

Stewart 2013 Press Kit

Stewart Information Services Corporation

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stewart®

Matt Morris, CEO
Stewart Information Services Corporation

One Team

Serving Customers

Continuous Improvement

Better Financial Results



Our Executive Team



Matt Morris – CEO

As CEO, Morris focuses on enhancing growth and financial performance while preserving Stewart's culture of integrity and service to customers.



John Arcidiacono – Chief Marketing Officer

With more than 20 years of advertising and marketing experience, Arcidiacono is responsible for all marketing activities, including branding, advertising, public relations, events, sales support, crisis management, web presence, interactive marketing and technology marketing, as well as internal communication and partnering with business lines on sales operations.



Allen Berryman – Chief Financial Officer

Berryman is responsible for accounting, treasury and audit, as well as investor relations and property management.

Our Executive Team



Glenn Clements – Group President, Direct Operations of Stewart Title Company

Clements oversees all affiliate operations as well as Stewart National Title Services (NTS). Clements is also responsible for Stewart Specialty Insurance Services and Asset Preservation, Inc.



George Houghton – Group President, Agency Operations

With more than 38 years of title industry experience, Houghton is responsible for Stewart's independent title agency network across the United States, in addition to Stewart Vacation Ownership.



Murshid Khan – Chief Information Officer

Khan has responsibility for all areas of infrastructure, administration and production support for all aspects of the Stewart company-wide service center for information technology.

Our Executive Team



John Killea – Chief Legal and Compliance Officer

With more than 25 years of legal experience, Killea joined the company in 2000 as counsel in the claims and agency underwriting areas for Stewart Title Insurance Company, Stewart's New York underwriter.



Steven M. Lessack – Group President, International Title Operations

Lessack brings more than 30 years of experience in the title insurance industry to his role. As president of the Canadian division of Stewart Title Guaranty Company, he is responsible for determining the company's direction and business strategy in Canada with his executive team.



Susan McLauchlan – Chief Human Resources Officer

McLauchlan holds extensive experience in human resource management, having served both large publicly-traded and middle-market private companies.

Our Executive Team



Jason Nadeau – Group President, Mortgage and Title Services

Nadeau oversees mortgage services, real estate technology (PIC), centralized production, search services including regional production centers, and land recordation systems.

One Team

No matter which legal entity – or which part of the world – an associate works in, they know they truly are part of one team with one vision.

STEWART INFORMATION SERVICES CORPORATION

DIRECT OPERATIONS

Offering best-in-class title and escrow services for both residential and commercial real estate transactions through Stewart owned and operated offices

AGENCY OPERATIONS

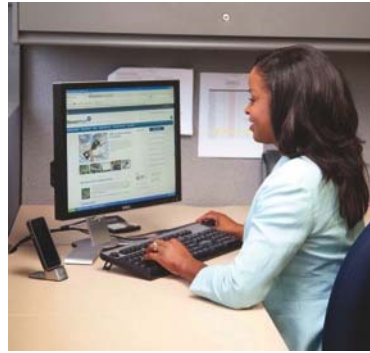
Helping top tier independent agencies grow their business by providing them with underwriting expertise, unparalleled service and innovative technology

MORTGAGE SERVICES

Providing a comprehensive suite of mortgage outsourcing solutions including origination support, post-closing, quality control and component servicing support

INTERNATIONAL

Catering to the title guaranty, title insurance, escrow and closing services and land record management needs of individuals, companies and governments in most countries of the world



Our Core Beliefs

By aligning ourselves around these core values we enable our associates to better function as a unified team and achieve our goal of being the best in every market we serve.

Teamwork

I will respect the contributions of every associate and closely collaborate with others to sell Stewart.

Passion

I will contribute to an energetic and fulfilling customer-centric environment.

Discipline

I will be accountable for my performance through defined metrics and targets around risk management, expense reduction and sales growth.

Integrity

I will be trustworthy and honest in all my business dealings and be a role model in my community.

