



Surveying commercial insurance

Pricing and profitability

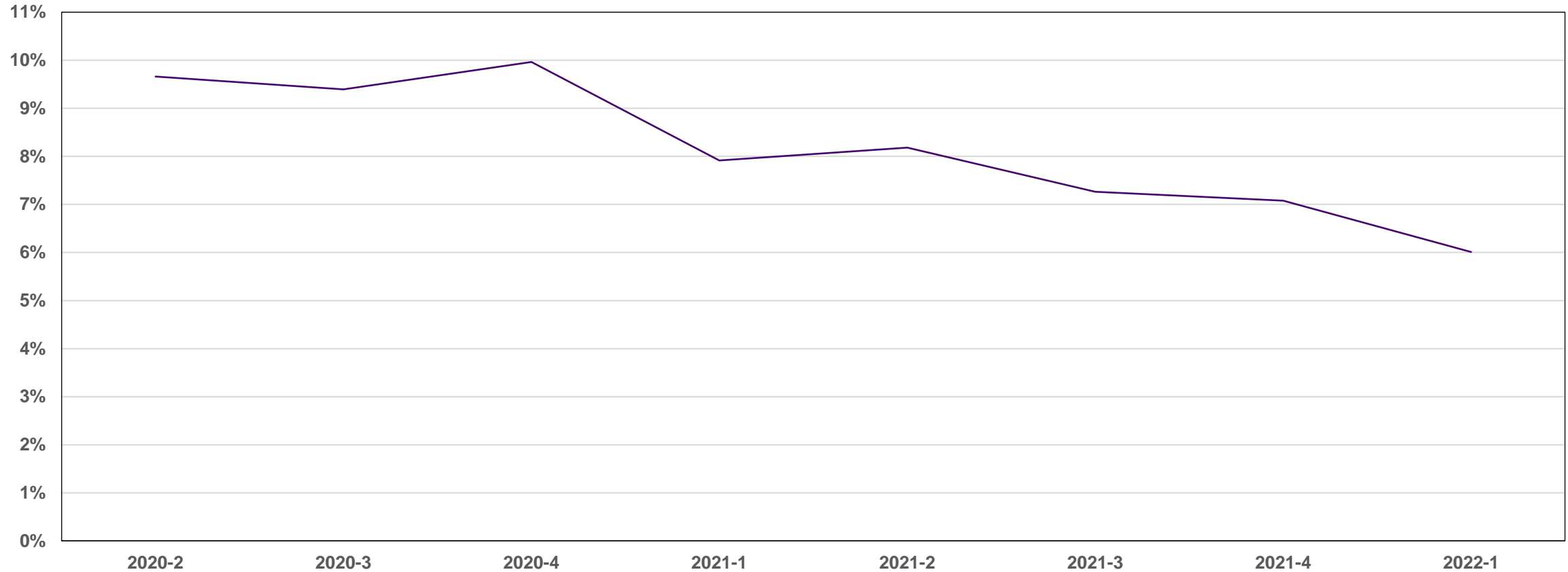
2022 Q1 Update

Now more than ever, price monitoring is key



The rate of price increases continues to moderate for most lines in Q1

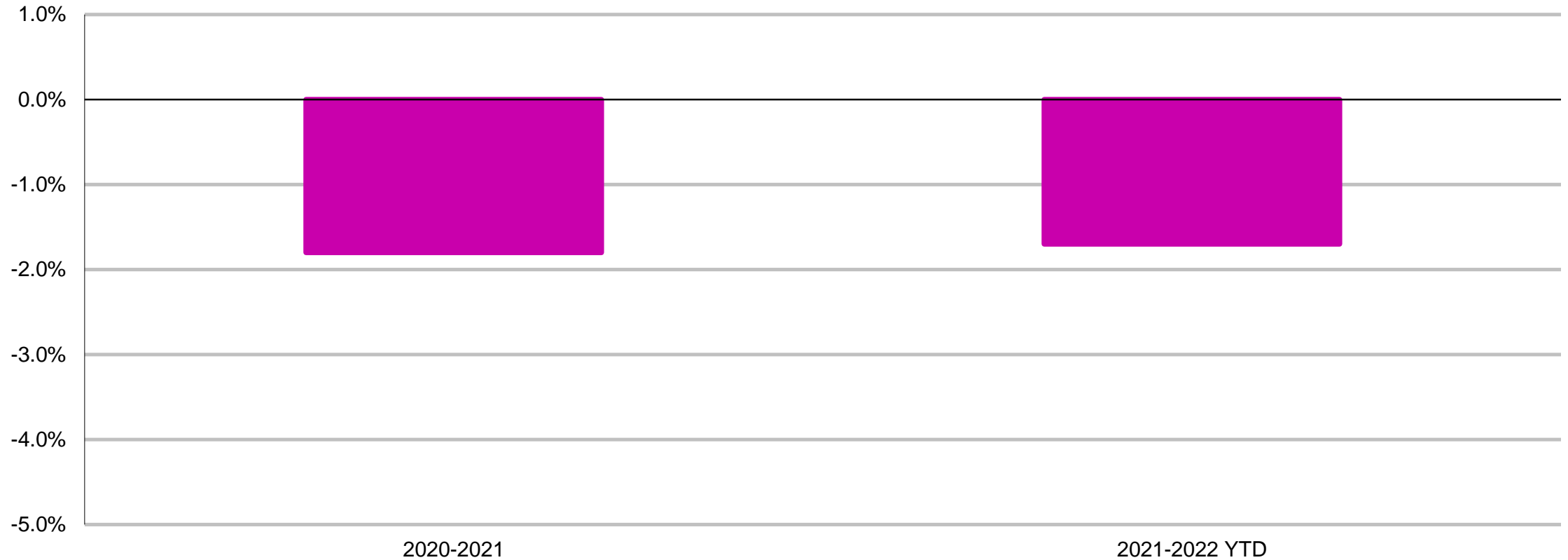
Year-Over-Year Price Level Change



Source: 2022 Q1 CLIPS.

Loss ratios improved in 2022 due to rate increases

Change in Earned Loss Ratios



Source: 2022 Q1 CLIPS.

In this context, reliable information on how your company compares to the marketplace is crucial

CLIPS is Willis Towers Watson's U.S. commercial lines pricing and profitability survey

- Information comes directly from carriers
- Data-based
- Free
- Confidential
- Only participants receive the detailed survey results

CLIPS gives participants more and better historical information on pricing and profitability

- We collect information from participating companies each quarter
 - Estimated price changes by quarter for the last two years
 - Year-over-year percentage changes
 - Including the effects of coverage changes as well as rates
 - Including new business if available
 - Estimated increases in loss costs by year for the last two years
- We deliver customized summary results back to the participants



Submitted data are reviewed for reasonableness and consistency but not audited

CLIPS information is collected and reported at line of business and account size level

Small Commercial*	Middle Market Commercial	Large Account Commercial	Specialty Commercial Lines
Workers' compensation	Workers' compensation	Workers' compensation	Professional liability
