



**BUILDING AN ENDURING
NATIONAL PLATFORM FOR
ADVOCACY ON BEHALF OF
THE MEDICAL PROFESSION.**

Our **MISSION.**

*Our mission is to advance, protect, and reward
the practice of good medicine.*

Because we are a mission-driven organization, we constantly evolve to meet the changing needs of our members. And we've long demonstrated a commitment to providing the most current answers, resources, and coverage. Keeping you in the know helps you practice good medicine—in any practice model you choose.

Our commitment to our mission has never wavered. Today, we're collaborating with medical practices and delivery systems of all sizes to help them navigate today's healthcare landscape while rewarding members for their loyalty and their commitment to practicing good medicine.



RICHARD E. ANDERSON, MD, FACP
Chairman and CEO, The Doctors Company

A LETTER FROM THE CHAIRMAN AND CEO

During a year in which our members continued to adapt to unprecedented changes in healthcare, we remained relentlessly committed to serving them and to our mission of advancing, protecting, and rewarding the practice of good medicine.

As the nation's largest physician-owned medical malpractice insurer, The Doctors Company offered coverage to new markets and more physicians, including an expansion in New York that is already showing positive results. Our subsidiary, TDC Specialty Underwriters, Inc., expanded its portfolio of excess and surplus insurance solutions and reached new markets.

We are steadfast in our belief that the practice of medicine is a noble calling, and we are devoted to rewarding a career of service. That's why we founded the Tribute® Plan more than 10 years ago. Since Tribute's inauguration, we have allocated \$800 million to member accounts. The highest individual award paid to date is \$147,692. Tribute is only one way we reward members—our member dividends have exceeded \$415 million.

Being member-owned gives us a rare understanding of the impact of a malpractice claim. If a claim is ever made against you, we fight to win—both in and out of the courtroom. Our advocates are by your side, supporting you throughout the torturous litigation process. Our attorneys have a well-earned reputation for relentless defense.

With 79,000 members, nearly \$5 billion in assets, and over \$2 billion in member surplus, we have the financial strength to protect our members, even as the severity of claims continues to climb. We have earned A ratings from the nation's leading agencies. Our strength anchors our commitment to be there for our members today and for many years to come.

Two years ago we reset the conversation around medical malpractice insurance. Taking the mal out of malpractice insurance focuses on the positive aspects of what we do for physicians—collaborating with practices and systems to reduce the likelihood of lawsuits, defending doctors in and out of the courtroom, and helping them navigate the complexity of today's healthcare landscape.

We are dedicated to being a strong, proactive partner for those delivering care, and to building an enduring national platform for advocacy for the profession. That's malpractice insurance without the mal.

A handwritten signature in black ink that reads "Richard E. Anderson MD". The signature is written in a cursive, flowing style.

Advancing the practice of good medicine.

NOW AND FOREVER.



OUR COMMITMENT TO TAKING THE MAL OUT OF MALPRACTICE INSURANCE.

The Doctors Company has always been guided by a fundamental belief: That the practice of good medicine should be advanced, protected, and rewarded in every way. Today, as healthcare delivery continues to undergo unprecedented change, it's more important than ever to have a strong, trusted partner to help our members focus on what they do best—delivering care. That's why we're taking the mal out of malpractice insurance.

We serve our members by being:

- ▶ A proactive partner who strives to anticipate the evolving needs of our members, shining a light on risks and trends others don't see.
- ▶ A trusted partner that knows what keeps doctors up at night, from the complexities of a changing healthcare environment to the ever-present threat of litigation.
- ▶ A visionary partner whose quest for knowledge and innovation supports the practice of good medicine.



All while being the same committed partner we've always been—one that relentlessly defends our members in the courtroom and tirelessly advocates on their behalf away from it.

We have always focused on the positive aspects of what we do for our members, just as doctors have always done to practice good medicine. In today's changing healthcare landscape, we're leading the industry in how we support the medical profession and partner with those providing care.

We will continue to stay ahead of trends in risk management and provide insight into why physicians are sued, we will continue to provide education opportunities and proactive coverage, and we will continue to provide strong defense and claims support for practices and organizations.

It's a transformation that leaves behind insurers that function on a reactive, litigation basis. We are changing the role of the malpractice insurer to one of partner and thought leader—it's malpractice insurance without the mal.

Tirelessly defending the practice of
GOOD MEDICINE.



PROTECTING MEMBERS AND THEIR PRACTICES IN AND OUT OF THE COURTROOM.

