



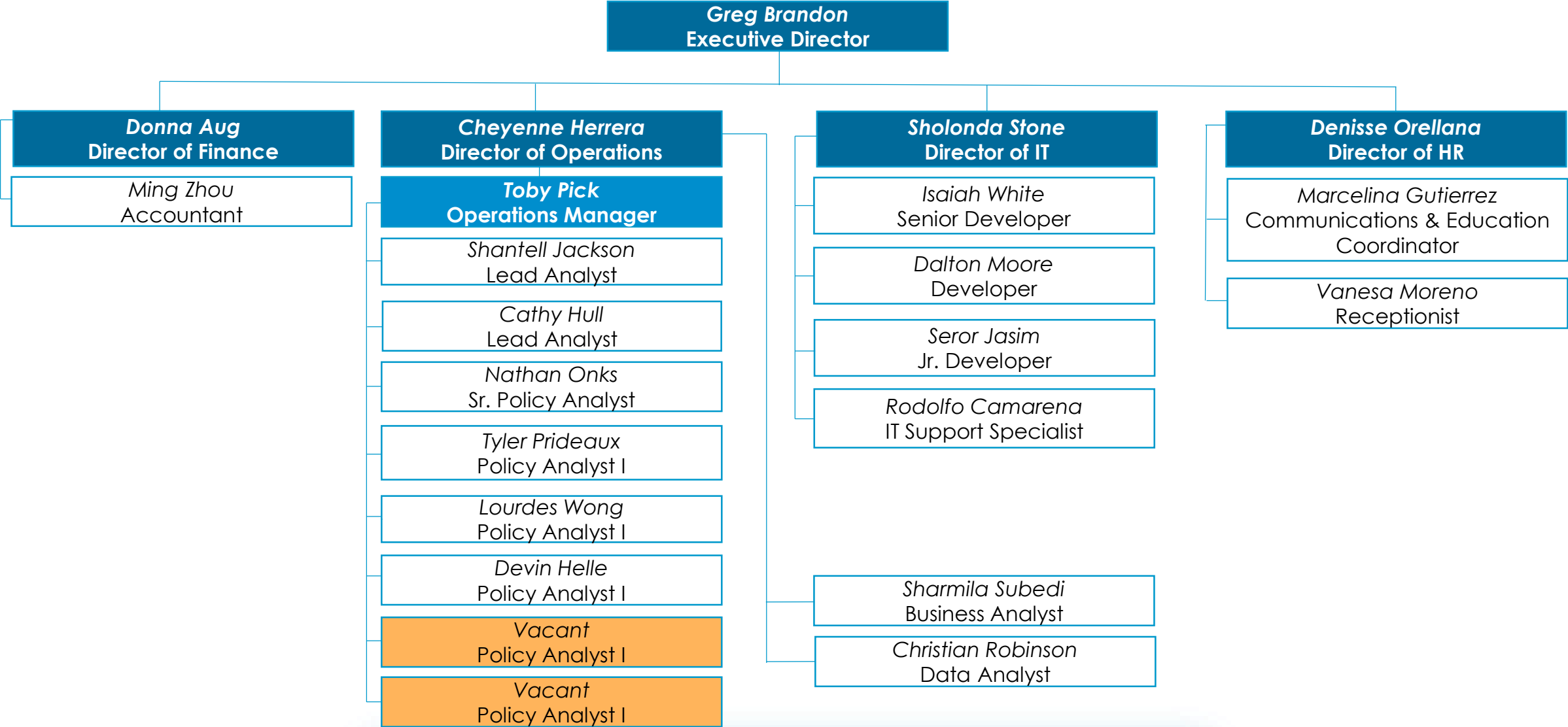
TSLA Legislative Webinar  
August 19, 2020



