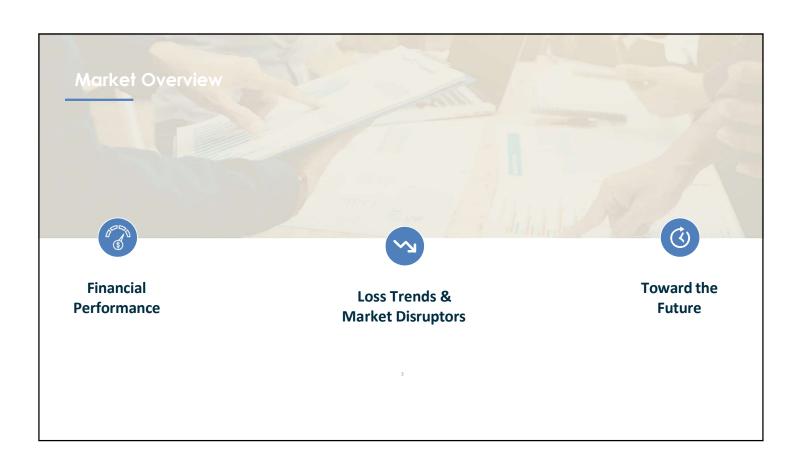


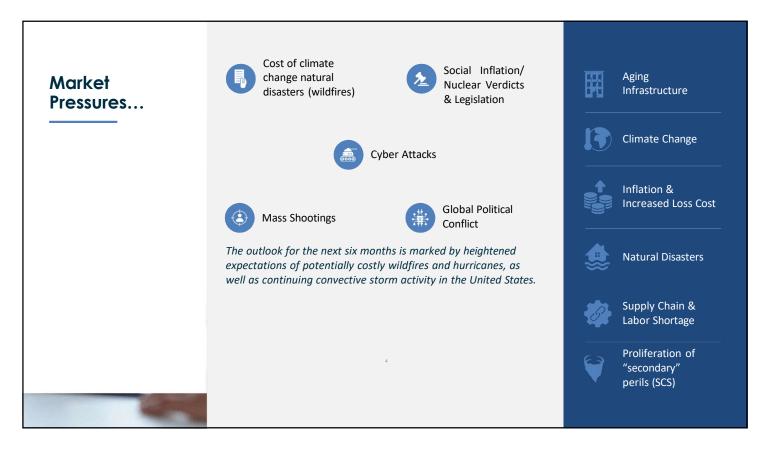


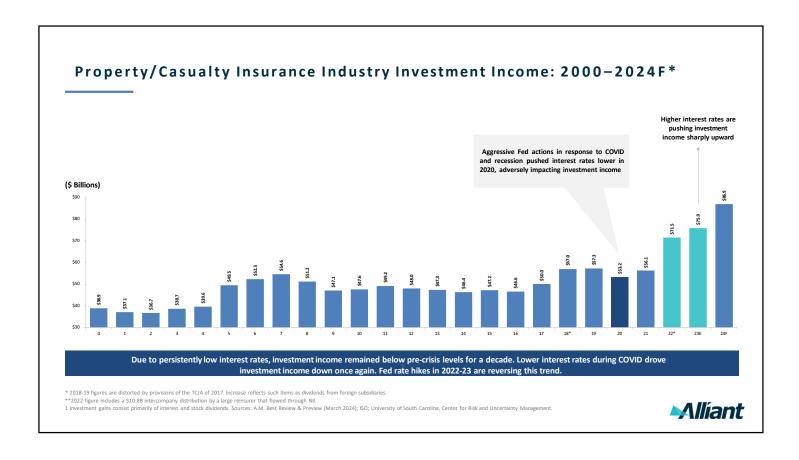


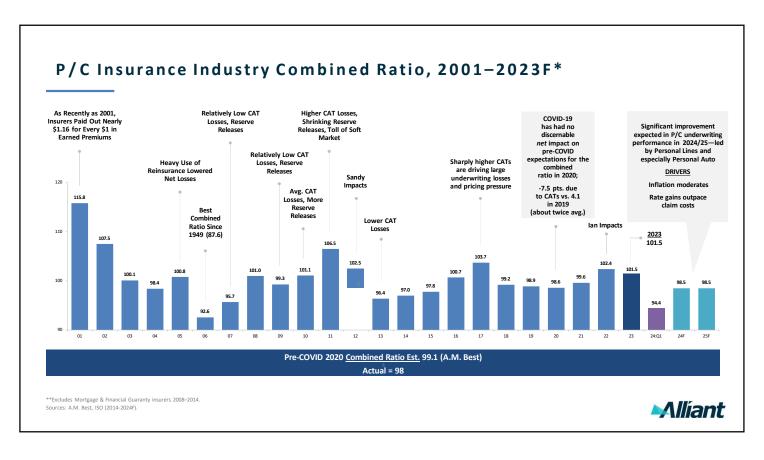
- State of the Insurance Market 2025
 - Financial Performance
 - Loss Trends & MarketDisruptors
 - Underwriting Trends
 - Toward the Future

