

RYAN
SPECIALTY

BENEFITS





Ryan Specialty Benefits Attendees

- John Clark, Office President
- Dave Przesiek, Chief Revenue Officer

Ryan Specialty Overview

RYAN SPECIALTY

- Wholesale Brokerage
- Binding Authority
- Underwriting Management
- Benefits
- Alternative Risk



15+ Years of Progress



*As of 12.31.25

Why Ryan Specialty Benefits (RSB)? In-House Expertise



When you think *Self-Funding*, think *Ryan Specialty Benefits!*

Traditional Stop Loss

- ✓ In-house binding authority and access to many competitive markets
- ✓ Deep technical expertise
- ✓ Ability to underwrite and price policies quickly



Level Funding

- ✓ Product for groups of 50+ enrolled employees
- ✓ Comprehensive Specific & Aggregate Stop Loss coverage
- ✓ Flexibility on TPA and network configuration
- ✓ 100% of any surplus is returned to plan sponsor



Captives

- ✓ Domiciled in Vermont
- ✓ Available for groups down to 50 lives
- ✓ No New Laser at renewal with a 30% rate cap
- ✓ Monthly collateral funding
- ✓ Annual distribution of underwriting profits, if any, pro-rata to participants



Integrated Health Solution (IHS)

- ✓ Prepackaged option with curated TPA's and networks
- ✓ Flexible financial solution (Level Funded, Captive, Traditional Stop Loss) underwritten by Nationwide Life Insurance Company
- ✓ Client Reporting – TPA monthly, RSB quarterly powered by Cedar Gate Technologies



Nationwide Highlights and Policy Features



- 11th largest provider of Stop loss
- Ryan is the largest underwriter of Nationwide Stop Loss
- Ryan has underwriting and claims payment authority
- Standard policy basis available
- >NNL/Rate Cap available
- Experience refund avail upon request
- Quote down to 50 eligible
- Plan Mirroring
- Spec Advance or Aegle
- Monthly Agg accommodation
- Extensive RBP experience

Brand, Stability, Strength.....on your side



Nationwide

Nationwide, a Fortune 100 company based in Columbus, Ohio, is one of the largest and strongest diversified insurance and financial services organizations in the United States. Nationwide Life Insurance is rated A+ by both AM Best and Standard & Poor's.¹ An industry leader in driving customer-focused innovation, Nationwide provides a full range of insurance services and partners with Ryan Specialty Benefits on multiple endeavors.

We're committed to the health of our members

We understand our customers well. We've been a leader in the:

insurance business
for nearly

100
years

health market
for nearly

80
years

stop loss
more than

20
years

We serve a wide range of client sizes. From small businesses to large, we offer a portfolio of products and programs focused on the needs of your clients and their greatest asset—their employees.

¹ AM Best ratings received 10/17/02 and affirmed 11/07/24; Standard & Poor's rating received 12/22/08; affirmed 4/30/24. These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are only updated when there's a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

