

# Partner Education Series

Kendra Heredia, AVP National Business Development

Christian Groux, VP Region III Business Development

April 16, 2024



# Agenda

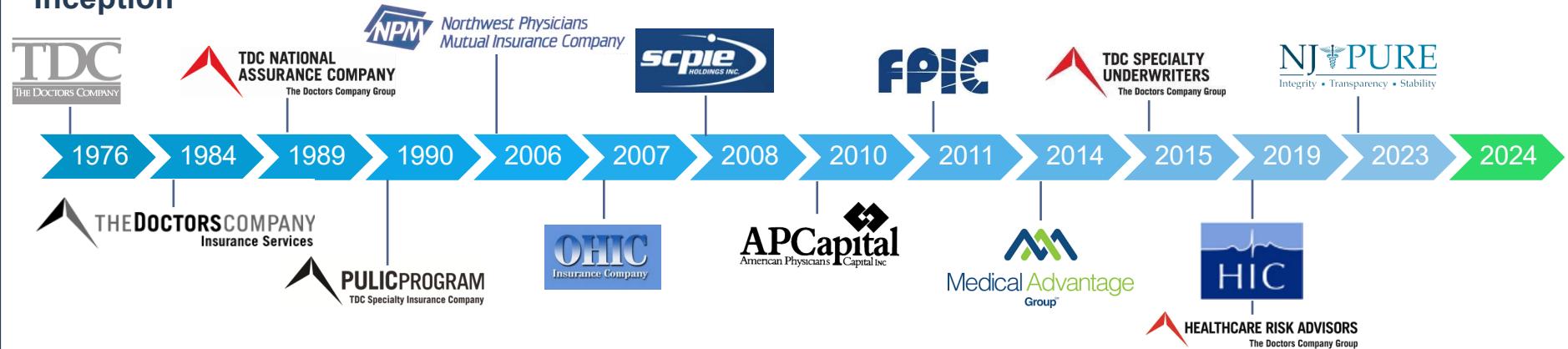
- Introductions
- The Doctors Company History & Overview
- Growth & Appetite
- Value Propositions
- Market Outlook

## **Our Mission**

To Advance, Protect, and Reward  
the Practice of Good Medicine

# TDC Mergers & Acquisitions

## Inception

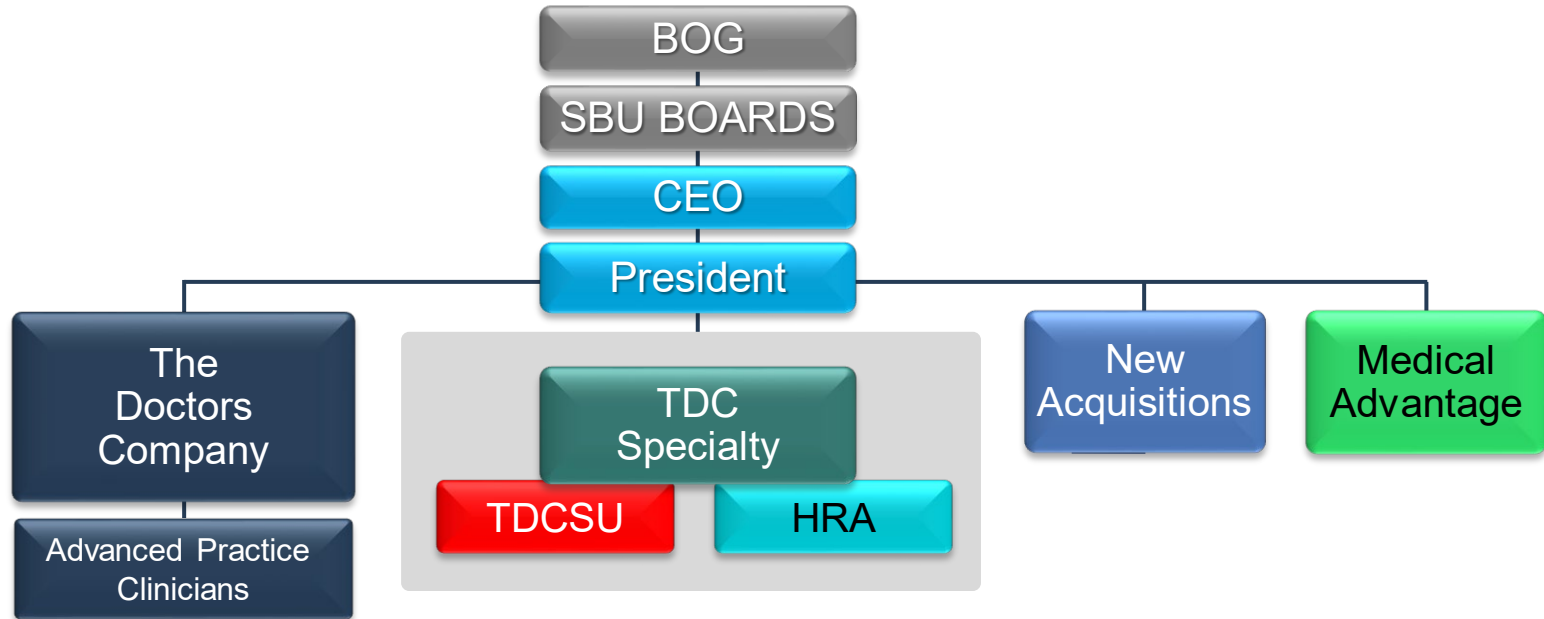


# Top 10 MPL Insurers 2022

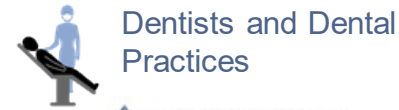
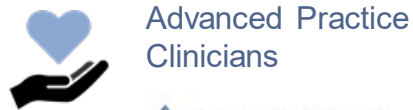
Rank	Insurer	Direct Premiums Written	Company Type	Target Markets
1	Berkshire Hathaway	1,932,000	Multiline	All
2	<b>The Doctors Company</b>	<b>1,128,000</b>	<b>Specialist</b>	<b>Physicians, Hospitals</b>
3	ProAssurance	717,000	Specialist	Physicians, Other Professionals
4	CNA	636,000	Multiline	Other Professionals, Other Facilities
5	Coverys	526,000	Specialist	Physicians, Hospitals, Other Facilities
6	MAG Mutual	480,000	Specialist	Physicians
7	MCIC Vermont RRG	460,000	RRG	Hospitals
8	Liberty Mutual	329,000	Multiline	Other Professionals, Other Facilities
9	Chubb	209,000	Multiline	Other Professionals, Other Facilities
10	W.R. Berkley	202,000	Multiline	Hospitals, Other Professionals

