

Mission Statement

PHLY is a team of motivated, high achievers committed to delivering innovative products and unsurpassed service to niche insurance markets. By maintaining a disciplined approach to business, we provide greater security for our policyholders and superior value for our shareholder. We believe that integrity and mutual respect are the foundation of long-term and fulfilling relationships with our employees, customers, and business partners.

Regional Offices

For more information regarding other products or to download forms and applications, please visit our website at: PHLY.com.

Lessors Contingent and Excess Liability



10 REASONS WHY™

Ten Reasons to Choose Philadelphia Insurance Companies for Lessors Contingent and Excess Liability

1. Pay-on-behalf of wording versus indemnity
2. Defense Costs in addition to the limits of liability
3. Toll free claim services with special expertise in adjusting auto leasing losses
4. No 30 day I.S.O. limitation provision
5. Counterfeit Title Errors & Omissions coverage
6. Admitted insurance carrier versus Excess & Surplus lines
7. Truth in leasing
8. Odometer Errors & Omissions coverage
9. Reduced due diligence requirements with the use of an approved tracking service
10. Responds over another company's underlying coverage

Corporate Office

Bala Cynwyd, PA
(800) 873-4552
(610) 617-7940 Fax

Central Region

Independence, MO
(877) 439-7459
(866) 823-1864 Fax

Florida Region

Altamonte Springs, FL
(877) 672-7945
(877) 846-4830 Fax

Metro Region

Lawrenceville, NJ
(866) 586-6122
609-512-3141 Fax

Mid-Atlantic Region

Harrisburg, PA
(877) 562-2342
(717) 558-7541 Fax

North Central Region

Naperville, IL
(800) 547-9967
(630) 428-9639 Fax

Northeast Region

Stoughton, MA
(888) 292-3881
(877) 748-1162 Fax

Northwest Region

Tigard, OR
(800) 669-9497
(800) 364-6809 Fax

Ohio Valley Region

Dublin, OH
(877) 521-8234
(866) 890-2509 Fax

Rocky Mountain Region

Littleton, CO
(866) 608-5898
(303) 200-5341 Fax

Southeast Region

Kennesaw, GA
(800) 303-1728
(770) 218-0600 Fax

Southwest Region

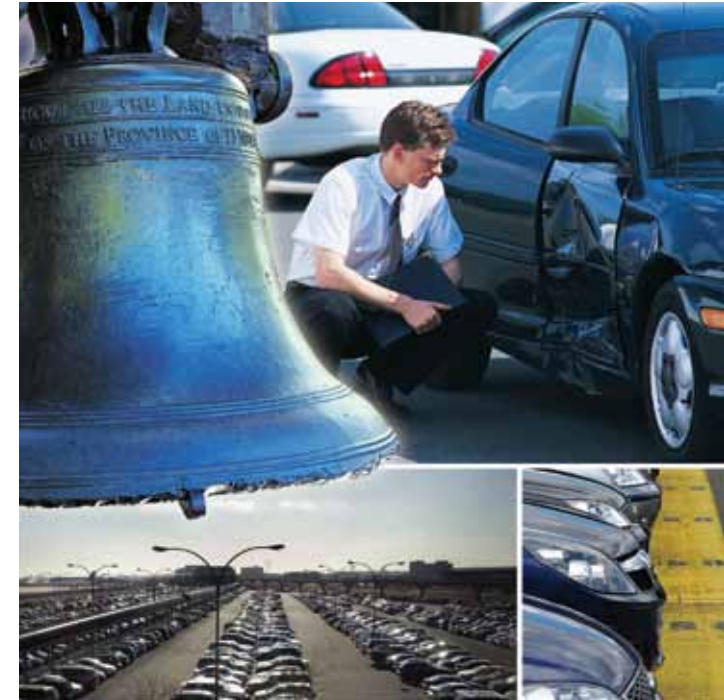
Addison, TX
(866) 246-5254
(972) 488-8530 Fax

Sunbelt Region

Mission Viejo, CA
(800) 994-4121
(949) 582-1425 Fax

Western Region

Roseville, CA
(800) 846-9484
(866) 458-7695 Fax



Focus on the things that Matter,
We'll Handle the Risk!®

LOSS CONTROL SERVICES

- Phone: (800) 873-4552
- Risk Management Advice from Law Firms
 - Loss Assistance Hotline
 - Incident Report Forms
 - Driver Safety Training Seminars

CLAIMS REPORTING

Phone: (800) 765-9749
Fax: (800) 685-9238
E-mail: claimsreport@phlyins.com

- Gather Facts, Mitigate Loss, Inventory Damage

PAYMENT OPTIONS

- Phone: (877) 438-7459
E-mail: custserv@phlyins.com
- Direct Billed
 - Interest-Free Installments Available
 - MasterCard, Visa, AmEx, Electronic Checks

TOKIO
MARINE
GROUP



PHILADELPHIA
INSURANCE COMPANIES

A Member of the Tokio Marine Group

Focus on the things that Matter, We'll Handle the Risk!®



Program Details

Philadelphia Insurance Companies specializes in the automobile leasing industry. We understand how to provide a flexible and comprehensive insurance program for risks all across the United States.

