

Confidence in Coverage: Partnering for Complex Risk Solutions



At IAT Insurance Group, our success is built on strong relationships with our partners. This resource provides an overview of our Excess & Surplus business and the value we bring to the E&S market. You'll find detailed information about our company, our financial strength, our appetite, and how we work with you to deliver solutions in complex industries.



A Message from our CEO



Dear Valued Partner,

I am excited to introduce this resource, which highlights the strengths and offerings of IAT Insurance Group. At IAT, we are committed to building lasting relationships with our partners, providing exceptional service, and delivering superior insurance solutions tailored to your needs.

Our dedication to excellence in underwriting, claims management, and customer service sets us apart in the industry. We understand the unique challenges you face and are here to support you every step of the way. Thank you for your continued partnership and trust in IAT Insurance Group.

Warm regards,



**Bill
Cunningham**

A handwritten signature in black ink, appearing to read "Bill", written in a cursive style.

Insurance Answers Together

IAT Insurance Group (IAT) is a specialty insurance company headquartered in Raleigh, North Carolina, providing a wide range of property, casualty and surety products to meet the needs of individuals and businesses. IAT consists of eight operating divisions, each sharing the same quality standards, commitment to service and innovation, and overall mission of excellence. As an organization, we leverage our experienced leadership, sound analytics, proven operating platforms and extensive risk capabilities across the entire enterprise to deliver specialized, sustainable solutions for our customers. IAT has offices throughout the country and nearly 1,000 employees. Our financial strength, scale and private ownership allows IAT to act strategically and remain nimble in an ever-changing marketplace.

Our Vision

We provide peace of mind to our customers as a recognized leader in specialty property-casualty insurance and surety.

Our Mission

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

Our Values

- Honesty with Integrity
- Ownership (think and act like an owner)
- Accountability to high standards
- Treat people with dignity and respect
- Transparency - leave ego at the door
- Collaboration & Teamwork

Our Operating Companies

All companies are rated A- by A.M. Best.

- Acceptance Casualty Insurance Company
- Acceptance Indemnity Insurance Company
- Harco National Insurance Company
- Occidental Fire & Casualty Company of North Carolina
- TransGuard Insurance Company of America, Inc.
- Wilshire Insurance Company

