



School's Out Webinar

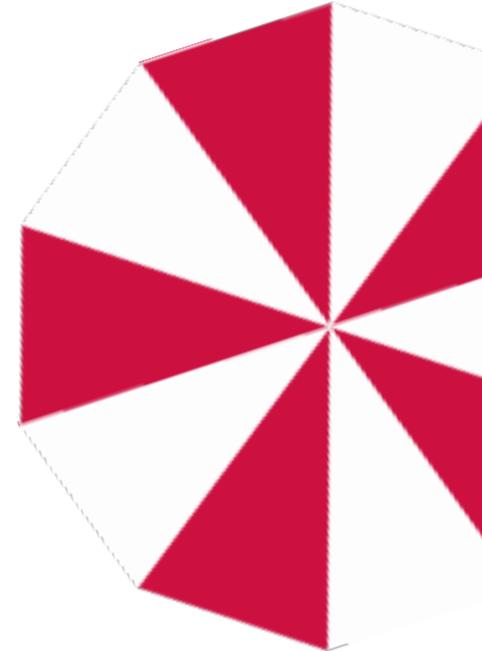
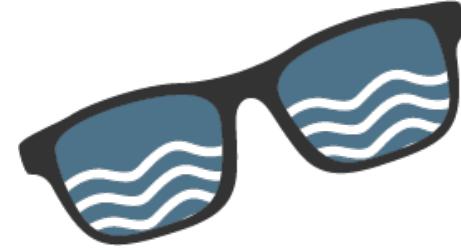
Introduction to ATP
June 1, 2022



TODAY'S AGENDA

What We'll Cover Today

- NSM Overview
- ATP Program Overview
- Market Outlook
- Appetite & Coverages
- Recent Success Stories
- Why Us?



\$1.4B+ In Premium

1M+ Clients

25+ B2B and B2C Programs

10K Agent & Broker Relationships

14 Office Locations

1K Employees

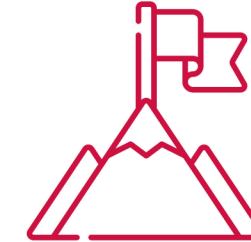


NSM
Insurance Group

Build Success.®

31 YEARS
STRONG

ENTREPRENEURIAL
MINDSET



Sustainable and
Consistent Industry
Leader Celebrating
31+ Years in the
Business



Global Footprint
in US and UK



Superior Service
with 90% Client
Retention Rate



Long-Standing
Partnerships with
A+ Rated Carriers

Our Specialty Programs

We have more than 25 best-in-class specialty insurance programs in the U.S. and U.K. — specifically designed to help agents meet the unique needs of their clients



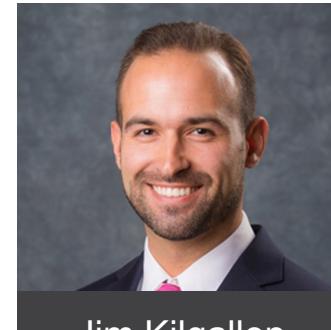
MEET THE ATP TEAM



Industry Experts & Underwriters



Program Director



Jim Kilgallen
Underwriting Manager



Joe Devlin
Sr. Program Underwriter



Mikaela Bakey
Program Underwriter



Nancy Tedesco
Program Underwriter



Lori Iannello
Sr. Underwriting
Analyst



Hannah Heron
Underwriting Analyst



John Herman
Underwriting Analyst



Marlena Dolenti
Underwriting Analyst

Addiction Treatment Providers

- Leading insurance program for the behavioral healthcare market for 16 years — with a special focus on the addiction treatment community
- First dollar program introduced to the market in 2005
- Specifically designed based on the input of NAATP to our CEO



Motivated and Committed to Meet a Market Need

- Specifically designed a program that filled a gap for the behavioral healthcare sector
- Work with both for-profit and nonprofit
- We continue to innovate and evolve to be the leading insurance provider in this space:
 - Disciplined, diligent underwriting
 - Comprehensive products and solutions
 - Unwavering partnership and commitment to our agent partners
 - In-house claims team
 - Involvement and thought leadership in key industry organizations such as NAATP, AATOD and NARR