# TDC Group 2024

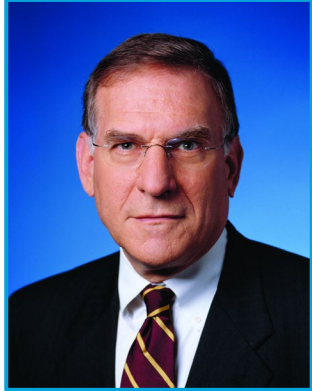
## Complementary, Best Imaginable Service, National Scale



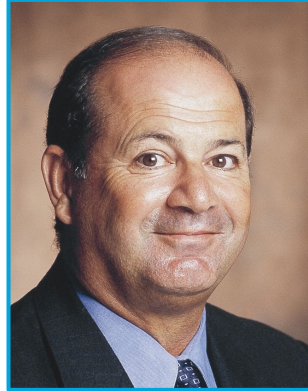
# TDC Group Customer Synergies



# National Leadership: The Doctors Company



**Richard E. Anderson**  
MD, FACP  
Chairman and CEO



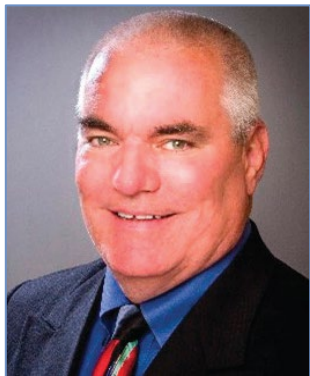
**Robert E. White Jr.**  
President



**Deepika Srivastava**  
Chief Operating Officer



# Leadership: Region I



**Steve  
Freedman**  
SVP  
Regional  
Operating Officer



**Jason  
Sexton**  
VP  
Business  
Development



**Deanna  
Christopherson**  
VP  
Underwriting



**Allen  
Jones**  
VP  
Claims



**Julie  
Ritzman**  
VP  
PS/RM

# Leadership: Region II



**Tammy  
Clark**  
SVP  
Regional  
Operating Officer



**Brian  
Dalton**  
VP  
Business  
Development



**Sonya  
Ziegler**  
VP  
Underwriting



**Blake  
McLendon**  
AVP  
Underwriting



**Brittnie  
Hayes**  
VP  
Claims



**Paul Nagle**  
VP  
PS/RM

# Leadership: Region III



**Lou  
Sicilian**  
SVP  
Regional  
Operating Officer



**Christian  
Groux**  
VP  
Business  
Development



**Laura  
Archer**  
VP  
Underwriting



**Mike  
Tamucci**  
VP  
Claims



**Robin  
Wessels**  
VP  
PS/RM

# National Business Development



**Laura  
Kline**  
SVP  
Business  
Development



**Bruce  
Anderson**  
VP  
Business  
Development



**Kendra  
Heredia**  
AVP  
Business  
Development



**Johanna  
Moreno**  
Director  
Events

# Regional Business Development



**Edgard  
Gomez**  
Director  
Region I



**Zach  
Manoogian**  
Director  
Region II



**Jeff  
Shawcross**  
Director  
Region II

# Agency Support



**Matt  
McDowell**  
VP  
Business  
Development



**Darren  
Aliga**  
Manager  
Agency  
Management

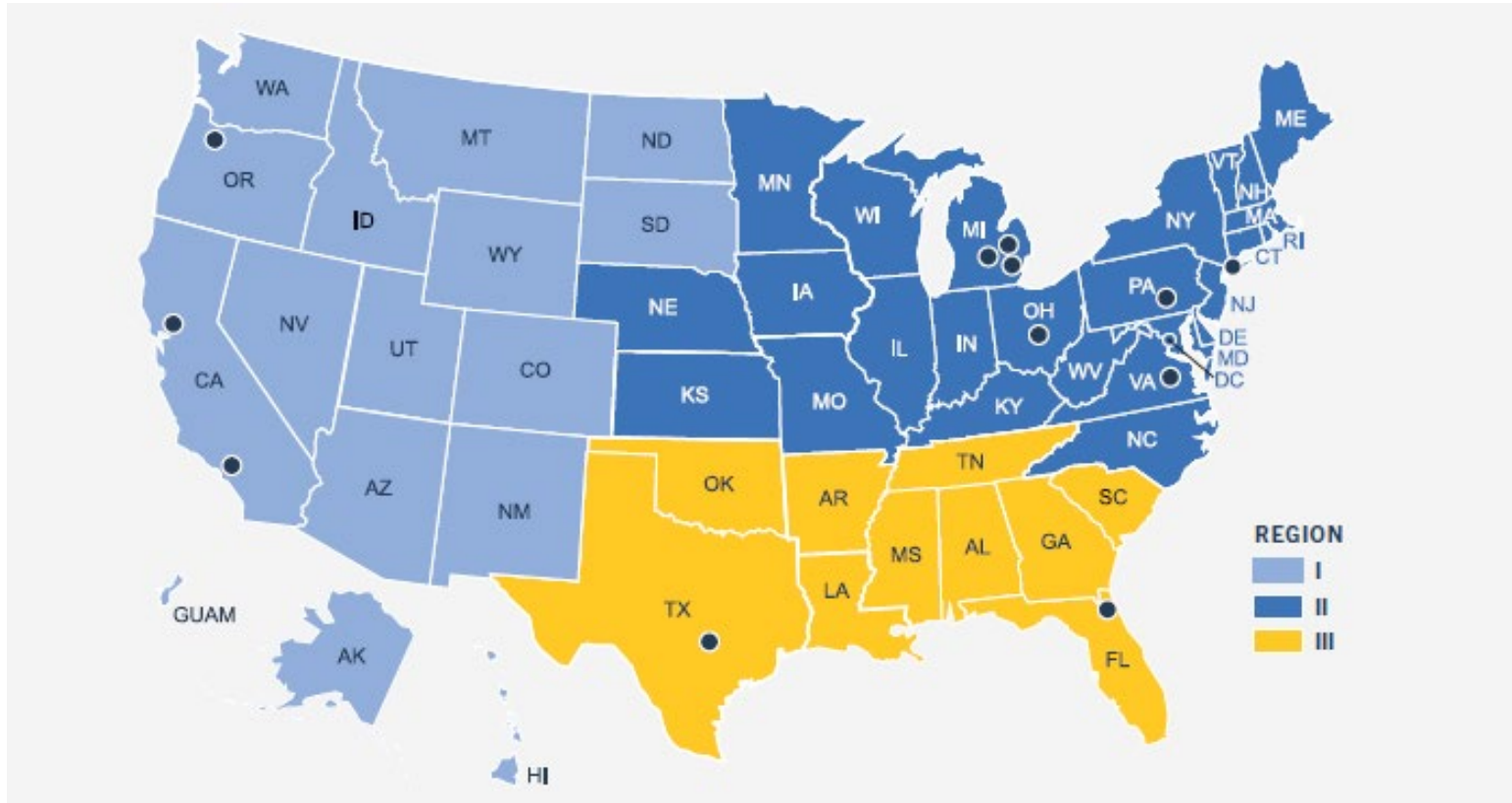


**Emma  
Diaz**  
Analyst II  
Agency  
Support



**Tracy  
Warner**  
Analyst  
Agency  
Support

# TDC MPL Business Development Contacts



# TDC MPL Business Development Contacts

## REGION I

### Admitted Risks

RegionIsubmissions@thedoctors.com

#### JASON SEXTON

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#### EDGARD M. GOMEZ, MHA

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## REGION II

### Admitted Risks

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#### BRIAN DALTON

(NJ, NY)

