

The Opportunity

During the financial crisis of 2009, Open Lending encountered a barrier in their plan to expand Lenders Protection beyond credit unions. While there was a growing need to serve the near and non-prime auto loan market, Open Lending faced a challenge with their traditional insurer who was unwilling to take on the unfamiliar risk of underwriting default insurance for “less desirable” auto loans. With this obstacle in mind, they began searching for a carrier partner with the right combination of stability and entrepreneurial drive to support their vision to grow.

The Solution

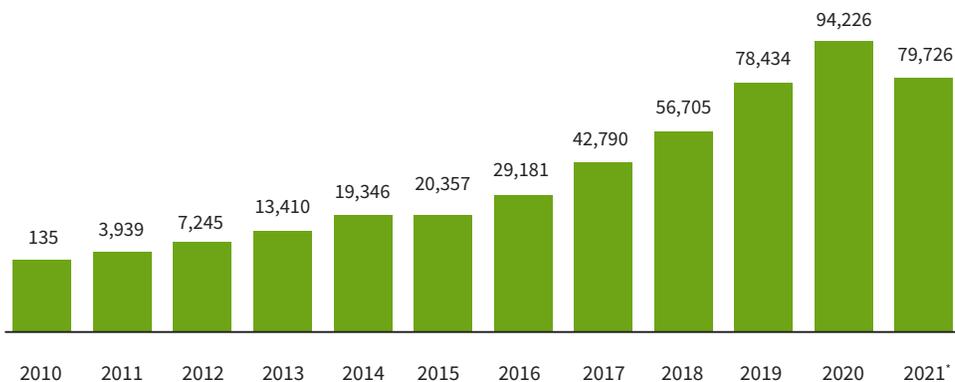
AmTrust recognized the Open Lending challenge as a well-timed opportunity. Inspired by Open Lending’s model to provide for an underserved market using savvy technology, AmTrust engaged in rigorous compliance research for carrier licensing and underwriting modeling, seeking a cost-effective approach to insure this unique risk.

In early 2010, AmTrust created a winning solution that included a partnership with a surplus lines broker for policy issuance and premium. AmTrust was able to deliver fair and flexible underwriting for Open Lending, securing the safety net that allowed new and existing financial institution partners to serve a broader market with confidence.

The Results

Strong comradery developed within all levels of the Open Lending and AmTrust teams. Over the last decade, the relationship has advanced into mutual respect, continued commitment to a common goal, and friendship. Since the partnership formed, AmTrust has insured over \$10 billion in automotive loans through the Lenders Protection Program. In 2021, the partnership agreement was renewed through 2028.

Open Lending Growth with AmTrust



*Addition of new carrier to diversify risk due to increasing premium growth.

Company Background

Open Lending is a pioneer within the American automotive lending industry, specializing in loan analytics, risk-based pricing and risk modeling. In 2003, Open Lending launched Lenders Protection, an automated risk-decision platform that allows financial institutions a “second look” at near or non-prime applications in conjunction with loan default insurance built into the rate.

Industry	Annual Revenue
Financial	\$241.6M

\$200M

In Revenue

400

Financial Institutions

Contact

www.amtrustfinancial.com/specialty-risk