



# SURETY DIVISION

## TARGET COMMERCIAL ACCOUNT PROFILE

### Account Size

Primary target niche for Commercial surety account is bond lines from \$2M to \$250M.

1. Accounts with total bond programs under \$2M can be considered via our Commercial Express Service Center
2. Accounts with bond programs in excess of \$250M can be considered on a case by case basis.
3. Shared participation on larger accounts will be pursued by PHLY with strong co-surety partners and sophisticated agents.

### Tokio Marine North America (TMNA)

Financial backing of Tokio Marine North America, a top-tier global insurance company.

### Commercial Express Service Center

The PHLY Commercial Express Surety Center (CESC) is a one-stop shop for all your transactional bonding needs. Our experienced staff are strategically located in all major time zones across the country to ensure your underwriter is in the office when you are and never far away. Requesting a bond or quote is quick and easy and we offer multiple submission options so you can choose which method best fits your agency.

### Pricing Criteria

Rate on all submissions will be commensurate with the risk and in compliance with PHLY filed rates.

### Type of Business

All types of License & Permit bonds

- Contractor's license
- Finance
- Motor Vehicle
- Retail services and professional licenses
- Taxes and fee compliance

Customs bonds

- Continuous and single entry
- All activity codes and NVOCC bonds

Court/Fiduciary bonds

- Plaintiff bonds/injunction bonds
- Defendant bonds/Appeal/release of lien bonds
- Probate bonds in all 50 states

ERISA/Business Service bonds

- ERISA with inflation guard
- Business Service for most industries
- Public Official
- Federal Official

### Public Official (Non Federal)

- State and local government

### Miscellaneous

- Lost securities
- Non- construction contract
- Financial guarantee
- General indemnity bonds

We are targeting high quality Commercial Surety accounts that require bonds on a regular basis as it is most cost effective. We will absolutely consider one shot deals for financially strong principals.

### Safety National partnership

We have partnered with Safety National, a leader in Self-Insured Workers' Compensation bonds for accounts which may require those type of obligations.

### Risk Characteristics

PHLY Commercial accounts should reflect the following characteristics:

- Track record of profitable operations
- Focus on their core operating business and strategies
- Good quality CPA prepared financial statements and the availability of reliable interim information, including quarterly financials (in-house or CPA prepared)
- Effective management of systems and controls
- Strong balance sheet and P&L for the parent company that is core to the surety obligation
- Good reputation and credit worthiness as evidenced by trade reports, references, and bank support
- Strong reputation amongst their industry peers
- Indemnity of owners and spouses and affiliated companies

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The PHLY *Difference*

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