




stewart®






Investor Presentation

Winter 2021/2022

Cautionary Statements

FORWARD LOOKING STATEMENTS AND NON-GAAP MEASURES

Safe Harbor Statement: This presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, as amended. Words or phrases such as, “may,” “should,” “expects,” “could,” “intends,” “plans,” “anticipates,” “estimates,” “believes,” “forecasts,” “predicts” or other similar expressions are intended to identify forward-looking statements, which include, without limitation, statements concerning our future financial performance, future debt and financing levels, investment objectives, implications of litigation and regulatory investigations and other management plans for future operations and performance.

The forward-looking statements included in this presentation are based on our current expectations, projections, estimates and assumptions. These statements are only predictions, not guarantees. Such forward-looking statements are subject to numerous risks and uncertainties that are difficult to predict. These risks and uncertainties may cause actual results to differ materially from what is forecast in such forward-looking statements. Specific factors that might cause such a difference include, without limitation, the following: the volatility of economic conditions, including the duration and effects of the COVID-19 pandemic; adverse changes in the level of real estate activity; changes in mortgage interest rates, existing and new home sales, and availability of mortgage financing; our ability to respond to and implement technology changes, including the completion of the implementation of our enterprise systems; the impact of unanticipated title losses or the need to strengthen our policy loss reserves; any effect of title losses on our cash flows and financial condition; the ability to attract and retain highly productive sales associates; the impact of vetting our agency operations for quality and profitability; independent agency remittance rates; changes to the participants in the secondary mortgage market and the rate of refinancing that affects the demand for title insurance products; regulatory non-compliance, fraud or defalcations by our title insurance agencies or employees; our ability to timely and cost effectively respond to significant industry changes and introduce new products and services; the outcome of pending litigation; the impact of changes in governmental and insurance regulations, including any future reductions in the pricing of title insurance products and services; our dependence on our operating subsidiaries as a source of cash flow; our ability to access the equity and debt financing markets when and if needed; our ability to grow our international operations; seasonality and weather; and our ability to respond to the actions of our competitors; and other factors described from time to in our filings with the Securities and Exchange Commission (the “SEC”).

These and other risks and uncertainties are more fully discussed in the risk factors identified in “Risk factors” in the prospectus supplement, in “Item 1A. Risk Factors” in Part I of the Annual Report on Form 10-K for the year ended December 31, 2020, and in other filings with the SEC and/or press releases from time to time. All forward-looking statements included in this presentation are based on information available to us on the date hereof, and we assume no obligation to update any forward-looking statement.

Non-GAAP Adjustments

Management uses a variety of financial measures that are not prepared in accordance with United States Generally Accepted Accounting Principles (GAAP). These include: (1) adjusted revenues, which are reported revenues adjusted for any net realized and unrealized gains and losses; (2) adjusted net income, which is net income after earnings from noncontrolling interests adjusted for any net realized and unrealized gains and losses and other non-operating costs such as merger expenses, cost initiative severance expenses, office closure costs and litigation expenses; (3) adjusted diluted earnings per share, which is calculated using adjusted net income divided by the diluted average weighted outstanding shares; (4) adjusted pre-tax margin before noncontrolling interests and adjusted for net realized and unrealized gains and losses and other non-operating costs; and (5) adjusted return on equity (adjusted ROE), which is calculated as adjusted net income divided by average shareholders’ equity attributable to Stewart. Management views these measures as important performance measures of core profitability for its operations and as key components of its internal financial reporting. Management believes investors benefit from having access to the same financial measures that management uses. See Appendix for reconciliations of non-GAAP metrics to the most comparable GAAP equivalent.

Overview of Stewart

Business Overview

- #4 domestic market share in title insurance, with 10% share in 2020

#3 Direct Channel	**#4 Agency Channel**
#3 Domestic Direct Commercial	**#2 in Canada**

- Additional international operations in the United Kingdom, Europe, Mexico, the Caribbean, and Australia
- Provider of ancillary real estate services
- A- financial strength ratings at Fitch and A.M. Best; BBB- senior debt rating at Fitch
- Long history as a leader in title insurance; founded in 1893

Stewart by the Numbers (Q3 2021 YTD)

10%
Title Market Share[1]

$2.3bn
Adj. Revenues[2] (17.6% CAGR 2018-2021 YTD Ann.)

