



For more information, contact:
Randy Winter
Mobile 715-574-9996
randy.winter@sentry.com

Sentry facts

As one of the largest business-focused mutual insurance companies in the U.S., we've been protecting and guiding businesses since 1904. Based in Stevens Point, Wisconsin, we provide business insurance and other products to companies in specific markets across the country.

Our products

- Property and casualty insurance
- Commercial auto insurance
- Liability insurance
- Business income insurance
- Workers' compensation
- Life insurance
- 401(k) and other retirement plans

Markets we serve

Sentry works with companies as diverse as those you'd find on main street or among the Fortune 500, serving these markets:

- Dealerships
- Trucking
- Construction
- Manufacturing and processing
- Retailers and distributors
- Service industries

Our business units

We offer our business insurance products—including claims and safety service programs—in specific industries where we have the knowledge and ability to deliver targeted products to our customers. Our business areas include:

- **National Accounts (NA):** We work with large Fortune 500 businesses in diverse industries, featuring thousands of employees and numerous locations.
- **Standard Business Products (SBP):** We provide insurance solutions to a variety of manufacturing and processing industries. SBP is considered the "original" company – once called Hardware Mutual.

- **Dealer Operations (DO):** We serve dealerships, including auto, agricultural equipment, trucks, motorcycles, boats, and other recreational vehicles.
- **Transportation:** We distribute long-haul truck insurance through a select group of industry-specialized independent agents. We also offer specialized safety programs for our trucking customers.
- **Regional:** We offer insurance products to a variety of industries through independent agents with support from regional offices located in the Northeast, Southeast, and Midwest.
- **Hortica®:** The Hortica brand offers insurance products to horticultural businesses, from nurseries to florists.
- **Life & Annuities:** We offer 401(k) plans and business life insurance policies.
- **Dairyland®:** Our personal lines brand provides motorcycle and specialty auto insurance to individuals.

Industry accolades

We're one of the largest and most financially sound mutual insurance companies in the U.S., and recognized as a great place to work.

- Rated A+ (Superior) by A.M. Best, the nation's premier insurance rating company, 26 years in a row as of May 19, 2017.
- In 2017, Forbes magazine ranks Sentry No. 56 on its top 300 list of America's Best Midsize Employers.
- In 2017, Fortune Magazine ranks Sentry No. 720 on its Fortune 1000 list of U.S. companies.

Community engagement

More than 4,000 associates located nationwide are actively involved in places they live and work giving their time and financial support. As a company, we follow suit. Our involvement includes many different facets:

- Volunteer efforts
- Scholarship funding
- Associate giving
- Corporate giving

United Way campaign

Our associates give back to the communities where they live. In each of the past three years, they and the Sentry Insurance Foundation donated more than \$1 million for the United Way of Portage County, Wisconsin. During the same time span, another nearly \$900,000 was donated in communities with Sentry offices. And our associates are provided volunteer time off to work for non-profits and charities in their communities.

Workforce development

Sentry Insurance Foundation contributions focus primarily on education—from K-12 through graduate school.

- The Foundation provides nearly half a million dollars in annual scholarships to students at universities throughout the country. That includes all 17 four-year colleges in the University of Wisconsin system.
- Charitable giving helps achieve Sentry's aim of building our future workforce, with an emphasis on creating good-paying jobs. To that end, our foundation recently donated \$4 million to endow two chairs at the University of Wisconsin—Stevens Point – creating a new data analytics major.
- The Foundation has partnered with school systems in Stevens Point, Wisconsin for more than 10 years to assure the schools update and maintain information technology systems.
- In 2017, Sentry associates contributed nearly \$600,000 to educational institutions, and Sentry Insurance Foundation matched those contributions.

Serving our customers

At Sentry—because we are a mutual insurance company—our business is built on a foundation of service to our policyholders. Our true strength comes from our dedication to personalized care—something we've provided since our inception. We grew by leveraging knowledge in one market to branch out into similar industries.

We work hard to understand our customers' businesses—and their industries inside and out—and we work hard to get to know each individual policyholder. Our current mix of customers is a testament to our broad knowledge. And we put that knowledge into practical use to serve our customers better.

Note: Learn more about our history at the Sentry Experience, located on-site.

In brief:

Sentry Insurance is one of the largest and most financially secure mutual insurance companies in the United States, holding an A+ (superior) rating from A.M. Best. Sentry and its subsidiaries sell property and casualty insurance, life insurance, annuities, and retirement programs for businesses and individuals throughout the country. Headquartered in Stevens Point, Wisconsin, Sentry employs more than 4,000 associates in 41 states.