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brian.dalton@thedoctors.com

#### ZACH MANOOGIAN

(IL, IN, KY, OH, MI, WV, PA)

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zmanoogian@thedoctors.com

#### JEFF SHAWCROSS

(CT, DC, DE, IA, KS, MA, MD, ME, MN, MO, NC,  
NE, NH, RI, VA, VT, WI)

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jeff.shawcross@thedoctors.com

## REGION III

### Admitted Risks

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#### CHRISTIAN GROUX

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cgroux@thedoctors.com

## NATIONAL BUSINESS DEVELOPMENT KEY CONTACTS

#### BRUCE ANDERSON Vice President, National Business Development

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#### KENDRA HEREDIA Assistant Vice President, Business Development

512.275.1851 kheredia@thedoctors.com



# Agency Distribution & Benefits

- Selective Distribution
- Chairman's Circle & Key Agency Program
  - Find an Agent Link
  - Co-Marketing Funds
  - Annual Meeting Invitations
  - Annual International Incentive Trip Invitations
- Various Commission Incentive Programs
- Bonus Programs
- Joint Social Media Opportunities

# Growth & Appetite

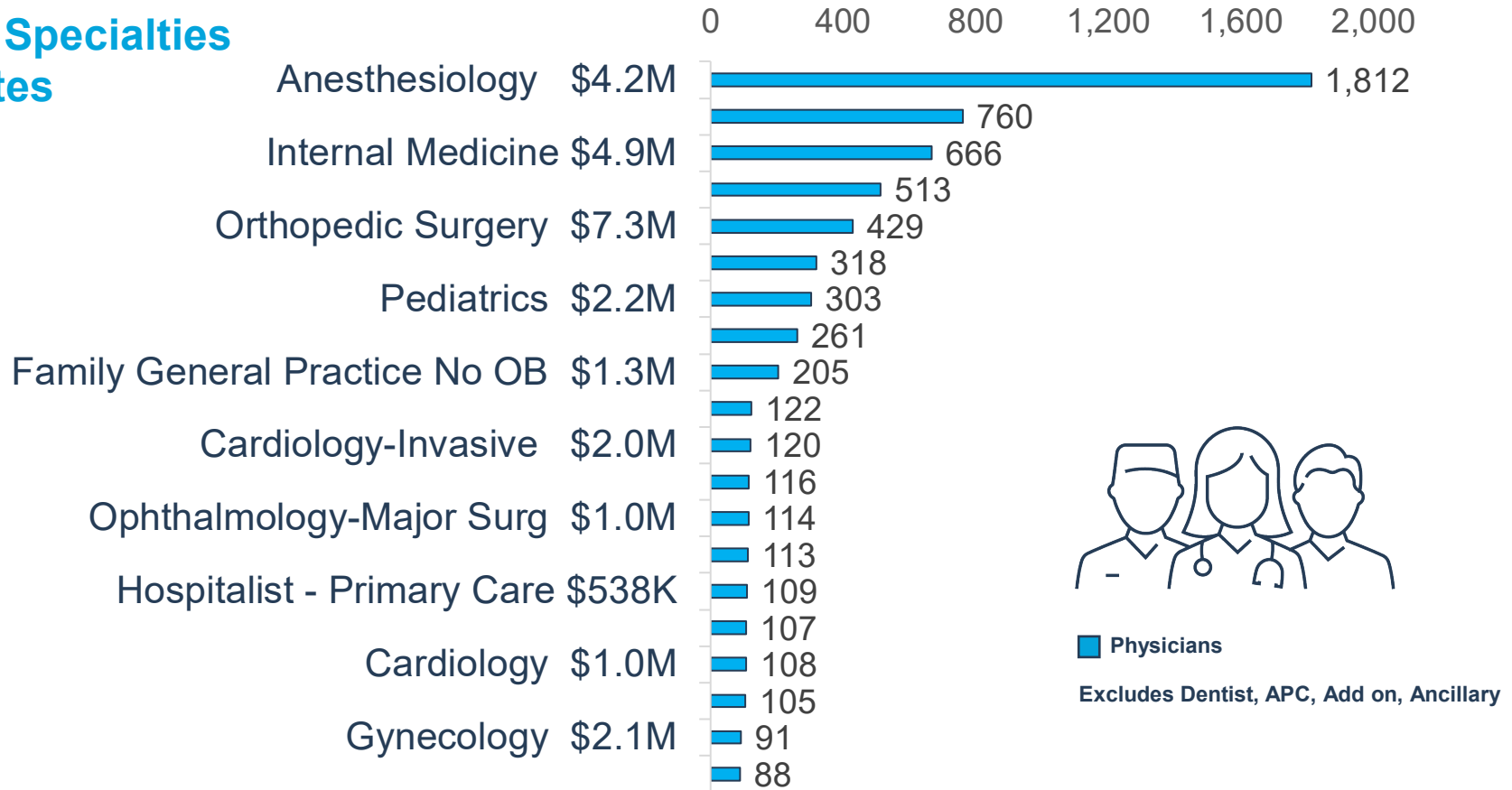


# TDC MPL Clinicians by Specialty 12/31/23

Rank	Specialty	Doctor Count	% of Member Count
1	General Dentistry	16,534	18.08%
2	Internal Medicine	6,331	6.92%
3	Per Diem	5,376	5.88%
4	Anesthesiology	5,232	5.72%
5	Family General Practice <i>No Surgery</i>	4,200	4.59%
6	Nurse Practitioner	4,068	4.45%
7	Certified Nurse Anesthetist	2,990	3.27%
8	Urgent Care Medicine	2,919	3.19%
9	Psychiatry	2,860	3.13%
10	Pediatrics	2,766	3.03%

# New Business Written 1/1/22 – 12/31/23

## Top 20 Specialties All States



## Policy-Level Submissions +13.8% in 2023

## TDC MPL brokers wrote \$88.3M in new business premium

- \$59.5M MPL & \$28.8M HIC/HRA

## Digital Enablement

- Premium Indication (Quick Quote)
- APC: Fully operational across all states
- Dental: All states enabled on the new CORE platform

