

Dear Kit,

I hope this email finds you well.

This morning, one of Axis Capital's customers brought to my attention your article entitled "Problems Continue at Axis Capital", authored by you. After reading the article in your newsletter, I have several issues with the material and the tone that was printed regarding Axis, that indicate some major misperceptions about our company. I'd like to correct the record with you now and offer you an opportunity to learn more about us.

First, the headline of your article is inaccurate. You state that "Problems Continue at Axis Capital". This is an odd and surprising conclusion to make, since Axis is coming off a record year in origination volume, net income and headcount. We are currently in the planning stages of constructing a new campus in Grand Island with a goal of becoming an "employer of choice" in the central Nebraska region. Our momentum continues in 2016 as we have organized a very strong management team to lead the organization to a \$1BB company. Our initiatives include diversifying our funding sources, expanding our sales teams and strategic acquisitions.

Secondly, the performance of our securitization is well within the expected losses and delinquency of our ABS compliance. Both metrics are also very close to current industry performance: The Thompson Reuters/Paynet Small Business Delinquency Index reports 31-90 day delinquency in December of 1.20% (Axis's is only slightly above at 1.9% in its securitization). The same study reports defaults in the period of 1.60% whereas Axis default rate in the period was 1.178%. You had compared the *cumulative loss* in December to that of June, which could be misleading to the reader. As I am sure you are aware, losses accumulate throughout the year and, at year end, the portfolio is evaluated for any further write downs according to accounting rules. Axis Capital takes a conservative approach to portfolio management and is constantly evaluating the performance of its obligors, industry and economic conditions/forecasts and asset values.

Third, when you published your January article regarding the management changes at Axis, Jacklynn Manning, Director of Marketing, had reached out to you to introduce herself to you as Axis's media contact. I spoke to Jacklynn this morning and she has heard nothing from you in advance of this article and neither has anyone else in a leadership position at Axis or the parent company. You state: "At this point, no one appears to want to go on the record" and "It appears there is more to the story, but not for publication at this time." Who did you attempt to contact at Axis? Going forward, I request that you contact Ms. Manning regarding any and all media

releases, articles and company statements.

Media Contact:

Jacklynn Manning, Director of Marketing

308.398.4140 x 266

JManning@axiscapitalinc.com

Finally, Kit, I have no issue in anyone reporting the news, accurate data or the right of free speech. However, the tone and slant of your article appears to me to be mean-spirited, with an intent to damage the reputation of a fine organization. It is certainly unfair to our hard working employees, independent originators, vendors, investors, lenders and other important partners. Axis enjoys a very positive reputation in the industry and the future is very bright for all concerned. I would kindly ask that, prior to publishing editorial information relating to Axis, you first contact the company for a written statement.

Axis is positioning itself well for long-term expansion and success in the industry, and we hope there will be future opportunities for us to discuss with you the full range of activities and efforts we are pursuing. We're proud of our company and think you'll have reason to be impressed as well when you learn more about it. If you have availability next week, I invite you to participate in a phone call where we can provide you more background and help you understand our story better.

Please feel free to contact me or Jacklynn directly should you choose to discuss further.

Sincerely,

Mike Coon | Vice President, Syndications

Axis Capital, an AMUR Company

(I received the Axis Capital Press Release, which was published in the next edition. I never received a telephone call or email from Ms. Manning, but did receive the Axis Capital Press Release, which was published in the next edition:

AXIS Capital Board of Directors Announces

Expansion of Senior Management Team

http://leasingnews.org/archives/Jan2016/01_08.htm#axis

http://leasingnews.org/archives/Mar2016/03_23.htm#letters