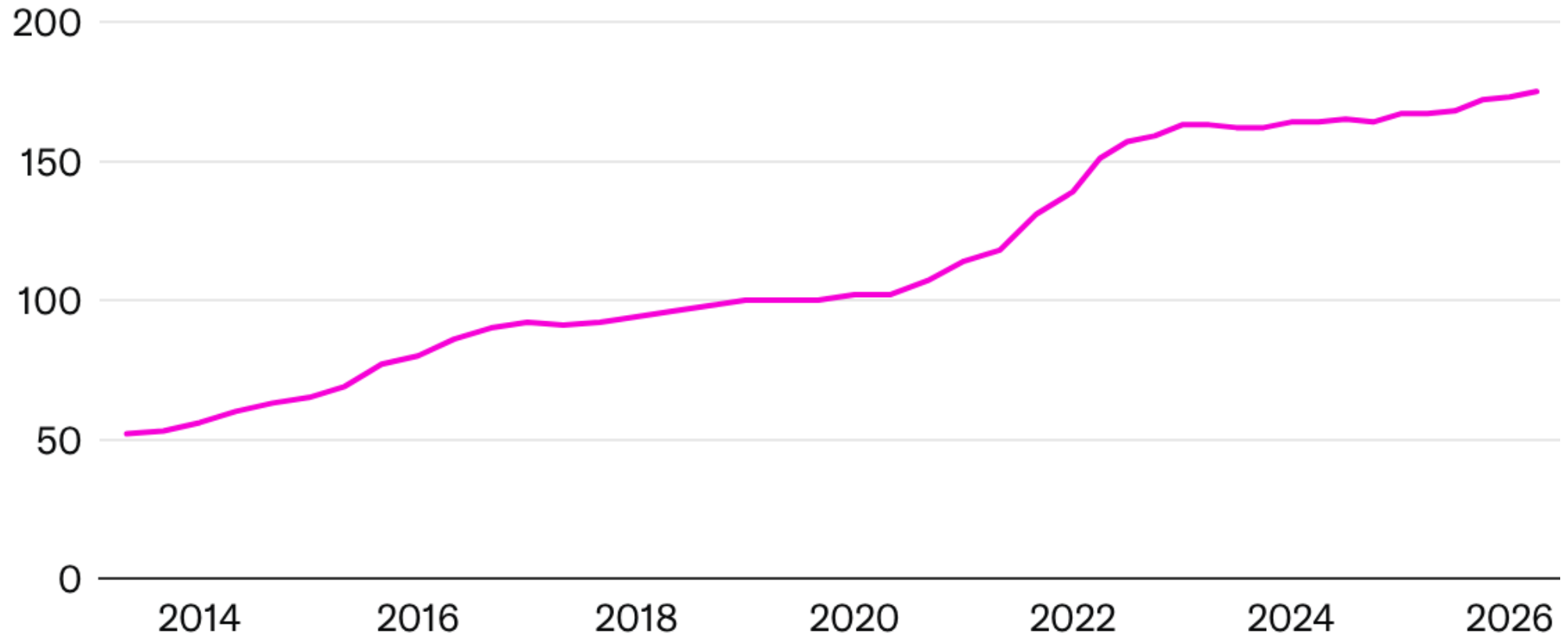
Indexed to January 2013

Examples of cars in the "RAD" Index



RAD Index (Cars from 1980-1999)