►Alliant

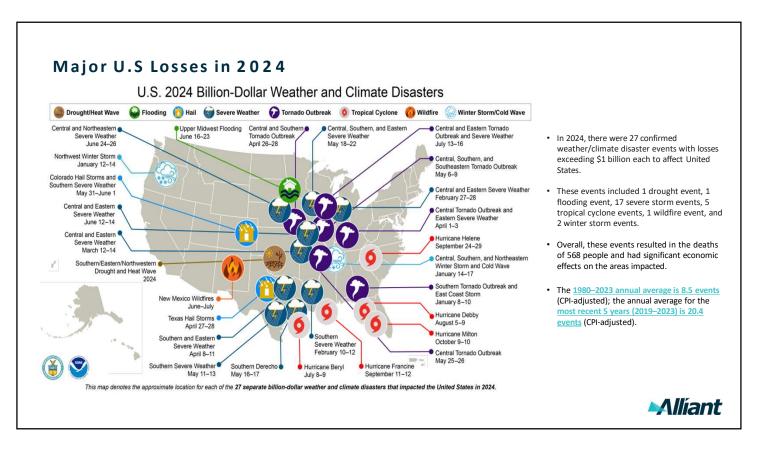


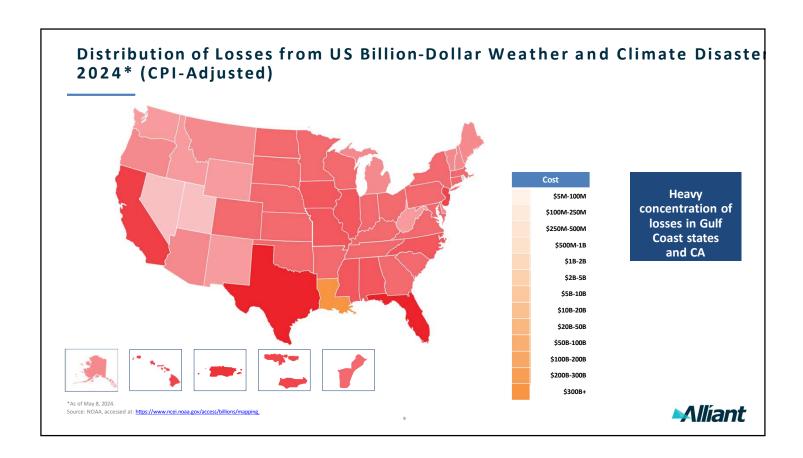








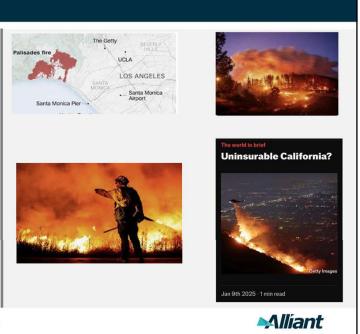


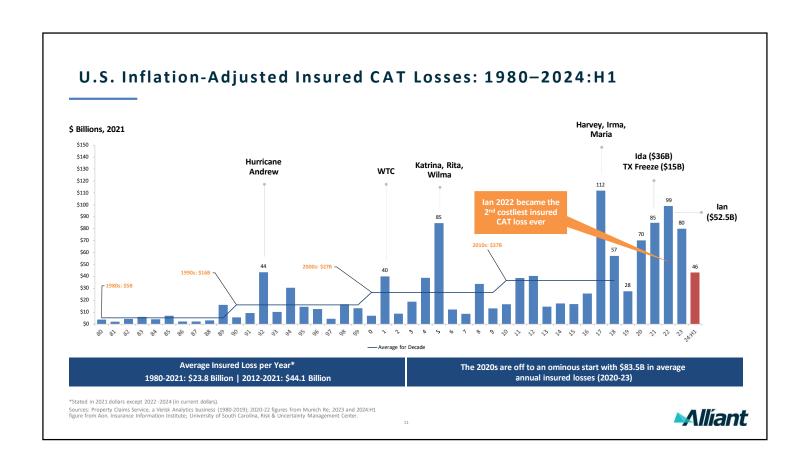




California Wildfires (as of Jan. 21, 2025)

- ~\$32.5B: Insured Loss Est. (midpoint)
 - ~\$1.9M per claim!
 - \$250B \$275B: Econ Loss Est.
- **CA FAIR Plan**: Largest Exposure
 - Has \$2.63B reins., co-reins, assessments
- Issue rapidly politicized, Insurers demonized













Continued scrutiny of data (SOV, COPE, ITV with Increased Construction Cost)

- Must go to market with a compelling narrative
- Emphasis on data quality will not be going away any time soon



Increased retentions and caps on certain types of exposure

- Programs that have <u>not</u> undergone changes over the course of the last few renewal cycles may face scrutiny, particularly on Windstorm & Severe Convective Storm
- Separate, increased Water Damage deductibles are gaining momentum



Rate outcomes are highly dependent on remainder of 2024 Wind Season and individual client losses



Underwriter submission activity remains high – imperative to engage early and access global market



Regional Underwriting: Property markets are affected differently across the nation

 $\bullet \ \ \textit{e.g., West: Wildfire/Earthquake, East: Hurricanes, Midwest: SCS, etc.}\\$



The Los Angeles fires are expected to have significant consequences for both the insurance and reinsurance markets.

High Losses: Insured losses could exceed \$50 billion, with total economic losses possibly reaching up to \$150 billion. A large portion of the damages may be uninsured, highlighting the growing coverage gap.

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Liability Claims frequency has increased