As an organization founded and led by doctors, we have a keen understanding of the impact of a malpractice claim. If a claim is ever made against you, we'll fight to win—both in and out of the courtroom.

Our defense of your livelihood and reputation is uncompromising, and our team of member advocates will be there, by your side, supporting you throughout the litigation process. Our powerful defense attorneys have well-earned reputations for unyielding defense and aggressive counteraction that give any plaintiff pause—often deterring litigants and their lawyers from initiating frivolous allegations. And we make this promise to you: We will never settle a claim without your written consent.



The key to winning is preparation. Our national scope provides insight about developing legal trends, the latest plaintiffs' strategies, and best defense practices. Armed with this information, and with the latest technology in trial exhibits, our legal teams are prepared to stage the most aggressive medical malpractice defense in the industry.

We take every opportunity to seize an advantage—which means we also prepare you to be a strong player in your own defense. Our Surviving Litigation Seminars provide constructive ways to deal with the stress of malpractice litigation, including tips for taking an active role in your defense—now or in the future. Experts guide participants through legal jargon, deposition engagement, arguments, and verdicts. When our members enter a courtroom, they are ready to fight and win.

Looking to avoid risk?

WE CAN SHOW YOU THE WAY.



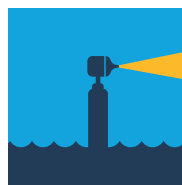
DATA-DRIVEN INSIGHTS TO IMPROVE PATIENT SAFETY.

We have always been fiercely committed to protecting the practice of good medicine. Our commitment extends to providing members with the tools and services they need to increase quality and enhance safety within a host of practice environments. No matter the size or type of your practice, we have the resources tailored to your care delivery model.

We continually work to identify potential sources of injury and enhance patient safety. Our Patient Safety team takes a collaborative approach to helping you reduce adverse events while increasing patient satisfaction.

Members have access to a wealth of programs that help doctors and practices implement effective protocols, resulting in fewer allegations of malpractice. And the industry's largest claims database gives us an unparalleled understanding of lawsuits against doctors. This data-driven approach enables us to anticipate emerging trends and deliver innovative patient safety tools to help our members reduce risk.

We analyze data captured from the claims experience of 79,000 members and translate it into studies designed to promote patient safety and minimize liability exposure. Our analysis uncovers the newest plaintiff allegations, reveals the top factors that may lead to patient injury, and discusses—in detail—the shared aspects of claims.



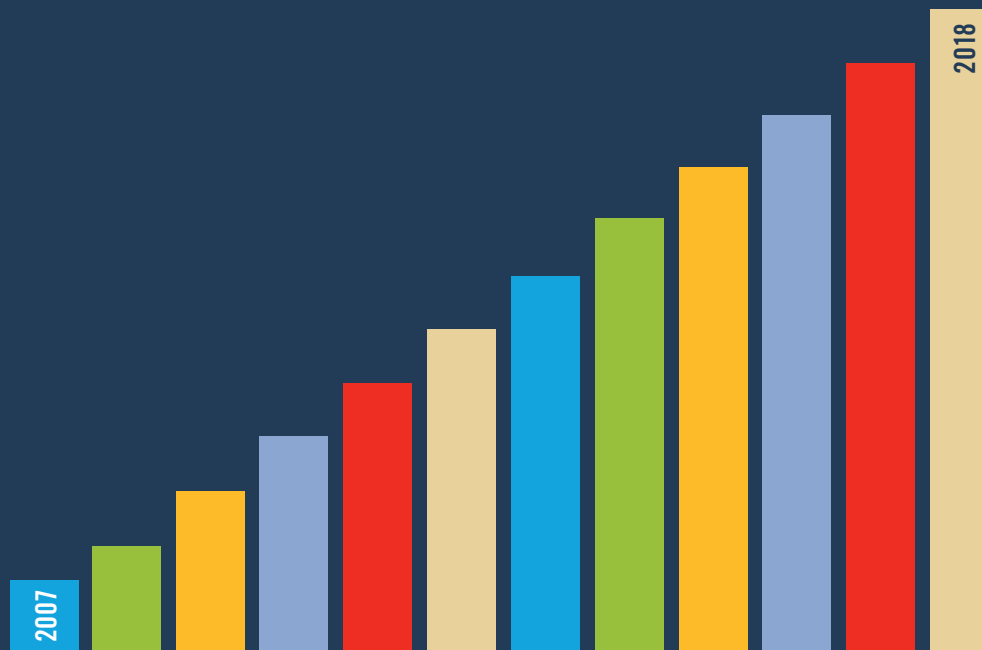
Physicians nationwide have already begun using the data in these studies to make changes in their practices to benefit patients and reduce the risk of adverse events. Recent studies have revealed the most common types of claims encountered by specialists in internal medicine, plastic surgery, anesthesia, emergency medicine, orthopedics, obstetrics, cardiology, hospital medicine, by clinicians using electronic health records (EHRs), and by nurse practitioners.

