

# North American Title Insurance Company

NAIC: 50130

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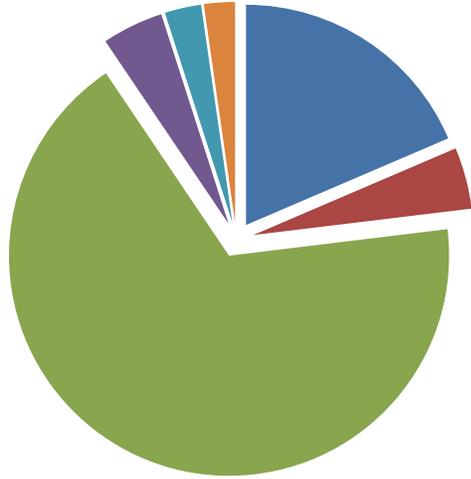
Concord, CA 94520

www.natic.com

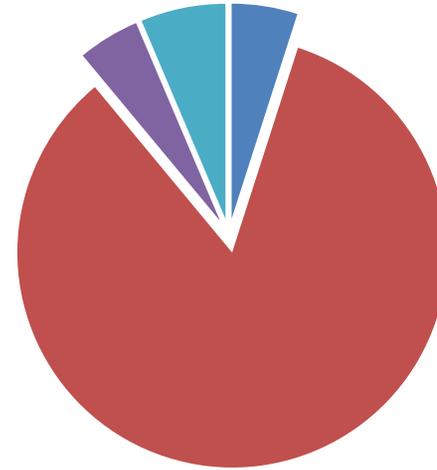


North American Title Insurance Co. (NATIC) is a seasoned title insurance underwriter, helping title agents achieve the goal of true business for more than 50 years. The company offers products and services for all real estate transactions, operating in 39 states and the District of Columbia. NATIC earned the reputation as the "underwriter next door" because its decision makers and associates are easy to reach and their processes are quick and straightforward, including a one-hour underwriting response guarantee that is unparalleled in the industry. NATIC associates believe in the company's "Simple. Done Right." philosophy, which encompasses building supportive partnerships with agents by simplifying processes, paying attention to minor details, and providing tools and education to feed their growth. NATIC's parent company, States Title Holding Inc., is backed by a significant financial investment from Lennar Corporation and leading venture capitalists in Silicon Valley. NATIC is headquartered in Miami, Florida. Visit www.natic.com for more information.

## Net Admitted Assets - Year-End 2019



## Liabilities - Year-End 2019



## BALANCE SHEET REPORT - YEAR-END 2019

NET ADMITTED ASSETS					LIABILITIES AND POLICYHOLDERS' SURPLUS				
	12/31/19	PERCENT TOTAL	12/31/18	PERCENT CHANGE		12/31/19	PERCENT TOTAL	12/31/18	PERCENT CHANGE
BONDS	19,240,760	18.56%	46,891,822	-58.97%	KNOWN CLAIM RESERVE	3,483,682	3.36%	4,720,902	-26.21%
STOCKS	4,681,588	4.52%	1,525,840	206.82%	ALL OTHER RESERVES	59,033,487	56.96%	52,846,372	11.71%
CASH AND EQUIVALENTS	69,928,537	67.47%	31,526,180	121.81%	PREMIUMS RECEIVED IN ADVANCE	0	0.00%	0	0.00%
OTHER CASH & INVESTED ASSETS	4,663,194	4.50%	7,754,526	-39.86%	PAYABLE TO PARENT, SUBSIDIARIES AND AFFILIATES	3,264,893	3.15%	0	0.00%
SUBTOTAL CASH AND INVESTED ASSETS	98,514,079	95.05%	87,698,368	12.33%	ALL OTHER LIABILITIES	4,491,343	4.33%	3,489,871	28.70%
PREMIUMS AND AGENTS' BALANCES	2,773,055	2.68%	3,819,396	-27.40%	TOTAL LIABILITIES	70,273,405	67.80%	61,057,145	15.09%
ALL OTHER ASSETS	2,361,581	2.28%	4,116,278	-42.63%	POLICYHOLDERS' SURPLUS	33,375,310	32.20%	34,576,897	-3.48%
TOTAL NET ADMITTED ASSETS	103,648,715	100.00%	95,634,042	8.38%	TOTAL LIABILITIES AND POLICYHOLDERS' SURPLUS	103,648,715	100.00%	95,634,042	8.38%

Important: Financial Stability Ratings® must be verified by visiting [www.demotech.com](http://www.demotech.com). Report data relies on submitted quarterly financial statements. Demotech makes no warranties or statements as to the accuracy of this information.