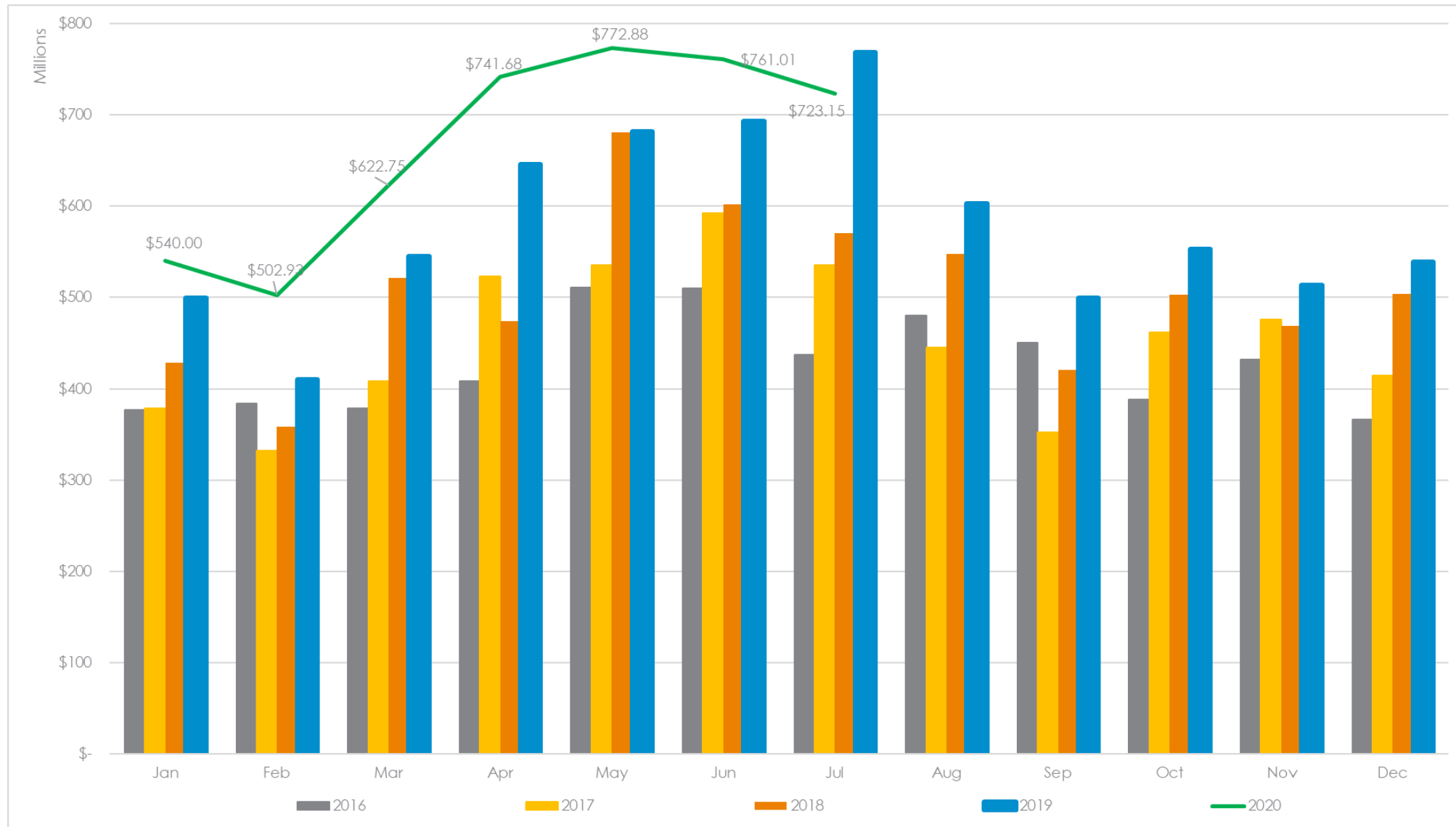
# TSLA Review

August 19, 2020

