



OLD REPUBLIC INSURANCE GROUP

# MANY SPECIALTIES ONE FOCUS ONE CENTURY



**Old Republic General Insurance Group's** companies specialize in the property and casualty commercial insurance market.

**Discover Your *Old Republic* Solution**



**100**  
YEARS  
OF EXCELLENCE

# Old Republic General Insurance Group



## Who We Are

The General Insurance Group is the largest business segment within Old Republic International Corporation (NYSE: ORI) and specializes in the property & casualty marketplace. Each company focuses on a select segment, offering specialized insurance coverages or specializing by industry. Old Republic International Corporation, which traces its beginning to 1923, is a Fortune 500 company and one of the nation's 50 largest shareholder-owned insurance organizations.

## Specialized Companies

- BITCO Insurance Companies<sup>1</sup>
- Great West Casualty Company
- Old Republic Aerospace<sup>2</sup>
- Old Republic Excess & Surplus
- Old Republic Home Protection
- Old Republic Inland Marine<sup>3</sup>
- Old Republic Insurance Company of Canada
- Old Republic Insured Automotive Services<sup>2</sup>
- Old Republic Lawyers Specialty Insurance<sup>3</sup>
- Old Republic Professional<sup>2</sup>
- Old Republic Residual Market Services<sup>3</sup>
- Old Republic Risk Management<sup>2</sup>
- Old Republic Specialty Insurance Underwriters<sup>3</sup>
- Old Republic Surety Company
- PMA Companies<sup>3</sup>

## Insurance Contracts are Underwritten and Issued by:

<sup>1</sup> BITCO General Insurance Corporation, BITCO National Insurance Company, and Old Republic General Insurance Corporation

<sup>2</sup> Old Republic Insurance Company

<sup>3</sup> Pennsylvania Manufacturers' Association Insurance Company, Manufacturers Alliance Insurance Company, Pennsylvania Manufacturers Indemnity Company

# What We Offer Clients

## Markets Served

- **Businesses** – large, mid-sized, and small
- **Organizations** – nonprofits, public entities, and education
- **Consumers** – home and auto warranty offerings



## Specialty Coverages

- |   |  |                                  |  |
|---|--|----------------------------------|--|
| • Aviation – Hull, Liability, Workers' Compensation | • Commercial Property                    | • Guaranteed Asset Protect (GAP) | • Miscellaneous Professional Liability |
| • Bonds   | • Contractual Liability Insurance (CLIP) | • Home Warranty                  | • Occupational Accident                |
| • Cargo   | • Directors & Officers Liability         | • Inland Marine                  | • Umbrella                             |
| • Commercial Auto                                   | • Excess & Surplus                       | • Lawyers Professional Liability | • Vehicle Service Contracts (VSC)      |
| • Commercial Package                                | • Fiduciary Liability                    | • Management Liability           | • Workers' Compensation                |

## Specialty Solutions

- |   |                            |                             |  |
|---|----------------------------|-----------------------------|--|
| • Assigned Risk Plans                               | • Pools                    | • Risk Retention Groups     | • Wrap-Ups – OCIP's, CCIP's, P3 Programs |
| • Captives – Group, Single Parent                   | • Programs                 | • Self – Insured Retentions | • Workers' Compensation Residual Markets |
| • Loss Sensitive – Retros, Large Deductibles, SIR's | • Risk Management Services | • TPA Claims Services       |  |
|   | • Risk Purchasing Groups   | • TPA Risk Control Services |  |

## Industry Specialties

- |                                   |                          |   |                          |
|-----------------------------------|--------------------------|---|--------------------------|
| • Aviation                        | • Financial Institutions | • Life Sciences                         | • Public Entities        |
| • Biotechnology                   | • Forest Products        | • Manufacturing/ Wholesale Distribution | • Religious Institutions |
| • Construction                    | • Healthcare             | • Nonprofit Organizations               | • Retail/Wholesale       |
| • Construction Material Suppliers | • Home Warranty          | • Oil & Gas                             | • Technology             |
| • Education                       | • Law Firms              |   | • Trucking               |

# BITCO Insurance Companies

Providing Coast to Coast Insurance  
Solutions for the Industries that  
Drive America's Economy

Vince Lamb | President & CEO



Workers' compensation, general liability (including construction wrap-up programs), commercial automobile, commercial property insurance, inland marine, and umbrella coverages are offered through a network of independent agents and brokers throughout the United States. BITCO's commitment to the delivery of specialized insurance programs and local service help ensure long-term relationships with their customers.

