



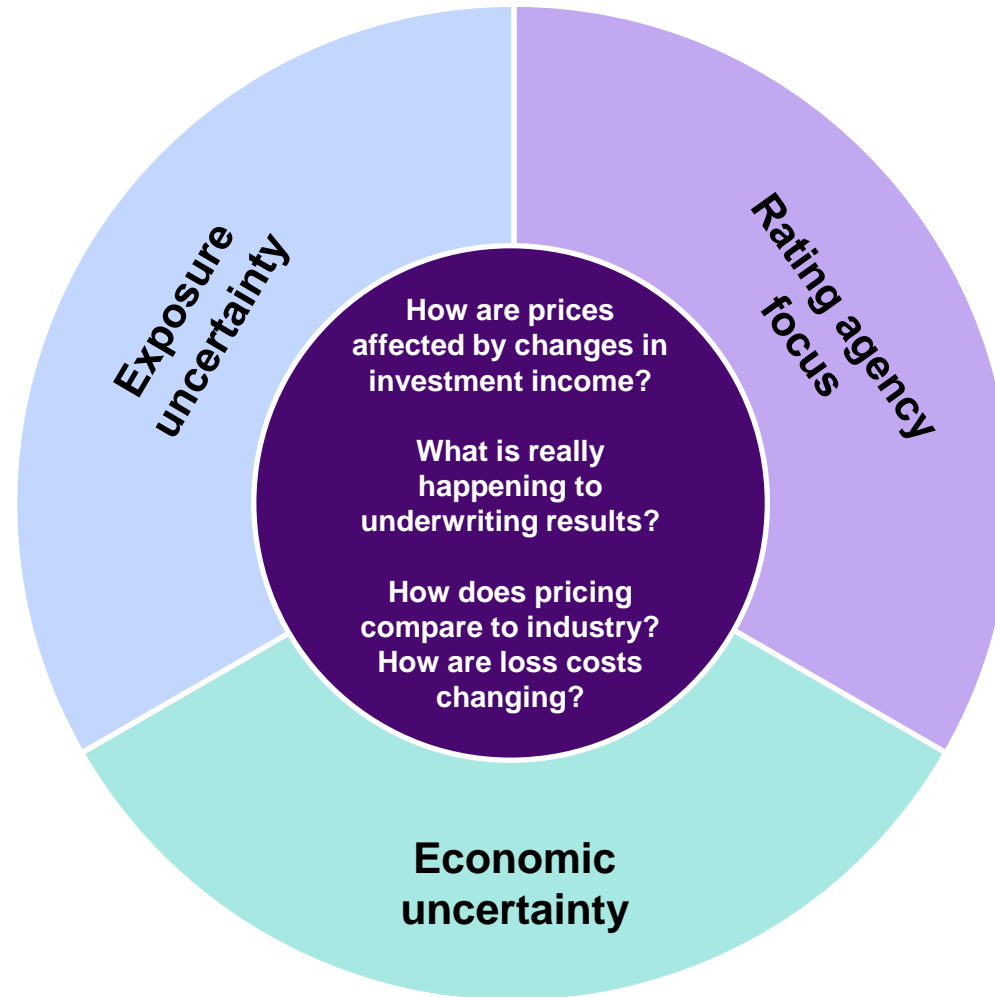
# Surveying commercial insurance

Pricing and profitability

2023 Q2 UPDATE

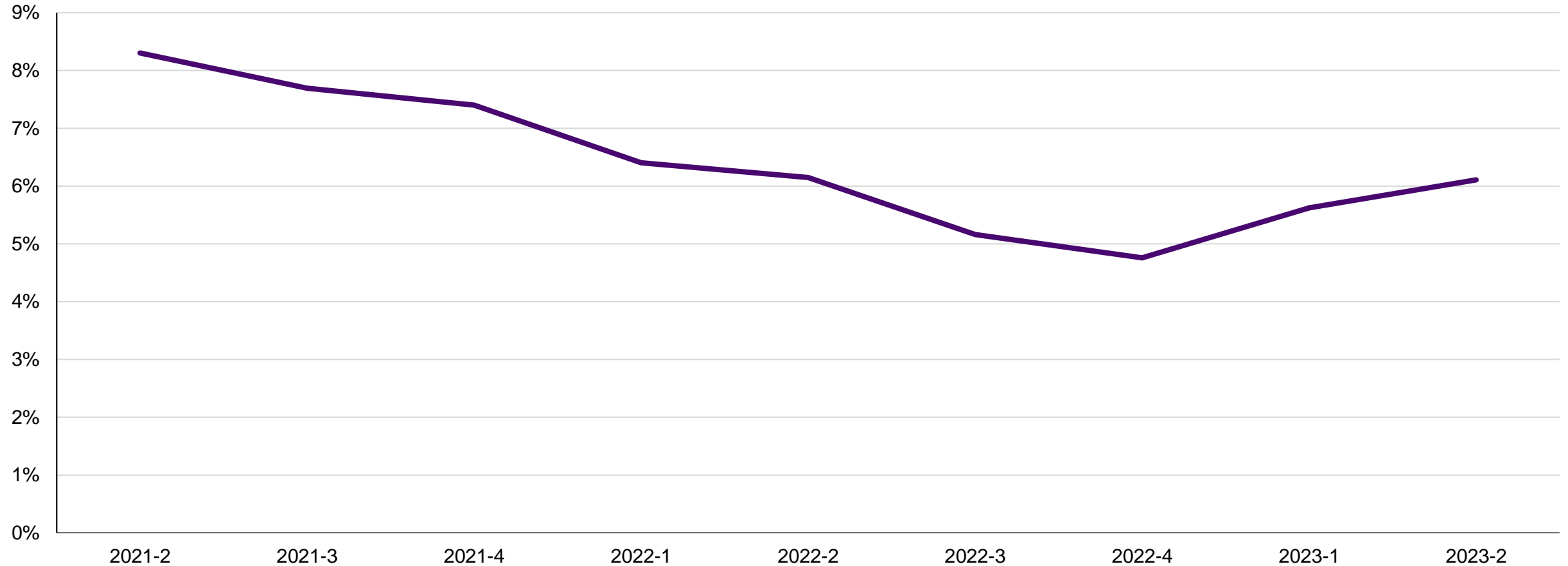
September 2023

# Now more than ever, price monitoring is key



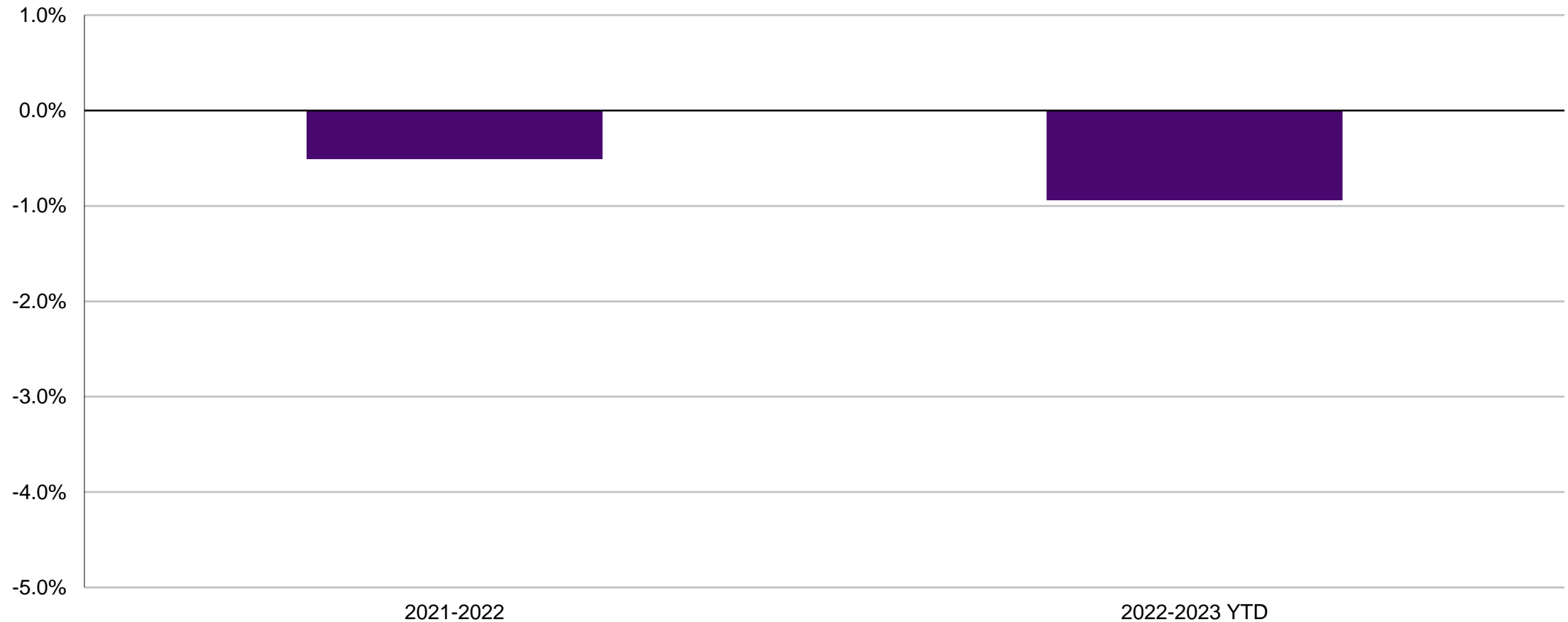
# The rate of price increases slightly increased for most lines in Q2

Year-over-year price level change



# Loss ratios decreased in 2023

## Change in earned loss ratios



Source: 2023 Q2 CLIPS.