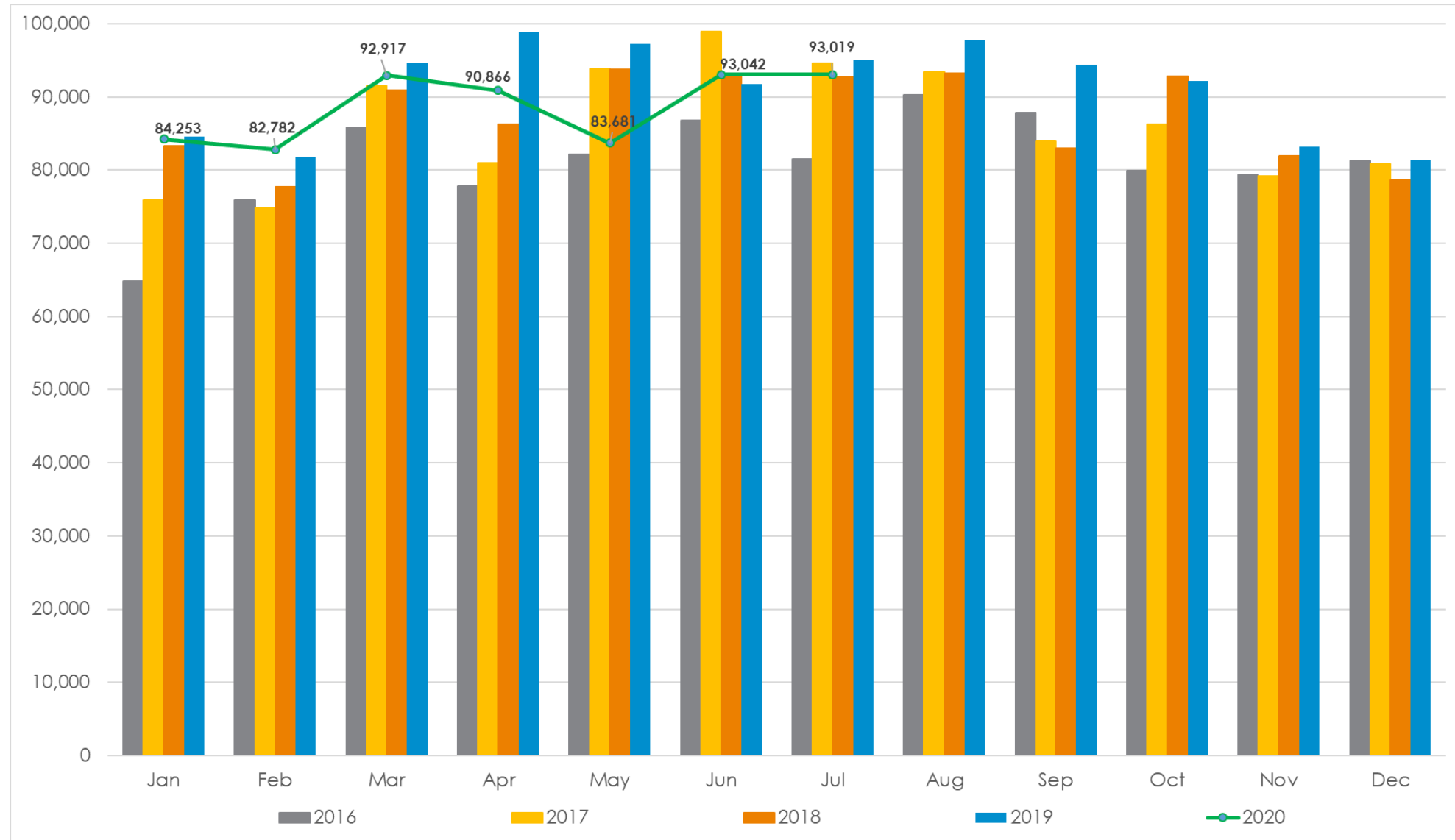
# Company Overview