$224mm
Total Adj. Net Income[2]

490
Offices

$1.2bn
Shareholders' Equity

71.1%
2018-2021 YTD Ann. Adj. Net Income CAGR[2]

6,600
Employees

$257mm
Total Cash Flow from Operations

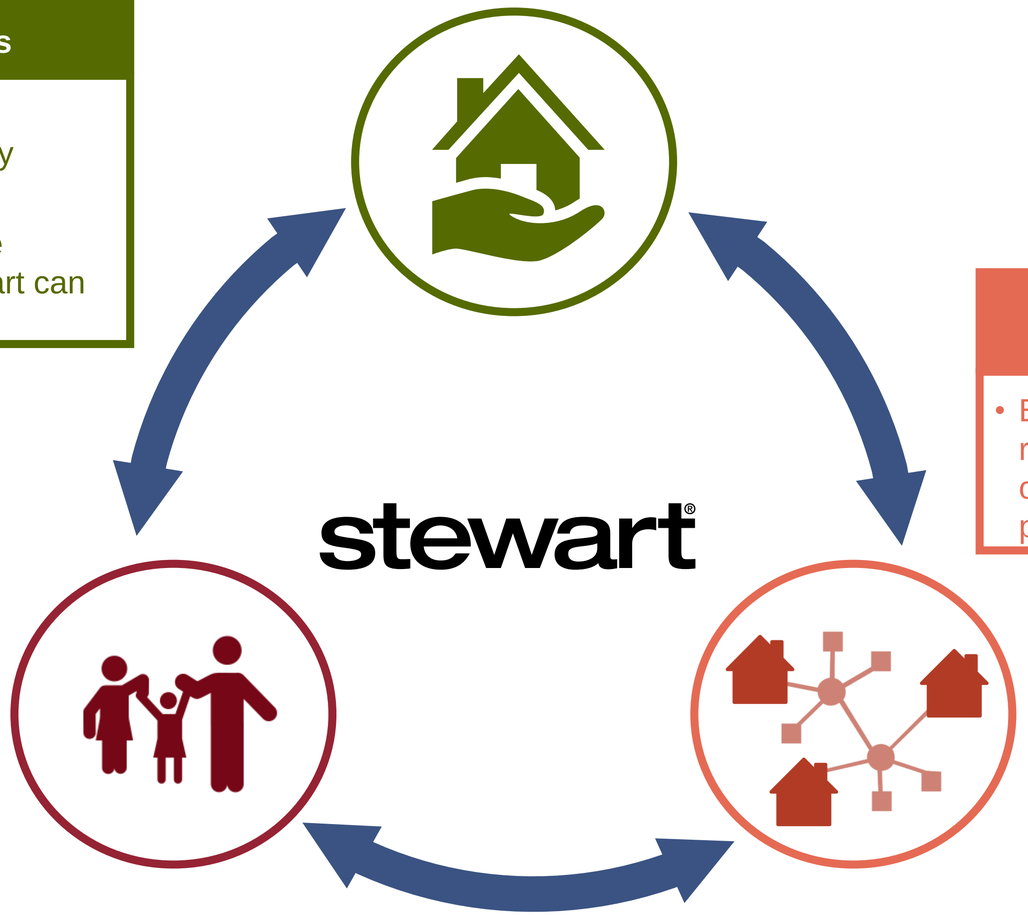
13.0%
Adjusted Pre-Tax Margin[2]

Source: ALTA
[1] As of YE2020.
[2] See Appendix for GAAP to non-GAAP reconciliation.

Stewart's Strategic Priorities

Gaining Scale in Attractive Title Markets

- Includes direct residential and commercial markets, and agency business
- Focus on markets with attractive characteristics and where Stewart can develop the scale to be a leader



Building out Real Estate Services

- Broadens our capabilities across the real estate value chain and enhances our value proposition to real estate professionals

Improving Customer Experience and Ease of Use

- Utilize technology to drive an improved customer experience
  - —Leverage data, automation and digitization capabilities

End-to-End Digital Capabilities Across the Real Estate Value Chain

Point Of Sale

Digital Mortgage Platform that engages customers, empowers originators, and removes friction from the home loan process