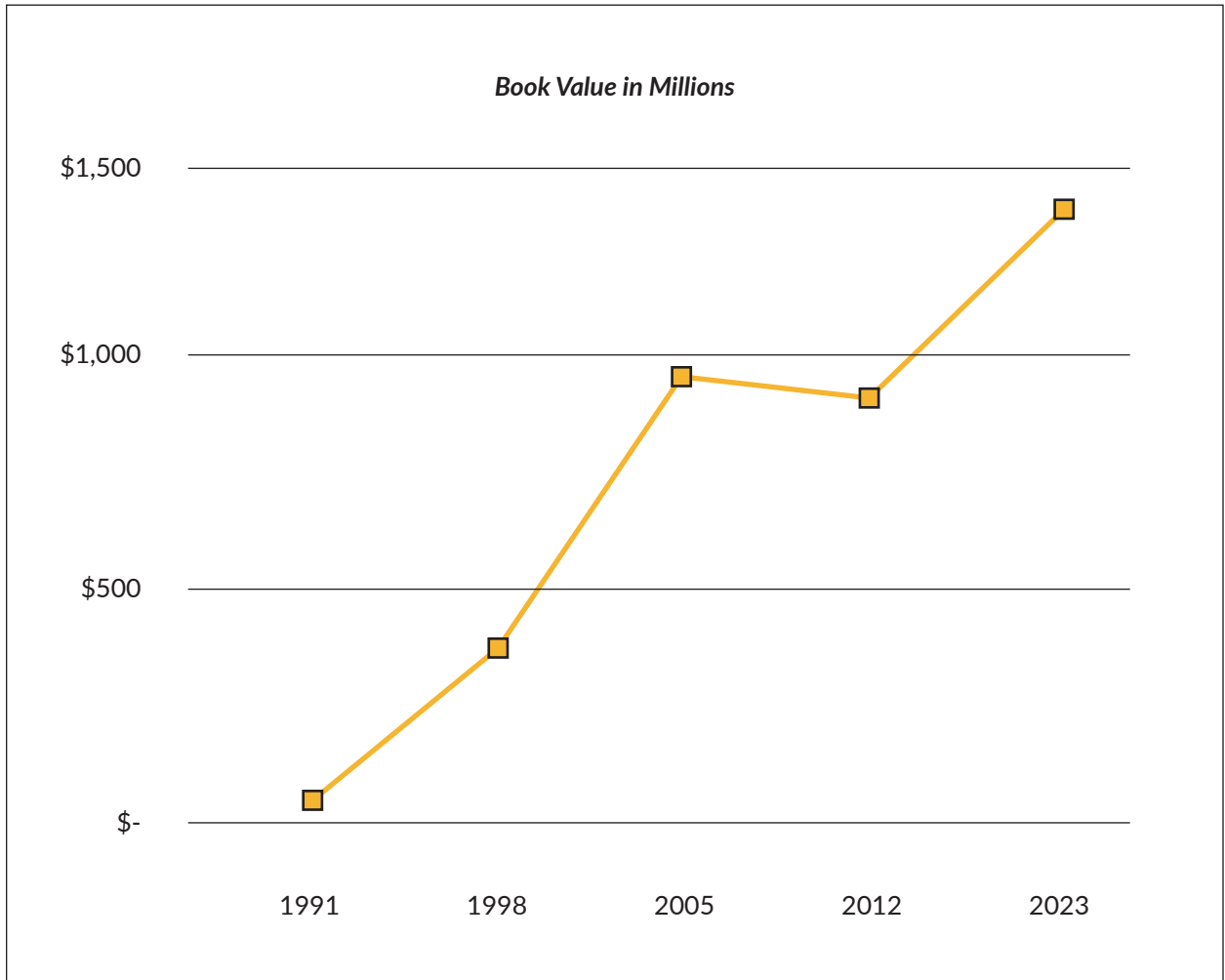


Our Business Units

- Commercial Transportation
- Excess & Surplus
- Homeowners
- Inland Marine, Property & Aviation
- Management Liability
- Reinsurance
- Surety

Financial Highlights

Founded in 1991 by the Peter R. Kellogg family with just \$11.5 million of GAAP equity ("Book Value"), IAT Insurance Group is one of the largest privately held insurers with a Book Value of \$1.4 billion at the end of 2023. The company has remained focused on steady growth and has produced an industry leading 17% compound annual return since inception. The entire growth in Book Value since 1991 has been derived from operations and the return on the investment portfolio.



IAT ended 2023 with a Book Value of \$1.4 billion. Over the past two years, IAT has increased Book Value by 8% despite 2021 being our worst year for catastrophe losses on record, and despite the significant decline in Book Value for the entire insurance industry in 2022 due to the significant declines in the value of bond portfolios.

A Message from our EVP of Excess & Surplus



Dear Partners,

At IAT Insurance Group, our Excess & Surplus division thrives on complexity and challenge. We specialize in underwriting hard-to-place risks - often in industries that don't fit the mold of the standard market. With dedicated wholesale distribution, we work closely with you to deliver customized casualty solutions that balance underwriting discipline with marketplace agility.

Thank you for your continued trust in our team. We look forward to driving growth together.

Best regards,



**Coy
Rudd**

Excess & Surplus Overview

Binding Overview

IAT's Binding team focuses on specialized insurance products that are offered through agents and include General Liability, Liquor Liability, and Property. Our partners have authority to quote, bind and issue policies on behalf of IAT. We can offer limits up to \$2M occurrence and \$2M aggregate for Liability. Property limits are typically up to \$10M per location and \$15M per policy dependent on spread of risk, location, and occupancy. We utilize the latest versions of ISO property and general liability forms, including additional insured forms, along with company-specific forms.