RSB Multi-Million Dollar Investment in Technology

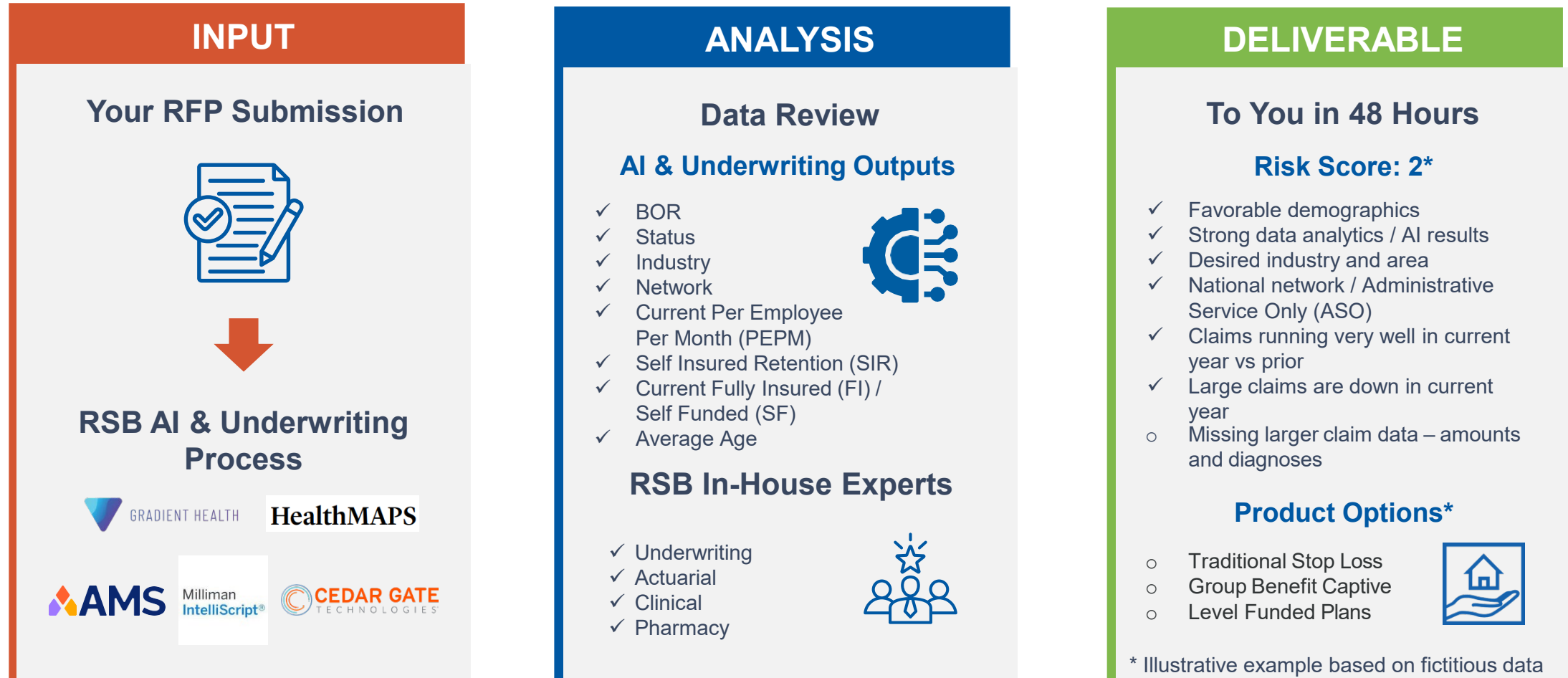


- Artificial Intelligence
- Underwriting Platforms
- Healthcare Insight Tools
- Clinical Applications
- Data Analytics

RSB 48-Hour Risk Assessment Methodology

STAGE 1: 48-HOUR RISK ASSESSMENT

Deliverables: Underwriting score 1-5 and product options in 48 hours



RSB 48-Hour Risk Assessment Deliverable



Example: ABC Corp.

Ryan Specialty Benefits Underwriting Score: 2

Deliverable: Underwriting score 1-5 and product options in 48-hours.

Example Observations:

- ✓ Positive data analytics / AI results
- ✓ Average age is favorable
- ✓ <10% of subscriber enrollment is over the age of 60
- ✓ National network being utilized
- ✓ No top tier Specialty Rx being utilized in recent 12-month period

- Low single enrollment
- Claim experience is not available for underwriting
- Industry and location is associated with having higher risk factors
- One claim over \$75,000 expected in the next 12-month period