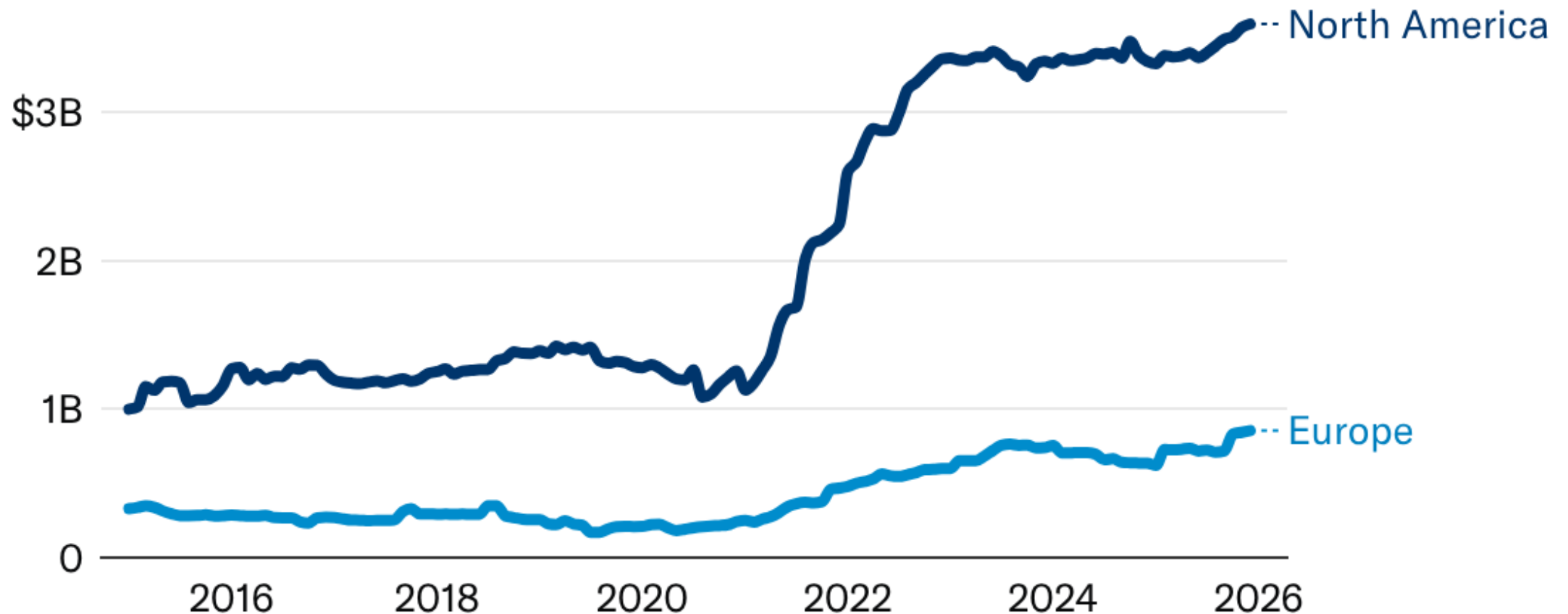
April 2026



Indexed to 100 in September 2019

N. American Auction Market is Nearly 4x the Size of the European Auction Market

Data from Hagerty's transactions database of collector vehicle auctions. Includes all major U.S. and European auctions. Figures are TTM.





Search by make, model, or keyword

No reserve

Filter

All listings (968)

Recommended



1 day Bid \$8,650
40k-Mile 2002 Ford Thunderbird
No reserve



1 day Bid \$18,000
41k-Mile 2004 Cadillac XLR
No reserve



1 day Bid \$50,600
3,900-Mile 2020 Chevrolet Corvette Stingray Coupe 3LT Z51



1 day Bid \$19,000
26k-Mile 2012 Ford Mustang Shelby GT500 Convertible



1 day Bid \$10,500
200Tdi-Powered 1989 Land Rover 110 5-Speed



1 day Bid \$31,000
31k-Mile 2000 BMW M Coupe



1 day Bid \$11,500
38k-Mile 2007 BMW M6 Convertible



1 day Bid \$10,500
2007 Mercedes-Benz SL550

How Marketplace works
With the option of auctions or classifieds, you can buy or sell cars the way you want. Sellers and buyers are always verified, and the Marketplace team is always here to offer support. Simple, safe and easy.

The Generous Collection

Out of a combination of a lifelong automotive passion and an unyielding desire to support the people of his Alabama community, the Generous Collection was born. The Generous Collection debuts with Part 1 offering more than 200 cars in October, all offered without reserve, emerging from years of long-term silent storage. Many additional lots will be offered in the coming months.