Simplicity

I will remove complexity and align people, processes and technology towards maximum efficiency.

Innovation

I will enhance the customer experience, looking for ways to improve processes, expand markets and create new offerings.

These are the guideposts that lead the way to achieving the rest of our goals.

Global Presence. Local Expertise.

- Stewart Title Limited (STL)
- Stewart Title Guaranty Company (STG)



Stewart's Family of Companies

- Stewart Title Company
- Stewart Title Guaranty Company
- Stewart Lender Services
- PropertyInfo Corporation
- National Title Services
- Stewart International
- Stewart Global Solutions and U.S. Government Services
- Stewart Financial Services
- Stewart Specialty Insurance Services
- Asset Preservation

Core Customers We Serve

- Real estate professional
- Title agency
- Mortgage lender/servicer
- Commercial
- International
- Builder/Developer
- Homebuyer/Seller
- Real estate broker
- MLS/Association
- Attorney
- Government (local, state, foreign)

Stewart Services

- Residential and commercial title & escrow services
- Title agency services
- Mortgage services
- International title & escrow services
- Government solutions
- Specialty insurance
- Time-share title insurance & other services
- Realty and title agency technology

Serving Customers

Success lies in finding and focusing on where our strengths meet with what our customers need.

We understand that the service we provide is what sets Stewart apart. We have rededicated ourselves to going further than our competitors to offer the necessary attention, productivity, tools and scope of services that participants in the real estate transaction process need.

Our renewed focus on customer service has already started paying off in 2012 as nearly nine-out-of-ten (88%) people in our new customer survey program rated their overall satisfaction “completely” or “very satisfied”.

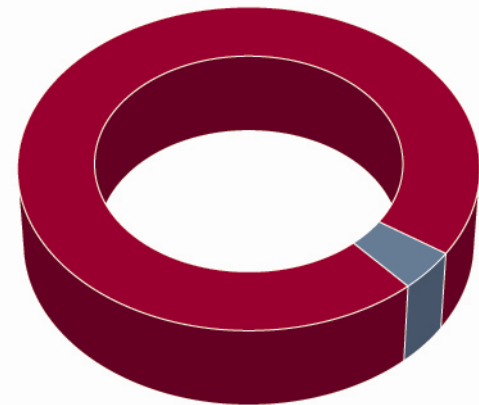
“We know if there are underwriting issues, our NTS (Stewart National Title Services) representatives in Dallas will go to the national underwriting staff to get those issues resolved. This has been particularly important in our recent acquisitions involving a vast array of properties across the country. We can rely on Stewart to find a way to get the deal done.”

Tom Owens

*Senior Vice President, Real Estate
Cinemark*

96%

**Overall Customer Satisfaction Rates
(Real estate professionals/lenders)**



7 out of **10** customers were likely to recommend Stewart Title

Stewart in the Community

Stewart in the Community

- ① George Houghton (left) and Matt Morris with Sgt. Kendra Coleman, one of the Helping a Hero beneficiaries, at the presentation of funds Stewart raised for the organization through the Community of Sharing campaign.
- ② Across the country hundreds of associates laced up their shoes and walked for a cure as they supported the Susan G. Komen Race for the Cure® and the fight against breast cancer.
- ③ The Longview, Washington, office collected over 340 lbs. of school supplies for The Salvation Army® children's school drive.
- ④ Stewart's Anchorage office took part in the Paint the Town community service event for the seventh year in a row, providing services such as exterior painting, roofing and more to communities dedicated to affordable housing.



Continuous Improvement



70%

Decline in loss ratio
on existing independent agencies

7,225,288

The number of files that have gone through
our SureClose® transaction management system
as of year-end 2012

23%

Increase in Agency Operations premium
received per independent agency
in 2012 vs. 2011

Better Financial Results

Consistently achieving better financial results is accomplished by consistently achieving.