We've created a network of physician advisory boards to monitor and share information on trends in treatments and medical liability issues across the country. In many areas, we work with local medical societies to support the profession and respond to changing needs. At a national level, we bring together top practitioners from around the United States to participate in our national specialty advisory boards. These boards enrich our understanding of each specialty and help us refine and validate new ideas.

Every piece of information that supports practicing medicine safely and effectively in this changing environment has special value. That's why we have developed innovative, participatory education and coaching techniques, like rare-event simulation, to improve patient safety and reduce claims against our members. And we provide our members with a comprehensive array of tools for keeping up with the latest thinking about best practices in patient care.

No one pays greater

TRIBUTE TO DOCTORS.



TRIBUTE AWARDS PAID TO DATE

\$67 MILLION+

YOU DESERVE MORE THAN A LITTLE GRATITUDE FOR A CAREER SPENT PRACTICING GOOD MEDICINE.

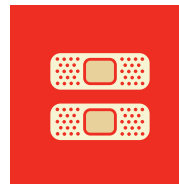
We launched the Tribute Plan in 2007 as a pioneering member benefit for those who devote their careers to the practice of good medicine. With Tribute, we made a long-term commitment to our members and their practices, and that dedication is just as strong today. Tribute reflects our founding charter—to support doctors in advancing and protecting the practice of good medicine.

Unlike commercial insurance companies, which reward shareholders, we created the Tribute Plan to reward our members for their loyalty and their dedication to superior patient care.

Our commitment is undeniable: We have paid more than \$67 million to retiring members to date. Tribute is unmatched in size, scope, and tenure, and we are the only medical malpractice insurer to offer a member loyalty benefit of this magnitude.

The Tribute Plan is an innovative benefit for members of The Doctors Company that will not affect a member's current or future premiums in any way—it's a financial reward that our members would not receive if they were with any other national medical liability insurer.

This unique award comes from a well-respected, established carrier with a long track record of strong financial management. This benefit does not affect The Doctors Company's ongoing dividend program, which returns premiums to qualifying members for better-than-expected loss experience.



WHAT THE TRIBUTE PLAN MEANS TO MEMBERS AND THEIR FAMILIES:

“I want to express my sincere gratitude and heartfelt thanks to The Doctors Company for honoring my father. He had a 53-year career as a psychiatrist, and we appreciate you recognizing his dedication to practicing good medicine. Thank you for the very generous check; it was a lovely surprise.”

—Family Member, CA

“I've watched The Doctors Company follow through on what they've promised: a contribution on a yearly basis. And I've watched the value of my Tribute Plan grow.”

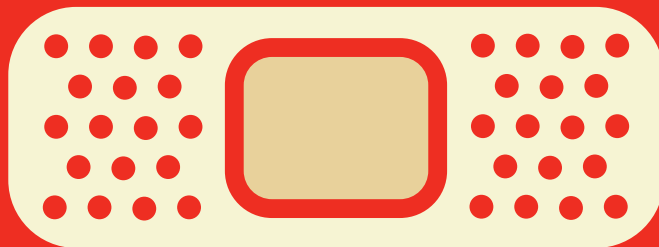
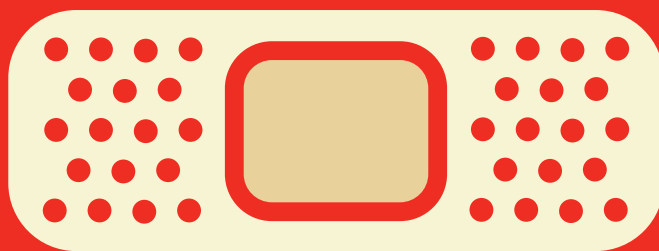
—Orthopedic Surgeon, FL

“I was happy with The Doctors Company even before the Tribute Plan, so it was a delightful surprise when the check came and a good beginning of retirement.”

—Psychiatrist, TX

Equals make

THE BEST PARTNERS.