Results (236)

Recently ended



Sold for \$48,953 on 10/29/25
351-Powered Unique Motorcars Cobra Replica 5-Speed
No reserve



Sold for \$16,619 on 10/29/25
1960 Metropolitan Convertible
No reserve



Sold for \$12,700 on 10/29/25
1998 Mercedes-Benz S600 Sedan
No reserve



Sold for \$29,960 on 10/29/25
1978 Pontiac Firebird Trans Am



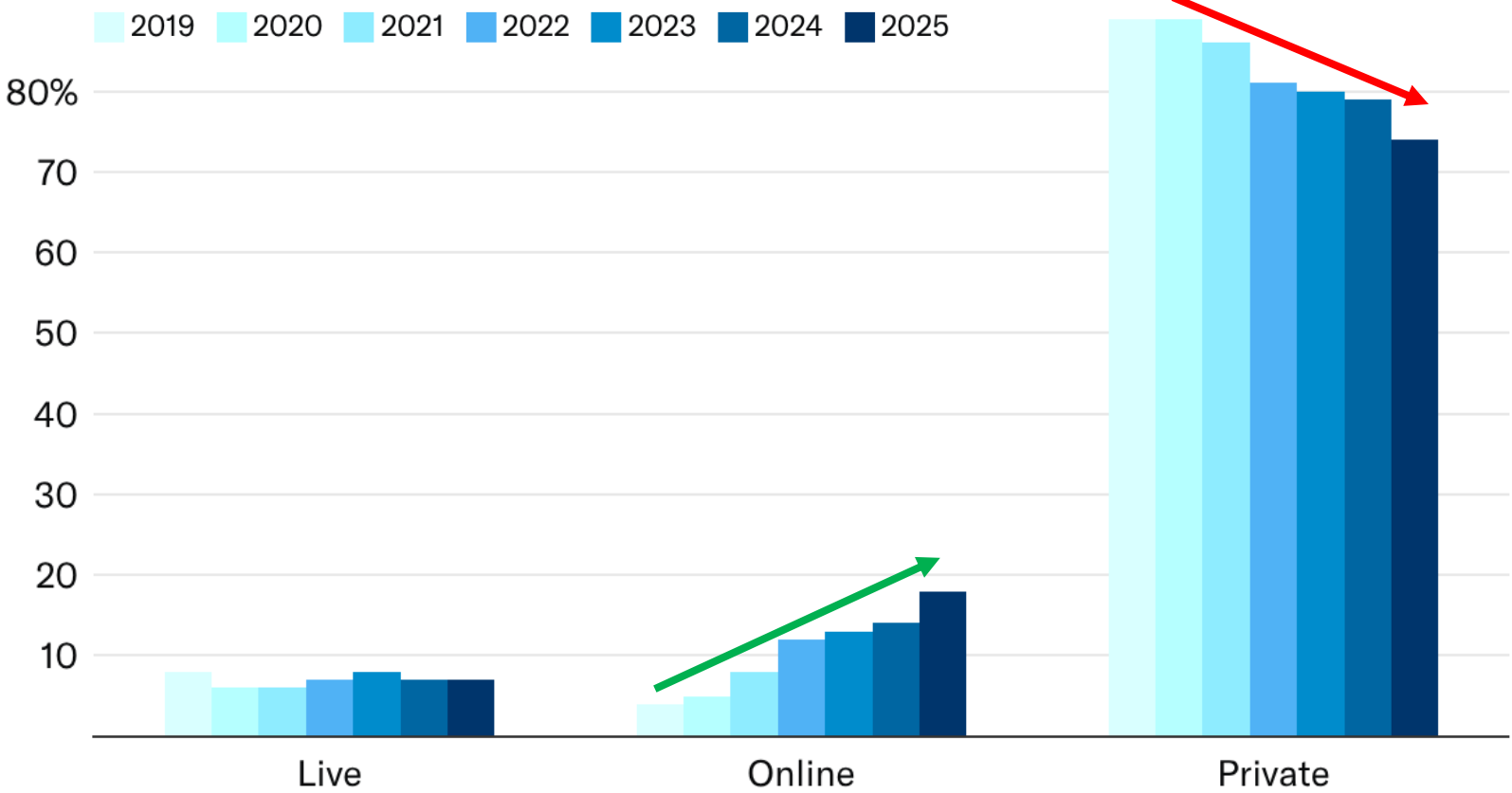
Sold for \$14,981 on 10/29/25
1940 Ford Deluxe Coupe



