

# ProAssurance.

Treated Fairly

# **Investor Update**

Third Quarter 2022

September

# ProAssurance Overview



## The ProAssurance Mission

We exist to **Protect Others.** 

## Corporate Values

Integrity | Leadership | Relationships | Enthusiasm

#### Our Brand Promise

We will honor these values in the execution of **treated fairly** to perform our mission and realize our vision.

#### At a Glance



#### • Healthcare-centric specialty insurance writer

- Specialty Property & Casualty
  - Healthcare Professional Liability (HCPL)
  - Life Sciences and Medical Technology Liability
  - Innovative Specialty Team
- Workers' Compensation Insurance
- Segregated Portfolio Cell (SPC) Reinsurance
- Lloyd's of London Syndicates
- Total Assets: \$5.8 billion
- Shareholders' Equity: \$1.1 billion
- Claims-Paying Ratings
  - A.M. Best: "A" (Excellent)
  - Fitch: "A-" (Strong)
- 20 locations, with operations in three countries
  - 1,071 employees
- Writing in 50 states & DC

Business Unit	Principal Offices	Employees	Lines of Business
HCPL	8	595	Healthcare professional liability
Medmarc	1	33	Medical technology liability
Innovative Specialty Team	1	99	Podiatrists, chiropractors, dentists, and lawyers
Eastern	8	250	Workers' Compensation & captive facilities (all lines)
PRA Corporate	1	94	Corporate functions
			Underwriting Offices Claims Offices Claims/Underwriting Office ★ Corporate Headquart
	Cayr	nan Islands 🚅	<b>A</b>

All employee and financial data as of 9/30/22.

### ProAssurance Executive Leadership





#### Ned Rand - President & Chief Executive Officer

Mr. Rand became President and CEO in 2019, after serving as COO, CFO, Executive VP, and Senior VP of Finance at ProAssurance since joining the company in 2004. Prior to joining ProAssurance, he served in a number of financial roles for insurance companies.

Mr. Rand is a CPA and graduate of Davidson College (B.A., Economics)



Mike Boguski President Specialty P&C



Noreen Dishart
Executive Vice President
&
Chief Human Resources Officer



Dana Hendricks
Executive Vice President
&
Chief Financial Officer



Jeff Lisenby
Executive Vice President
&
General Counsel



Kevin Shook
President
Workers' Compensation &
Segregated Portfolio Cell
Reinsurance

Executive Team bios available on our website at Investor.ProAssurance.com/OD

#### ProAssurance Board of Directors



A - Audit Committee C - Compensation Committee E - Executive Committee N/C - Nominating/Corporate Governance Committee <u>Underlined</u> - Chair



Bruce D. Angiolillo Independent Chair



Kedrick D. Adkins, Jr



Fabiola Cobarrubias, MD



Samuel A. Di Piazza, Jr A, E



Maye Head Frei



M. James Gorrie N/C



Ziad R. Haydar, MD



Edward L. Rand, Jr



Frank A. Spinosa, DPM N/C



Scott C. Syphax



Katisha T. Vance, MD N/C



Thomas A.S. Wilson, Jr, MD N/C

#### ProAssurance Brand Profile



#### **Specialty P&C**

#### **Healthcare Professional Liability**

















Medical Technology & Life Sciences Products Liability



**Legal Professional Liability** 



#### **Workers' Comp**







**Alternative Risk Transfer** 



### ProAssurance Reports Financial Results in Five Segments



# ProAssurance Specialty Property & Casualty

- Healthcare Professional Liability (HCPL) insures healthcare providers and facilities, including E&S coverages
- Innovative Specialty Team (IST) insures podiatrists, chiropractors, dentists, and lawyers
- Medmarc insures medical technology and life sciences companies that manufacture or distribute products

#### Eastern Alliance Workers' Compensation

- Specialty underwriter of workers' compensation products and services
- Focused in the East, South, and Midwest regions of the United States
- Guaranteed cost, policyholder dividend, retro-rated, deductible, and alternative solutions policies available

## Inova Re/Eastern Re SPC Reinsurance

- Segregated Portfolio Company structure
- Workers' compensation and healthcare professional liability coverage in a Cayman-based captive
- Industries include healthcare, forestry, staffing, construction, petroleum, marine and recreation, and social services

#### **Lloyd's Syndicates**

• The results from our participation in Lloyd's of London Syndicates. Participation has been reduced to 5% of one syndicate (1729) in the past two years.