Key Benefits

Lessors Contingent Liability

- Provides coverage for the lessor (owner) of vehicles leased to others. Coverage applies if the lessee's insurance is not in force, or coverage is written at limits lower than required by the lease agreement or is otherwise uncollectible at the time of an accident. This coverage applies only when the underlying insurance required by the lease contract is not available to the lessor
- Contingent liability limits of \$100,000 per person, \$300,000 per occurrence Bodily Injury and \$50,000 per occurrence Property Damage are provided

Lessors Contingent Physical Damage

- Coverage applies if the lessee's physical damage insurance is not in force or is otherwise uncollectible at the time of an accident
- Contingent physical damage deductibles of \$1,000 are available for both comprehensive and collision. \$30,000 maximum payment per loss is applicable, higher limits are available upon request

Excess Liability

- This coverage provides excess liability insurance to protect the lessor up to a stated limit in the event the lessor is named as an additional defendant due to an accident caused by or involving the lessee. Excess liability coverage is not available unless Contingent liability coverage is also purchased
- Excess liability limits from \$500,000 to \$10,000,000 available
- Lessor is required to exercise due diligence as defined in the policy in obtaining and maintaining evidence of primary automobile liability and physical damage insurance in accordance with the terms of the lease agreement

Benefits to Leasing Company

- Contingent liability coverage provided under this program remains in force for an indefinite period after the underlying
- Insurance becomes uncollectible so long as the lessor is using reasonable means to recover and repossess the car. Coverage does not automatically terminate 30 days after cancellation of the underlying insurance, as with some other policies
- Legal defense costs under Contingent liability coverage is fully provided
- The leasing company, as owner of the vehicles, can operate with "peace of mind" even though the lessee has obtained outside insurance coverage

Loss Control Services

- Product specific web-based loss control solutions through LossControl.com
- Free online interactive Defensive Driver Training course and examination
- Regular e-flyer communications on current Loss Control issues and Large Loss Lessons Learned
- Strategic partnership with best in class vendor for discounted background & motor vehicle record (MVR) checks

Documents Required for Proposal

- Completed, signed, and dated PHLY application and any applicable supplement(s)
- Currently valued insurance company loss runs for the current policy period plus three (3) prior years
- Copy of all letters for insurance follow - up
- Current complete copy of lease agreement

Company Profile

In operation since 1962, Philadelphia Insurance Companies designs, markets, and underwrites Commercial Property/Casualty, Personal Lines, and Professional Liability insurance products incorporating value added coverages and services for select markets. Nationally recognized as a premier niche underwriter, the Company became a public corporation in 1993. The Company has field offices strategically located nationwide to provide local service to our agents and policyholders.

The Company has three underwriting divisions:

- Commercial Lines
- Management & Professional Liability
- Personal Lines

Philadelphia Insurance Companies provides competitively priced policies, local service relationships, and differentiated coverage features designed to provide a win-win relationship with our customers.

A.M. Best Rating

The Company's two insurance subsidiaries are pooled for risk assumption and accumulated surplus. A.M. Best Company has assigned the insurance subsidiaries an 'A++' (Superior) rating.

Standard & Poor's

Assigned 'A+' for counterpart credit and financial strength.

Ward's

Nationally recognized as a member of Ward's Top 50 Benchmark group of Property/Casualty insurance companies for outstanding achievement in the areas of financial strength, claims performance, and consistently favorable underwriting results.

Forbes Magazine

Forbes Magazine has recognized Philadelphia Insurance Companies as one of the 400 Best Big Companies in America.

Philadelphia Insurance Companies is the marketing name for the insurance company subsidiaries of the Philadelphia Consolidated Holding Corp., a Member of the Tokio Marine Group. Coverage(s) described may not be available in all states and are subject to Underwriting and certain coverage(s) may be provided by a surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds and insureds are therefore not protected by such funds.