Sold for \$45,475 on 10/29/25
1965 Pontiac Tempest Custom

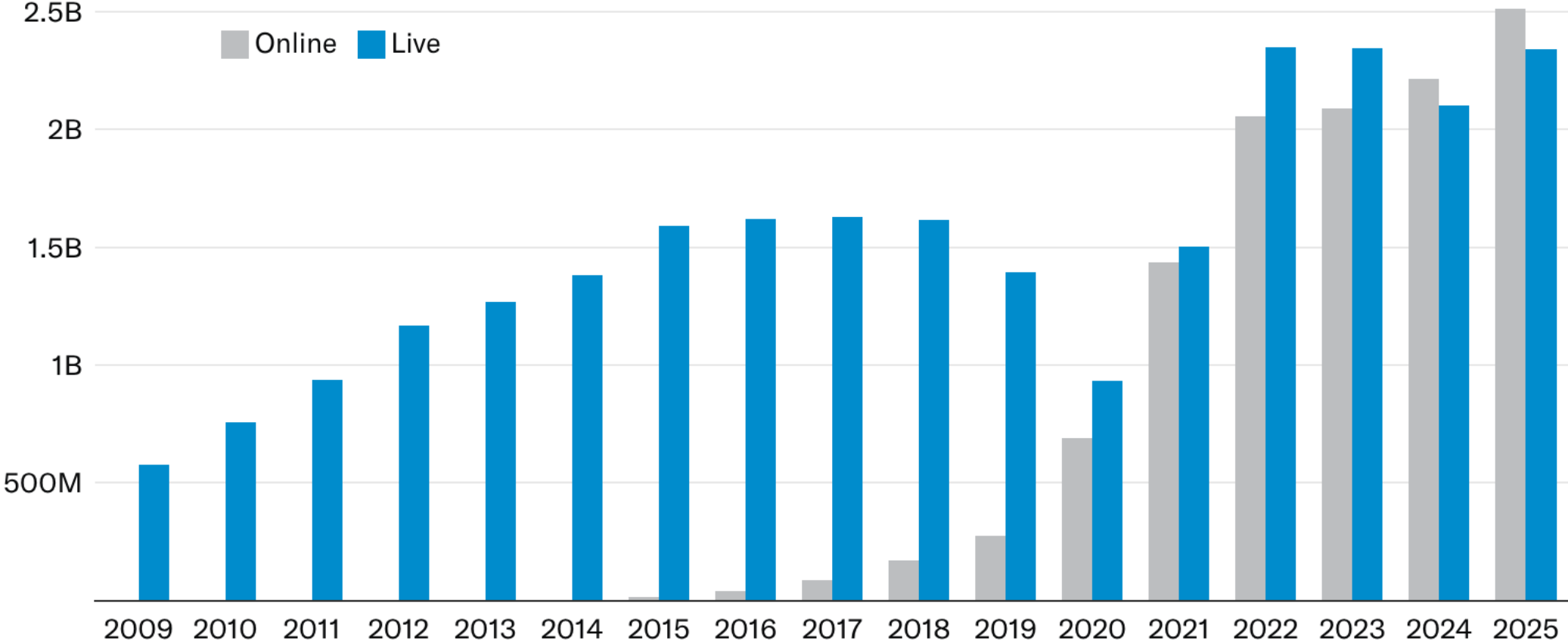
Auctions (Live and Digital) Represent a Small Portion of the Overall Transaction Market but Growing Rapidly with Significant Headroom

Online auctions are taking share away from private transactions



Online Auctions Have Outpaced Live Auctions Since 2024

Note, however, that in-person auctions have continued to grow (save for the years impacted by COVID-19 shutdowns)