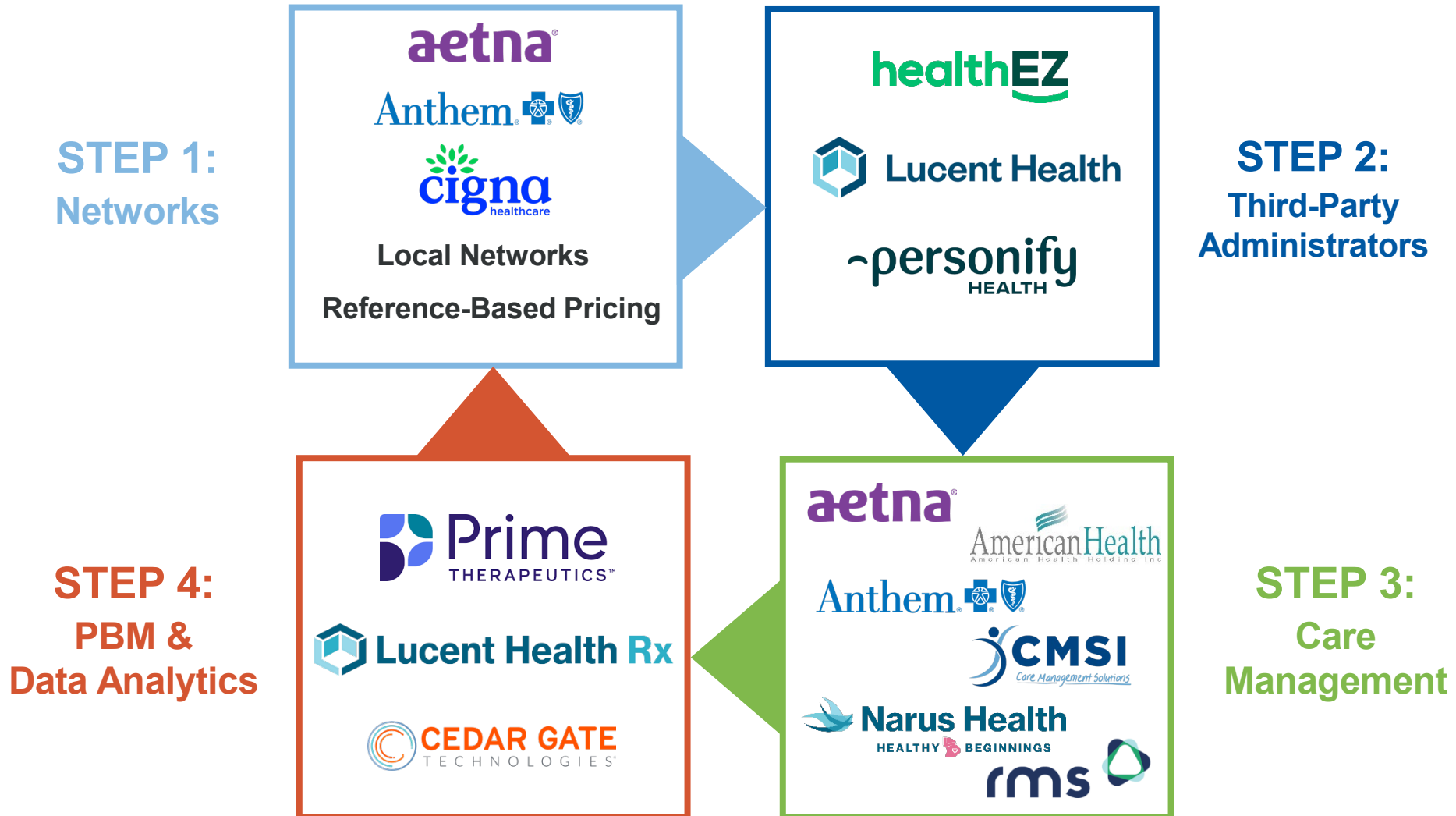
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Case Stats		Top High-Cost Medical	
Group Size:	186	Condition	Impact
Average Age:	43	Secondary malignancies	Moderate
% Male	70%	Heart failure	Low
State of Domicile:	CA	Regional enteritis and ulcerative colitis	Low
States Covered:	13		
Risk Stats		Top High-Cost Pharmacy	
Match Rate:	94%	Drug Name	Impact
High Risk Members:	1	Mounjaro	Low
Relative Risk:	85%	Kepra	Low
Demographic Risk:	93%	Repatha	Low
Morbidity Risk:	92%		
Member Residency States & Count			
<u>CA</u>	<u>TX</u>	<u>MN</u>	<u>±</u>
28	13	8	137
	Product Options		
	<ul style="list-style-type: none"> • Traditional Stop Loss • Level Funded • Group Captive 		

RSB Financial Evaluation and Program Selection Process



RSB Integrated Health (Turnkey Solution)



RSB Clinical Advisory

Goals:

1

Emerging Claims More Quickly Identified

2

Cost Mitigation Strategies Prior to Time of Service

3

Expected Costs Held in Reserves

Early Identification Strategies may include:



Dialysis Options



Specialty Drug Evaluation and Alternative Sourcing Options



Large Dollar Bill Review



Claims Negotiation Services



Reference-Based Pricing



Transplant Contracting



Medical Necessity Assessment



Gene and Cell Therapy Contracting

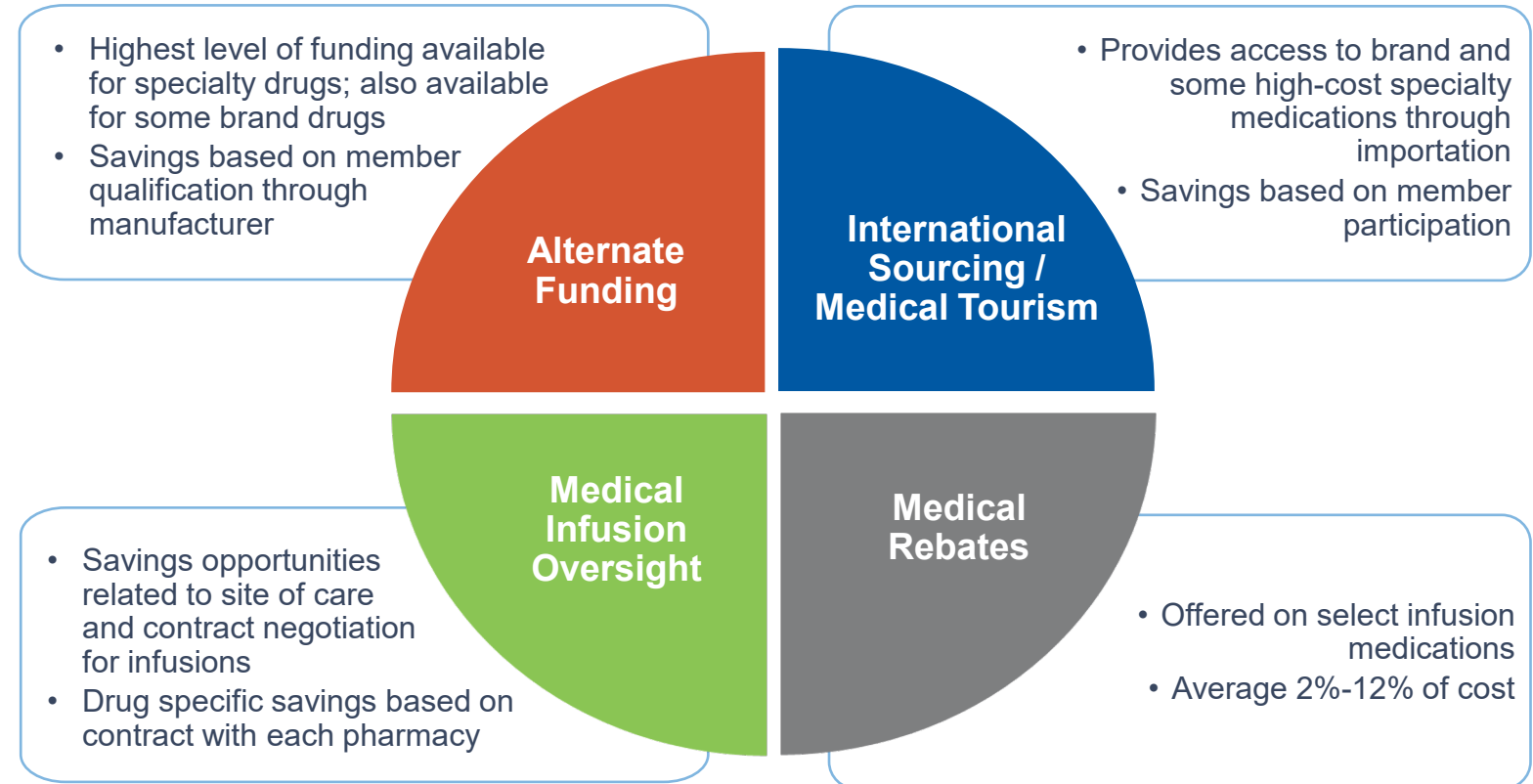
What you need to know:

- Plan sponsor retains final decision authority
- Rates and claims reimbursements will NOT be impacted
- A Business Associate Agreement (BAA) may be requested
- This program is at no cost to the plan

RSB Pharmacy Advisory Solutions

Our Pharmacy Management team deploys a thorough strategy with contract and clinical consultations, cost containment recommendations, support through implementation and quarterly reviews, as well as periodic claims audits and annual performance reconciliations.

Examples of cost containment solutions include:





RSB Sales Rep assignments

- Connor Strong & Buckelew John Clark john.clark@rsbenefits.com
- Cross Insurance Kathy Johnson Kathy.Johnson@rsbenefits.com
- Holmes Murphy John Clark john.clark@rsbenefits.com
- M3 Insurance Steve Sopko Steve.Sopko@rsbenefits.com
- Scott Justin.Hansen@rsbenefits.com
- Sterling Seacrest Pritchard Justin.Hansen@rsbenefits.com and Adam.Sheehan@rsbenefits.com
- The Partners Group Matt.Hayward@rsbenefits.com

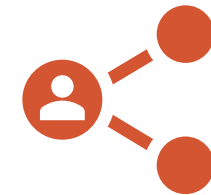
Summary and next steps



RSB goal with C2 firms
\$25M.



In person meeting with
each firm.



Write 1 group with each
member firm.

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Thank You!

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