Features & Capabilities:

- Experienced underwriting team offering tailored coverage solutions
- Full package capabilities, including General Liability, Liquor Liability, and Property
- Competitive property appetite with higher limits than many E&S carriers
- Available in all 50 states on non-admitted (E&S) paper
- Unity platform enables seamless rate, quote, bind, and issue - with integrated third-party data (ITV, crime score, distance to coast)
- Dynamic risk tiering model for more competitive and accurate pricing

Excess Casualty Overview

IAT Excess Casualty focuses on providing tailored solutions for surplus lines risks seeking excess and umbrella coverage. We specialize in serving two distinct markets: smaller mid-market accounts (under \$40K) and middle market accounts (over \$40K).

Coverage Features:

- Surplus lines market in all 50 states and D.C.
- Up to \$10M limits
- Will participate in first \$50M excess of primary
- Follow Form Excess and Umbrella Liability coverage forms
- A- XI AM Best Rating

Primary Casualty Overview

IAT's Primary Casualty team specializes in offering tailored solutions for Surplus Lines Risks for Primary, General Liability accounts. With an experienced group of underwriters, our goal is to provide unique solutions. Our focus is on the commercial middle-market segment, but we also offer flexibility to cover both smaller and larger accounts.

Features & Capabilities:

- Surplus Lines Market in all 50 States and D.C.
- Limits of \$1M/\$2M/\$2M for most risks
- Higher limits available for select risks
- Occurrence and Claims-Made forms available
- Deductible options ranging from \$2,500 - \$25,000
- Targeting risks averaging \$50,000 in premium
- Minimum premium of \$15,000 for new business dependent on class.

Target Classes of Business

Binding
Artisan Contractors
Carpentry
Cleaning
Painting
Handymen/Remodelers
LRO
Shopping Centers
Mercantile
Light Warehousing
Manufacturing & Distributor Risks
Food Products Manufacturing
Boxes or Container Manufacturing
Sign Manufacturing
Brush or Broom Manufacturing
Wax or Wax Products Manufacturing
Habitational
Apartments
Dwellings
Condos
Restaurants
Restaurants with Table Service
Caterers/Food Trucks
Liquor (30% or less alcohol)
Miscellaneous
Convenient Stores
Daycare

Primary & Excess Casualty
Contractors
Commercial General Contractors
General Contractor Project – Specific Risks
Trade/Artisan
Product Manufacturing
Industrial Machinery Manufacturing
Farm Machinery and Related Equipment
Construction Equipment
Furniture Manufacturing
Premise Risks
Commercial Buildings
Shopping Centers
Hotels/Motels
Apartment Buildings
Hospitality
Restaurants
Catering Halls
Bars/Taverns
Bed & Breakfasts
Commercial Auto Liability
Moving & Storage
Contractor Fleets
Recycling & Waste Haulers
Manufacturer & Distributor Fleets

Our Value

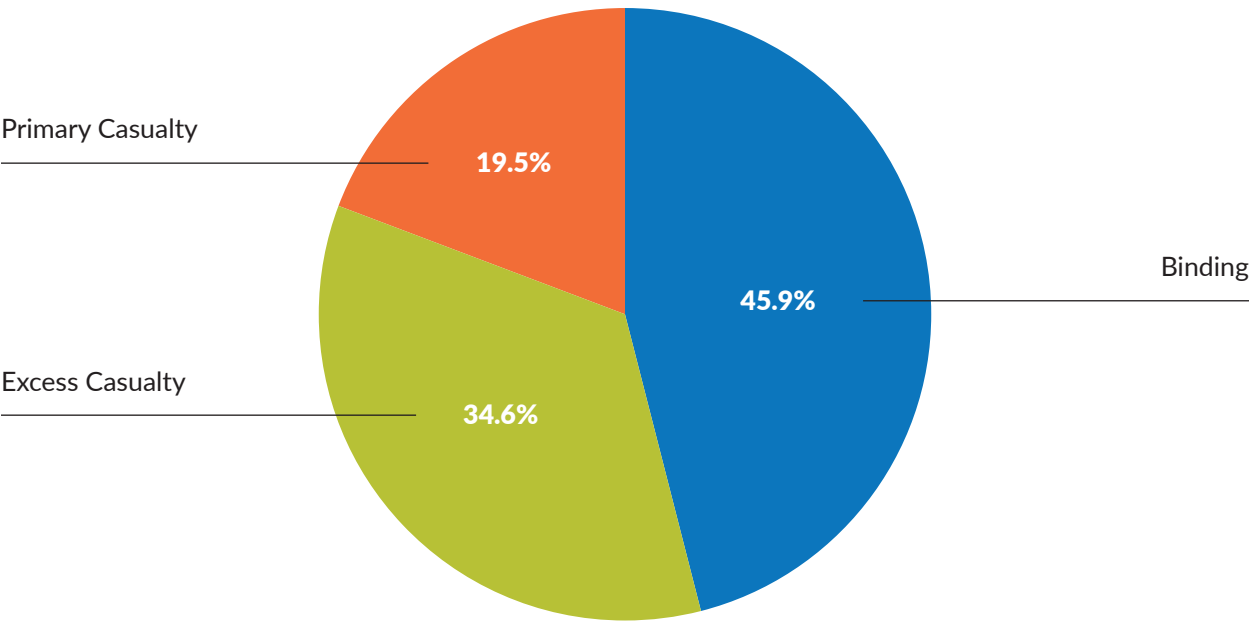
-  Deep expertise in tough-to-place risks
-  Strong claims handling and loss control resources
-  Quick and consistent turnaround times
-  National reach with a regional mindset
-  Binding and brokerage authority
-  Trusted partnerships with both wholesale and retail producers