- Commercial Building Trades Contractors
- Construction Materials Producers/Suppliers
- Forest Products
- General Contractors
- Land Improvement Contractors
- Manufacturing & Wholesale Distribution
- On Shore Oil & Gas Operations
- Transportation Construction Contractors
- Utility Construction Contractors

Contact: Steve Agey | 563.232.0230 | [steve.agey@bitco.com](mailto:steve.agey@bitco.com)

## Great West Casualty Company

Specializing in Insurance Products  
and Services for the Trucking Industry

Steve Olson | President & CEO



Flexible underwriting to customize coverages for each unique situation, backed by 24-hour claims and safety services. Our identity, our business, and our success are linked to trucking.

- Cargo
- Commercial Auto (Trucking) Liability
- General Liability
- Inland Marine
- Occupational Accident
- Physical Damage
- Umbrella
- Workers' Compensation

Contact: Steve Ponder | 712.389.1362 | [s.ponder@gwccnet.com](mailto:s.ponder@gwccnet.com)



# Old Republic Aerospace

Leading Insurance Provider  
Serving the Aviation Marketplace

**Ralph Sohl | President**



Underwriting hull and liability, ground operation liability, and workers' compensation exposures.

- Agricultural Aviation
- Airlines
- Airports & Government Entities
- Aviation Property
- Business Aircraft/Corporate Aviation
- Commercial Aviation
- Light Aircraft/Pleasure & Business
- Manufactured Products
- Workers' Compensation

Contact: Gary Churchill | 678.569.2236 | [gchurchill@oraero.com](mailto:gchurchill@oraero.com)

# Old Republic Excess & Surplus

Serving the Wholesale Community Through  
an Experienced, Service-Oriented Team  
and an Advanced Technology Platform

**Ralph Sabbagh | President**



Old Republic Excess & Surplus is an E&S carrier that provides property and casualty coverage on a non-admitted basis. Distributed exclusively through wholesalers, our brokerage and binding units focus on providing out-of-the-box solutions for hard to place small to medium-sized business. Our top market segments are:

- Contractors/Artisans & GCs
- Hospitality/Entertainment
- Lessor's Risks/Mercantile
- Manufacturing/Products
- Real Estate/Habitational
- Special Events
- Specialty Service Providers
- Vacant Buildings/Land
- Warehousing/Distributors

Contact: Ralph Sabbagh | 312.762.4061 | [rsabbagh@oldrepubliceands.com](mailto:rsabbagh@oldrepubliceands.com)

# Old Republic Home Protection

Providing U.S. Home Buyers and Sellers with Peace of Mind and Budget Protection through Comprehensive Home Warranty Plans

**Jim Mullery | President**



Offering U.S. home buyers comprehensive home warranty plans that provide the repair or replacement of a home's major systems and appliances when they fail due to normal wear and use. We also offer optional coverage choices allowing Plan Holders to custom fit coverage to their home's specific needs. Our warranty plan provides coverage for the home's\*:

- Electrical System
- Heating System
- Air Conditioning System
- Kitchen Appliances
- Plumbing System
- Washer/Dryer
- Much More!

*\* Plans vary by state. See state plan for coverage and pricing.*

**Contact: Jim Mullery | 470.216.2981 | [jimm@orhp.com](mailto:jimm@orhp.com)**

# Old Republic Inland Marine

A Specialist Underwriting Company Providing World-Class Products and Services for a Wide Range of Inland Marine Classes

**Matt Bisig | President**



Old Republic Inland Marine is a team of industry-leading underwriters with the experience, expertise, and authority to provide quick underwriting decisions. Our focus is to provide our insured and broker partners with a seamless and efficient user experience from submission through the full policy life cycle. Coverages offered include:

- Project Builder's Risk
- Master Builder's Risk
- Contractor's Equipment
- Installation Floaters
- Motor Truck Cargo Legal Liability
- Warehouse Legal Liability
- Miscellaneous Property Floaters
- Commercial Output Policy (COP)

**Contact: Tom Warner | 312.762.4043 | [twarner@oldrepublicinlandmarine.com](mailto:twarner@oldrepublicinlandmarine.com)**

## Old Republic Insured Automotive Services

Automobile Service Contracts, Mechanical Breakdown Insurance, and Guaranteed Asset Protection (GAP) Programs

**Mike Cescon | President**



Since 1974, Old Republic Insured Automotive Services has been a leading provider of services and products in the Finance & Insurance (F&I) industry and recognized as one of the top auto service contract companies in the nation.