CLOUDVIRGA

Stewart Accelerate

Empowers lender workflow decisions with automated title and curative solutions

stewart TITLE

Signing Experience

Multiple options: In-person, hybrid, eClosing, remote; expansive notary network with self service; industry leading RON platform

Signature Closers, LLC

NotaryCam®

Digital workflow via API and LOS/portal integration

EllieMae TitlePort calyx CLOSINGCORP MORTGAGE CADENCE lendingQB RealEC BLACK KNIGHT EMPOWER

Lead Generation

Increases conversion rates through omni-channel marketing to targeted audiences

Informative Research

PROPSTREAM

Credit and Capacity

IRiq decisioning platform delivers SoftQual, Tri-Merge Credit, Verification of Income, Employment & Assets; Fraud, Tax Transcripts, Flood, & Account Monitoring

Informative Research

Valuation Intelligence

Comprehensive suite of compliant collateral solutions including appraisals, BPOs, data and alternative valuations

UNITED STATES APPRAISALS A Stewart Company

PROTECK® VALUATION INTELLIGENCE

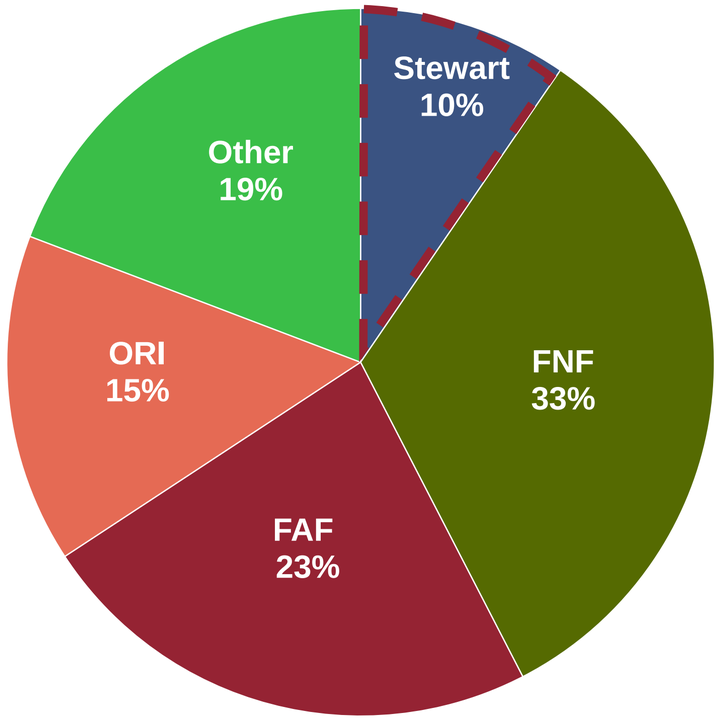
Funding

Partner for secure funds transfer protection for all participants in real estate transactions