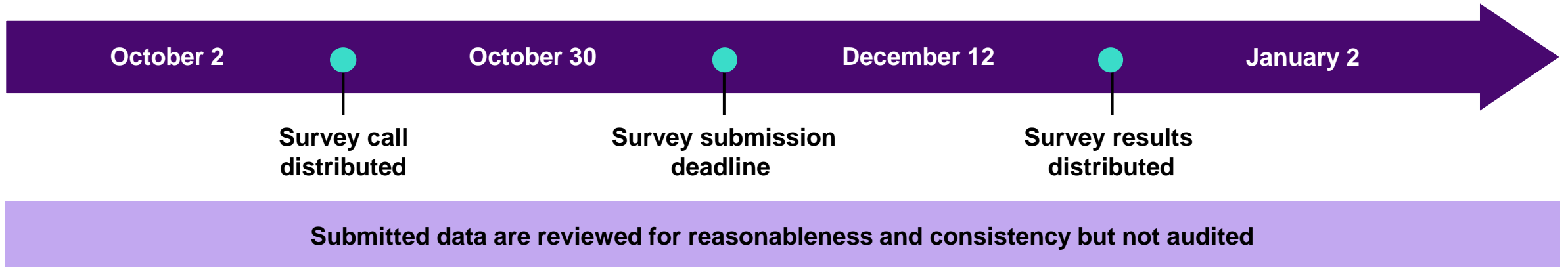


## In this context, reliable information on how your company compares to the marketplace is crucial

- 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



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



# Investment analysts use CLIPS to take the pulse of the industry

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...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

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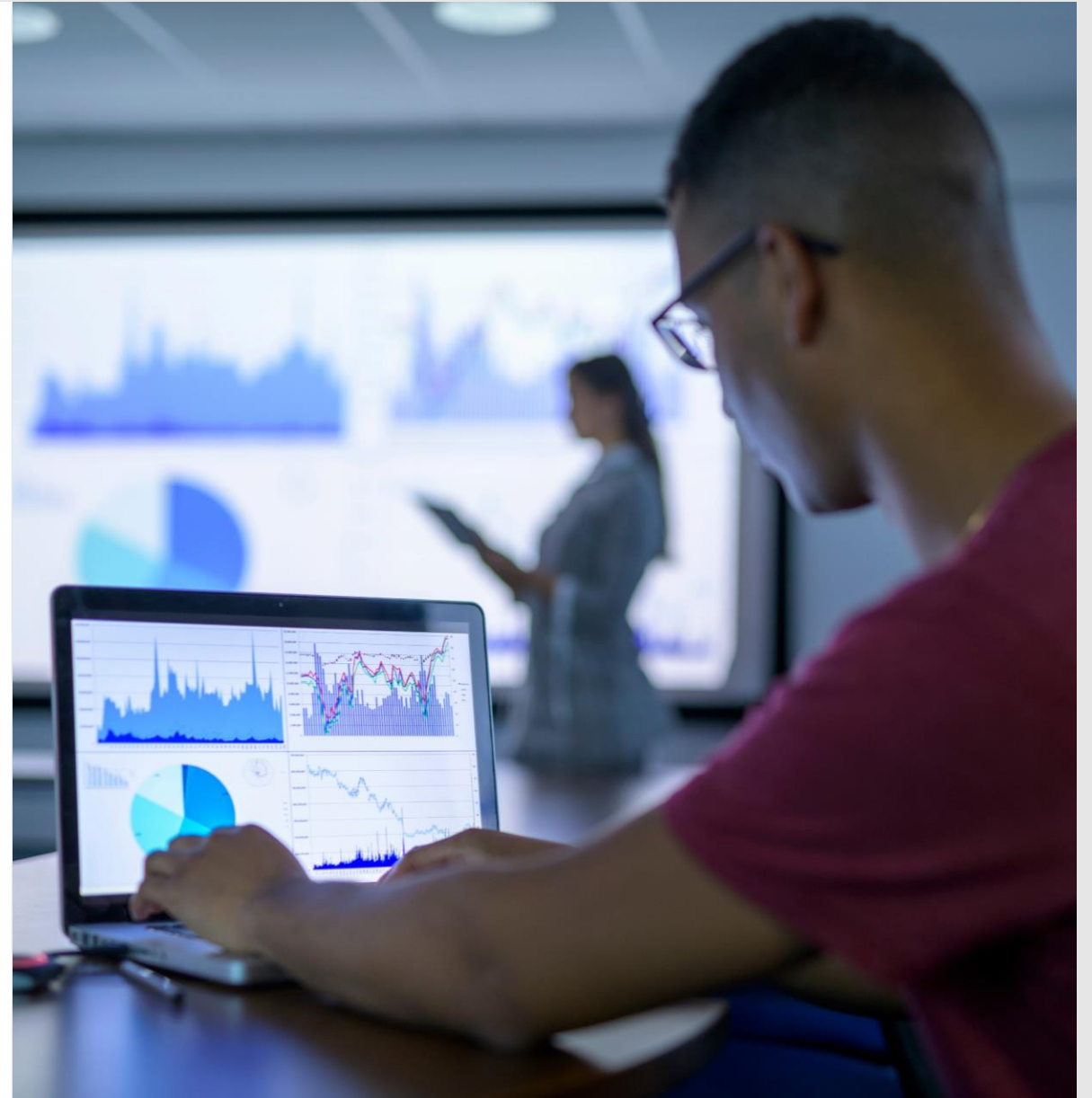
# Current participants — and their shareholders — benefit from insights from CLIPS

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...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

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# How to find out more



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Thank you