It is the achievement of our first three goals, and the successful earning of customers' trust and admiration, that enables us to grow our business and make better financial results a reality. All of the steps taken over the last year helped make 2012 our most profitable since the real estate market downturn. Customers and stakeholders alike rely on our balanced approach to management of risk and finances. Drawing on the strengths that sustain us will lead to better business, smarter growth, increased profitability and enhanced shareholder value.

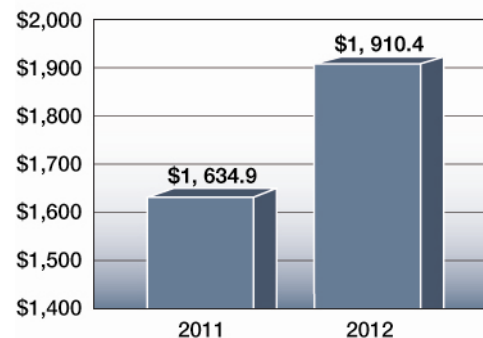
Of course, our financial success in 2012 can be explained in even simpler terms – we decreased our title losses, increased our revenue, and better leveraged each dollar of that revenue to dramatically improve our profit margin. Now, it's time to let the numbers speak for themselves. Our revenue saw very strong growth from 2011 to 2012. Here's some insight into where the increase in revenue came from.

Gross Revenue by Segment – 2011 and 2012 (000)

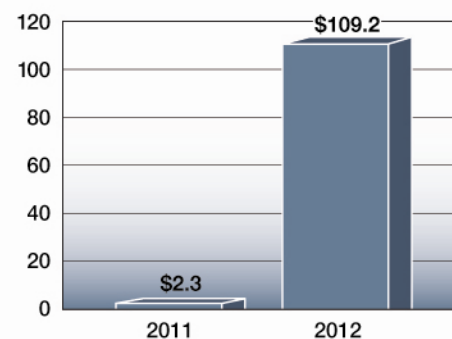
	2011	2012	Change
Title	\$1,494,557	\$1,713,082	+\$218,525
Mortgage Services	\$123,601	\$178,015	+\$54,401
Corporate	\$16,748	\$19,315	+\$2,567

Year over year, we saw an **\$91.0 million increase in direct operations revenue**; a **\$25 million increase in agency revenues**; and a **\$50.7 million increase in mortgage services revenues**.

Revenue Comparison (\$ Millions)

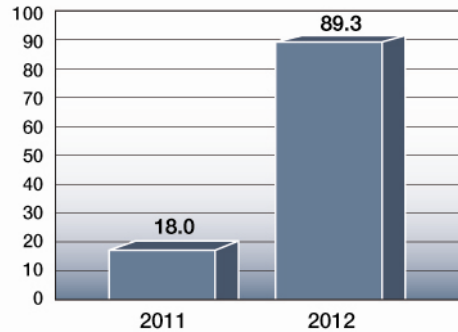


Net Income (\$ Millions)

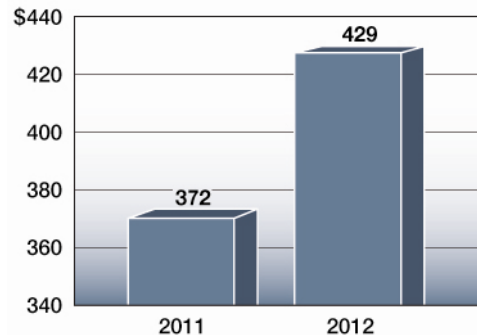


Better Financial Results

Pre-tax Earnings (\$ Millions)



Policyholders' Surplus (\$ Millions)



With our new vision and goals leading our efforts, Stewart was able to take advantage of the beginnings of a real estate market recovery and grow our transaction volume by 18% from 2011 to 2012. We were also able to increase our incremental margin by 26%, compared to the prior year. Put together, those numbers helped lead us **to the largest percent increase in pretax earnings in our company's history – 396%**. And that, of course, has a direct impact on the financial strength of our company and the peace of mind we're able to offer customers, as evidenced by the rise in our policyholders' surplus and our improved surplus-to-reserves ratio.