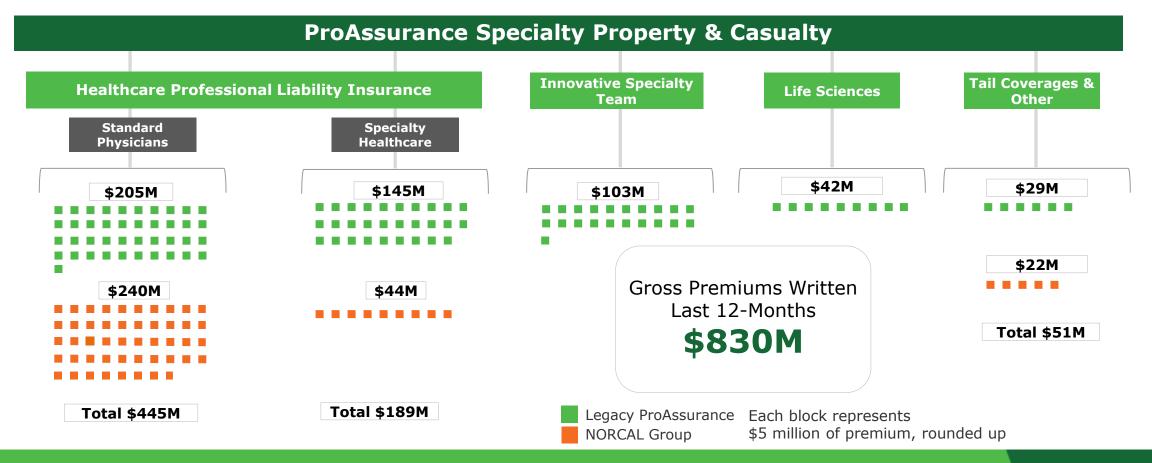
## ProAssurance Corporate

- Reports our investment results, interest expense, and U.S. income taxes
- Includes corporate expenses and includes non-premium revenues generated outside of our insurance entities
- Company-wide administrative departments reside in ProAssurance Corporate

### Specialty Property & Casualty



- Deep expertise and broad product spectrum in healthcare and related sciences
- Consolidation in HCPL → demand for comprehensive insurance solutions
- Innovative Specialty Team (Small Business Unit) → deliver products and services efficiently to the small business healthcare community and related businesses



#### Workers' Compensation Insurance



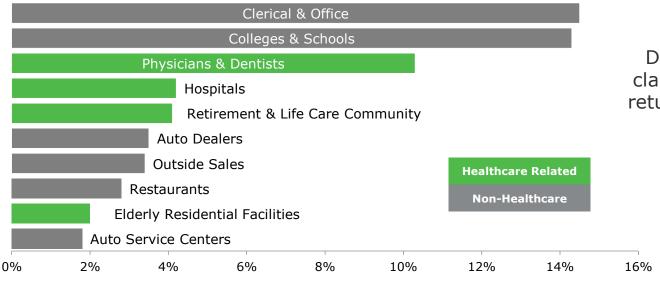
Disciplined individual account underwriting with focus on rate adequacy in rural territories

- Guaranteed Cost Policies
- · Loss-Sensitive Dividend Plans
- Deductible Plans
- Retrospective Rating Plans
- ParallelPay-"Pay as you Go"
- Specialty Risk (high hazard)
- Claims Administration and Risk Management

