



OneBeacon
INSURANCE GROUP

Specialty solutions for unique needs

Each of our Specialty businesses is managed by a team with deep skills regarding specific customer groups. We understand how those customers' unique needs are best served through tailored coverages and dedicated services. Today, our solutions target professional liability; marine; collector cars and boats; technology; property and inland marine; excess property; group accident; entertainment, sports and leisure; excess environmental; public entities; energy; and tuition refund. Through our underwriting companies, we offer a variety of coverages in all 50 states, backed by the strength of the OneBeacon balance sheet.

A Principled Approach

At OneBeacon, we manage our business in order to achieve growth in book value over the long term. Four core principles guide our actions across all aspects of our business:

- Underwriting Comes First
- Invest for Total Return
- Maintain a Disciplined Balance Sheet
- Think Like Owners

OneBeacon
Insurance Group

2011 Corporate
Profile

Visit our website: www.onebeacon.com

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OneBeacon Professional Insurance specializes in professional liability solutions for targeted industries including hospitals, long-term care facilities, medical facilities, physician groups, media organizations, lawyers, real estate professionals, design professionals, financial services and technology providers. Additionally, OneBeacon Professional Insurance provides employment practices liability insurance, management liability and tailored products for complex organizations including health care provider excess insurance and HMO reinsurance. General liability, property and workers compensation coverages are also available for financial institutions.

Contact: **Fred Bautista** at 860.321.2540
or fbautista@onebeaconpro.com
www.onebeaconpro.com/whatwedo

International Marine Underwriters traces its roots to the early 1900s. This group offers a full range of ocean marine insurance products including, but not limited to, commercial hull and marine liabilities at both the primary and excess levels; ocean and air cargo with coverage extensions such as inland transit, warehousing and processing; yachts; and several marine “package” products with comprehensive property, auto and liability coverage.

Contact: **Greg Gutchigian** at 212.440.6566
or ggutchigian@imu.com | www.imu.com

Collector Cars and Boats Through our exclusive partnership with the Hagerty Insurance Agency, we offer tailored coverages for collectible vehicles and wooden boats, automotive museums and restoration shops. Notable features include agreed value for the insured vehicle or boat, flexible usage, and overseas shipping/foreign touring coverage – all supported by in-house claims expertise.

Contact: **Dana Hendershott** at 781.332.7171
or dhendershott@onebeacon.com | www.hagerty.com

OneBeacon Technology Insurance offers worldwide insurance solutions for the technology sector. Our InfoTech coverages feature professional liability, data privacy, products liability, and property and business income targeting the software, hardware manufacturing, telecommunications service industries and solar energy. Our MedTech offerings include products and general liability as well as human clinical trials, property and business income well suited for manufacturers of diagnostic and therapeutic medical devices, veterinary products and biologic devices. Our team includes expert staff in both risk control and technology claims-handling.

Contact: **Lloyd Takata** at 706.474.9003
or ltakata@onebeacon.com | www.onebeacontech.com

OneBeacon Property and Inland Marine provides monoline property and inland marine products. This unit’s property focus is on the real estate, health care, education, aviation and municipality sectors, while inland marine targets the construction, transportation and fine arts segments. Property and Inland Marine delivers creative and tailored solutions that fit our customers’ unique needs through broad coverage forms, specialized risk control and claims-handling capabilities.

Contact: **Paul Butler** at 781.332.8330
or pjbutler@onebeacon.com | www.onebeaconpim.com

OneBeacon Specialty Property provides excess property and inland marine coverages that augment primary policies or self-insured retentions. Target classes of business include apartments and condominiums, commercial real estate, small-to-medium manufacturing, retail/wholesale, education and public entities. OneBeacon Specialty Property products are provided primarily through surplus lines wholesalers.

Contact: **Jim Heitkemper** at 415.365.2215
or jheitkemper@onebeacon.com | www.onebeaconsp.com

OneBeacon Accident Group focuses on analyzing and developing unique accident solutions for the transportation, non-subscription and corporate accident marketplace, while also developing specialized accident insurance programs. The group continually canvases the marketplace for niches that could benefit from accident solutions. The group’s product suite includes accidental death and dismemberment, occupational accident, sports accident, non-truckers liability, vehicle physical damage and other accident coverages. The

group also manages OneBeacon Services, which provides employers and affinity groups with access to unique services including a discounted prescription drug program, identity theft management services and travel assistance services.

