

Increasing Faith

UNSHAKABLE BOND



2018
ANNUAL REPORT

PRESIDENT'S MESSAGE

INCREASING FAITH AND AN UNSHAKABLE BOND

As I reflect on 2018, I am reminded of the resiliency and faithfulness of the ministries we serve. Many experienced record cold, record rainfall, unprecedented fire loss, and so much more. But through it all, ministries leaned on each other, finding a common bond in their desire to share the gospel, regardless of the obstacles.

As Ecclesiastes 3:4 reminds us, there is a time to weep, and a time to laugh; a time to mourn, and a time to dance. We had opportunity for all those emotions in 2018, and we're thankful for them all, because we know God was with us in the midst of each one.

From the very beginning, Brotherhood Mutual emerged from a desire to serve Christian ministries. This commitment is central to our mission—it's why we exist. Helping more than 12,000 churches, schools, and related ministries repair, restore, or rebuild in 2018 was a great privilege. But each of our more than 60,000 customers is on our heart as we step forward into the year ahead.

When ministries are impacted by property damage or a liability claim, they're focused on the care of their people and a quick return to their mission. They don't need to waste time or resources dealing with an insurance company that doesn't understand their ministry. That's why we're constantly enhancing our products and coverages—because we're focused on ministry, and we support its calling to make fully-committed disciples.

Whether it's through innovative property or liability coverages, commercial auto, payroll and tax services, risk management guidance, or helping to navigate today's complex legal issues, we desire to help ministries thrive. That's why we use a select group of agents who not only share our heart for ministry, but they're committed to being experts in ministry insurance.

When you purchase insurance through Brotherhood Mutual, you're not just getting a policy - you're benefiting from agents dedicated to superior service beyond the initial sale and who are solely focused on serving Christian ministries.

As I think about our future, I am excited about the opportunity to come alongside an increasing number of churches, schools, and ministries. It's my promise that we'll be there to help Christian ministries push the boundaries of sharing the gospel, because our ultimate goal is Advancing the Kingdom by Serving the Church.



Running together,

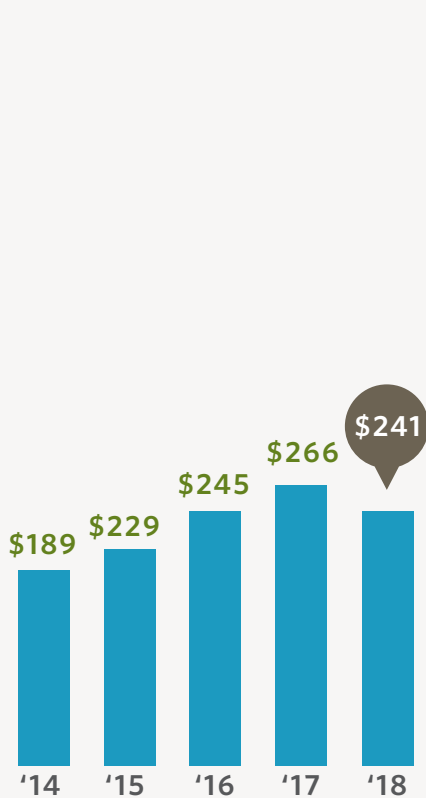
A handwritten signature in black ink, appearing to read 'Mark Robison'.

MARK ROBISON | CHAIRMAN & PRESIDENT
Brotherhood Mutual Insurance Company

2018 FINANCIALS

2017		2018
\$348,900,352	Premiums Earned	\$393,810,420
(\$231,637,604)	Losses and Loss Expense Incurred	(\$304,913,540)
(\$116,189,739)	Underwriting Expense Incurred	(\$129,108,626)
\$1,073,010	Net Underwriting Gain (Loss)	(\$40,211,746)
\$8,353,099	Net Investment Gain	\$15,273,166
\$1,838,509	Other Income	\$1,997,384
(\$368,085)	Dividends to Policyholders	(\$363,422)
(\$2,198,450)	Federal Income Taxes	\$9,185,533
\$8,698,082	Net Income (Loss)	(\$14,119,085)

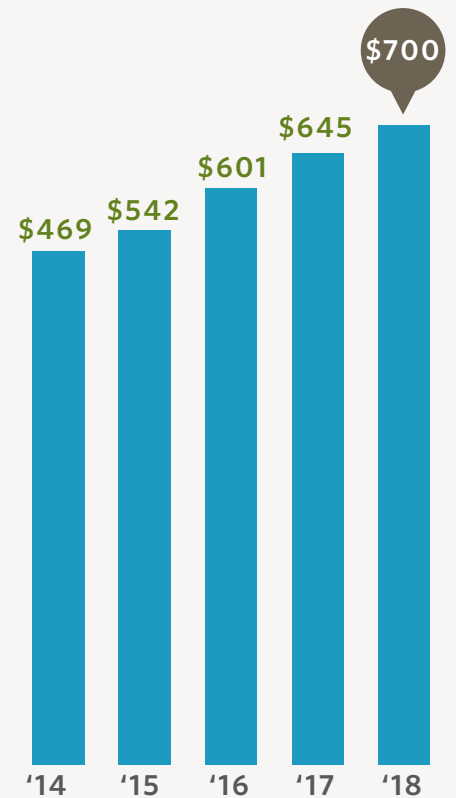
POLICYHOLDERS' SECURITY FUND



DIRECT WRITTEN PREMIUM



ADMITTED ASSETS



(The three charts above are in millions)

FULFILLING OUR PROMISE

In serving Christian ministries, Brotherhood Mutual carries on a tradition that dates back to our company's creation. The promise our founders made is the same promise we live out every day: Advancing the Kingdom by Serving the Church®.

During the past year, we came alongside thousands of ministries, helping them recover and restore, so they could focus on advancing the gospel.



Brotherhood Mutual insures **more than 60,000 ministries**.



In 2018 **more than 12,000 customers** were able to rebuild damaged or destroyed buildings, replace stolen property, pay medical bills, defend against lawsuits, and much more after experiencing losses during the year.



In **2018**, we had more than **112,000 policies**.

As we look to the future, we see ourselves exploring even more opportunities to fulfill the scriptural mandate of Galatians 6:2, our founding verse: Bear one another's burdens, and so fulfill the law of Christ. (ESV)

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6400 Brotherhood Way, Fort Wayne, Indiana 46825