CERTIFID

Leader in Title Insurance and Real Estate Services

Title Market Share



2020 Industry Total Written Premiums: $19.2bn

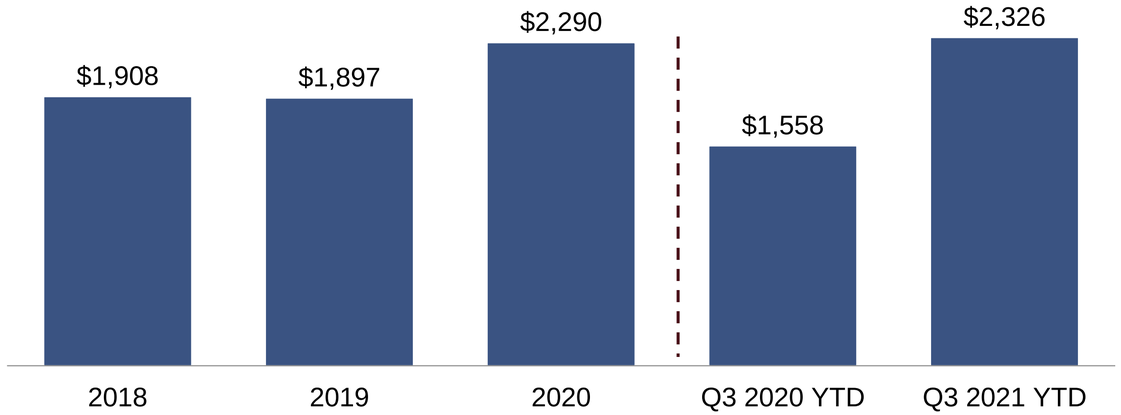
Source: ALTA

Stewart is Well Positioned to Be a Long-Term Leader

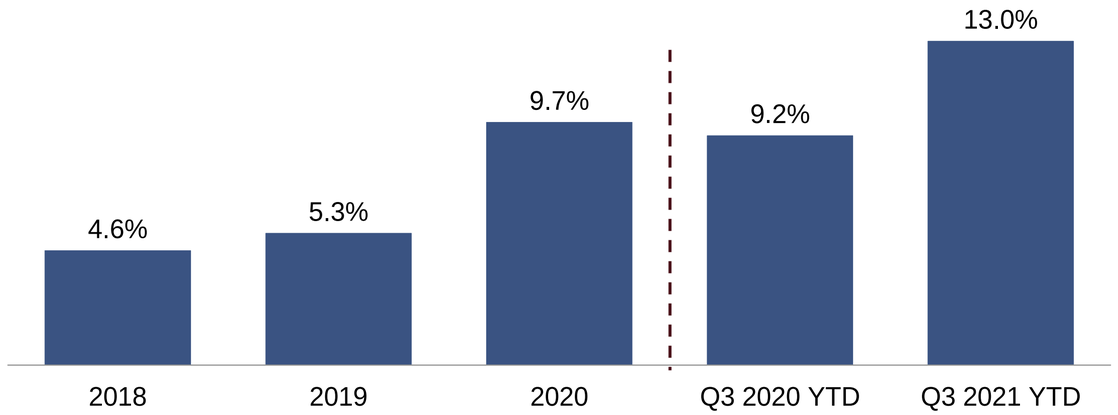
- ✓ Primary focus on title insurance and the real estate closing process
- ✓ Long history as a leader in title insurance with scale to succeed in key markets
- ✓ Strong brand with real estate professionals, with improving distribution relationships supported by Stewart's customer experience initiatives
- ✓ Suite of supporting services, including search and appraisal services, with room to grow
- ✓ Entrepreneurial and highly motivated management team aligned with shareholders
- ✓ A- rating from Fitch and A.M. Best gives Stewart credibility with key distribution partners and customers

Strong Financial Performance and Solid Balance Sheet

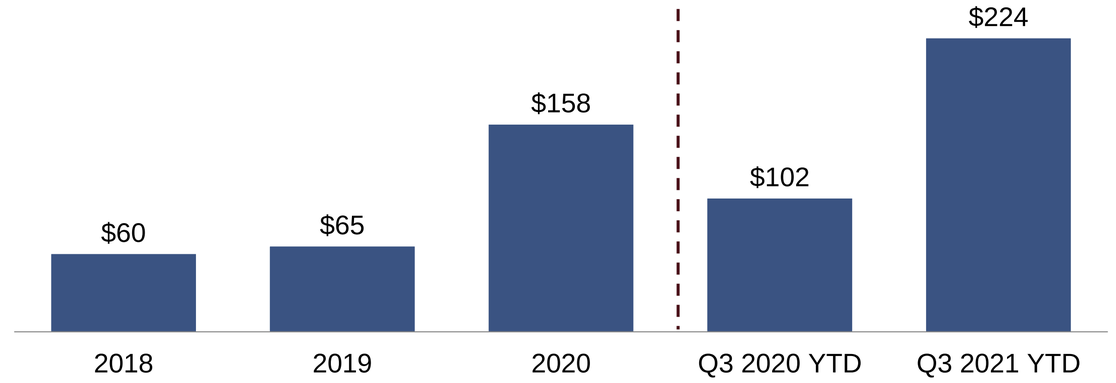
Adjusted Revenues[1]



Adjusted Pre-tax Margin[1,2]

