builders®
INSURANCE BUILT STRONG

FORTIFIED FOR THE **FUTURE**

2025 ANNUAL REPORT

To Our Friends and Partners,

Over the past several years, Builders has undergone a period of deliberate and meaningful progress—one defined not just by growth, but by preparation.

Because in today's environment, success is not determined by momentum alone. It is shaped by how well an organization can navigate change and market influences, absorb pressure, and continue performing at a high level over time.

With that understanding in mind, we have continued to build on a **strong foundation** while making the investments and decisions necessary to strengthen this organization for the future. Some of that work has been highly visible. Much of it has taken place behind the scenes. All of it has been intentional.

In a year of historic investments across the company, we modernized core business systems, advanced enterprise technology capabilities, enhanced operational infrastructure, expanded data and reporting tools, and bolstered our teams to support future growth. These efforts touched nearly every area of the company and represent one of the most significant periods of organizational advancement in our history.

At the same time, we continued investing in culture, collaboration, and accountability in ways that define how we work and serve our partners. Together, these efforts enhanced not only our operational capabilities and our customers' experience, but also the values and discipline that define who we are. They made us more resilient, more focused, and more aligned around delivering long-term value to our agents, policyholders, and communities.

Even as we invested heavily in the future of Builders, the **strength** and **stability** of the organization remained evident in our 2025 performance, including:

- $361 million in gross written premium (a record)
- $408 million in statutory surplus (a record)
- $425 million in members' equity
- A 59.5% loss ratio
- Our 30th consecutive dividend

More importantly, these results reflect the stronger, more resilient organization we have built—one designed to perform consistently and confidently, no matter what lies ahead.

We Are Fortified for the Future

Because of that, we are equally confident in where we are going.

We see meaningful opportunity ahead—not only to grow, but to elevate what Builders represents in the markets we serve. We intend to continue fortifying our position, deepening our partnerships, and building a brand that is recognized, trusted, and chosen.

The same *discipline* that has strengthened us will continue **guiding us forward**.

Insurance Built Strong®

225
insurance **professionals**

$1.5M
in dividends for 2025, bringing cumulative dividends since 1997 to **over $59 million**

$408M
in record statutory surplus due to continued **profitable growth**

FORTUNE BEST WORKPLACES IN FINANCIAL SERVICES & INSURANCE™ 2025

Great Place To Work.® Certified OCT 2025-OCT 2026 USA™

907
agency **locations**

29K+
Workers' Compensation, General Liability, Package, Umbrella, Builder's Risk and Commercial Auto **policies in-force**

A RATING
Financial Strength Rating:
All member companies rated A by AM Best with a stable outlook

SENIOR EXECUTIVE OFFICERS

Todd Campbell
President & Chief Executive Officer

Mark Gromek
Chief Marketing & Underwriting Officer

Antonio Barner
Chief Operating Officer & SVP of Strategy

Dan Bauer
Chief Financial Officer & Treasurer

Andrew Dunn
Chief Information Officer

Katherine Kyle
Chief People Officer

Shawn Stinson
Chief Claims Officer

BOARD OF DIRECTORS

Charles M. Potok
Chairman

Todd Campbell

Laura Brightwell

Salvatore Correnti

David J. Jasmund

Lauren Kirkley

Dionne Wallace Oakley

Christopher D. Smith

Serving on the Builders Board of Directors for the past 13 years, including the last three as Chairman, has been one of the most rewarding experiences of my professional life. Working alongside our policyholders, agents, employees, and industry partners, I have witnessed firsthand the dedication and shared purpose that make Builders special.

Looking back, the progress we have achieved together—often through challenging times—should bring a smile to all our faces. As I conclude my service on the Board, I do so with great confidence in the future of Builders and look forward to its continued success.

— Charles M. Potok

TODD CAMPBELL
President & CEO

CHARLES M. POTOK
Chairman

THANK YOU, **CHARLEY**

After more than a decade of dedicated service to Builders, Board Chair Charles M. Potok will retire following the Company's Annual Meeting in August 2026. A respected insurance executive and industry expert, Charley's leadership and guidance have helped strengthen Builders during an important chapter in the company's history. We extend our deepest appreciation for his many contributions and years of service.