# Top 10 Classes of Business by Payroll Exposure (Traditional Business\*)

as of 12/31/2021





Dedicated to effective claims management and returning injured workers to wellness



- Wide diversification over 600 class codes and 32 market segments, primarily in rural territories
- Opportunity for organic growth outside of Pennsylvania (40% of premium) and Indiana (11% of premium)
- Proactive claim-closing strategies key to being recognized as a **short-tail writer** of workers' compensation
  - o Between 2011 and 2020, averaged approximately 38% faster claims closure rate than industry
  - o No claims open from 2004 and earlier, net of reinsurance, and 27 net claims open from 2014 and prior
  - o Pharmacy spend as a percent of medical payments of 3.6% compared to the industry average of 14%
- Value-added risk management services and claims/underwriting expertise cement brand loyalty

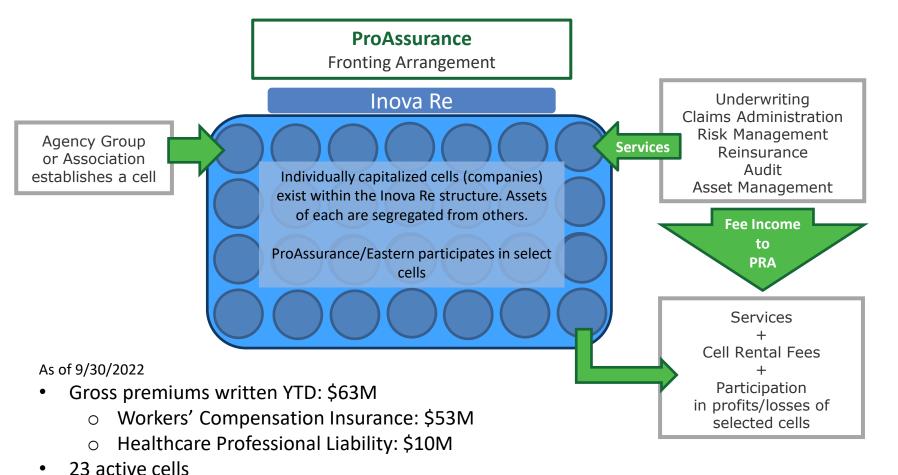
<sup>\*</sup>Excludes alternative markets business ceded to the Segregated Portfolio Cell Reinsurance segment

### Segregated Portfolio Cell Reinsurance

PROASSURANCE,
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- HCPL and workers' compensation captive insurance solutions through Inova Re (Cayman Islands)
- SPCs are a high ROE product with favorable retention results
- Low capital requirement







- Strategic partnerships with select independent agencies looking to manage controllable expenses
- Alternative market solutions are in high demand
- Value-added risk management services and claims/underwriting expertise

### Financial Ratings & Balance Sheet Highlights



- ProAssurance is recognized for our **financial strength** by top rating agencies
- We maintain a balance sheet that ensures **stability and security** for our customers
- Our conservative reserving philosophy enables success over the insurance cycles

Rating Agency	Financial Strength Rating	Date
AM Best	"A"¹	4/26/2022
Fitch*	"A-" <sup>2</sup>	10/20/2022
Moody's	"A3"	7/22/2022

Balance Sheet Highlights 9/30/2022							
Total Assets	\$5,783,319						
Total Investments	\$4,385,507						
Net Loss Reserves	\$3,544,928						
Total Debt (less Issuance Costs)	\$426,436						
Shareholders' Equity	\$1,065,996						
Book Value per Share	\$19.75						

