



## Stillwater begins with a directive and a vision

Stillwater was founded in 2000 as the Fidelity National Property and Casualty Insurance Group, a branch of the Fortune 500 Company Fidelity National Financial (FNF), the country's largest provider of commercial and residential title and mortgage services.

Since its beginning, Stillwater has been under the direct leadership of President and CEO Mark Davey, who was tasked to test the waters of property and casualty insurance for FNF in California in 2000. Through setting up a managing general agency (MGA) and purchasing Anza Insurance (to be renamed Fidelity National Insurance Company), he formed the sales and underwriting core of FNF's insurance division – as well as the “seed” of the group of companies that would one day be branded as “Stillwater.”

By 2002, the insurance division of FNF had rapidly expanded its geographic footprint and was ready to move beyond the Golden State. Fueled by vision and a passion for the industry and its customers, Davey and his growing team executed a strategy of both forming and acquiring additional companies.

- In 2002, they formed Fidelity National Lloyds to serve a broader variety of consumer needs.
- In 2003, they acquired First Community Insurance Company, which was eventually renamed Stillwater Property and Casualty Insurance Company.
- Later in 2003, they acquired Mutual of Omaha's flood and personal lines business. The acquisitions made FNF the country's largest flood insurance provider both overall and through independent agents.

The strategy helped the division grow its business volume, as well as the division's talent, product breadth and technology capabilities – all critical elements of a customer-focused insurance provider.

## Establishing a brand

In 2005, the catastrophic hurricanes Katrina, Rita and Wilma brought with them an aftermath of long-lasting changes for not only the Gulf region, but also the entire property and casualty insurance industry.

The severe weather and high storm activity that followed over the next few years was an abrupt reminder of the risks borne by an insurance provider. Affirming its true focus on title and mortgage services, FNF made a strategic decision to exit the property and casualty insurance market.

Not wanting to abandon what he and his employees built—or the customers they served— Davey organized a group of investors to make a bid. On May 1, 2012, they bought 85 percent of the outstanding shares of FNF’s P&C operations. Another investor group bought the flood operations.

Backed with capital and more than 250 experienced and passionate team members, FNF’s former P&C division was rebranded as the Stillwater Insurance Group.

## **Stillwater today and tomorrow — Talent, growth and financial stability**

Stillwater today is a seasoned mix of talented insurance industry professionals. We bring out the best in each other to provide bigger and better solutions to our customers’ and agents’ needs.

We serve customers in all 50 states, providing a suite of essential personal insurance products, and a growing line of commercial products.

Our reputation rivals any in the insurance industry. We’ve earned an A.M. Best “A- Excellent” rating, reflecting our financial stability; and a Better Business Bureau A+ rating, reflecting our commitment to transparency, responsiveness, integrity and delivering on the promises we make.

The vision and passion that fueled our early growth is core to our continued success. We are spun from one of the country’s leading financial services firms. We hire the best people, and respond quickly and strategically to changes in the market. We adapt easily to new technology, and help customers and agents use it to their advantage. We deliver innovative products tuned to peoples’ needs. And, we offer financial stability that gives consumers confidence they’ve made the right choice of insurer.

Everything we do is designed to deliver smart, fast and strong services that make life easier for our customers. We work hard, every day, to earn that respect.

In short, we aim to do what’s right. Always.