MARKET OUTLOOK



**MARK W. PARRINO, M.P.A.,
PRESIDENT, AATOD**

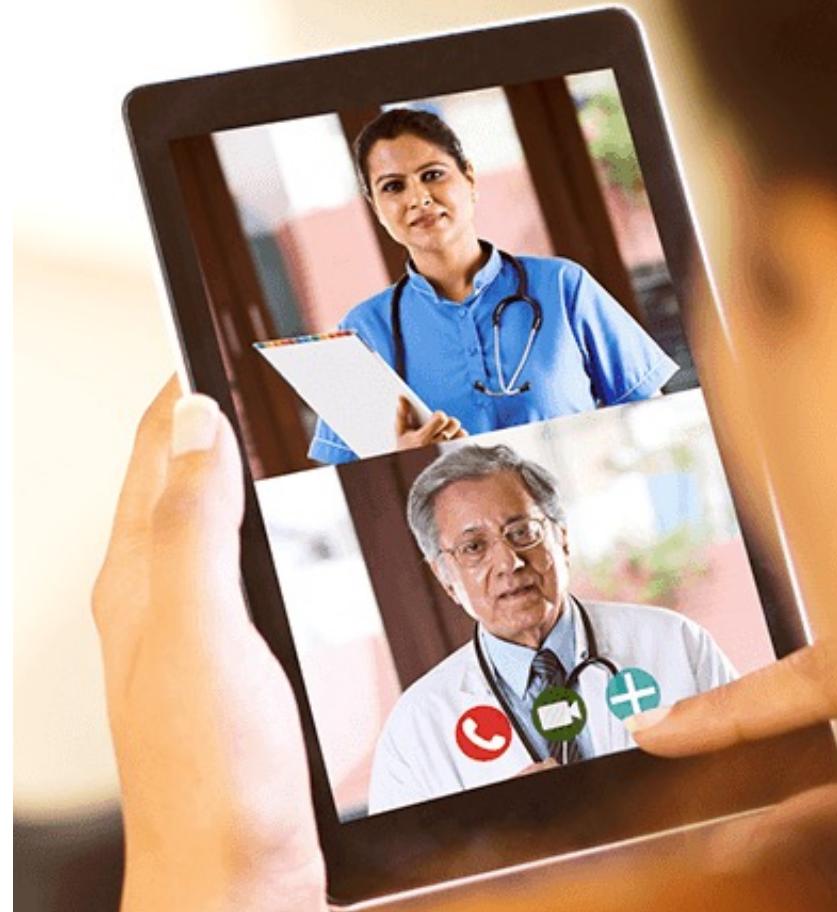
“Krista Mayes and her team at ATP are wonderfully supportive of AATOD and the community of opioid treatment providers. Our work is so daunting and difficult that you really need partners who understand the complexities of the landscape and are committed to a long-term, symbiotic relationship. That’s exactly what ATP and AATOD have built together. We truly value the insight Krista and ATP bring to our association and our members, and I’m personally very grateful for their partnership.”



Behavioral Healthcare

Pre-pandemic, the behavioral healthcare market was already set to grow more than 30% over the next 5 to 7 years

- According to TMR Research, the forecast period of 2019-2029 can prove to be the most bankable era for the behavioral healthcare market — with the COVID-19 outbreak being the main catalyst of growth — and has sparked two pivotal developments within the sector:
 - Regulatory changes for telehealth
 - M&A activity
- According to the National Institute on Alcohol Abuse and Alcoholism, approximately 14.5 million people over the age of 12 struggle with alcohol use disorder, 7% of which received treatment in 2019.



Insurance Market Outlook for Behavioral Health



TERRY COOPER
SVP, ASSURED PARTNERS

“I've always believed that it's the underwriters who make or break us as agents. With the quality of people you have at ATP, it makes life so much easier.”

“BEHAVIORAL HEALTH IS A GROWING SEGMENT

[Behavioral health] is a growing segment because we have a nationwide problem. Ten percent of the population needs mental health or substance abuse treatment...there's a lot of opportunities.

“CARRIERS SCALING BACK

We're seeing a contraction in the space. Carriers aren't as likely to cover or be receptive to different types of behavioral healthcare.

“LACK OF PROTECTION FOR PHYSICIANS

We're seeing carriers also get more conservative in their property underwritings and willingness to provide coverage for employed physicians.

“DUAL DIAGNOSIS TREATMENT ON THE RISE

15 years ago, we had separate mental health and substance abuse agencies. But with dual diagnosis, agencies now merged to be one. It's been interesting to see the development through the years.

Program Appetite

- Addiction Treatment Facilities:
 - Residential
 - Partial Hospitalization
 - Intensive Outpatient
 - Outpatient
- Opioid Treatment Providers/Medication Assisted Treatment/Methadone Clinics
- Sober Living Homes/Recovery Residences
- Faith-Based Treatment Programs
- Eating Disorder Programs
- Gambling Addiction Programs
- Outpatient Mental Health Facilities



Robust Coverages

General Liability

Sexual and Physical Abuse Liability

Professional Liability

Automobile

Property

Equipment Breakdown

Umbrella

Inland Marine

Crime

Employee Benefits Liability

Additional Key Coverages

Participant/Volunteer
Accident

Cyber

Workers' Comp

IN-HOUSE CLAIMS TEAM

Comprehensive Approach

- NSM In-House Claims Department:
 - Led by David Gagliardi, a former insurance defense counsel and plaintiff's counsel
 - Dave has acquired 25 years of experience, working at two claims TPAs and two insurance companies prior to joining NSM almost 10 years ago
 - Our claims team manages and monitors the performance of our TPA, **Athens Administrators** — one of the most experienced in the industry
 - Primary goal is to make sure all claims are handled timely and properly — and that we also serve as a resource for our agents and your claims team as needed
 - We have regular claims review sessions with Athens to ensure everyone is abreast of issues, trends and significant claims that could impact the overall ATP program



