



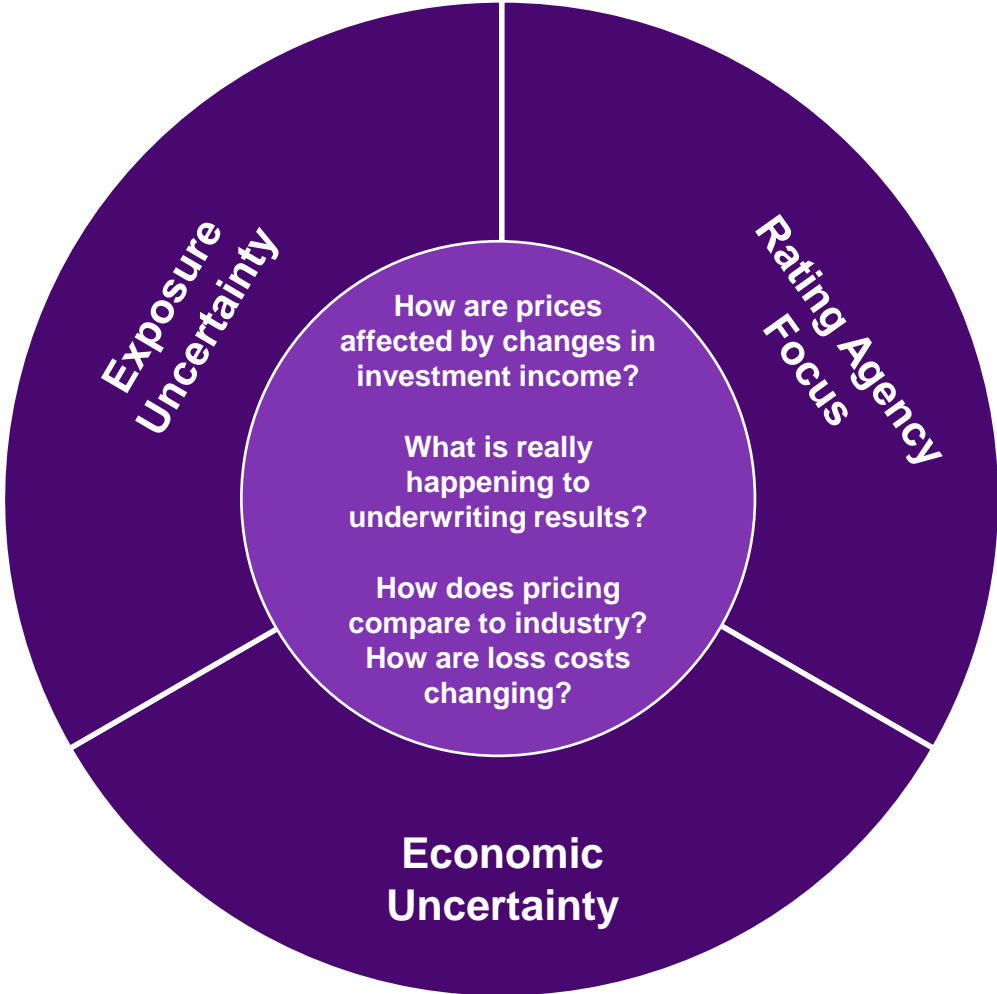
Surveying commercial insurance

Pricing and profitability

2022 Q3 Update

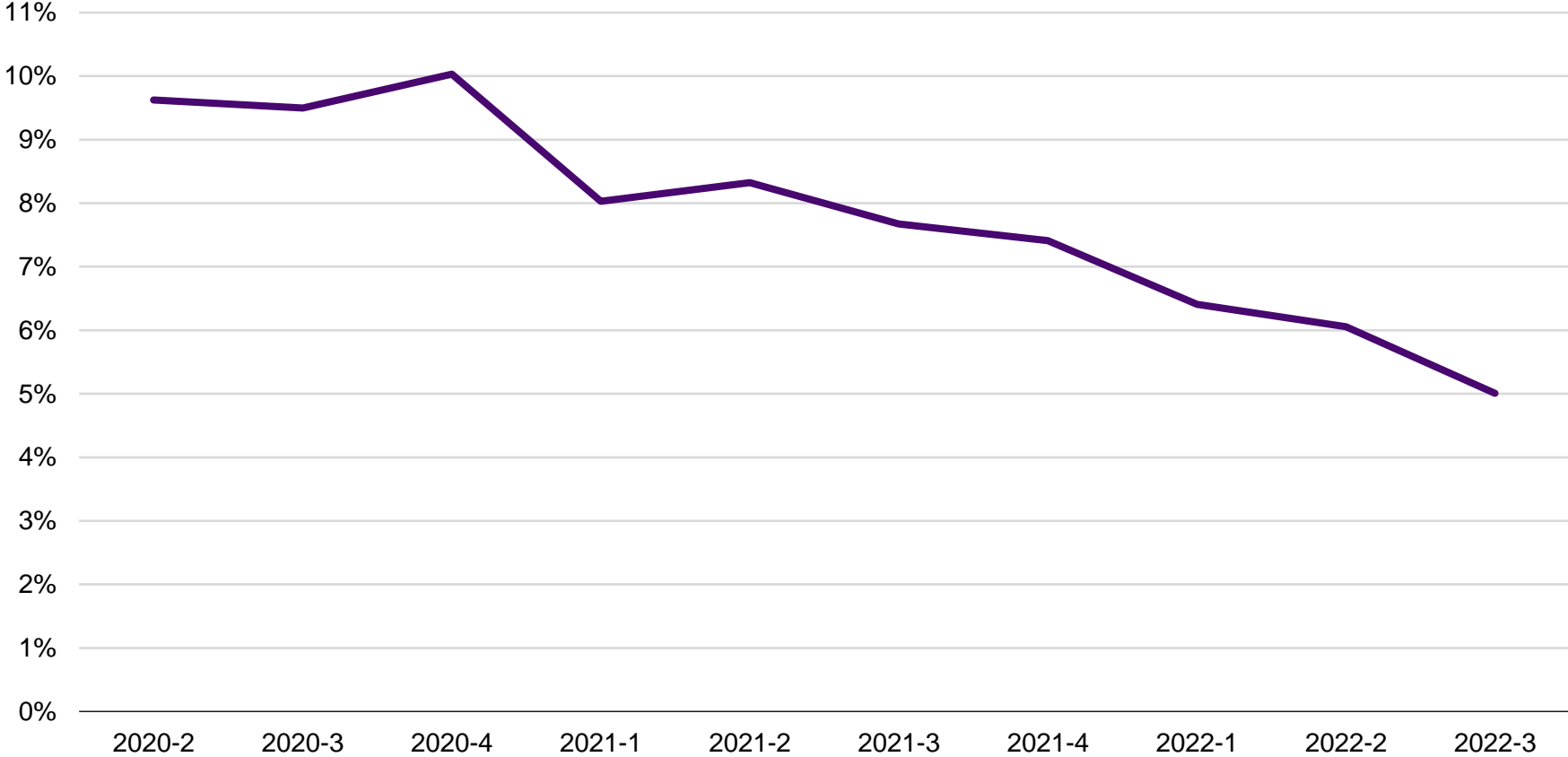