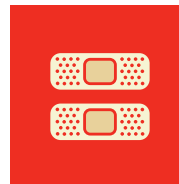


FOUNDED AND LED BY DOCTORS, SO WE KNOW WHAT KEEPS YOU UP AT NIGHT.

The Doctors Company has a long history of service to the profession. Today, as healthcare continues to undergo unprecedented change, we're a partner and advocate that anticipates the needs of our members, relentlessly defends them in court, and uses knowledge and insight to support the practice of good medicine.

We are steadfast in our belief that the practice of medicine is a noble calling, and we are devoted to rewarding a career of service. That's why we created the Tribute Plan in 2007. This unrivaled benefit honors doctors with a significant financial reward when they retire. How significant? Awards to date are as high as \$147,692.

As an insurer devoted to being the best possible partner for practices and healthcare organizations, we seek out other ways to reward our members as well. For example, we announced a \$19 million dividend for 2018. Since 1976, we've returned more than \$415 million in dividends to members. This was made possible by the outstanding care delivered by our members.



We take our promise of partnership very seriously, and we measure our performance by continually surveying our members. This is what they tell us:

MEMBER LOYALTY

This is the response that sums up all the others, so we are proud to announce that 91 percent of members say they plan to stay with the company until they retire.

UNMATCHED REWARDS

This year marks the 11th anniversary of the Tribute Plan, and every year it enhances its value to our members. Currently, 90 percent of members agree that our efforts to reward them are unmatched.

RELENTLESS DEFENSE

Our members say that we set the standard for the industry's most aggressive defense. Ninety-three percent agree that we relentlessly defend our members.

EXCEPTIONAL MEMBER SERVICE

We strive to treat every physician like a member and not just a policyholder. Ninety-four percent of members are satisfied with the way The Doctors Company handles phone calls, questions, and requests.

Connecting practices to
EMERGING TRENDS.



THE RIGHT INFORMATION AND COVERAGE TO SUPPORT YOUR PRACTICE.

The Doctors Company has more than 40 years of healthcare risk innovation and management expertise, so our members benefit from unparalleled coverage solutions from an experienced partner. We help members overcome the complexities and demands of today's changing healthcare landscape.

Doctors and practices have long looked to The Doctors Company for guidance, coverage, and leadership. That's why we were one of the first to offer cyber liability protection and regulatory risk coverage.

We recognize that doctors now practice in a multitude of environments, and we are uniquely able to tailor our coverage to your particular practice. This unparalleled insight makes it possible to identify emerging risks and deliver innovative coverage solutions—to strengthen the practice of medicine while making it more rewarding.

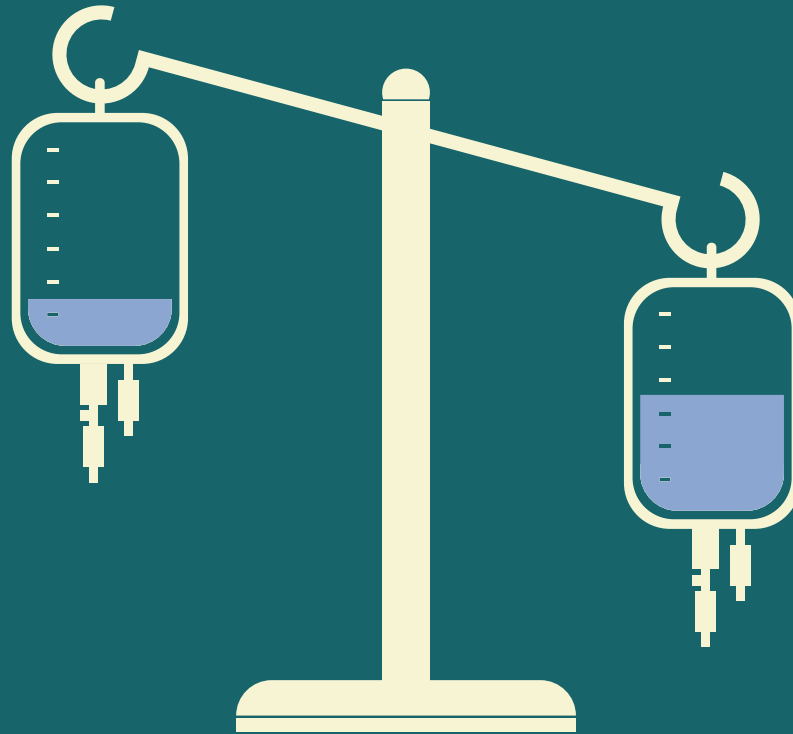


We are also a leader in providing innovative coverage for large groups—even the largest multispecialty, multistate groups, hospitals, and systems. Our finely calibrated risk profiles and flexible insurance solutions can help ensure your unique risks are covered responsibly. And our dedicated patient safety professionals will partner with you to create a personalized service plan for your group or system.