Auto liability	<ul style="list-style-type: none"> ▪ First dollar ▪ LDD and excess 	<ul style="list-style-type: none"> ▪ First dollar ▪ LDD and excess 	<ul style="list-style-type: none"> ▪ Medical ▪ Lawyers ▪ Architects and engineers ▪ Other
Auto physical damage	Auto liability	Commercial auto	
Package CMP/BOP	Auto physical damage	<ul style="list-style-type: none"> ▪ First dollar ▪ LDD and excess 	Directors and officers liability
Commercial property	Package CMP/BOP	Commercial property	Employment practices liability
General/products liability	Commercial property	Cyber	Surety bonds
Excess/umbrella liability	Cyber	General/products liability	<ul style="list-style-type: none"> ▪ Contract ▪ Other
	General/products liability	Excess/umbrella liability	
	Excess/umbrella liability		

*By region.

Investment analysts use
CLIPS to take the pulse of
the industry

“...Willis Towers Watson’s survey takes the commercial lines writers’ view (what they have done with pricing and how that impacts profitability). We think the Willis Towers Watson survey will be a better benchmark for investors (and management).”

— Insurance industry investment analyst,
quoting CLIPS results shortly after launch

Current participants — and their shareholders — benefit from insights from CLIPS

“...We continue to focus on balancing price and retention in this competitive market...Of the various commercial lines industry pricing surveys, we favor the Willis Towers Watson CLIPS survey because of its data collection methodology...”

— Participating company CFO, Quarterly Earnings Conference Call

How to find out more



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