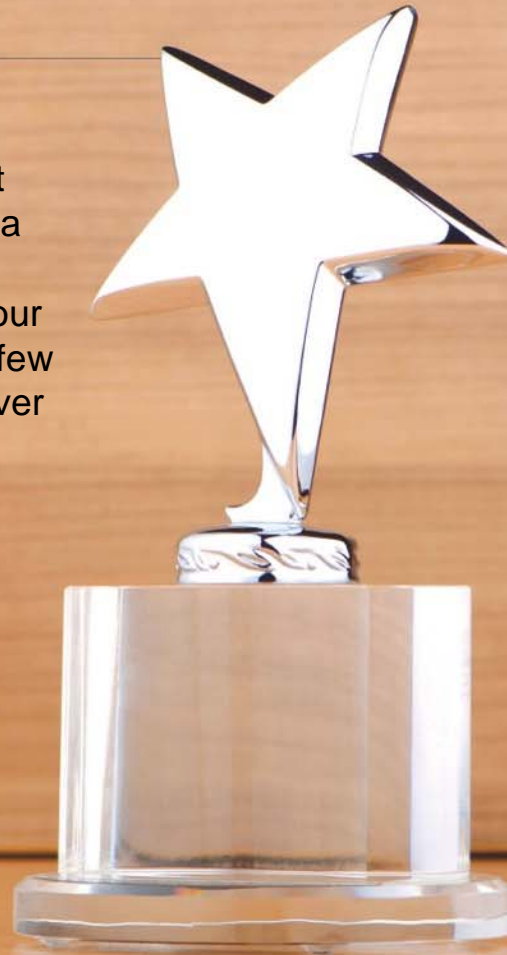
Pre-tax Margin Per Segment

	2011	2012
Title	6.0%	8.6%
Mortgage Services	27.0%	27.3%

Accolades

Proof of the progress we've made toward earning the respect, trust and admiration of our customers can be found in places other than our financials.

Over the last 12 months we've received accolades at both the national and local levels. And, it seems safe to say that both as a company and as individuals we impressed a lot of people with our efforts in 2012. Here are just a few of the many awards received over the past year.



Accolades

Barron's 400 Indexsm

Stewart Information Services Corporation (SISCO) has been selected to the Barron's 400 Index. This marks the fourth time your company has been selected to the index since its inception in 1997. Given that only about 6% of all North American publicly listed companies are selected to the Barron's 400 on the basis of their fundamental soundness underscores the overall strength of the company's financial results and its bright prospects as an investment for public shareholders.

Texas Historical Commission

Stewart Title Company is recognized as a Texas Treasure by the Texas Historical Commission. The distinction from the Texas Historical Commission (THC) honors Texas-based businesses that have been in existence for more than 50 years and have remained in good standing.

Forbes[®]

100 Most Trustworthy Companies

At the corporate level, we received several honors during the year. SISCO was recognized by *Forbes* as one of its 2012 Top 100 Most Trustworthy Companies in the U.S. The only title company to make the list, Stewart was selected based on an independent audit of 8,000 companies listed on the U.S. stock exchanges by independent financial analytics company GMI Ratings using quantitative and qualitative analysis that assessed the quality of corporate accounting and management practices.

Chronicle 100

We were recognized by the *Houston Chronicle* as one of the best-performing companies in the Houston area – ranking 83rd on their annual Chronicle 100 list.

#1 in the Marketplace

In June, industry-publication *The Title Report* asked subscribers “Which of the Big Four underwriters is doing the most to strengthen its position in the marketplace?” Stewart came in at number one, with just over 30% of respondents.

Best Place to Work

Both Stewart Title of Albuquerque and Gracy Title, a Stewart company, in Austin were voted one of the best places to work in their respective cities through polls conducted in local publications.