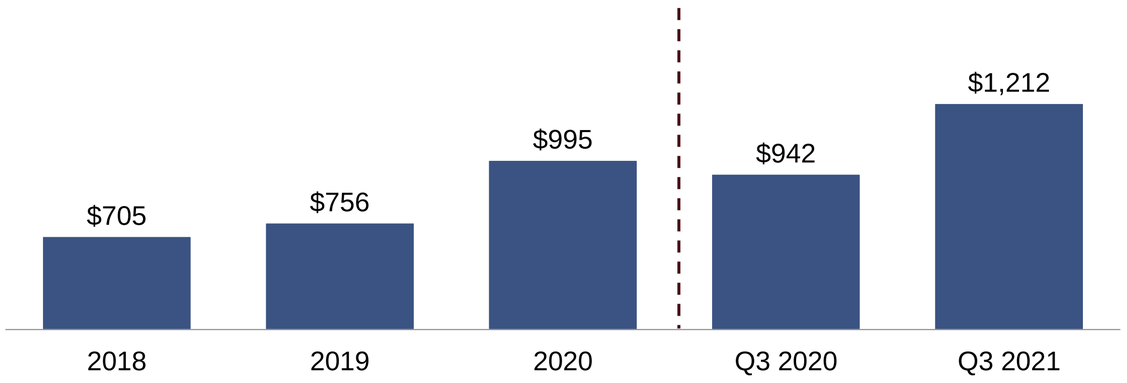


Adjusted Net Income[1]



Book Value (ex AOCI)[4]

Adj. ROE[3]: **8.9%** **9.2%** **18.1%** **16.1%[5]** **27.0%[5]**

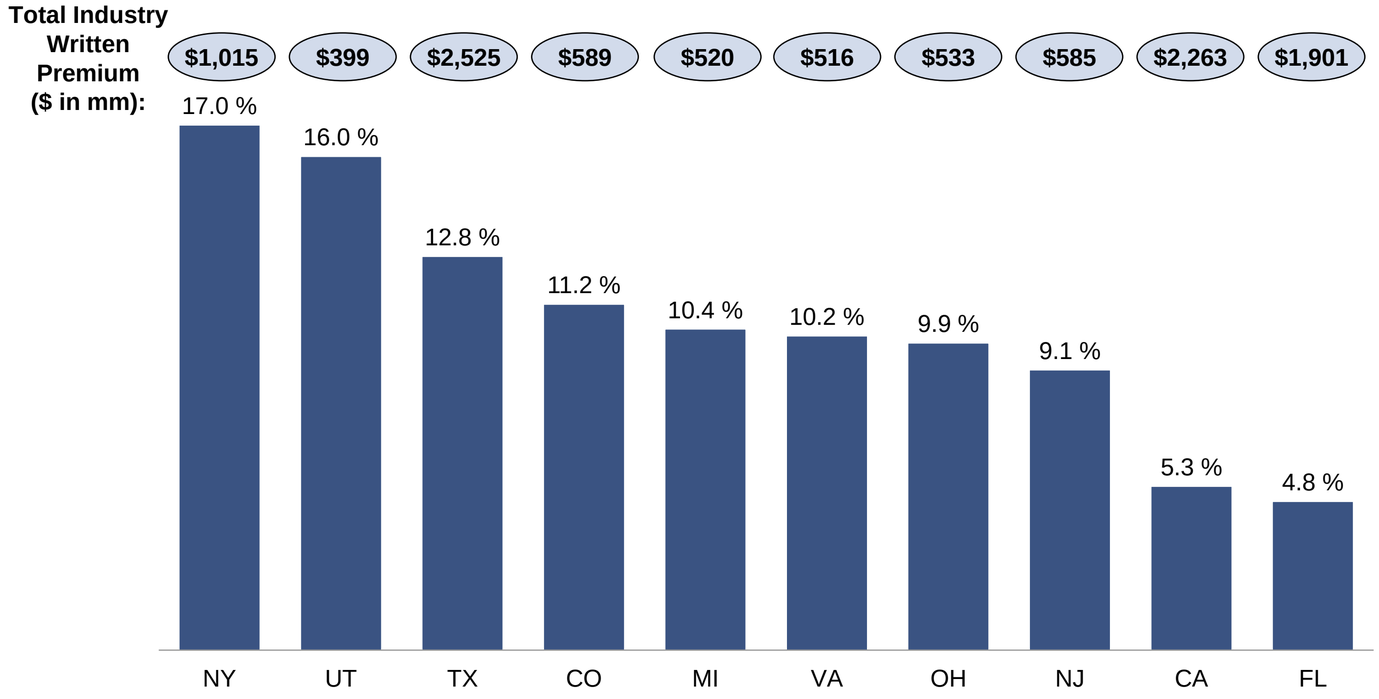


[1] See Appendix for GAAP to non-GAAP reconciliation.
[2] Before noncontrolling interests. Adjusted pretax income calculated as pretax income plus non-GAAP adjustments. See Appendix for GAAP to non-GAAP reconciliation.
[3] Calculated as adjusted net income divided by average shareholders' equity attributable to Stewart (including AOCI). See Appendix for GAAP to non-GAAP reconciliation.
[4] Includes non-controlling interest.
[5] Annualized.