- New and Used Automobiles
- Total Vehicle Protection, MVP, Ultimate Plus
- Guaranteed Asset Protection (GAP)
- Ancillary Products:
  - We insure many of the most common damage issues for your automobile, namely, paintless dent repair, tire and wheel, theft, windshield, and lease wear and tear protection.

**Contact: Patrick McKenna | 303.503.4686 | pmckenna@orias.com**

## Old Republic Lawyers Specialty Insurance

Offering Lawyers Professional Liability (LPL) Solutions

**Michael Furlong | President**



We specialize in safeguarding solo and small firms up to 35 attorneys so their partners and associates can focus on what matters most—protecting their clients. From crafting customized solutions based on our clients' unique needs to extensive expertise in our space, we work together to exceed our clients' expectations every day.

- Wide range of policy limit options up to \$5M
- Wide range of deductible options
- Comprehensive policy form offered on a primary admitted basis

**Contact: Michael Furlong | 312.762.4243 | mfurlong@orlawsi.com**

## Old Republic Professional

Providing Professional Liability Insurance Since 1983

**Frank Kastelic | President**



Management and Professional Liability coverage for America's leading public and private companies. We serve all industry sectors, and are a leader in technology, biotechnology, and life science firms, currently insuring over 60% of the NASDAQ 100 Index and 60% of the NASDAQ Biotechnology Index. Our customer retention rate is very strong because we understand our clients' businesses and offer competitive solutions for primary, excess, or side A coverage.

- D&O Liability
- Employment Practices Liability
- Fiduciary Liability
- Lawyers Professional Liability
- Financial Institutions
- Other Professional Liability Coverages

**Contact: Tim Kerber | 303.880.2232 | [tkerber@oldrepublicpro.com](mailto:tkerber@oldrepublicpro.com)**

## Old Republic Residual Market Services

Providing Assigned Risk Servicing Carrier Solutions

**Scott Dahlager | President**



Old Republic Residual Market Services (ORMARKS) provides services to the workers' compensation residual markets. As a national servicing carrier, we provide policy management and claims services to assigned risk policyholders throughout the country. Regulators, bureaus, and administrators rely on the extensive assigned risk expertise provided by the ORMARKS team.

### Expert Service

Our assigned risk services comply with the NCCI Workers' Compensation Insurance Plan or state-specific performance requirements. Policy management services include policy issuance, billing, collections, premium audit, and loss prevention. Policy services and claims management are provided by the Minneapolis, MN-based ORMARKS team.

**Contact: Scott Dahlager | 612.902.9401 | [sdahlager@ormarks.com](mailto:sdahlager@ormarks.com)**



# Old Republic Risk Management

## Delivering Unbundled Primary Casualty Insurance Solutions

**Terri Minik | President & Chief Operating Officer**



Old Republic Risk Management provides primary casualty insurance products to large corporate and group Insureds. A pioneer in the alternative risk market since the early 1950s, we deliver solutions and services that offer unparalleled flexibility to our Insureds through innovative insurance program design and structure. Our service platform affords us a reputation among the very best at policyholder service in this market.

- Large and matching deductibles
- Retention plans
- Captive reinsurance to single-parent captives and group-owned captives
- Excess of self-insured retention (SIR) programs
- Meaningful risk transfer limits are available, but thoughtfully underwritten

**Contact: Paul Carleton | 203.583.1307 | pcarleton@orm.com**

# Old Republic Specialty Insurance Underwriters

## Alternative Risks for Public Entities and Nonprofits, and Specialty Programs with Program Administrators

**Bill Franchi | President & Chief Underwriting Officer**



### Alternative Risks

Providing insurance (admitted & non-admitted) and reinsurance risk transfer products for excess of loss coverage (auto liability, general liability, law enforcement liability, public officials & school board liability, including employment practices, miscellaneous professional liability, property, crime, and workers' compensation). Our clients are self-insurers on a single/group risk basis, pools, trusts, captives, and risk retention groups with claims coordinated by our dedicated claims team and the client's TPA.

### Specialty Programs

Offering admitted and non-admitted capabilities (admitted in all 50 states with ISO standard lines of business) focusing on multi-line business through an unbundled services model with TPAs experienced in the class or bundled claims management through our affiliated TPA.

**Contact: George Tarulis | 224.283.6434 | gtarulis@orsiu.com**

# Old Republic Surety Company

Ranked Among the Nation's  
Top Underwriters of Surety  
and Fidelity Bonds

Alan Pavlic | President



## Contract Bonds

Old Republic Surety is well positioned to assist contractors that have a net worth between \$3 and \$10MM. We have contract branch offices nationwide with underwriting expertise to help contractors understand the complexities of contract bonds.