# Value Propositions

# Company Strength At A Glance



Unrivaled financial strength and backing for our members



We're the nation's largest physician-owned medical malpractice insurer



Strongest of any national physician-owned medical liability carrier



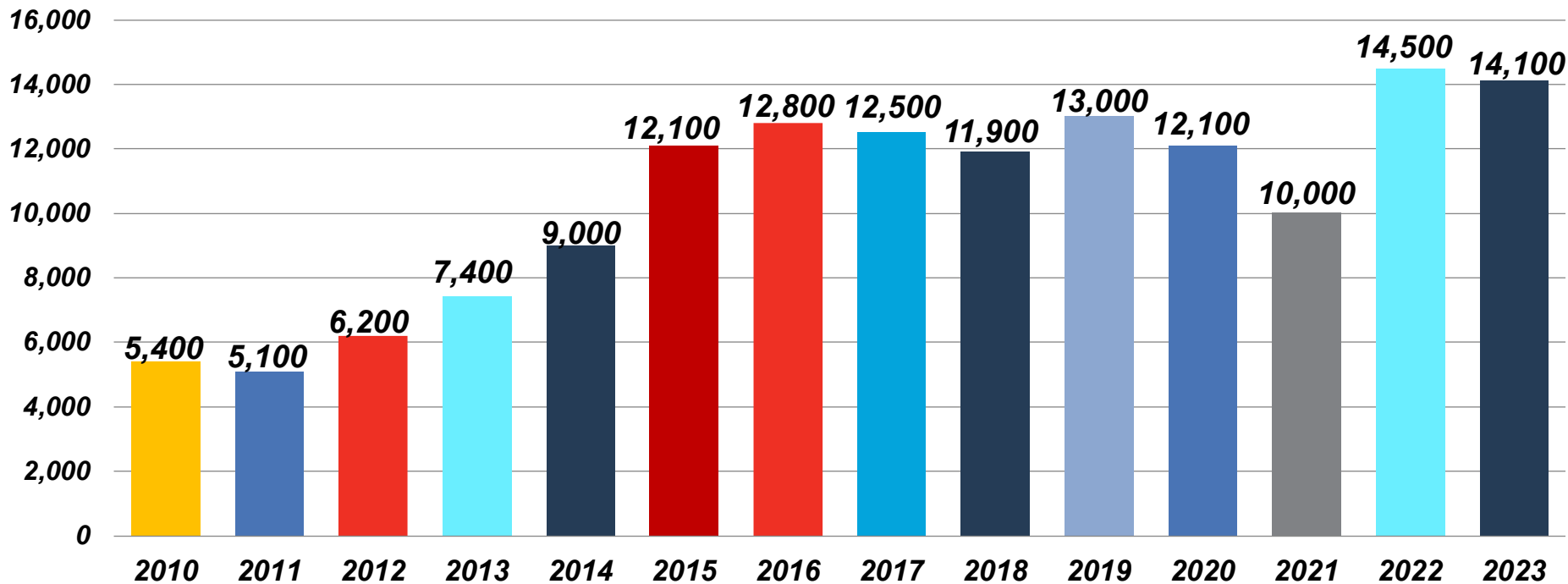
The Doctors Company's AM Best and Fitch Ratings once again put us in the "strong" category for Insurer Financial Strength



# Sustainable Financial Performance

<b>MPL Operating Results</b>	<b>2023 Results</b>
<b>Gross Written Premium</b>	<b>\$ 843,414</b>
<b>New Business Premium</b>	<b>\$ 59,518</b>
<b>Standard Premium Retention</b>	<b>90%</b>
<b>Standard Net Rate Change</b>	<b>3.1%</b>
<b>Expense Ratio</b>	<b>24.8%</b>
<b>Calendar Year Combined Ratio</b>	<b>97.6%</b>

# TDC MPL - 9th consecutive year of adding more than 10,000 new members



*The 2024 dividend amounts  
to **\$14.7 million**, totaling **\$470  
million to date.***

# Dividend Update

State	2021	2022	2023	2024
Colorado	10%	5%	3%	-
Florida	4.5%	4%	5%	7%
Idaho	0%	5%	4%	2%
Illinois	-	-	-	8%
Maryland	3%	3%	5%	10%
Massachusetts	-	-	-	8%
Michigan	0%	3%	3%	7%
Montana	-	-	8%	8%
North Carolina	10%	5%	3%	6%

# Dividend Update

State	2021	2022	2023	2024
Ohio	8%	8%	6%	9%
Texas	-	-	-	5%
Virginia	7%	7%	5%	5%
Washington	-	5%	7.5%	7.5%
Wyoming	-	-	7.5%	10%
ACS	-	-	-	-
AAO-HNS	-	10%	10%	7%
AANS	-	-	-	-
ASPS	10%	-	-	4%

# Tribute Plan



**\$150  
MILLION**  
TRIBUTE  
AWARDS PAID

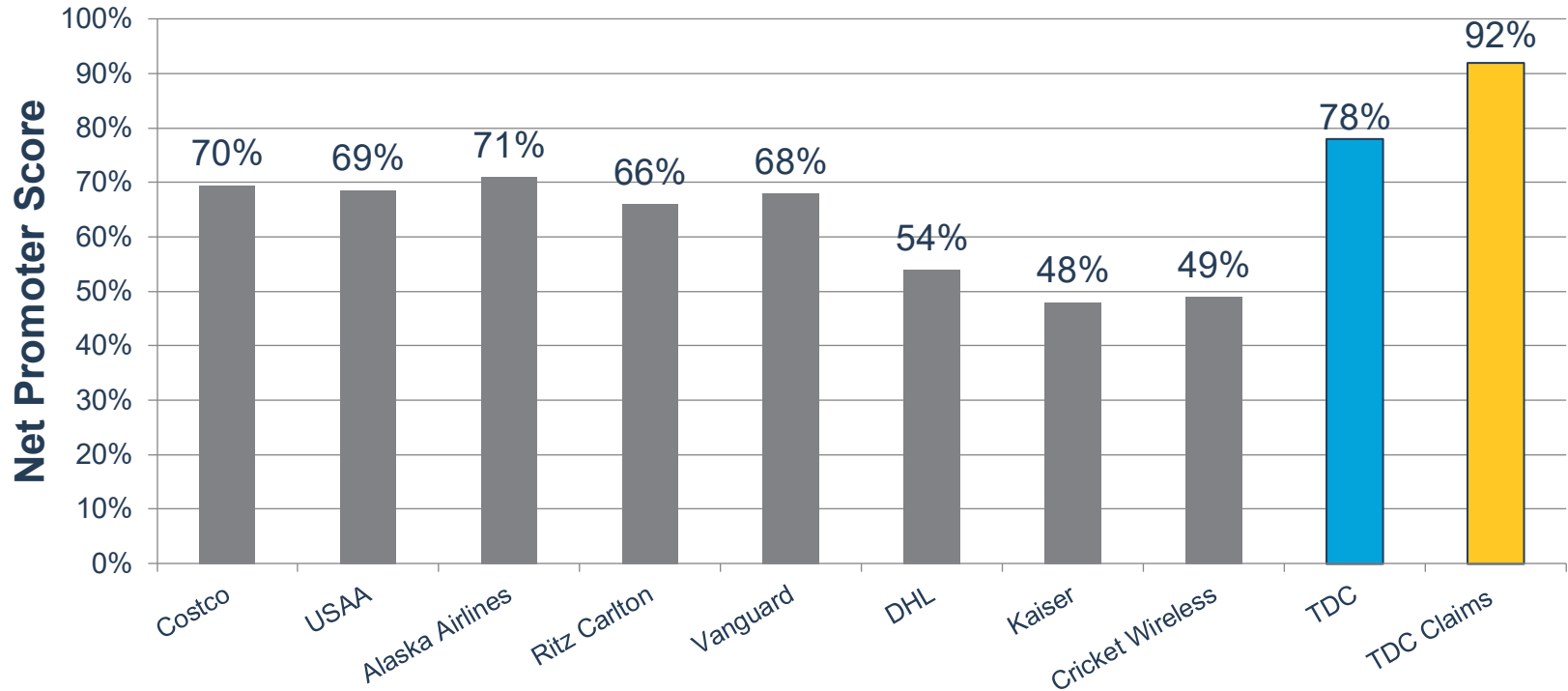
**REWARDING  
MEMBERS**  
for Practicing Good Medicine