\$ in thousands, except per share data

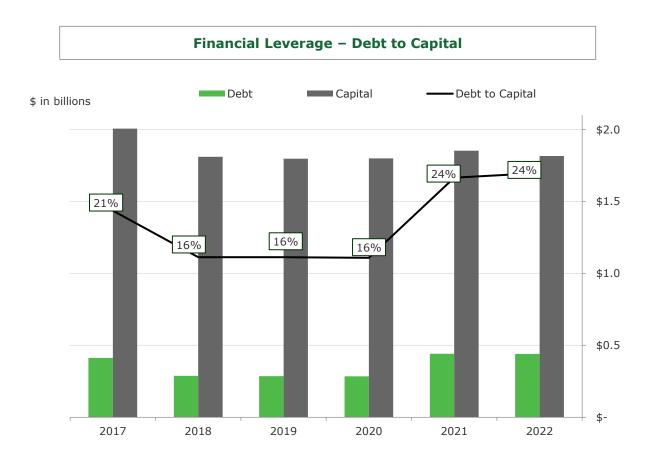
<sup>1</sup> ProAssurance Group only – AM Best assigns a rating of "A-" (excellent) to NORCAL Group

<sup>2</sup> Excludes NORCAL Group, which has not yet been rated by Fitch

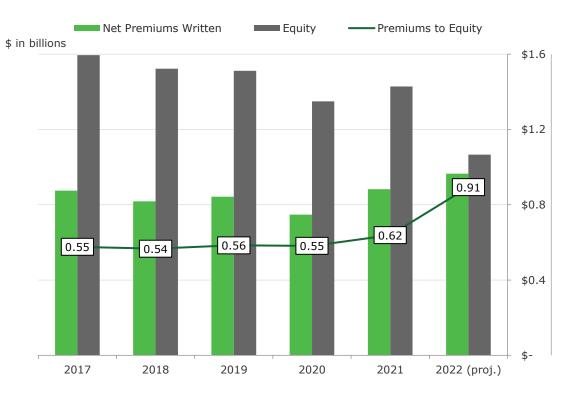
All financial rating information is available on our website: https://investor.proassurance.com/financial-information/financial-ratings/default.aspx

### ProAssurance Leverage Update









- \$427M debt at 9/30/2022
  - \$177M of Contribution Certificates from NORCAL acquisition
  - \$250M 5.3% 10-year notes due 11/15/2023
- \$250M revolving credit facility, \$50 million "accordion" option, no outstanding borrowing

Targeted Premium to Equity ratio is 0.75:1

# Success in Competitive Markets

#### A Foundation in Excellence



Superior brand identity and reputation in the market

#### Specialization

• Deep expertise and commitment to our customers throughout the insurance cycles enable us to outperform our peers over time

#### **Experienced & Collaborative Leadership**

• Average executive leadership tenure of 20 years with PRA or subsidiaries

#### History of Successful M&A

 Selective M&A with best-in-class partners, and nearly 20 transactions in our 46 year history

#### Scope & Scale

 Regional hubs combined with local knowledge of market dynamics and regulatory environments



"From our earliest days, we have operated with a strategy both responsive to near-term challenges and proactive to long-term opportunity."

-Ned Rand President & CEO



#### **Specialty Property & Casualty**

- Closed our acquisition of the NORCAL Group
  - Added ~\$300 million\* of business to our Standard Physicians line
  - Added ~\$1.6 billion<sup>†</sup> to our investment portfolio
  - Expanded market share in profitable territories
- > Reduced our combined ratio by 20 points year-over-year
  - Improved net loss ratio and expense ratio
- > Improved retention
- > Renewal rate increase of 8% for Standard Physicians
- Renewal rate increase of 12% for Specialty Healthcare

#### **Workers' Compensation Insurance**

- > Reduced expense ratio by 1.1 points for the year
- Closed 58% of 2020 and prior claims during 2021
- > Experienced lowest frequency in ten years (with the exception of accident year 2020)