Accolades

Best Title Company

Stewart's Border Division has been selected by *Laredo Morning Times* readers as the Best Title Company in the city. Stewart Title of Minnesota was recently named Best Title Company in the *Bloomington Sun Current* 2012 Reader's Choice Awards.

Best Technology

Stewart Abstract & Title in Oklahoma City received a "Genny" award for Best Technology Contribution by an Affiliate from the OKC Metro Association of REALTORS®.

Affiliate of the Year

David Moore, one of our business development officers in San Antonio, received the 2012 Affiliate of the Year award from the San Antonio Board of REALTORS®.

Business Partner of the Year

Lisa Guild, the branch manager of our Englewood, Florida, office was honored as Business Partner of the Year by the Englewood Area Board of REALTORS® (EABOR).

Title Industry Professional of the Year

Gracy Title associate Marisa DeMitre received the Title Industry Professional of the Year award from the Home Builders Association (HBA) of Greater Austin.

Professional Woman of the Year

Michelle Esparza, direct operations lender sales and services director and a Stewart associate for nearly 20 years, was a Professional Woman of the Year by the National Association of Professional Women.

Women's Council of REALTORS® Member of the Year

And – in Beaumont, Texas – our vice president and area manager for Jefferson and Hardin Counties, Barry Behannon, was honored as the Women's Council of REALTORS® (WCR) Member of the Year – an award that typically goes to a REALTOR®, but Barry's contributions were considered a positive influence that deserved recognition.

Fast Facts

- Established in 1893. Headquartered in Houston, Texas.
- Stewart Title is one of the largest title companies in the world. Comprised of a family of companies, Stewart provides title insurance and related services required for settlement by the real estate and mortgage industries throughout the United States and international markets through a network of owned operations and agencies.
- Stewart delivers global title insurance policies and escrow services in more than 80 countries – spanning Asia, the Americas, Europe and Africa – through our network of regional offices in Australia, Canada, the Caribbean, Europe and the U.S.
- Stewart is part of the title industry, an important part of every American’s life, protecting people’s investments in their homes.
- Stewart is prepared for the future. Our deliberate and steady growth has provided a financial position that allows us to continue innovating and spending on key initiatives, which will propel us forward in the market. We have the capacity to leverage the downturn and assure our continued longstanding, value-added position in the real estate space.
- At Stewart, we are working diligently to provide products and services that add value to the transaction and simplify the process. Tools like Stewart Online™, Lender Express Quote®, SureClose® for real estate brokers, the eClosingRoom™ and electronic signature move us toward real time information and enhanced customer experience.
- Stewart is forward-thinking, friendly to the environment and changing the way people think of title insurance. Stewart Title is playing a leading role in moving our industry in a greener, more paperless direction. We were the first title insurance company to launch a green initiative combining our paperless processes with environmentally friendly offices to reduce the impact our industry has on the environment and serve the green market.

The Value of Title Insurance

We protect policyholders from the unknown.

More than likely, your home is your biggest investment, and we protect your interest in that investment. Title insurance protects real estate owners and lenders against any property loss or damage they might experience because of liens, encumbrances or defects in the title to the property. Each title insurance policy is subject to specific terms, conditions and exclusions. While other types of insurance (such as flood, auto or homeowners insurance) provide coverage that focuses on possible future events, title insurance protects against loss from hazards and defects already existing in the title to a property. Some examples of such defects might be improperly executed documents from a previous sale or a lien against a previous owner.

Over half of all real estate transactions have a problem somewhere in the chain of title. We find these issues and assist in taking corrective action to enable the transactions to go through and allow our customers to have peace of mind about their new home purchase.

Title insurance provides valuable protection at a good value.

Another difference between other types of insurance and title insurance is in how the policies are paid for. Title insurance is purchased with a one-time premium and provides coverage for as long as the policyholder or their heirs own the property. This is unlike the annual or monthly premiums you must pay for other insurance types.

Examine the cost of title insurance over the life of the policy versus other types of insurance and you'll find that policyholders receive a great value for the money they spend.