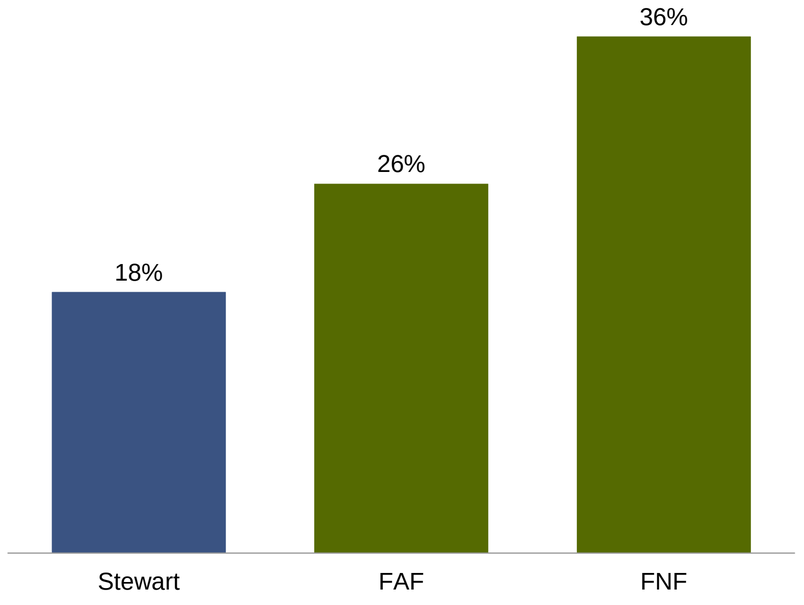
Significant Opportunities for Expansion and Organic Growth

Ability to Increase Market Share in Key States and Grow in Most Attractive Channels

Significant Opportunity to Grow in Top 10 States
(Stewart Market Share by Written Premium[1])



Stewart's Proportion of Commercial Direct Business vs. Top 2 Players[2]



Source: ALTA
[1] Top 10 states represent 56% of total title written premiums for FY2020.
[2] Commercial direct revenue as a percentage of total direct revenue for FY2020. Includes international for Stewart.

Strong Execution of Stewart's M&A Strategy

	Description	Requirements for Capital Deployment	Illustrative Acquisitions
Scale in Attractive Title Markets	• Includes direct residential, commercial, international, and agency business • Acquisition of individual title agencies to fold into Stewart direct channel • Acquisition of smaller title underwriters	• Consolidating transactions with agents that can offer greater upside potential for both Stewart and the agent • Accretive with potential synergies • Attractive financial profile	Title First Agency – Jul-2021 Thomas Title & Escrow – Jun-2021 Prima Title, LLC – Apr-2021 ET Investments – Sep-2020 Yukon Title Company – Sep-2020 stewart title of sacramento and placer – Sep-2021
Build Out Real Estate Services	• Adjacent capabilities that can be offered alongside Stewart's core title products • Adds scale to existing offerings	• Increase Stewart's value proposition to key distributors • Accretive with potential synergies • Attractive financial profile	Proteck Valuation Intelligence – Oct-2020 United States Appraisals – Jun-2020
Strengthen Technology to Improve the Consumer Experience	• Ongoing assessment of technologies to drive an improved customer experience —Leverage data, automation and digitization capabilities	• Consider impact on competitive position, rate of return, and other factors • Potential for expense and / or revenue synergies over time	Informative Research – Sep-2021 CloudVirga – May-2021 ASK Services – Mar-2021 PropStream – Nov-2021 Signature Closers, LLC – Feb-2021 NotaryCam – Dec-2020

Geographic Mix Opportunity

States in which Stewart has acquired core title operations in the past two years