Contact: **Tina Angelone** at 609.613.0010
or tangelone@onebeacon.com
www.onebeaconaccident.com

OneBeacon Entertainment provides specialized commercial insurance products, including professional liability coverages, for the entertainment, sports and leisure industries. OneBeacon Entertainment encompasses Entertainment Brokers International (EBI), which was acquired by OneBeacon in July 2008 and continues to operate as a managing agency offering additional specialized coverages through a network of independent agents and brokers.

Contact: **Peter Williams** at 310.954.3960
or pwilliams@onebeacon.com
www.onebeaconentertainment.com

OneBeacon Environmental offers specialized environmental insurance products designed to address a broad range of exposures faced by businesses. Capabilities include commercial general liability, contractors environmental liability, professional liability, environmental premises liability, products pollution liability and follow-form excess.

Contact: **Devin Claypool** at 303.531.3812
or dclaypool@onebeacon.com
www.onebeaconenvironmental.com

OneBeacon Government Risks provides protection for midsized municipalities and counties, special districts including water and sanitation, non-rail transit authorities and other publicly funded agencies. Coverages include property, casualty and professional liability comprised of law enforcement, public officials and employment practices liability offered on a fully insured, deductible, self-insured retention or assumed reinsurance basis.

Contact: **Bradley York** at 781.332.8505
or byork@onebeacon.com | www.onebeacongov.com

OneBeacon Energy Group focuses on mid-market upstream and midstream conventional energy business, alternative and renewable energy producers, alternative fuel producers and related service and manufacturing enterprises. This unit offers a full array of property, inland marine and casualty insurance, including property damage, boiler and machinery breakdown, general liability, auto liability and umbrella liability. OneBeacon Energy Group continues to develop and expand product offerings to serve customer needs.

Contact: **Dan Guida** at 212.440.6585
or dguida@onebeacon.com | www.onebeaconenergy.com

A.W.G. Dewar has been a leading provider of tuition reimbursement insurance since 1930. Dewar's product protects both schools and parents from the financial consequences of a student's withdrawal or dismissal from school.

Contact: **Dana Tufts** at 617.774.1555
or dana@dewarinsurance.com
www.tuitionrefundplan.com

OneBeacon Insurance Group, Ltd. is a Bermuda-domiciled holding company that is publicly traded on the New York Stock Exchange under the symbol "OB." The company's financial strength ratings are as follows:

- A.M. Best: "A" (Excellent, the third highest of 15 ratings), class XII
- Moody's: "A2" (Good, the sixth highest of 21 ratings)
- Standard & Poor's: "A-" (Strong, the seventh highest of 21 ratings)
- Fitch: "A" (Strong, the sixth highest of 21 ratings)

White Mountains Insurance Group, Ltd. remains the majority owner.

Policies may be underwritten by one of the following insurance companies:

- Atlantic Specialty Insurance Company
- The Camden Fire Insurance Association
- The Employers' Fire Insurance Company
- Essentia Insurance Company
- Homeland Insurance Company of New York
- The Northern Assurance Company of America
- OneBeacon America Insurance Company
- OneBeacon Insurance Company
- OneBeacon Midwest Insurance Company
- Pennsylvania General Insurance Company
- Traders & General Insurance Company

Financial Highlights for the full-year ended 12.31.10

OneBeacon Insurance Group, Ltd.
(millions, except per share amounts)

Book Value per Share: \$13.02

Balance sheet data

Total investments:	\$3,266.0
Total assets:	\$6,166.7
Loss and LAE reserves:	\$3,295.5
Shareholders' equity:	\$1,229.0

Income statement data

Underwriting income:	\$(9.7)
Net investment income:	\$96.6
Operating income: ^{NGM}	\$69.8
Total return on invested assets (not annualized):	4.9%
Comprehensive income:	\$124.8

Specialty Insurance Operations Segment

Net written premiums:	\$988.0
Earned premium:	\$979.2
GAAP underwriting ratios:	
Loss and LAE ratio	55.1%
Expense ratio	38.4%
Combined ratio	93.5%

The superscript "NGM" denotes a non-GAAP financial measure. For an explanation and reconciliation of this non-GAAP financial measure to its most closely comparable GAAP measure, see pages i and 5 of the company's December 31, 2010 Investor Financial Supplement available on its website at: www.onebeacon.com.



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