If a homeowner were to pay the national average cost of a title insurance policy and live in their home for just five years, the annual average cost of the title insurance policy would be less than \$200 a year. By comparison, the national average cost of a homeowner's insurance policy is over \$700 per year.

Expert Source Guide



Matt Morris, CEO, Stewart Information Services Corporation

Email: matt@stewart.com

Topics:

- The Value of title insurance
- Green real estate
- Homeownership protection



Ted C. Jones, Ph.D., Senior Vice President – Chief Economist, Stewart Title Guaranty Company; Director of Investor Relations, Stewart Information Services Corporation (NYSE-STC)

Email: ted@stewart.com

Topics:

- Economic forecast
- Interest rates
- Real estate lending
- Job growth



Glenn H. Clements, Group President, Direct Operations, Stewart Title Company

Email: gcllements@stewart.com

Topics:

- Title insurance industry
- Title insurance laws



George Houghton, Group President, Agency Services

Email: ghoughton@stewart.com

Topics:

- Title insurance industry
- Agency operations
- Government regulations

Expert Source Guide



Jason Nadeau, Group President, Stewart Lender Services®

Email: jnadeau@stewart.com

Topics:

- Mortgage lending and servicing industry
- Loss mitigation
- REO asset management
- Electronic mortgages/closings



Steven M. Lessack, Group President, International Title Operations

Email: slessack@stewart.com

Topics:

- Global title insurance
- International markets
- Foreign investment



Murshid S. Khan, Chief Information Officer, Stewart Information Services Corporation (NYSE-STC)

Email: mukhan@stewart.com

Topics:

- Large-scale IT initiatives
- Inner workings of enterprise applications
- Benefits of shared service and centrally managed organizations



John Killea, Chief Legal and Compliance Officer, Stewart Information Services Corporation (NYSE-STC)

Email: jkillea@stewart.com

Topics:

- Title insurance underwriting
- Underwriting standards and best practices

Expert Source Guide



James Gosdin, Senior Vice President, Chief Underwriting Counsel and Chief Reinsurance Counsel, Stewart Title Guaranty Company

Email: jgosdin@stewart.com

Topics:

- Underwriting title insurance transactions throughout the U.S.
- Reinsurance transactions and international title insurance transactions



Bruce Hawley, Senior Vice President, Senior Underwriting Counsel and Multinational Title Services Group Manager, Stewart Title Guaranty Company – National Title Services

Email: bhawley@stewart.com

Topics:

- Foreign investors purchasing property in the U.S.
- Trends in U.S. commercial real estate market
- Underwriting commercial real estate transactions
- Title due diligence



Patrick L. Vaden, Group President, PropertyInfo Corporation

Email: pvaden@stewart.com

Topics:

- Title technology
- Title claims and fraud prevention
- Title search services



Mark Winter, Executive Vice President of Public Policy, Stewart Title Guaranty Company; Past President , American Land Title Association®

Email: mwinter@stewart.com

Topics:

- New regulations on Capitol Hill and their impact on the title industry, the lending community and homebuyers/sellers

About Stewart

Stewart Information Services Corp. (NYSE-STC) is a customer-focused, global title insurance and real estate services company offering products and services through our direct operations, network of approved agencies and other companies within the Stewart family. Stewart provides these services to homebuyers and sellers; residential and commercial real estate professionals; mortgage lenders and servicers; title agencies and real estate attorneys; home builders; and United States and foreign governments. Stewart also provides loan origination and servicing support; loan review services; loss mitigation; REO asset management; home and personal insurance services; tax-deferred exchanges; and technology to streamline the real estate process. Stewart offers personalized service, industry expertise and customized solutions for virtually any type of real estate transaction, and is the preferred real estate services provider. More information can be found at stewart.com/news.

Contact Stewart

mediarelations@stewart.com

stewart.com/news



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[LinkedIn Stewart Title](https://www.linkedin.com/company/stewart-title)