Builders volunteering for our annual Habitat for Humanity Build Day.

Strengthening Communities

At Builders, we believe strong communities are built through **long-term investment**, meaningful partnerships, and hands-on involvement.

In 2025, our charitable giving and volunteer efforts continued to support organizations focused on recovery, education, family stability, and workforce development across the communities we serve. From **employee-driven charitable giving** to a variety of organizations to expanding access to educational opportunities, we remain committed to creating lasting impact beyond the workplace.

This year also marked the beginning of Builders' $500,000 multi-year pledge supporting Shepherd Center's new Acute Brain Injury Therapy Gym, reinforcing our long-standing commitment to rehabilitation, recovery, and helping injured individuals rebuild their lives with confidence and dignity.

$434K+
community **impact**

60+
organizations **helped**

$500K+
multi-year Shepherd Center **pledge**

BUSINESS INSURANCE 2025 U.S. INSURANCE AWARDS Celebrating Today. Creating Tomorrow.
COMMUNITY OUTREACH PROJECT OF THE YEAR (DONATIONS)

Achievements & Highlights

FINANCIAL POSITION

as of December 31, 2025 and 2024

The information below is a condensed version of the audited financial statements prepared in accordance with Generally Accepted Accounting Principles (GAAP). Expanded audited GAAP and Statutory financial statements, including accompanying notes, are available upon request.

ASSETS (OOO)	2025	2024
Cash & invested assets	$952,323	$878,565
Reinsurance recoverables	97,092	83,131
Receivables	115,623	89,400
Tax assets	6,793	17,033
Other assets	115,125	81,610
TOTAL ASSETS	**$1,286,956**	**$1,149,739**

Total assets were $1.3 billion and $1.1 billion at December 31, 2025 and 2024, respectively. The asset balance includes increases in cash and invested assets, other assets, and reinsurance recoverables, offset by decreases in tax assets.

LIABILITIES (OOO)	2025	2024
Loss & loss adjustment expenses	$568,691	$568,830
Unearned premiums	176,222	121,127
Policyholder dividends payable	2,180	2,206
Other payables	70,235	48,229
Notes payable	28,425	17,987
Other liabilities	15,492	15,612
TOTAL LIABILITIES	**$861,245**	**$773,991**

Total liabilities were $0.9 billion and $0.8 billion at December 31, 2025 and 2024, respectively. The liability balance includes increases in unearned premiums, other payables, and notes payable, offset by decreases in loss and loss adjustment expenses and other liabilities.

MEMBERS' EQUITY (OOO)	2025	2024
Paid-in capital	$200	$200
Retained earnings	450,395	420,593
Accumulated other comprehensive (loss) income	(24,884)	(45,045)
TOTAL MEMBERS' EQUITY	**$425,711**	**$375,748**

Members' equity increased $50 million, or 13.3%, to $425.7 million at December 31, 2025.

TOTAL LIABILITIES & MEMBERS' EQUITY	**$1,286,956**	**$1,149,739**

Achievements & Highlights (cont'd)

INCOME STATEMENT (000)