- Third-party litigation funding (TPLF)
- · Aging Infrastructure
- Dissatisfaction



Liability Claim severity has increased

- Social Inflation (legal system abuse)
- Medical Cost Inflation
- Plaintiff Bar Success Advertising, Reptile Theory, etc.

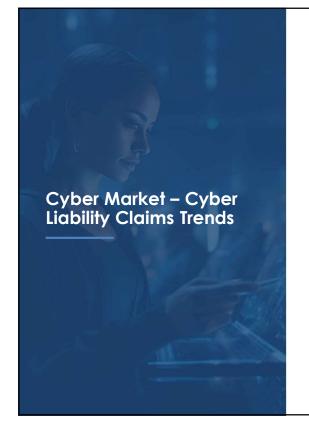


Inflation Toll

- As inflation increases, Insurance Carriers seek increased premiums
- Higher claims payouts, operational costs, etc.
- · Investment Portfolio is impacted
- Claims more likely to approach retention levels, retentions increases are common

5







Ransomware losses continue to be a major concern, as it is the #1 cybersecurity threat to all businesses



Select U.S. markets have begun inserting 'widespread event' or 'catastrophic first party loss' exclusions on their renewals



Despite some groups conducting politically-motivated ransomware and data extortion attacks the vast majority of ransomware and data extortion attacks continue to be financially motivated. Fewer of these attacks involve encryption (locking) of data compared to years past



MetaPixel and Movelt claims have skyrocketed and as such, underwriters are adding exclusions to those without sufficient controls



As the war in Ukraine continues, London underwriters are all deploying proprietary/Lloyd's war exclusion language



Expected increase in state and federal regulations and cyber related enforcement actions

16



Factors serving as cost drivers resulting increased claims severity



Medical Technology



Accident Survivability



Life Expectancy



Fee Schedules



Presumption Laws

Source: Safety National



The Job Market



Vendor Labor Shortages



Comorbidities & COVID-19