**5,000+**  
Members with  
balances over  
\$25,000

**18,000+**  
Members with  
balances over  
\$10,000.

**\$264,808**  
Highest Tribute  
award to date

# Best Imaginable Service: Net Promoter Scores



# TDC Group: Government Relations

**We are your Advocates at all levels of Government, Nationwide:  
Legislative, Judicial, Regulatory**

## **TDC Group Toolkit:**

- Dedicated in-house government relations team, TDC Group lobbyists & consultants at state and Federal levels
- Partnerships in every state including tort-reform and issue-oriented coalitions, trade associations, and professional societies
- TDC Member grassroots activation/outreach
- Political Action program



# Legislative and Public Policy Environment

BY THE NUMBERS (as of 8/1/2023)

**158,543**

bills were introduced  
(Federal and State combined)

**4,545**

of those have been  
identified as impactful to  
TDC Group's members

**326**

insurance  
regulation

**546**

civil litigation/  
procedure bills

**415**

reproductive  
healthcare bills

**151**

gender affirming  
healthcare bills

**203**

medical  
crime bills

**3,095**

practice of  
medicine

**358**

scope of practice/independence  
for Advanced Practice  
Providers/Clinicians

**31**

damage  
awards

**224**

data usage and  
privacy legislation

**651**

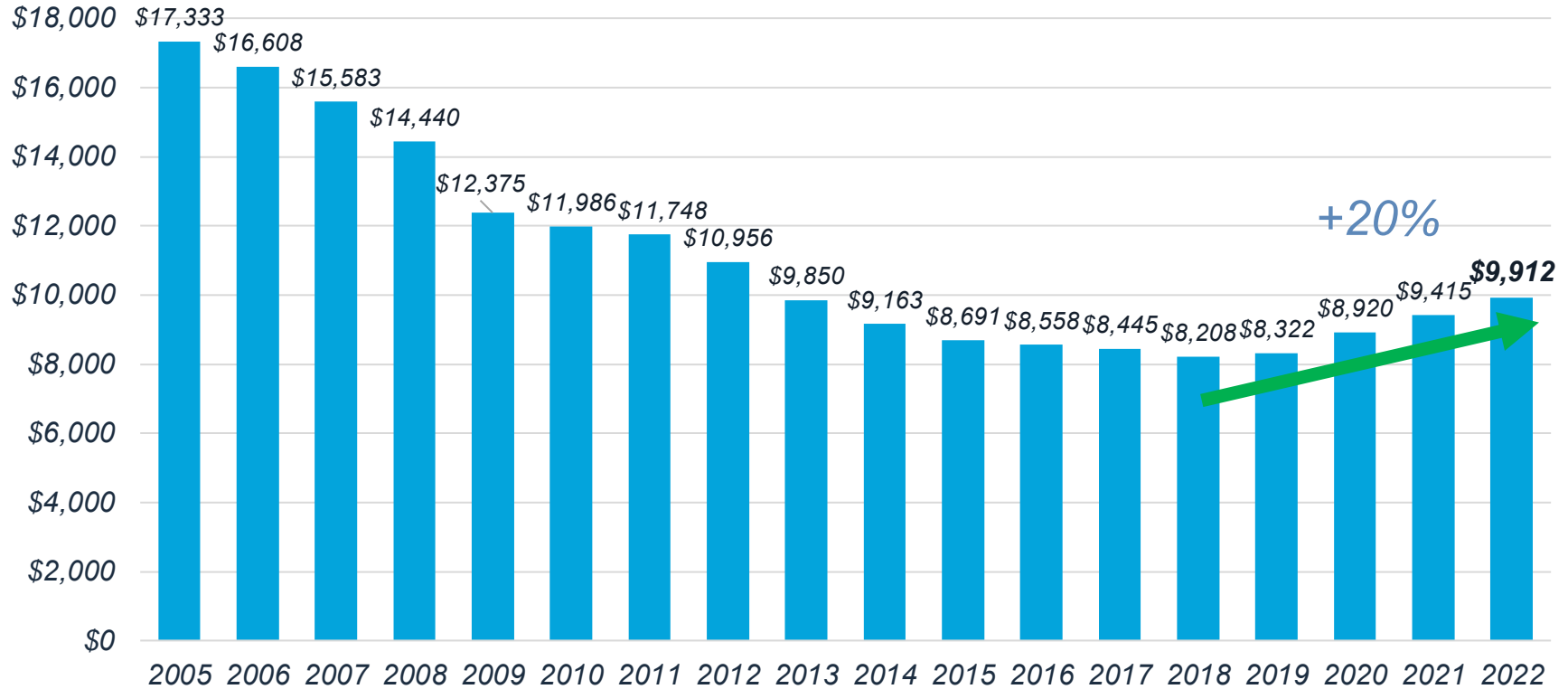
healthcare  
facilities

**379**

medical  
liability

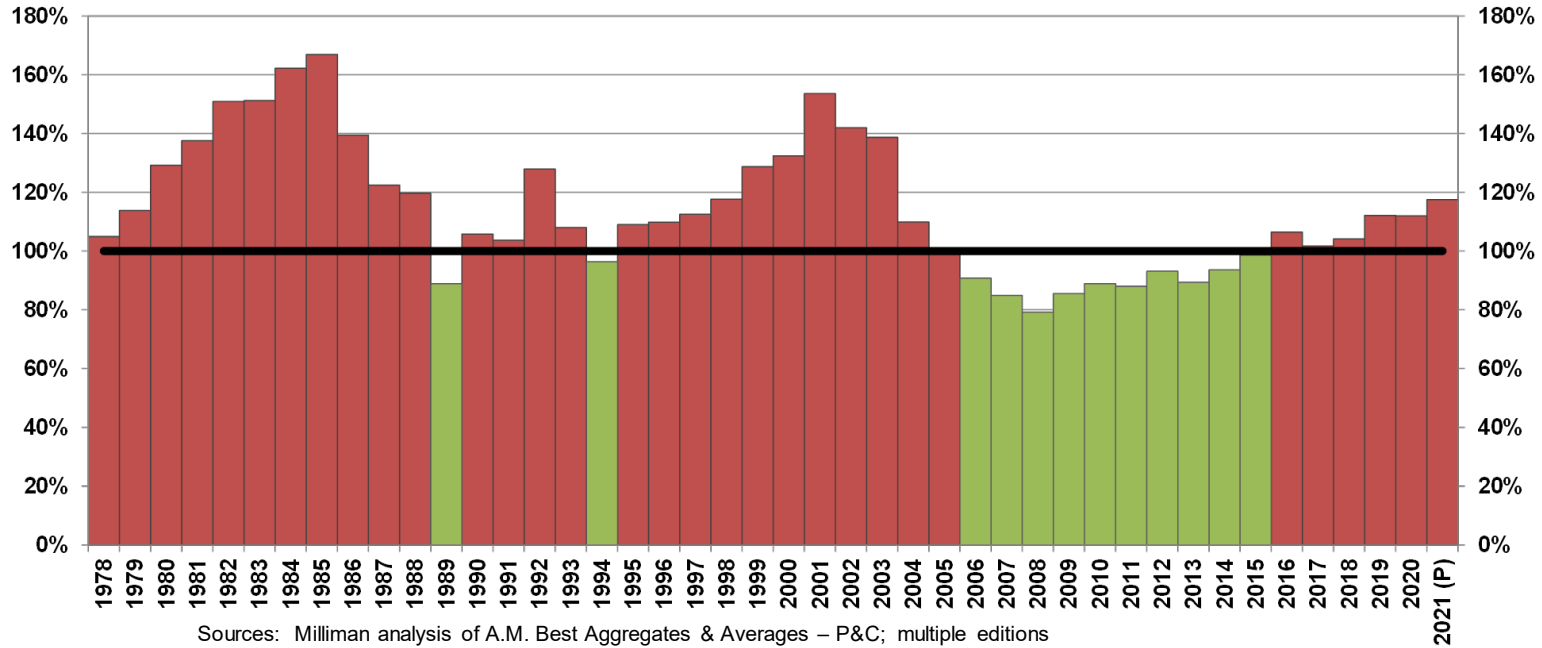
# MPL Market Outlook

# TDC MPL Average Physician Premium



# Firming Market Drivers

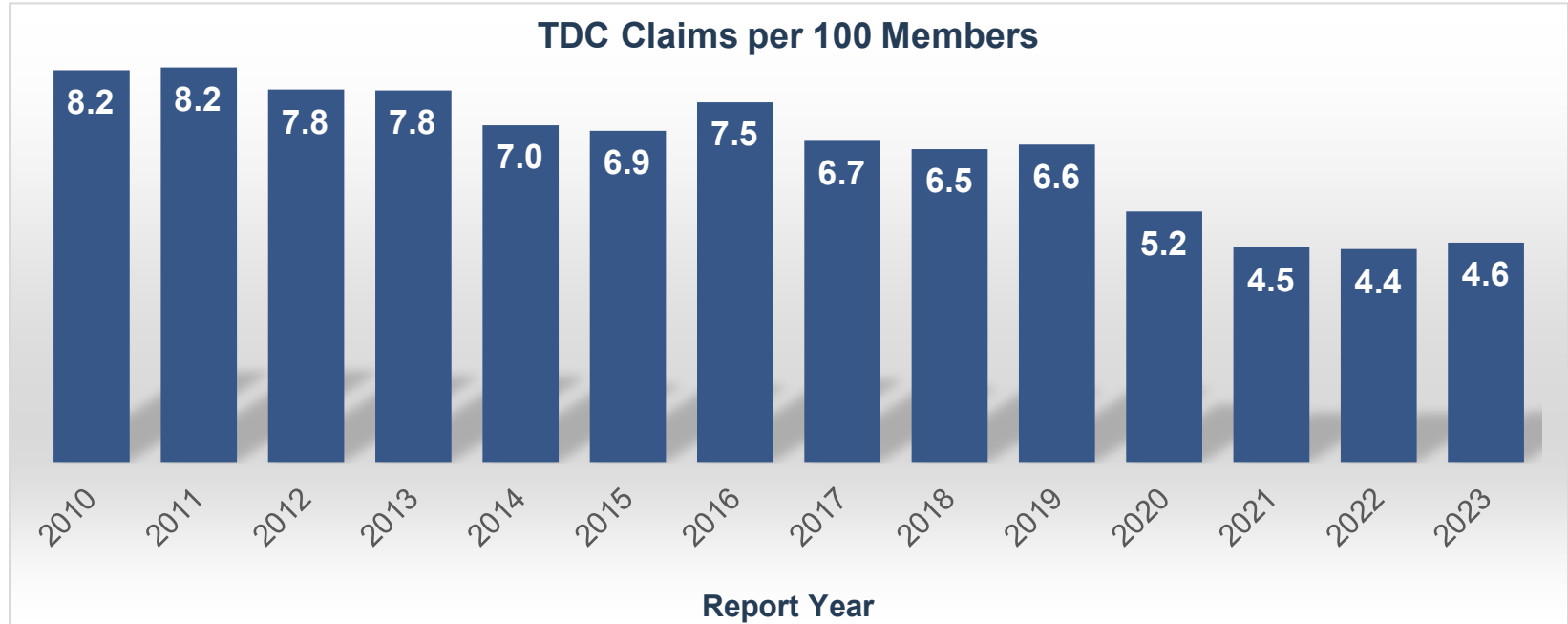
MPL Combined Ratio  
Industry Aggregate, after Policyholder Dividends



Sources: Milliman analysis of A.M. Best Aggregates & Averages – P&C; multiple editions  
 Milliman analysis of P&C insurance statutory data as provided by S&P Global Market Intelligence  
 2021 from A.M. Best Review & Preview; February 2021 edition

From Chad Karls' May 2021 Presentation "State of the MPL Insurance Industry." Used with permission.