To offer a range of products across several segments of the healthcare marketplace, our subsidiary TDC Specialty Underwriters, Inc., provides liability coverage for a host of risks including medical facilities and long-term care facilities, hospital professional liability, healthcare directors and officers and employment practices liability, managed care errors and omissions, and network security and privacy. This initiative demonstrates our commitment to keeping your hospital, practice, or system focused on delivering great care.

Working continuously to balance

THE SCALES OF JUSTICE.



WE ARE A CHAMPION AND VOICE FOR THE MEDICAL PROFESSION.

In today's healthcare environment, doctors, medical practices, and health systems need an advocate—a resolute voice loud enough to be heard. With our mission to advance, protect, and reward the practice of good medicine, The Doctors Company is ideally positioned and proud to accept this responsibility.

The Doctors Company is relentlessly committed to supporting medical liability reform and to safeguarding access to patient care. We defend reforms that are in place, prevent legislation from being enacted that would undermine the defense of our members, and take opportunities to enact new measures that would limit liability exposure for our members and physicians across the country.



We build coalitions with other organizations to advocate for issues on behalf of our members. These collaborations have furthered The Doctors Company's mission and contributed to legislative victories that serve our members and protect their patients' access to healthcare.

We continually track, review, and influence federal and state legislation on your behalf—more than 3,000 bills each year.

We dedicate ourselves to this calling so doctors can make decisions based on the best outcomes for patients, rather than the ever-present threat of litigation, invasive regulation, or financial loss.

We lead the industry because of

THE LEADERS IN OUR BOARDROOM.

Our Board of Governors comprises an accomplished, distinguished group of professionals who are passionate about advancing, protecting, and rewarding the practice of good medicine. The Board includes physicians, healthcare leaders, and distinguished executives of Fortune 100 companies—representing many of the nation's leading medical centers, financial advisors, and property/casualty insurers.

OUR BOARD OF GOVERNORS

RICHARD E. ANDERSON, MD, FACP

Medical Oncologist, Chairman and CEO, The Doctors Company, Former Chairman, Board of Directors, Medical Professional Liability Association

JAMES P. BAGIAN, MD, PE

Preventive Medicine, Professor, Medical School and College of Engineering, Director, Center for Healthcare Engineering and Patient Safety, University of Michigan, NASA Astronaut

STEVEN J. BENSINGER, CPA

Senior Advisor, TigerRisk Partners

EUGENE M. BULLIS, CPA

Former Executive Vice President and Chief Financial Officer, Hanover Insurance Group

DAVID M. CHARLES, MD

Plastic Surgeon, Former President, Denver Medical Society and Colorado State Society of Plastic and Reconstructive Surgeons, Lead Director, The Doctors Company

KENNETH R. CHRISMAN

Former Executive Vice President and Chief Technology Officer, Wells Fargo

CHARLES R. KOSSMAN, MD, PhD

Hematologist and Medical Oncologist, Clinical Professor of Medicine, University of California, San Diego

DONALD J. PALMISANO, MD, JD, FACS

General and Vascular Surgeon, Former President, American Medical Association

ROBERT W. PIKE, ESQ.

Former Chief Administrative Officer, Allstate

KATHLEEN D. RICORD, CPCU

Former Chief Marketing Officer, Nationwide Mutual

WILLIAM C. RUPP, MD

Hematologist and Medical Oncologist, Former Chief Executive Officer, Mayo Clinic in Florida

MARY ANN THODE, JD, MPH, RN

Former President and CEO, Kaiser Foundation Health Plan and Hospitals, Northern California Region

ROBERT M. WACHTER, MD

Internist, Chair, Department of Medicine, University of California, San Francisco

RONALD H. WENDER, MD, FACA

Anesthesiologist, Co-Chairman, Department of Anesthesiology, Cedars-Sinai Medical Center

BRYAN LAWTON, PhD*

Chief of Corporate Development, Chief Governance Officer and Secretary, The Doctors Company

*Not a member of the board.