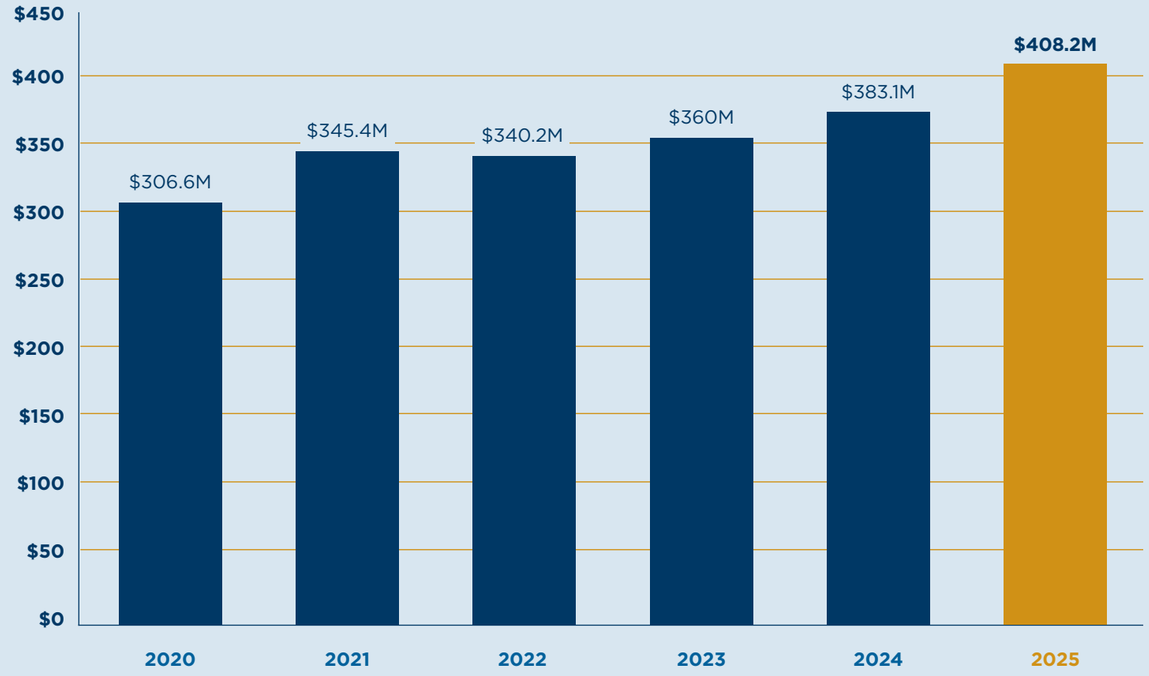
	2025	2024
REVENUE		
Premiums earned, net	$239,257	$218,732
Net investment income	34,932	33,416
Realized (losses) gains on investments, net	(839)	5,125
Unrealized gains (losses) on marketable equity securities, net	14,550	(3,533)
Other revenue	4,998	2,009
TOTAL REVENUE	**$292,898**	**$255,749**
EXPENSES		
Loss & loss adjustment expenses	$142,345	$130,150
Operating & administrative expenses	110,004	93,646
Interest expense	1	1
Policyholder dividends	1,959	2,375
TOTAL EXPENSES	**$254,309**	**$226,172**
Income before income taxes	$38,589	$29,577
Income tax expense	($8,788)	($7,413)
NET INCOME	**$29,801**	**$22,164**

SELECT COMBINED STATUTORY FINANCIAL INFORMATION (000)

For the year ended December 31, 2025	2025	2024
Direct premium written	$333,266	$260,357
Net premiums earned	$239,257	$218,732
Underwriting loss	($16,090)	($4,687)
Loss ratio	59.5%	59.5%
Expense ratio*	43.5%	40.3%
Combined ratio, excluding dividends	103.0%	99.8%
Surplus as regards to policyholders	$408,235	$383,078

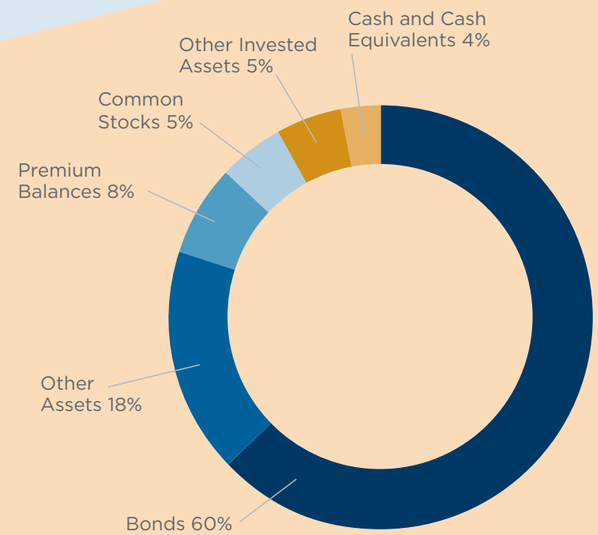
*Expense ratio was impacted by increased technology investments

POLICYHOLDERS' STATUTORY SURPLUS



GAAP ASSET MIX (000)

Invested Assets	$952,323
Other Assets	$334,633
TOTAL ASSETS	$1,286,956



bldrs.com

800.883.9305

P.O. Box 723099
Atlanta, GA 31139-0099