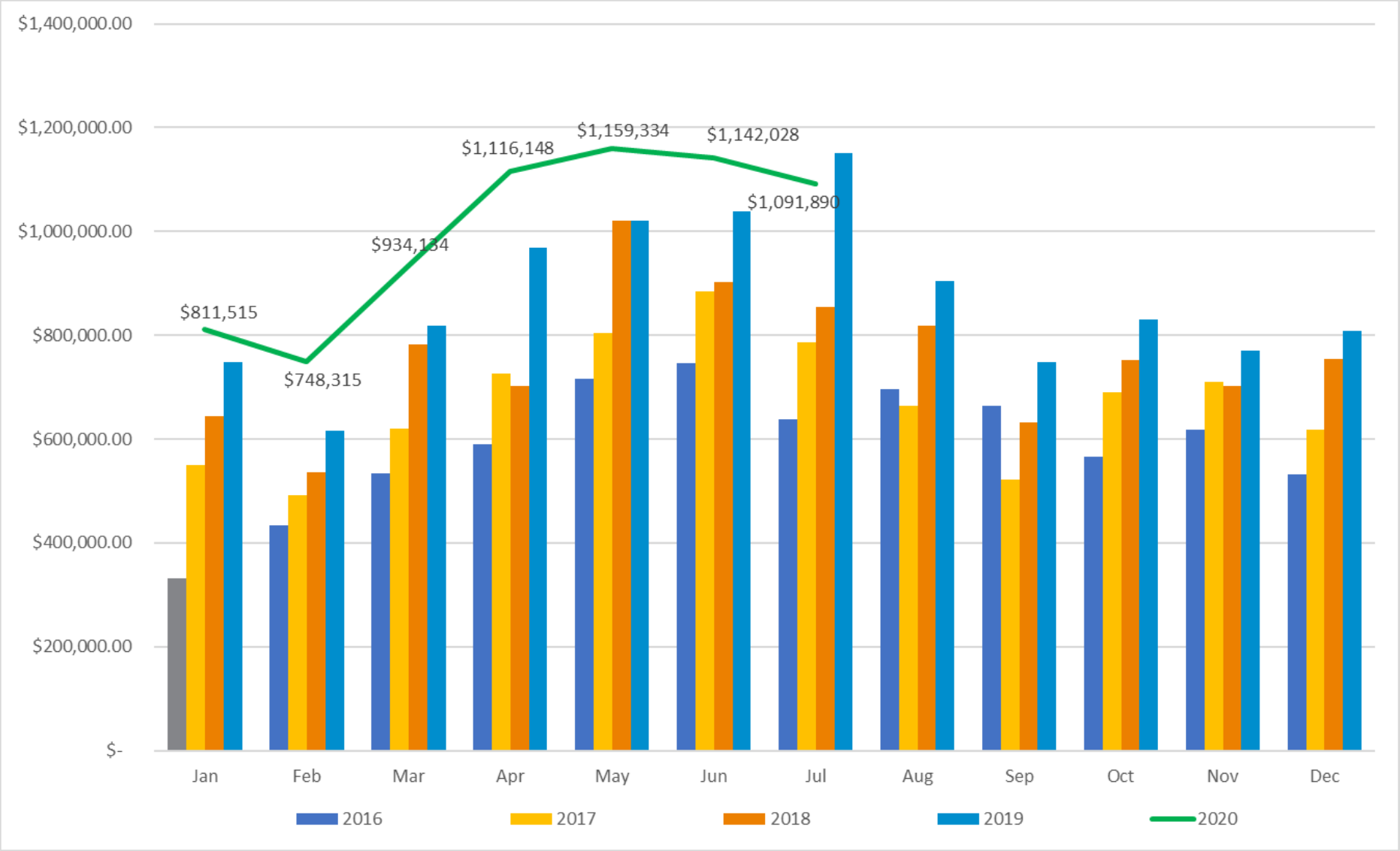
# Premium: Jan – July (\$4,663,629,820)