The financial strength to protect your practice **TODAY AND TOMORROW.**

The Doctors Company is a strong, reliable partner in today's market. Our members can count on us to have the power and financial resources necessary to protect them today and for many years to come.

Our financial success has been built on a conservative business philosophy designed to fully empower our mission to advance, protect, and reward the practice of good medicine.

Our long history of stability and strong performance has been repeatedly recognized by many independent evaluators, and The Doctors Company is rated A by both A.M. Best Company and Fitch Ratings.

With over \$4.8 billion in assets, we offer unrivaled financial strength and backing to protect our members. The Doctors Company's member surplus is more than \$2 billion, making us the strongest of any national physician-owned medical liability carrier. Member surplus is a measure of a company's ability to pay claims, and it's a critical measure of our financial stability. Since 2005, we've reduced expenses per member by more than 43 percent, enabling us to deliver unprecedented member rewards through lower average premium rates, contributions to the Tribute Plan, and member dividends and credits.

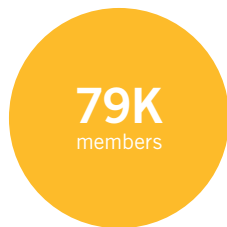
2017 FINANCIAL HIGHLIGHTS

Total Assets	\$4,851,045
Loss Reserves	\$1,719,422
Direct Premiums Written	\$703,912
Net Premiums Earned	\$637,485
Policyholders' Surplus	\$2,143,791
Number of Insured Members	79,000

(Dollars in thousands)



Unrivaled financial strength and backing for our members



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



Strongest of any physician-owned medical liability carrier

0.31:1

WRITTEN PREMIUM-TO-SURPLUS RATIO

This ratio, based on net written premium, is a measure of our financial strength. Industry standards prescribe a ratio no higher than 3.0:1.

0.80:1

RESERVES-TO-SURPLUS RATIO

This ratio is a measure of our financial stability. Industry standards prescribe a ratio no higher than 4.0:1.

A strong bond and **VOTE OF CONFIDENCE.**

The nation's leading medical societies and organizations endorse or sponsor The Doctors Company as their medical liability insurer. This year we have been chosen as the exclusively endorsed medical liability insurer for the New York County Medical Society and the New York State Society of Plastic Surgeons, expanding our relationships to the state of New York and to their members. This honor is evidence of our continuing commitment to enabling doctors to provide superior patient care. Each of these organizations and societies matches our dedication and integrity in serving the medical profession. We are honored by this vote of confidence.

THE COMPANY WE KEEP

American Academy of Otolaryngology—Head and Neck Surgery
American Association of Neurological Surgeons
American College of Cardiology
American College of Surgeons
American Society of Plastic Surgeons®
Brevard County Medical Society
California Association of Oral & Maxillofacial Surgeons
Central Coast Medical Association
Community Aligned Association of Physicians
Dade County Medical Association
Denver Medical Society
Duval County Medical Society
Florida Chapter, American Academy of Pediatrics
Florida Dental Association
Florida Medical Association
Florida Optometric Association
Georgia Obstetrical and Gynecological Society
Georgia Society of Otolaryngology/Head and Neck Surgery
Indian River County Medical Society

Lee County Medical Society
Medical Association of Atlanta
Medical Society of Metropolitan Portland
Michigan State Medical Society
New Mexico Medical Society
New York County Medical Society
New York State Society of Plastic Surgeons
Ohio State Medical Association
Orange County Medical Association
Osteopathic Physicians & Surgeons of Oregon
Palm Beach County Medical Society
Polk County Medical Association
Richmond Academy of Medicine
San Diego County Medical Society
Sarasota County Medical Society
Society of Hospital Medicine
Ventura County Medical Association
Wyoming Medical Society

A strong, steady partner in today's **HEALTHCARE ENVIRONMENT.**

The Doctors Company has always been guided by our mission: To advance, protect, and reward the practice of good medicine. As the nation's largest physician-owned medical malpractice insurer, we know what keeps doctors up at night—from the complexities of a changing healthcare environment to the ever-present threat of litigation. Our steadfast commitment and strength have endured through more than four decades of change.

Discover what the nation's most trusted provider of medical malpractice insurance can do for you and your organization—and how we are powerful advocates for the medical profession. Find out more at thedoctors.com.



FOLLOW US.

The Doctors Company is your source for timely healthcare and liability news—including emerging medical trends and continuing education opportunities. Stay informed by following us on our industry-leading social media channels.



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Advancing the practice of good medicine.

NOW AND FOREVER.