Now more than ever, price monitoring is key



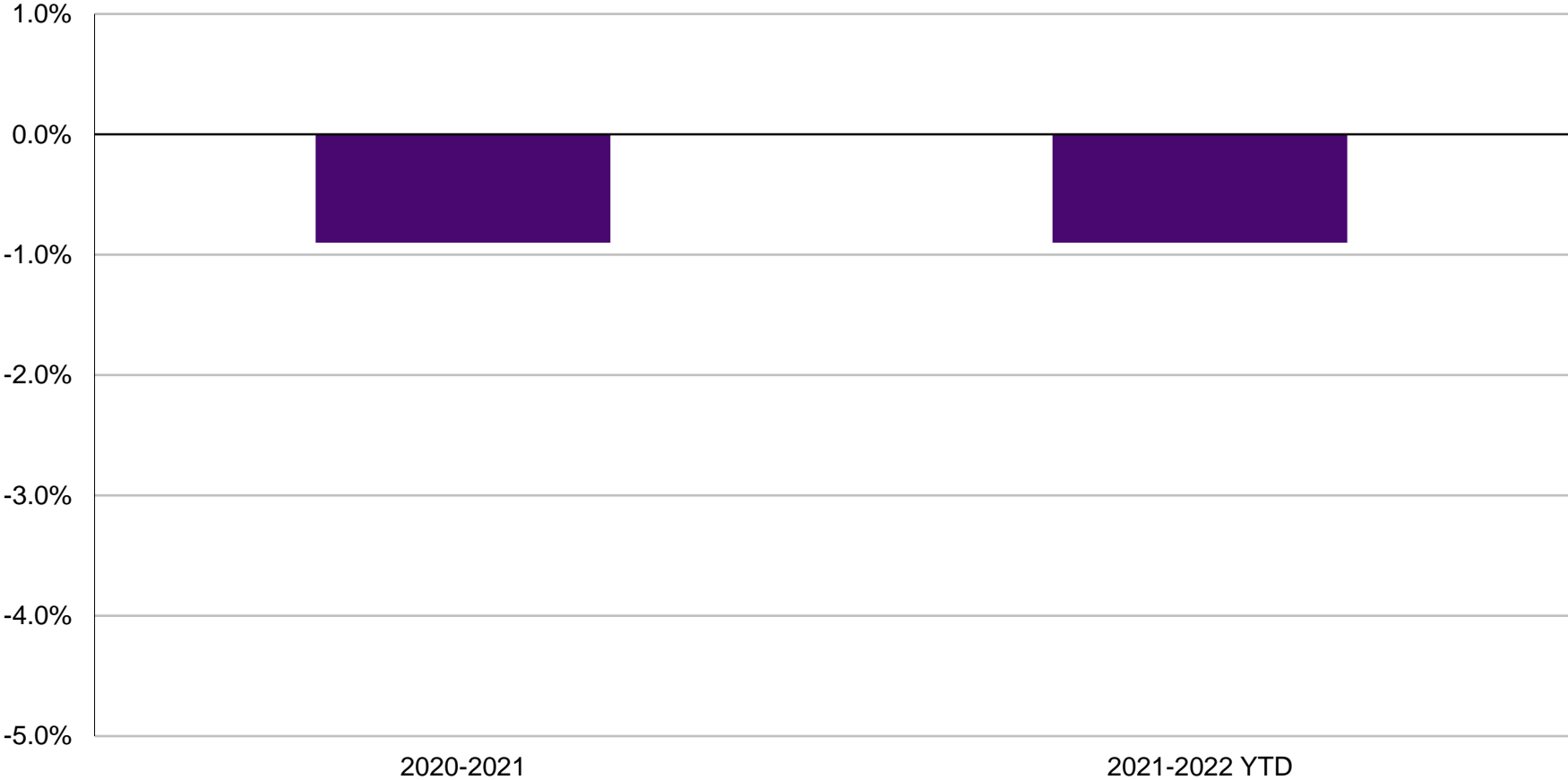
The rate of price increases continues to moderate for most lines in Q3

Year-over-year price level change



Loss ratios improved in 2022 due to rate increases

Change in earned loss ratios



Source: 2022 Q3 CLIPS.