# Item Count: Jan - July



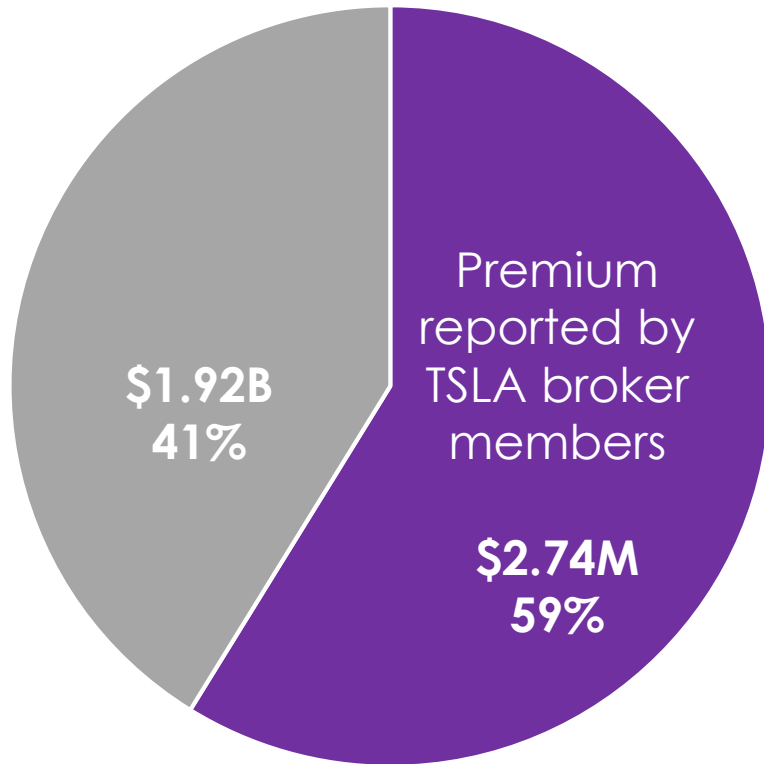
# Stamping Fees



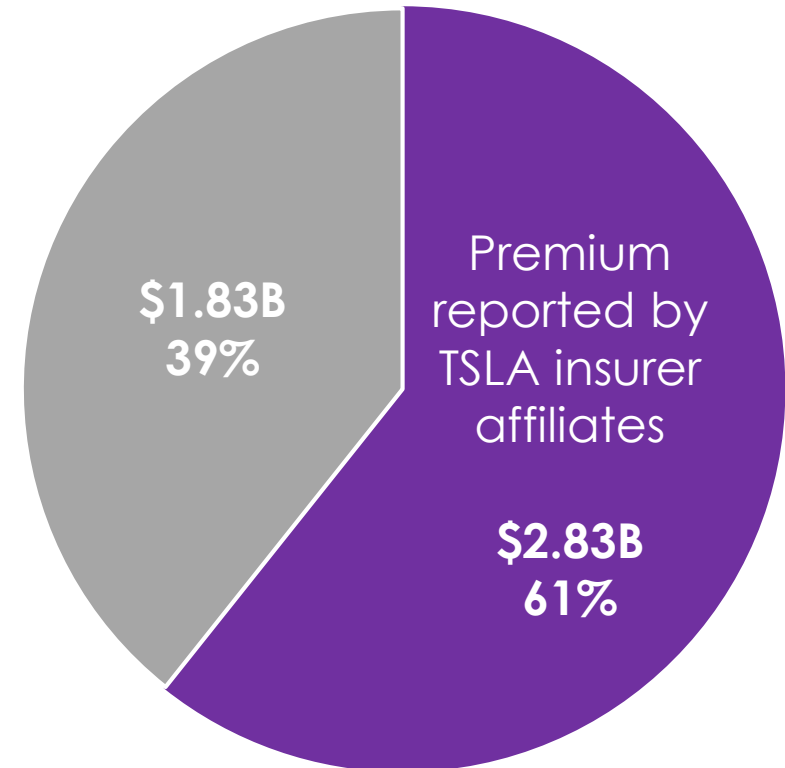
# Top 10 Insurers: Jan – July (\$2,173,146,356)

INSURANCE CARRIER	YTD PREMIUM AMOUNT
UNDERWRITERS AT LLOYD'S LONDON	\$1,066,526,505.40
EVANSTON INSURANCE COMPANY	\$158,711,845.24
NATIONAL FIRE & MARINE INS CO	\$146,952,987.17
SCOTTSDALE INSURANCE COMPANY	\$143,553,779.48
LEXINGTON INSURANCE COMPANY	\$138,641,278.57
WESTCHESTER SURPLUS LINES INS CO	\$137,023,783.11
STARR SURPLUS LINES INSURANCE CO	\$106,784,634.27
THIRD COAST INSURANCE COMPANY	\$94,154,668.46
INDIAN HARBOR INSURANCE COMPANY	\$91,170,635.32
IRONSHORE SPECIALTY INSURANCE CO	\$89,626,238.69