- Bid Bonds
- Performance & Payment Bonds
- Maintenance Bonds
- FastBonds – up to \$1.5MM

## Commercial Bonds & Fidelity Bonds

Thousands of bonds within our BONDSTAR™ system can accommodate almost any bond a business may need. Commercial bonding capacity is currently \$10MM for a single or aggregate surety exposure, enabling us to offer larger bond programs and service more diverse markets. We also offer fidelity bonds to businesses for protection against employee dishonesty.

- License & Permit Bonds
- Court Bonds
- Federal Bonds
- Fidelity Bonds
- Miscellaneous Bonds

Contact: Traci Catalano | 262.797.2651 | [tcatalano@orsurety.com](mailto:tcatalano@orsurety.com)

# PMA Companies

Primary Casualty Insurance, TPA,  
Risk Management, and Captive Solutions

Derek R. Hopper | President & CEO



We become true partners with our clients to develop and execute a strategic approach to managing their total cost of risk.

## Casualty Insurance Solutions

- Mid-size to Large Companies - specializing in workers' compensation; large client retention above 90%
- Primary Casualty Captive Solutions (Group/Rent-a-Captive/Single-Parent)
- Over 100 years of providing customized solutions and integrated services including underwriting, claims, managed care, and risk control

## TPA & Risk Services for Self-Insured & Unbundled Clients

- Top 10 TPA in the U.S.
- 98% average client retention
- Holistic approach powered by exceptional service and comprehensive risk management solutions

Contact: Mario Spina | 770.677.1770 | [mario\\_spina@pmagroup.com](mailto:mario_spina@pmagroup.com)

# Old Republic Insurance Company of Canada

Property and Casualty Insurer  
Underwriting Long-haul Trucking

Jason Smith | President & CEO



Canadian federally licensed Property and Casualty insurer. We're an industry leader in the underwriting of long-haul trucking insurance and specializing in the manufacturing and administering of customized, private-label products for distributors of travel and student accident insurance. Our strengths lie in our high quality products, customer service, and integrated administrative/claims capabilities developed from decades of supporting

Canadians. We also underwrite Canadian coverage in concert with the following Old Republic specialty underwriting facilities for customers with operations in the U.S. and Canada:

- Great West Casualty Company
- Old Republic Aerospace
- Old Republic Risk Management

Contact: Jason Smith | 866.551.9493 | [jsmith@orican.com](mailto:jsmith@orican.com)

# Old Republic Insurance Company

One of America's Strongest Insurers;  
Managed Conservatively for the Long-run



For more than 50 years, we have offered innovative solutions, and proven claims and risk management solutions for our customers. We are the policy issuing company for:

- Old Republic Aerospace
- Old Republic Insured Automotive Services
- Old Republic Professional
- Old Republic Risk Management

# Old Republic General Insurance Corporation

One of America's Strongest Insurers;  
Managed Conservatively for the Long-run



For more than 50 years, we have offered innovative solutions, and proven claims and risk management solutions for our customers. We are the policy issuing company for BITCO Insurance Companies.

# Why Old Republic?

## Competitive Advantage

Specialization is our competitive advantage. While collectively we offer a full suite of risk management and insurance solutions, our expertise in insurance coverages or unique industry segments is unsurpassed. Our decentralized business model puts specialists directly on the front line, so you get a level of service and expertise not commonly found in the industry. Each of our companies has full accountability for the market segments they serve, and we can respond quickly and effectively to your needs.

## Specialization and Expertise

We've spent the last century developing specialized expertise in our insurance coverage offerings and our clients' industry segments. While each Old Republic General Insurance Group company is a specialist, collectively our expertise is broad and encompassing across the property & casualty marketplace. Our philosophy is simple—understand each client's unique challenges and develop the right solution for their risk.

## Financial Strength and Stability

Old Republic International Corporation is one of America's 50 largest shareholder-owned insurance organizations. It has consolidated assets of approximately \$25 billion (as of December 31, 2022). Our oldest insurance subsidiary had its origin in 1887. Since 1923, Old Republic has grown as a specialty insurance business. This has given us one of the industry's best records as a long-term growth company.

## Partnership and Service

We take a distinctive, collaborative approach and believe in building relationships the "old fashioned way." You benefit from our local presence, people with extensive knowledge of the coverage you need or industry you're in, as well as any related regulatory, managed care, and claims environments. This high-touch approach differentiates us, fostering trust and ties between our people and the clients we serve. Our underwriting, Third-Party Administrator (TPA) services, risk control, and claims management create a comprehensive approach that provides you with the right solutions.