\*NAIC Data

†NAIC before purchase accounting

All data as of 12/31/2021

# Appendix

## Income Statement Highlights (9/30/22)



	Three Months Ended			Nine Months Ended				
				Septen	nbe			
		2022		2021		2022		2021
Gross Premiums Written	\$	308.4	\$	308.7	\$	879.5	\$	741.9
Net Premiums Earned	\$	258.4	\$	272.2	\$	771.3	\$	698.6
Net Investment Result	\$	17.9	\$	34.5	\$	73.1	\$	85.7
Net Investment Gains (Losses)	\$	(8.3)	\$	0.5	\$	(45.7)	\$	20.2
Total Revenues	\$	273.1	\$	309.7	\$	812.0	\$	811.3
Net Losses and Loss Adjustment Expenses	\$	198.1	\$	223.4	\$	585.2	\$	555.0
Underwriting, Policy Acquisition & Operating Expenses	\$	80.7	\$	66.8	\$	229.8	\$	200.5
Gain on bargain purchase	\$	_	\$	_	\$	_	\$	74.4
Net Income (Loss) (Includes Realized Investment Gains & Losses)	\$	(9.1)	\$	12.2	\$	(14.3)	\$	112.0
Non-GAAP Operating Income (Loss)	\$	(3.0)	\$	13.8	\$	21.0	\$	42.5
Non-GAAP Operating Income (Loss) per Diluted Share	\$	(0.06)	\$	0.25	\$	0.39	\$	0.79

In millions, except per share data | Subject to rounding

## Specialty P&C Financial Highlights (9/30/22)



	Three Mon	iths Ended	Nine Months Ended				
		Septer	mber 30				
	2022	2021	2022	2021			
Gross Premiums Written	\$ 238.0	\$ 235.1	\$ 663.5	\$ 515.4			
Net Premiums Earned	\$ 192.8	\$ 203.7	\$ 574.3	\$ 488.0			
Total Revenues	\$ 193.6	\$ 204.6	\$ 578.0	\$ 490.8			
Net Losses & Loss Adjustment Expenses	\$ (154.4)	\$ (176.5)	) \$ (457.3)	\$ (417.9)			
Underwriting, Policy Acquisition & Operating Expenses	\$ (51.3)	\$ (36.1)	) \$ (142.3)	\$ (91.4)			
Segment Results	\$ (12.1)	\$ (8.1)	\$ (21.5)	\$ (18.5)			
Current Accident Year Net Loss Ratio	82.9 %	90.0 %	% <b>84.3</b> %	89.7 %			
Effect of Prior Accident Year Reserve Development	(2.8%)	(3.4%)	(4.7%)	(4.1%)			
Net Loss Ratio	80.1 %	86.6 %	79.6 %	85.6 %			
Underwriting Expense Ratio	26.6 %	17.7 %	<b>24.8 %</b>	18.7 %			
Combined Ratio	106.7 %	104.3 %	104.4 %	104.3 %			

## Workers' Compensation Insurance Financial Highlights (9/30/22)





	Three Mor	nth	s Ended	Nine Months Ended					
	September 30								
	2022		2021		2022		2021		
Gross Premiums Written	\$ 63.5	\$	64.6	\$	199.3	\$	194.8		
Net Premiums Earned	\$ 42.1	\$	42.2	\$	124.5	\$	122.9		
Total Revenues	\$ 42.6	\$	42.7	\$	126.2	\$	124.6		
Net Losses & Loss Adjustment Expenses	\$ (28.1)	\$	(31.4)	\$	(83.3)	\$	(85.3)		
Underwriting, Policy Acquisition & Operating Expenses	\$ (14.1)	\$	(13.5)	\$	(40.8)	\$	(38.5)		
Segment Results	\$ 0.3	\$	(2.2)	\$	2.1	\$	0.8		
Current Accident Year Net Loss Ratio	71.7 %		77.8 %		71.8 %		74.0 %		
Effect of Prior Accident Year Reserve Development	(4.8%)		(3.5%)		(4.9%)		(4.6%)		
Net Loss Ratio	66.9 %		74.3 %		66.9 %		69.4 %		
Underwriting Expense Ratio	33.6 %		32.0 %		32.8 %		31.3 %		
Combined Ratio	100.5 %		106.3 %		99.7 %		100.7 %		

