

## OUR PRODUCTS

### CONTRACT

Contract Surety is the largest segment of the surety industry. We extend surety credit to a variety of contractors; general, trade, specialty, heavy highway, subcontractors, etc.

- Work programs supporting single jobs of \$75M and aggregate programs of \$150M with a willingness to extend beyond these limits
- Local long-term relationships and knowledge of local contractor marketplace
- Licensed in all 50 states
- Competitive rate structure

### SPECIALTY

- Support for contractors\* who do not fit the “standard” surety model
- Broad single job and aggregate program capability
- Licensed in all 50 states
- Funds Control to provide maximum bond capacity to construction firms
- Multiple forms of collateral, e.g. cash, Irrevocable Letter of Credit, Cash Value of Life Insurance and Real Estate

*\*Contractors with adverse financial conditions; infrequent bond users; firms with limited financial presentation, e.g. tax returns or internal statements*

### SUBDIVISION

- We are a leading writer of subdivision bonds across the U.S. with a strong history dating back to the late 1960's when we wrote our first “civil” surety bond.
- Subdivision capacity for commercial developers and large regional and national home builders.
- Our developer program supports single bonds of \$25M and aggregate programs of \$150M with a willingness to extend beyond these limits.

### COMMERCIAL

We support a broad range of clients including Fortune 1000, all sizes of privately held companies (including Private Equity sponsored holdings), and applicants needing more transactional bond types.

Our offerings include various non-construction performance, self-insured workers comp, court (including appeal), traditional financial guarantee, L&P, and a wide range of miscellaneous bonds both in the public and private sectors, including not-for-profit enterprises.

In addition, we are a market for U.S. Customs bonds thanks to our partnership with C.A. Shea & Company, Inc. C.A. Shea is IAT Surety's Customs bond intermediary, handling all Customs bonding transactions on our behalf. C.A. Shea is the premier Customs bond intermediary in the U.S. and enjoys an impeccable reputation throughout the broker and agent community. Learn more at [www.cashea.com](http://www.cashea.com).

Through our Commercial Surety business unit, we support single bonds up to \$75M and aggregate programs up to \$150M with a willingness to extend beyond these limits.

### OUR MISSION

Through superior financial strength and deep expertise in the industries we serve, we provide surety and specialized insurance products unique to the needs of our customers.

### LOCATIONS

IAT's Surety business unit is headquartered in Newark, NJ with more than 20 regional office locations across the country.

### LEARN MORE AT

[www.iatinsurancegroup.com](http://www.iatinsurancegroup.com)



## ONE OF AMERICA'S LEADING SURETY PROVIDERS

## OVERVIEW

As one of the largest privately-owned surety providers, IAT Surety offers a broad range of products and solutions to both construction and non-construction companies and individuals. For more than 100 years, we have been recognized for our commitment to underwriting a broad range of surety risks and for loyalty to our clients through unpredictable business cycles.

Our primary focus includes small to mid-sized contractor (GC's/subs/ engineering/heavy highway) performance and payment bond obligations as well as other contract-related ancillary bonds. In addition, we offer a comprehensive commercial surety suite of products, such as, compliance, probate, financial guarantee, customs, commercial contract and many other obligations.

Through close partnerships with our network of independent agents and brokers, our regional offices have the resources to make quick and informed underwriting decisions.

The IAT Insurance Group was founded as a Bermuda reinsurer in 1991 by Peter R. Kellogg and the company continues to be privately owned by the Kellogg family. Since 1991, IAT has produced a compound annual return on capital of 20%, which is one of the best returns in the insurance industry over this timeframe. IAT's private ownership allows us to be patient, and make the best decisions for our customers and our employees over the long run. This private ownership also requires prudent financial decisions to grow and protect our capital, which is the basis for our financial strength.

The table below illustrates the size and financial strength of IAT Insurance Group:

## FINANCIAL HIGHLIGHTS

	A.M. Best Rating	
	(A) IAT GROUP POOL	(B) IAT INSURANCE GROUP-CONSOLIDATED
ADMITTED ASSETS	\$2,733,237,000	\$4,301,105,000
A.M. BEST RATING	A-	A-
A.M. BEST FINANCIAL SIZE CLASS	XI	XII
A.M. BEST OUTLOOK	Stable	Stable
TREASURY LISTING CAPACITY	\$80,000,000+	\$80,000,000+ (C)

(A) - Statutory-basis financial information through December 31, 2021

(B) - GAAP financial information through December 31, 2021

(C) - Includes International Fidelity and Harco

## FINANCIAL STABILITY

Since becoming a member of IAT Insurance Group in October 2018, our Surety team has benefited from enhanced financial resources. At the close of 2022, IAT reported \$4 billion of total admitted assets. IAT Insurance Group and its business units are rated A- "Excellent" by AM Best with financial size categories ranging from VII to XI. Surety business is written through Harco National Insurance Company (AM Best A- XI).