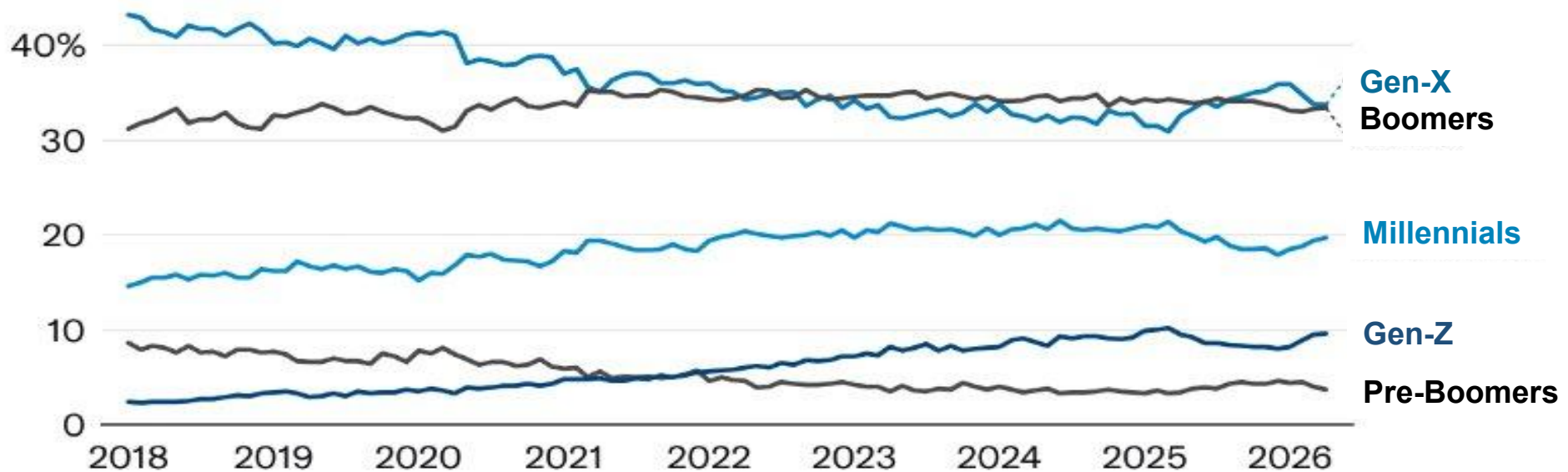
Share of Insurance Policy Quotes by Generation

61% of quotes were from Gen-X and younger over the past 12 months

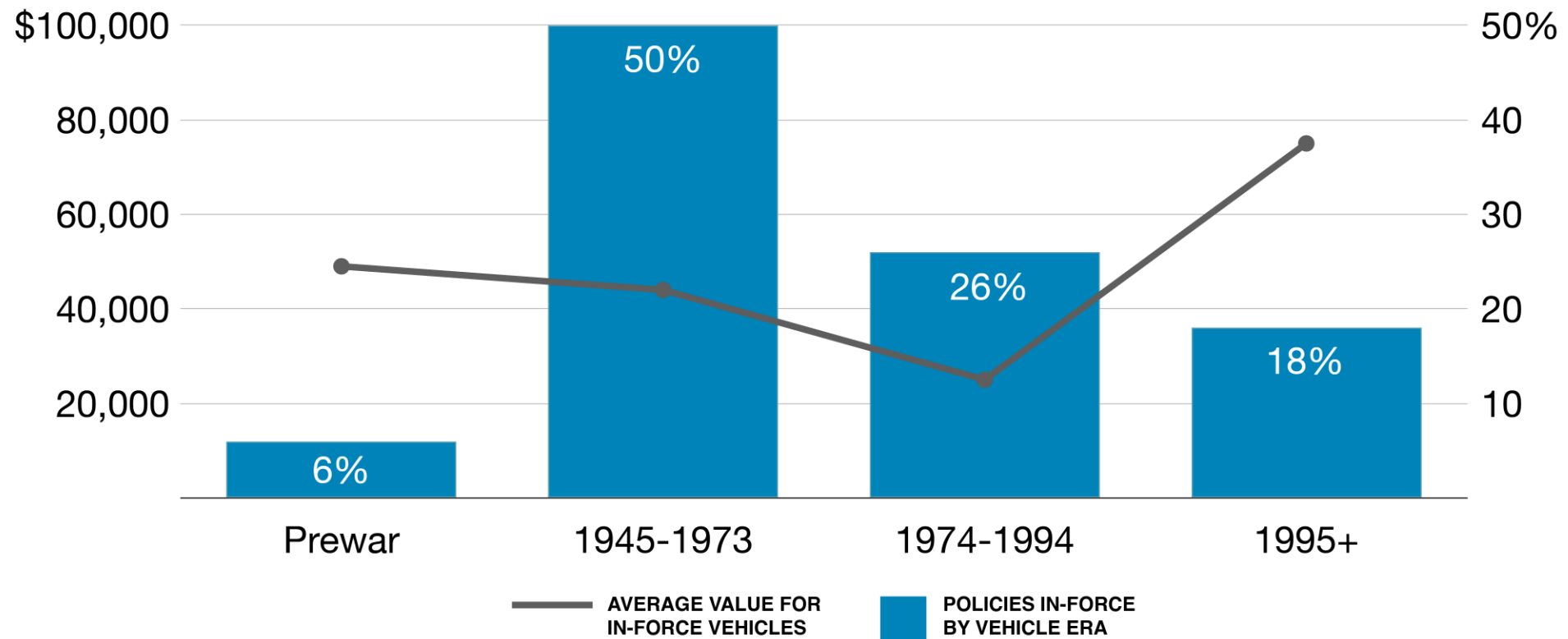
Insurance Policy Quote Share by Generation