## Segregated Portfolio Cell Reinsurance Financial Highlights (9/30/22)





	Three Mon	Ended		Ended			
		Septen	nbe	er 30			
	2022		2021		2022		2021
Gross Premiums Written	\$ 17,879	\$	15,244	\$	62,882	\$	56,455
Net Premiums Earned	\$ 17,811	\$	15,344	\$	53,347	\$	47,500
Net Investment Income	\$ 294	\$	193	\$	617	\$	620
Net Gains (Losses)	\$ (732)	\$	204	\$	(4,225)	\$	2,772
Other Income (Loss)	\$ 1	\$	_	\$	2	\$	2
Net Losses & Loss Adjustment Expenses	\$ (11,407)	\$	(8,693)	\$	(32,170)	\$	(26,560)
Underwriting, Policy Acquisition & Operating Expenses	\$ (5,599)	\$	(4,758)	\$	(15,203)	\$	(15,078)
SPC U.S. Federal Income Tax Expense	\$ (433)	\$	(431)	\$	(1,424)	\$	(1,291)
SPC Net Results	\$ (65)	\$	1,859	\$	944	\$	7,965
Segregated Portfolio Cell Dividend (Expense)/Income	\$ (183)	\$	(1,320)	\$	(1,697)	\$	(5,926)
Segment Results	\$ (248)	\$	539	\$	(753)	\$	2,039
Current Accident Year Net Loss Ratio	67.7 %		67.2 %		67.5 %		66.3 %
Effect of Prior Accident Year Reserve Development	(3.7%)		(10.5%)		(7.2%)		(10.4%)
Net Loss Ratio	64.0 %		56.7 %		60.3 %		55.9 %
Underwriting Expense Ratio	31.4 %		31.0 %		28.5 %		31.7 %
Combined Ratio	95.4 %		87.7 %		88.8 %		87.6 %

In thousands, except ratios | Subject to rounding

## Lloyd's Segment Financial Highlights (9/30/22)



	Three Months Ended			Nine Months Ended				
				Septen	ember 30			
		2022		2021		2022		2021
Gross Premiums Written	\$	6.8	\$	9.0	\$	16.7	\$	31.7
Net Premiums Earned	\$	5.7	\$	11.0	\$	19.3	\$	40.3
Total Revenues	\$	5.9	\$	11.7	\$	19.1	\$	42.8
Net Losses & Loss Adjustment Expenses	\$	(4.2)	\$	(6.8)	\$	(12.4)	\$	(25.3)
Underwriting, Policy Acquisition & Operating Expenses	\$	(1.9)	\$	(3.9)	\$	(6.1)	\$	(15.2)
Segment Results	\$	(0.2)	\$	0.9	\$	0.7	\$	2.3
Current Accident Year Net Loss Ratio		56.2 %		50.4 %		37.8 %		54.5 %
Effect of Prior Accident Year Reserve Development		16.5 %		12.1 %	)	26.4 %		8.2 %
Net Loss Ratio		72.7 %		62.5 %	)	64.2 %		62.7 %
Underwriting Expense Ratio		32.7 %		35.7 %		31.6 %		37.8 %
Combined Ratio		105.4 %		98.2 %		95.8 %		100.5 %

In millions, except ratios | Subject to rounding

## Corporate Segment Financial Highlights (9/30/22)



	Three Months Ended			Nine Months Ended				
				Septen	nbe			
		2022		2021	2022			2021
Net investment income	\$	24.4	\$	18.7	\$	66.1	\$	49.4
Equity in earnings (loss) of unconsolidated subsidiaries	\$	(6.9)	\$	15.2	\$	5.9	\$	34.0
Net investment gains (losses)	\$	(7.4)	\$	0.3	\$	(40.4)	\$	17.4
Other income	\$	4.7	\$	1.5	\$	10.4	\$	3.8
Operating expenses	\$	8.9	\$	6.9	\$	26.7	\$	19.1
Interest expense	\$	5.5	\$	5.8	\$	14.9	\$	14.2
Income tax expense / (benefit)	\$	(2.7)	\$	0.2	\$	(6.2)	\$	1.4
Segment results	\$	3.0	\$	22.8	\$	6.7	\$	70.0