RECENT SUCCESS

One-Stop Shop

Three-location, for-profit addiction treatment provider in San Diego, CA

- This insured offers an array of residential services, including medical detox.
- Insured had been with incumbent carrier for 3 years with no change in exposures. However, the insured was given notice that property and auto would not be renewed in spite of favorable loss history.
- Agent took account to market and had a tough time placing liability, property, umbrella and auto all with one carrier.
- The controlling agent had not worked with the ATP program in the past. However, after seeing a post shared on LinkedIn regarding ATP, they sent the submission over to us and reached out to learn more about our program.
- We were able to write all requested LOBs, including a \$5M umbrella at a significant cost savings compared to the overall cost of placing the property and auto monoline with separate carriers.

RECENT SUCCESS

Quality Beats Price

For-profit, outpatient addiction treatment center with locations in NC, NJ, LA, WA, MA and OH

- Account originally came to us in late 2019 from a partner agent who advised he had competition from other agents. At the time, account was only operating in NC.
- We were not the lowest premium, but our agent was able to sell insured on our product.
 - Insured liked that we were able to include their physicians for primary PL coverage.
 - Our vicarious coverage for the entity was much broader than the competition when it came to contracted physicians.
 - Offered hired & non-owned auto within our GL.
- Account started as one location for roughly \$10,000 in premium. In 1.5 years, has grown to 15 locations across seven policies for over \$150,000 in premium, and the insured continues to grow!
- Agent has since obtained leads on other treatment centers referred by this insured and was told to specifically solicit quotes from ATP.

RECENT SUCCESS

Expertise and Broad Appetite Yield Solutions

For-profit, outpatient addiction treatment center in ME

- The insured also operates two sober living homes for individuals actively in the outpatient program.
- For years, insured only offered abstinence-based treatment. However, in early 2021, they obtained their license to also offer medication-assisted treatment. Incumbent carrier nonrenewed due to change in exposure.
- Insured's CEO also happens to own multiple buildings and was leasing the properties back to the entity. His personal policy was also being non-renewed.
- Incumbent agent had very difficult time placing both policies despite being loss-free dating back to 2015.
- Insured lost faith in incumbent agent. They were referred by another treatment center to an agent who had worked with ATP in the past and knew our program would be a fit for this risk.
- We were able to solve all the insured's needs and bind the treatment center along with the lessor's risk policy for \$30k.

You will
matter
to us.

Consistent, but not cookie-cutter:

Industry Expertise

We make it our business to support the organizations that support our insureds. Being involved helps us stay in tune with industry changes and treatment developments.

Designated Underwriting Team for Your Agency

It's better for both of us when we build a meaningful relationship. That's why you have direct access to your underwriter at any time.

Commitment to Service Standards

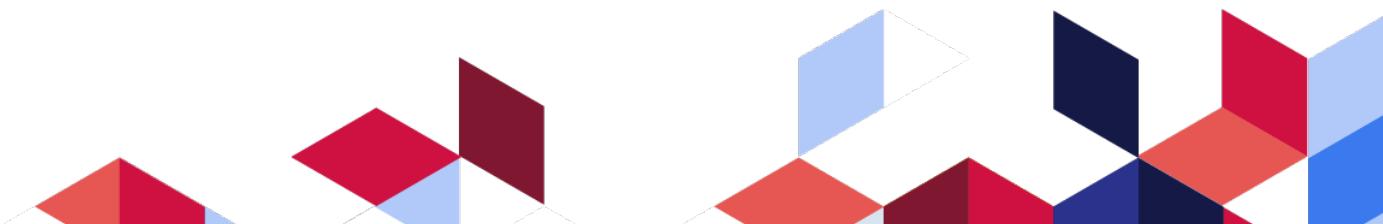
Our goal is to make you look good to your clients and position you for ongoing success. We provide quick answers to questions and have timelines in place for policy issuance, fulfilling endorsements, billing and other service requests.

Risk Management & Loss Control

Our carrier partner has several platforms with hundreds of risk management videos and training tools. We continuously work with them to create ongoing class-specific resources, including a new customized risk management self-assessment program for larger risks.

In-House Claims Team

We pride ourselves on delivering top-notch service through our in-house claims team and our exclusive TPA, Athens Claims Administrators.





Build Success.™

Your success is our success.



Build Success.®



Program Director
Krista Mayes
kmayes@nsminc.com



Senior Program Underwriter
Jim Kilgallen
jjkilgallen@nsminc.com



Program Underwriter
Joe Devlin
jldevlin@nsminc.com

Submissions: atp-submissions@nsminc.com