61% of quotes were from Gen-X and younger over the past 12 months.



Policies In-Force by Vehicle Era and Average Values





Closing Remarks

Meaningful Levers to Support High-Quality Growth

2026 KEY PRIORITIES

TECHNOLOGY + EXPENSE EFFICIENCIES

Enthusiast+

- Launched in Q3 2025 on new IT Platform (**Duck Creek**)
- **Improve operational efficiencies** to deliver greater experiences and drive margin growth from cost-cutting initiatives

STRATEGIC INITIATIVES

- Selling **State Farm Classic+** in 27 states at YE 2025
- Targeting >40 states by YE 2026, including NY/NJ/FL/TX/WA
- Double live and **global auctions (Europe)**
- Sign new partnerships

FINANCIAL GROWTH

- Deliver **15 – 16% written premium growth**
- Achieve a **combined ratio of ~90%** by optimizing underwriting practices
- Reduce operational expenses by 5%

2030 AND BEYOND

DOUBLE POLICIES-IN-FORCE TO 3.0M

- Continued **integration of Membership and Media**
- **International expansion** with more live events and auctions in Europe
- Funnel auto enthusiasts to insurance platform and deliver authentic experiences
- Continued scaling of **Enthusiast+**



Hagerty – A Differentiated Compounding Profit Machine

Investing in long-term growth and steady margin expansion

**Sustained mid-teens WP
growth independent of
the rate cycle**

**High quality underwriting
with low volatility**

**Compelling valuation
(multiple/growth) relative
to brokers & carriers**





Appendix

Market Transaction: Accounting Implications

- Beginning 1/1/26, Hagerty began assuming 100% of the underwriting risk¹ on policies written on Markel paper
- The structure of the agreement will move from a quota share reinsurance arrangement to a pure fronting arrangement
- New contractual provisions result in different GAAP accounting for Markel-related business upon entry into fronting arrangement

Legacy Structure

HGTY earns 42% MGA commission revenue and retains 80% of risk via quota share¹

Markel retains 20%. Handles filings and admin support

HGTY Re pays 47% ceding commission (42% plus ~5% for G&A, premium taxes and operating expense)

New Structure

HGTY Re controls 100% of the premium and assumes 100% of risk¹

Hagerty secures full discretion over pricing, underwriting, and investment of premium

Markel issues policies and provides admin support

HGTY Re pays a ~2% fronting fee and funds G&A, premium taxes, and operating expenses

Illustrative Accounting of \$1K on Markel (Essentia) Paper + HDC Membership

\$ thousands		Existing	New
Net Earned Premium	A	\$800	\$1,000
Commissions and Fees	B	420	0
Membership and Other		70	70
Net Investment Income	A	0	40
Total Revenue		\$1,290	\$1,110
MGA Ceding Commission	B	336	0
Premium Taxes / G&A Costs		40	C 30
Fronting Fee		0	C 20
Total Ceding Commission		\$376	\$50
Losses	D	314	393
Other Reinsurance Opex		6	7
Other Operating Expenses	D	461	461
Total Expenses		\$1,157	\$911
Operating Income		\$133	\$199
Net Investment Income	A	32	0
Pretax Income		165	199

- Normalized time period whereby earned premium = written premium
- Illustrative example does not include commission and fees generated from non-Markel programs
- A Increase in earned premium as a result of 100% risk retention¹, simultaneous increase in net investment income, which also moves “above” the line for reporting (i.e., change in geography)
- B MGA commission revenue and Hagerty Re ceding commission expense associated with Markel program no longer recognized in consolidated financial statements (Markel program accounts for ~90% of commission and fee income)
- C Assumes similar 5% all-in costs comprised of 3% for Premium Taxes + G&A plus new 2% fronting fee
- D Hagerty Re loss ratio = 39% and MGA margin = 6% based on prior year
- Accretive to earnings

¹ Hagerty Re purchases a variety of reinsurance protections for itself including catastrophe XOL, facultative and quota share.