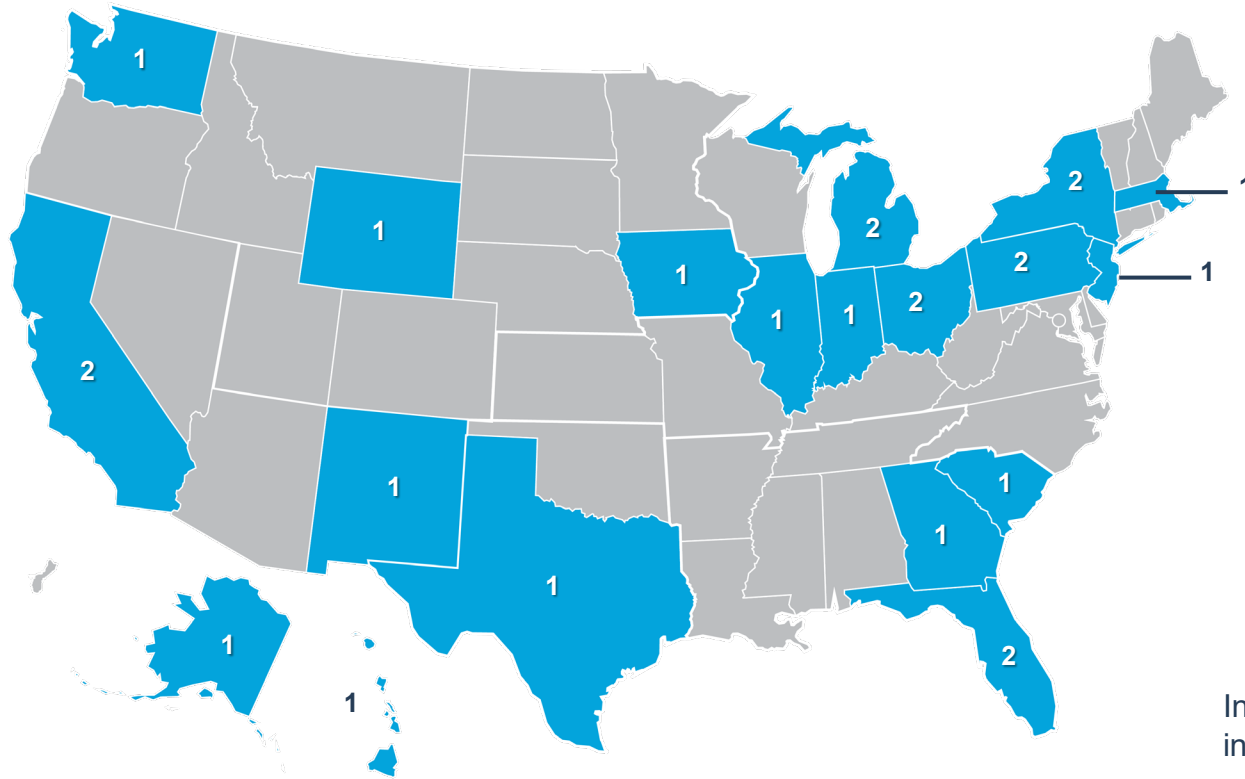
# TDC Frequency



# TDC Severity - Average Cost to Close Each Claim by Year Reported

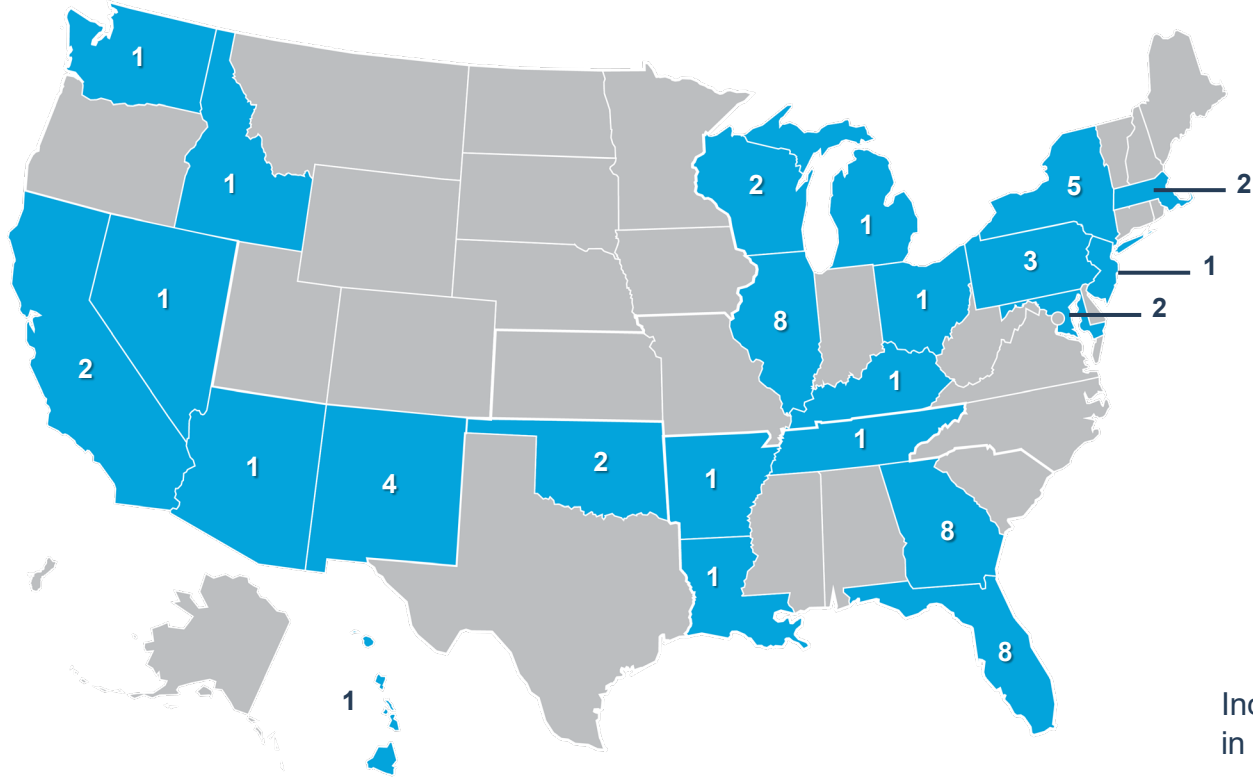


# 19 States, 25 MPL Jury Verdicts \$10M+ in 2018



Includes Federal verdicts  
in HI, MA, PA and IN

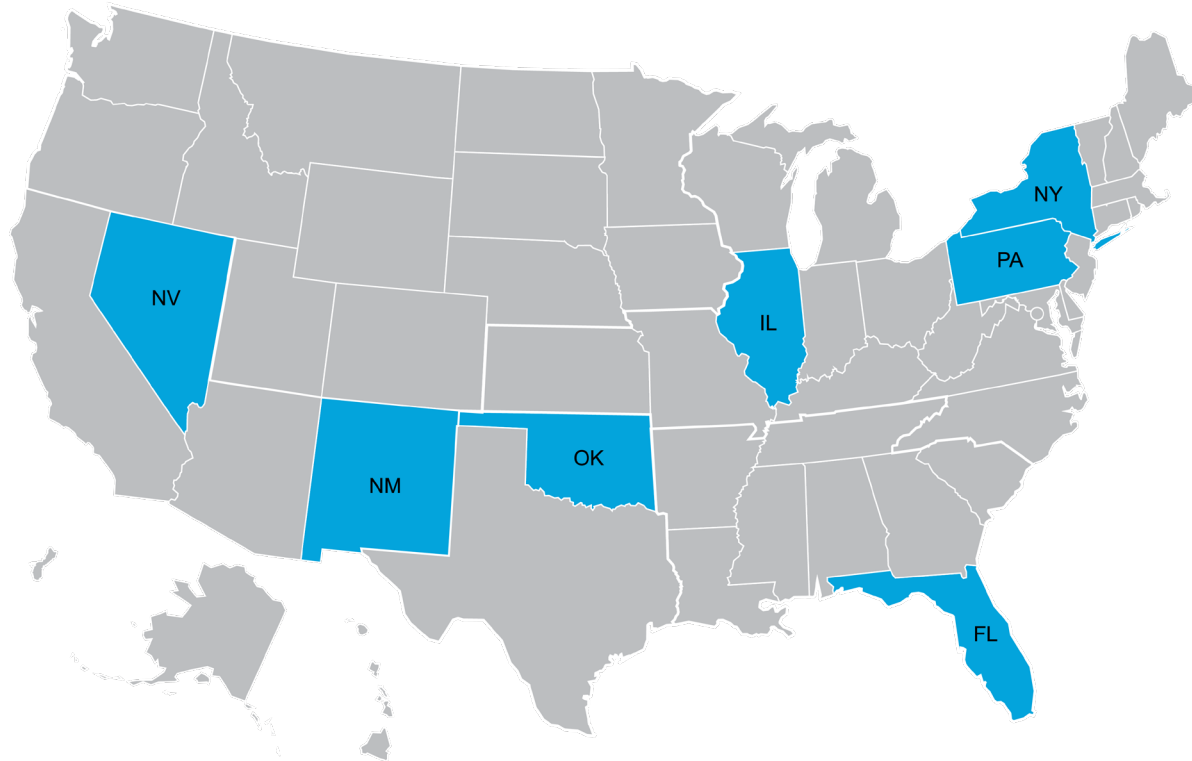
# 23 States, 58 MPL Jury Verdicts \$10M+ in 2023



Includes Federal verdicts  
in HI and OK

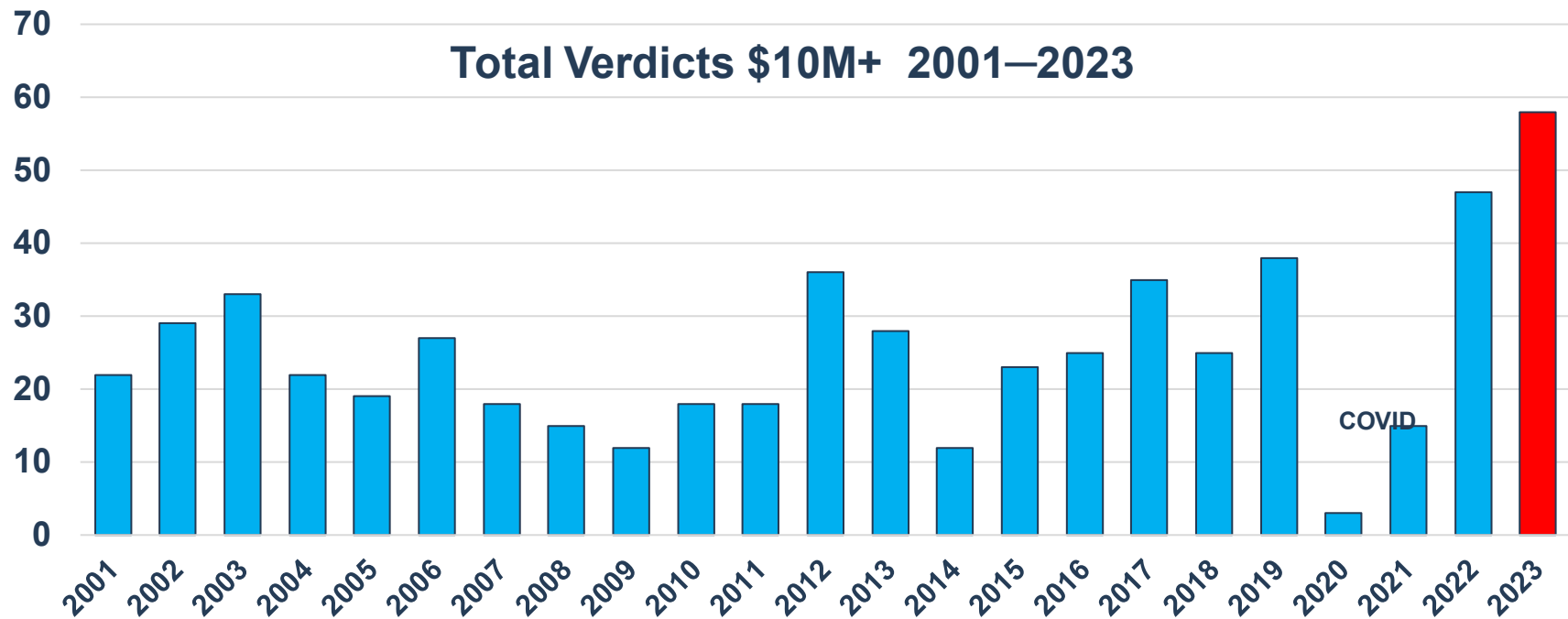


# States with Top MPL Jury Verdicts in 2023



<b>\$485.0M</b>	Rio Arriba Co., NM
<b>\$261.4M</b>	Sarasota Co., FL
<b>\$182.7M</b>	Philadelphia, PA
<b>\$120.0M</b>	Westchester Co., NY
<b>\$82.0M</b>	Federal Court (OK)
<b>\$68.0M</b>	New Mexico
<b>\$55.0M</b>	Chicago, IL
<b>\$52.0M</b>	Albuquerque, NM
<b>\$48.0M</b>	Broward Co., FL
<b>\$47.0M</b>	Las Vegas, NV*

# Medical Professional Liability Jury Verdict Trends



# The State of Healthcare: Persistent Issues

Nuclear verdicts – a challenge that is here to stay

“Verdicts are the yardstick by which all settlements are measured. That's where the damage is done.”

*Robert E. White, President, TDC Group*

# In Closing



Thank you for your  
partnership.