# TSLA Broker Members and Insurer Affiliates



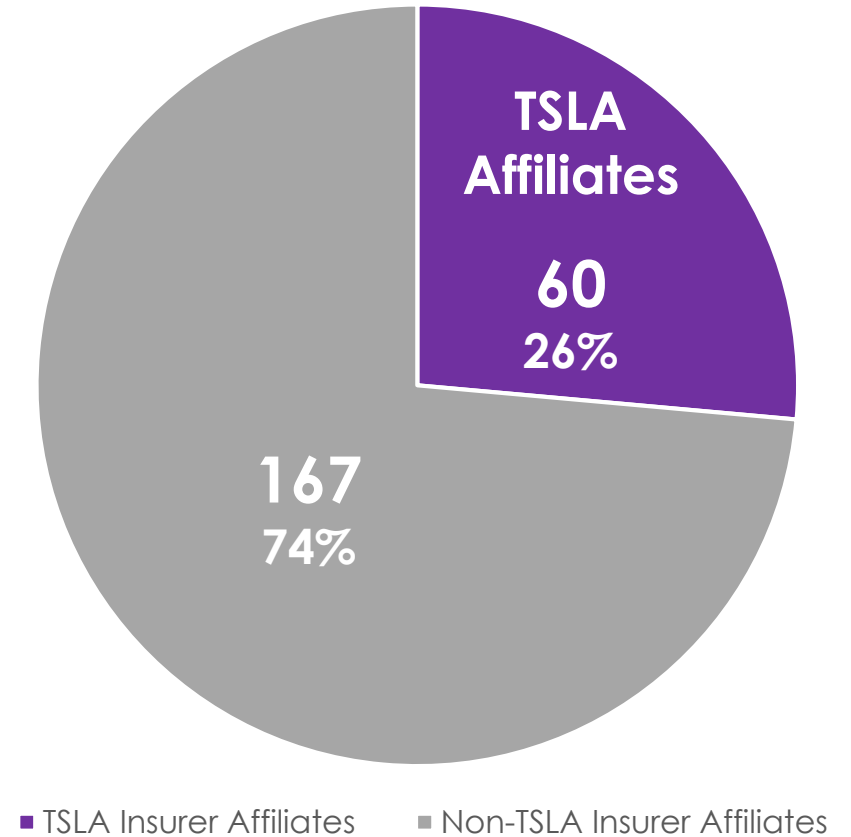
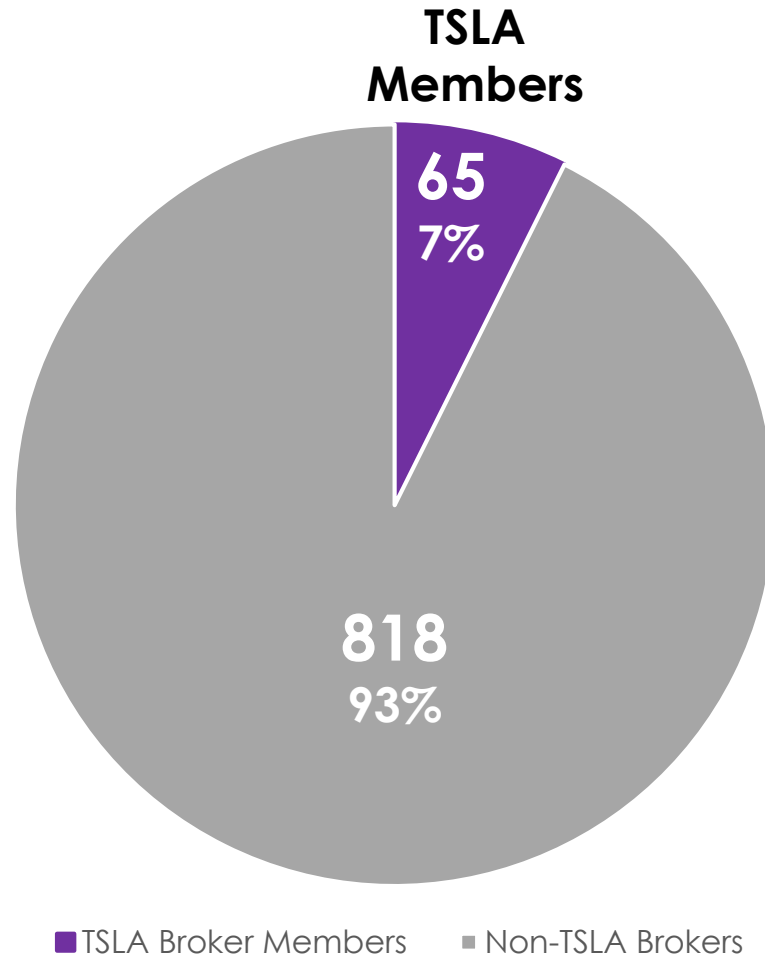
■ TSLA Broker Members ■ Non-TSLA Brokers



■ TSLA Insurer Affiliates ■ Non-TSLA Insurer Affiliates



# TSLA Broker Members and Insurer Affiliates



# Company Review

- **Working From Home**
  - Extremely successful
  - City requires wearing masks at work through December 15
- **BOD has submitted a proposal to TDI to consider reducing Stamping Fee from 0.15% to 0.075%**
  - Comments due to TDI by August 27  
(<https://www.tdi.texas.gov/rules/2020/exrules.html>)
- **SMART soft launched in June**
  - Surplus lines agents and brokers (who file policies using automated filing) can test the new SMART system.
  - Agents must make changes to the code used to submit policy data to SLTX, which must be tested in SLTX's test environment before access to the live environment is granted.
  - We appreciate and value feedback from users regarding process improvements and defects that may relate to data scenarios specific to agencies. From this feedback, SLTX will provide continued improvements and corrections to the process.