In millions | Subject to rounding

## YTD 2022 Net Investment Result and Equity Rollforward



	2022
Beginning Equity	\$1,428,387
Employee Stock Transactions	3,835
Earnings	(14,344)
Dividends	(8,105)
Treasury Stock	(3,252)
Unrealized G/L	(340,525)
Total Equity	\$1,065,996

Data shown in thousands

(\$ in millions)	9/:	30/2022	9/3	0/2021	С	hange
Net Investment Income						
Fixed maturities	\$	67,275	\$	53,969	\$	13,306
Equities		2,514		1,790		724
Short-term investments including Other		2,965		1,539		1,426
BOLI		635		1,752		(1,117)
Investment fees and expenses		(6,257)		(7,337)		1,080
Net investment income		67,132		51,713		15,419
Equity in Earnings (Loss) of Unconsolidated Subsidiaries						
All other investments, primarily investment fund LPs/LLCs		12,347		45,489		(33,142)
Tax credit partnerships		(6,399)		(11,530)		5,131
Equity in earnings (loss)		5,948		33,959		(28,011)
Net investment result	\$	73,080	\$	85,672	\$	(12,592)

### Lloyd's of London Syndicates



## ProAssurance Funds at Lloyd's (FAL) \$30.1 Million <sup>1</sup>



Dale Underwriting Partners

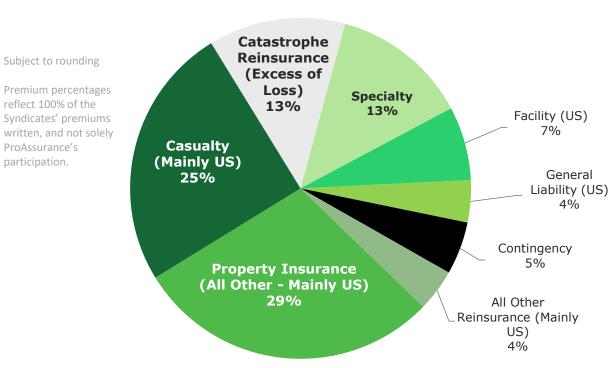
Independent, Owner-Managed Syndicate at Lloyd's



Syndicate	1729	6131 <sup>2</sup>
PRA Participation	5%	N/A
PRA share of 2022 Underwriting Capacity	\$13M	N/A

- Invest alongside a recognized leader in Duncan Dale
- Lloyd's provides universal distribution and licensures
- Westernization of international healthcare professional liability provides opportunities in new markets

#### **2021 Premium Distribution**



<sup>1</sup> Comprised of investment securities, cash, and cash equivalents deposited with Lloyd's as of 09/30/2022.

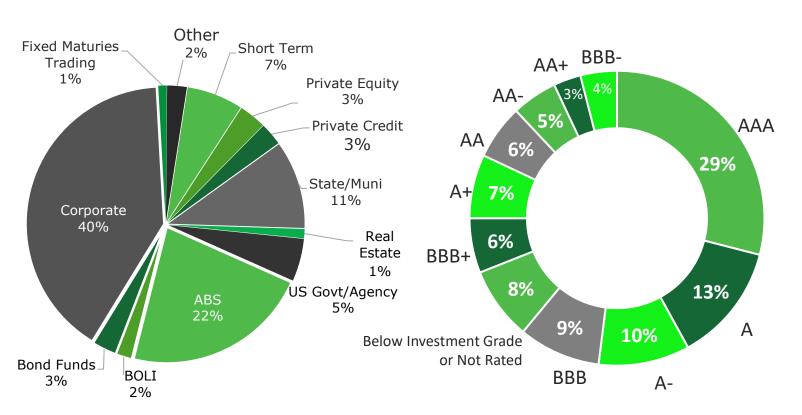
<sup>2</sup> For the 2022 underwriting year, and effective January 1, 2022, Syndicate 6131 ceased underwriting on a quota share basis with Syndicate 1729. Its business will be retained within Syndicate 1729. Due to the quarter lag, this was first reflected in our results in 02 2022.