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

- CLIPS is WTW'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

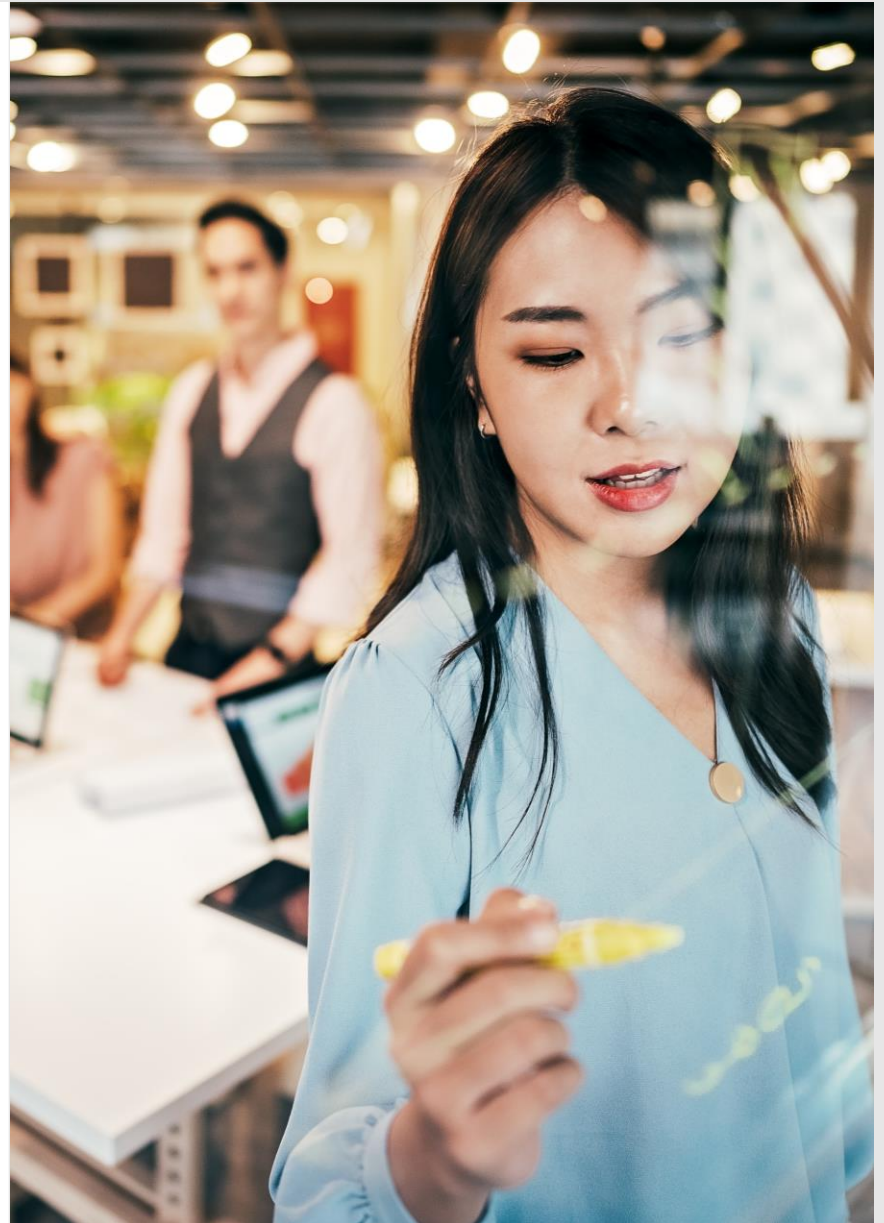
CLIPS information is collected and reported at line of business and account size level

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 	<ul style="list-style-type: none"> • First dollar 	<ul style="list-style-type: none"> • Medical
Auto physical damage	<ul style="list-style-type: none"> • LDD and excess 	<ul style="list-style-type: none"> • LDD and excess 	<ul style="list-style-type: none"> • Lawyers
Package CMP/BOP	Auto liability	Commercial auto	<ul style="list-style-type: none"> • Architects and engineers
Commercial property	Auto physical damage	<ul style="list-style-type: none"> • First dollar 	<ul style="list-style-type: none"> • Other
General/products liability	Package CMP/BOP	<ul style="list-style-type: none"> • LDD and excess 	Directors and officers' liability
Excess/umbrella liability	Commercial property	Commercial property	Employment practices liability
	Cyber	Cyber	Surety bonds
	General/products liability	General/products liability	<ul style="list-style-type: none"> • Contract
	Excess/umbrella liability	Excess/umbrella liability	<ul style="list-style-type: none"> • Other