2024 Results

Total Written Premium

\$148M

Mix of Business



Claims

We strive to exceed the expectations of our policyholders and partners by providing the best possible claims service. In addition to 24/7 claims reporting, local Special Investigation Units, our National Network of Heavy Equipment Appraisers and multi-lingual support, IAT Insurance Group (IAT) is fueled by a team of 200+ customer service - focused, specialized and licensed Claims personnel. Our teams average 10 to 30 years of experience and are located in nine IAT office and various remote locations. In addition to having claims handling licenses, our team includes lawyers, retired military, aviation experts, fire investigators, former law enforcement, certified paralegals and more.

We believe that effective risk management starts long before a claim is filed. Our dedicated Loss Control team partners closely with Excess & Surplus policyholders to identify potential hazards and deliver practical, tailored strategies to mitigate risk. From on-site evaluations to specialized training and resource guides, we help businesses address exposures unique to their operations. Backed by deep industry expertise and a commitment to safety, our proactive approach empowers customers to reduce loss frequency and severity-protecting their people, property, and bottom line.

[Click here to
explore our
Loss Control Services](#)

24/7

Round the clock
availability

20+

Average years of
claims experience

200

Experienced
claims staff

The Leadership Team



COY RUDD

EVP, Excess & Surplus

coy.rudd@iatinsurance.com

Coy Rudd joined IAT in 2017 to establish and lead IAT's Excess Casualty Mid-Market business unit. He has since expanded his purview at IAT to lead Excess and Surplus, focusing on building and growing these lines of business for IAT.

Coy came to IAT with more than 30 years of experience. Prior to joining IAT, Coy worked at XL Catlin where he most recently served as Regional Vice President, East with responsibility for the growth of the Excess & Surplus casualty business in the Eastern region for primary and excess casualty. Prior to XL Catlin, he was Vice President, Excess Product Line Manager at Colony Specialty Insurance and his career has included positions at Axis U.S. Insurance, Investors Underwriting Managers and Reliance National Insurance Company, among others.

Coy is a graduate of Montclair State University with a Bachelor of Science in Economics and holds a Master of Science in International Business Management from Seton Hall University.



BEN MCDONALD

Binding
VP, Underwriting

ben.mcdonald@iatinsurance.com



YONATHAN CASILLA

Primary Casualty
VP, Underwriting

yonathan.casilla@iatinsurance.com



LINDA JOST

Excess Casualty
Middle Market Team
VP, Underwriting

linda.jost@iatinsurance.com



PATRICK DOLAN

Excess Casualty
Middle Market Team
VP, Underwriting

patrick.dolan@iatinsurance.com



PAMELA HOWELL

Excess Casualty
Small Market Team
VP, Underwriting

pamela.howell@iatinsurance.com