### Investment Philosophy & Portfolio



#### **Total Investments \$4.39 Billion**

#### **Fixed Maturity Credit Quality**



#### **Commentary**

- Effective stewardship of capital ensures a position of financial strength through turbulent market cycles
- Optimizing our allocations for better risk-adjusted returns.
   Ensures non-correlation of returns
- Ongoing analysis of holdings to ensure lasting quality and profitability

## Portfolio Statistics 3Q21 3Q22

Avg Income Yield 2.2% 2.5% Wtd Avg Duration 3.50 3.31

9/30/2022 Subject to rounding

### Combined Tax Credits Portfolio Detail & Projections



This column represents our current estimated schedule of tax credits that we expect to receive from our tax credit partnerships. The actual amounts of credits provided by the tax credit partnerships may prove to be different than our estimates. These tax credits are included in our Tax Expense (Benefit) on our Income Statement (below the line) and result in a Tax Receivable (or a reduction to a Tax Liability) on our Balance Sheet.

Year	Co	Capital ontributions	GAAP Income/(Loss) from Operations, Disposition & Impairment	Total Credits	Tax Provision after Impairment	Impact on Earnings
2022	\$	283,415	(8,599,079)	(5,006,484)	(6,812,290)	(1,786,789)
2023	\$	51,338	(3,007,165)	(170,597)	(802,102)	(2,205,063)
2024	\$	51,338	(1,430,145)	(36,830)	(337,161)	(1,092,984)
2025	\$	41,159	(1,011,810)	(19,116)	(231,597)	(780,213)
2026	\$	25,734	(17,202)	(2,940)	(6,552)	(10,649)
2027	\$	-	180,182	(79)	37,759	142,423
2028	\$	-	-	-	-	-

#### IMPORTANT SAFE HARBOR & NON-GAAP NOTICES



#### **Forward Looking Statements**

This presentation contains Forward Looking Statements and other information designed to convey our projections and expectations regarding future results.

There are a number of factors which could cause our actual results to vary materially from those projected in this presentation. The principal risk factors that may cause these differences are described in various documents we file with the Securities and Exchange Commission, such as our Current Reports on Form 8-K, and our regular reports on Forms 10-Q and 10-K, particularly in "Item 1A, Risk Factors." Please review this presentation in conjunction with a thorough reading and understanding of these risk factors.

#### **Non-GAAP Measures**

This presentation contains Non-GAAP measures, and we may reference Non-GAAP measures in our remarks and discussions with investors.

The primary Non-GAAP measure we reference is Non-GAAP operating income (loss), a Non-GAAP financial measure that is widely used to evaluate performance within the insurance sector. In calculating Non-GAAP operating income (loss), we have excluded the after-tax effects of net realized investment gains or losses and guaranty fund assessments or recoupments that do not reflect normal operating results. We believe Non-GAAP operating income presents a useful view of the performance of our insurance operations, but should be considered in conjunction with net income (loss) computed in accordance with GAAP. A reconciliation of these measures to GAAP measures is available in our regular reports on Forms 10-Q and 10-K and in our latest quarterly news release, all of which are available in the Investor Relations section of our website, Investor.ProAssurance.com.



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MAILING ADDRESS:
ProAssurance Corporation
100 Brookwood Place
Birmingham, AL 35209

CONTACT:
Jason Gingerich
VP of Investor Relations
512.879.5101
JasonGingerich@ProAssurance.com