Non-GAAP Financial Measures

Adjusted EBITDA

IN THOUSANDS	Q1 2025	Q2 2025 - Q4 2025	Q1 2026	TTM
Net income (loss)	\$27,293	\$121,932	(\$12,745)	\$109,187
Interest expense and other, net ¹	1,689	39,207	922	40,129
Income tax expense (benefit)	5,489	(15,532)	(8,192)	(23,724)
Depreciation and amortization	9,488	28,036	9,706	37,742
EBITDA	43,959	173,643	(10,309)	163,334
Net investment (gains) losses	315	(3,379)	2,289	(1,090)
Interest expense related to State Farm Term Loan ²	(515)	(1,545)	(515)	(2,060)
Share-based compensation expense	4,392	14,516	4,617	19,133
Market Fronting Arrangement transitional costs ³	—	—	88,958	88,958
Other unusual items ⁴	—	5,405	145	5,550
Adjusted EBITDA	\$48,151	\$188,640	\$85,185	\$273,825

¹ Excludes interest expense related to the BAC Credit Facility, which is recorded within "Selling, general, and administrative expenses" in the Condensed Consolidated Statements of Operations.

² Interest expense related to the State Farm Term Loan¹ is charged against Adjusted EBITDA as it is directly attributable to the operations of Hagerty Re.

³ Represents the amortization of deferred ceding commissions paid to Market for policies written prior to January 1, 2026. These costs relate exclusively to policies written prior to our entry into the Market Fronting Arrangement and are being fully amortized ratably over the remaining term of those policies through December 31, 2026. We expect the amortization of these deferred ceding commissions to decline from \$89.0 million in the first quarter of 2026 to approximately \$10.0 million in the fourth quarter of 2026, as the remaining 2025 policy terms run off. Management excludes these costs from Adjusted EBITDA because they are transitional charges related solely to deferred ceding commissions on policies written prior to January 1, 2026, are expected to run off by December 31, 2026, and are not indicative of our ongoing operating performance under the Market Fronting Arrangement.

⁴ For the trailing twelve months ending March 31, 2026, other unusual items includes certain legal settlement expenses, professional fees associated with the THG Unit Exchange and related Secondary Offering, and certain material severance expenses.

Adjusted EBITDA

We define EBITDA as consolidated Net income (loss), excluding Interest expense and other, net, Income tax (benefit) expense, and Depreciation and amortization. We define Adjusted EBITDA as EBITDA, further adjusted to (i) exclude net investment gains and losses; (ii) deduct interest expense related to the State Farm Term Loan; (iii) exclude share-based compensation expense; and when applicable, exclude (iv) restructuring, impairment and related charges; (v) gains, losses and impairments related to divestitures; and (vi) certain other unusual items, such as Market Fronting Arrangement transitional costs during the three months ended March 31, 2026.

How This Measure is Useful

When used in conjunction with GAAP financial measures, Adjusted EBITDA is a supplemental measure of operating performance that we believe is a useful measure to evaluate our performance period over period and relative to our competitors and peers. Management uses Adjusted EBITDA to evaluate our operating performance on a consistent basis, as it removes the impact of items not directly resulting from our core operations. We believe the presentation of Adjusted EBITDA provides securities analysts, investors, and other interested parties with a supplemental view of our operating performance that enhances their understanding of our business and our results of operations, as well as assisting investors in evaluating how well we are executing our strategic initiatives.

Limitations of the Usefulness of This Measure

Adjusted EBITDA may differ from similarly titled measures used by other companies due to different methods of calculation, which could reduce the usefulness of this non-GAAP financial measure when comparing our performance to that of other companies. Presentation of Adjusted EBITDA is not intended to be considered in isolation or a substitute for, or superior to, the financial information prepared in accordance with GAAP.