Investment analysts use CLIPS to take the pulse of the industry

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

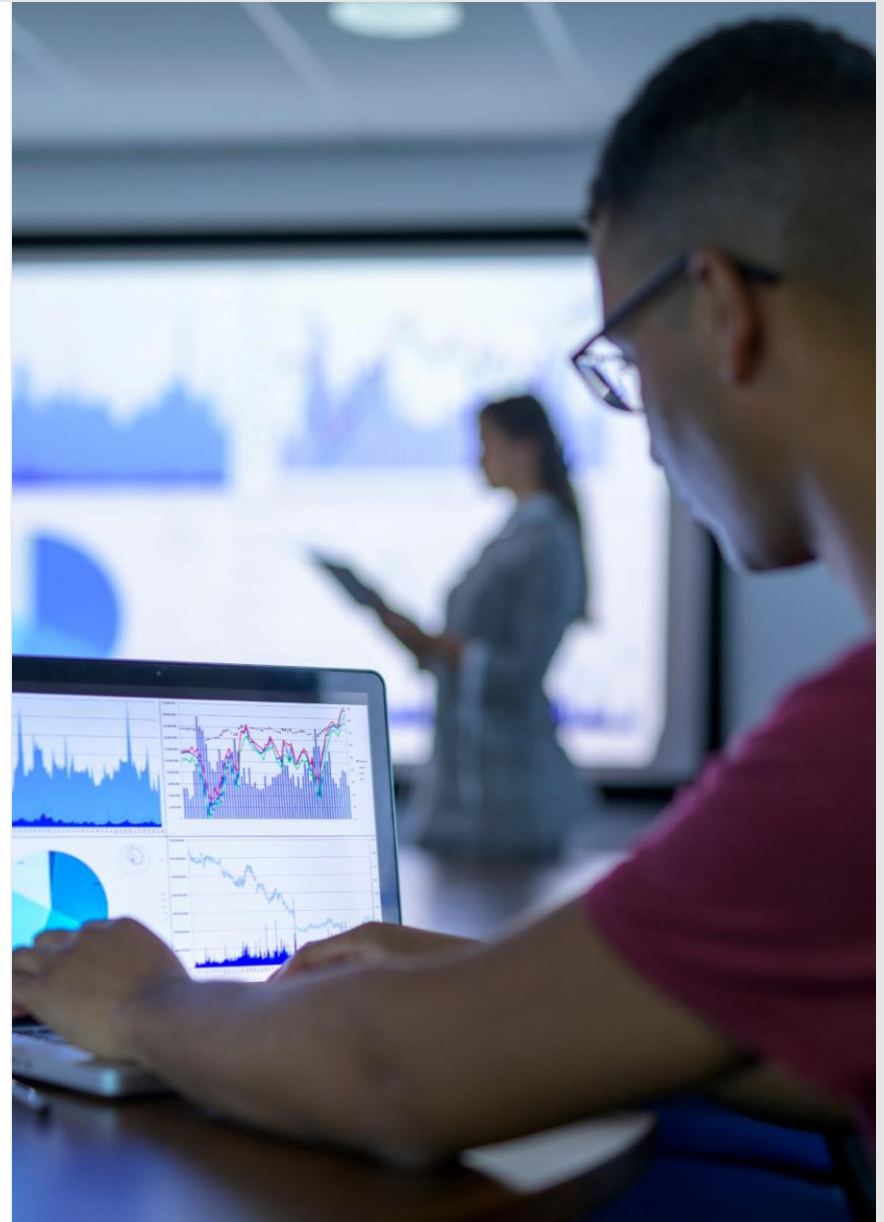
— Insurance industry investment analyst,
quoting CLIPS results shortly after launch



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 WTW CLIPS survey because of its data collection methodology...”

— Participating company CFO, Quarterly Earnings Conference Call



How to find out more



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Thank you