# Demotech, Inc.

## About Demotech, Inc.

Demotech, Inc. is a Columbus, Ohio based financial analysis firm providing a wide range of services including Financial Stability Ratings® (FSRs), pricing analysis, state filings assistance and support for other required regulatory reporting. Having worked with insurers of all sizes, Demotech possesses broad experience addressing actuarial and financial analysis issues, whether the issue is unique to a particular insurer or prevalent throughout the industry.

## Proactively Responding to Market Needs

Since our beginning in 1985, Demotech has proactively responded to the market with our clients in mind. Starting in 1989, Demotech gained acceptance from the secondary mortgage marketplace, including the Federal National Mortgage Association (Fannie Mae) and later the Federal Home Loan Mortgage Corporation (Freddie Mac) and the United States Department of Housing and Urban Development (HUD), for Financial Stability Ratings® to facilitate activities for financially stable clients.

In 1992, Demotech was the first company to analyze the financial position for the Title insurance industry and publish independent financial stability opinions. Since that time, Demotech has presented the Financial Stability Ratings® of virtually all Title underwriters. Financial Stability Ratings® of A+, A, A and S are accepted by the major participants in the secondary mortgage marketplace.

## Offering an Individualized Approach to Industry Challenges

Demotech understands the industry is fluid and that every company has unique challenges and objectives. We offer an individualized approach, learning an organization's needs and goals to offer a customized solution.

Working within the Title insurance sector, Demotech provides a variety of solutions, including Financial Stability Ratings®, actuarial consulting, market analysis and loss and loss adjustment expense reserve analysis. Each of our services has continually adapted to address our clients' challenges.

## Solutions as Unique as Your Company

Demotech continues to assess the market with our clients' interests in mind. Since 1985, clients have looked to Demotech to provide information, analysis and proactive solutions. We continue to evolve along with the industry through the development of innovative solutions, driven by our commitment to our clients.

# SERIOUS ABOUT SOLVENCY®



## Financial Stability Ratings® (FSRs)

### *Description of the Analysis Process*

The methodology utilized by Demotech, Inc. is proprietary. However, it relies on the underlying records and summaries prepared by responsible officers or employees of the Title underwriter and/or its parent company as reported in the financial statements of the insurer.

The Financial Stability Analysis Model involves a tactile review as well as computation and analysis of financial ratios to determine the current and future financial stability of the Title underwriter.

### *Tactile Review*

The tactile review includes the study and summarization of materials provided to us. Set forth below is an example of some of the items that Demotech typically receives:

1. Annual and quarterly statements of the insurer, its parent company and subsidiaries
2. Statement of actuarial opinion, managements' discussion and analysis and independent audit
3. Changes in working capital
4. Change in the restricted cash and receivables from affiliates
5. Comparison of actual versus budget operating results
6. Summary of current reinsurance program.

### *Financial Ratio Calculation*

A major item to determine the financial stability of a Title underwriter is the calculation of financial stability ratios measured against our financial stability test. These ratios and tests have been sampled on an industry-wide basis and have been substantiated by other firms as well as Demotech.

A series of solvent and insolvent Title underwriters was subjected to our battery of ratios and tests in order to determine the predictability and reliability of our financial analysis model. The Financial Stability Analysis Model would have flagged Title underwriters that became insolvent at least one year in advance of formal regulatory action.

The basic information to develop our ratios is readily available from GAAP or statutory statements. Our strategic weighting of ratios to arrive at a final score is based on regression analysis and multi-variate analysis. Those balance sheet and income statement items reviewed include but are not limited to:

- |                           |                              |
|---------------------------|------------------------------|
| * Total current assets    | * Total assets               |
| * Working capital         | * Total current liabilities  |
| * Total liabilities       | * Surplus                    |
| * Administrative expenses | * Total revenues             |
| * Net income              | * Receivables                |
| * Total expenses          | * Amount of business written |

The concept of financial stability is, in our opinion, independent of size. Accordingly, small, well-managed Title underwriters can have more financial stability than larger, highly leveraged underwriters.