



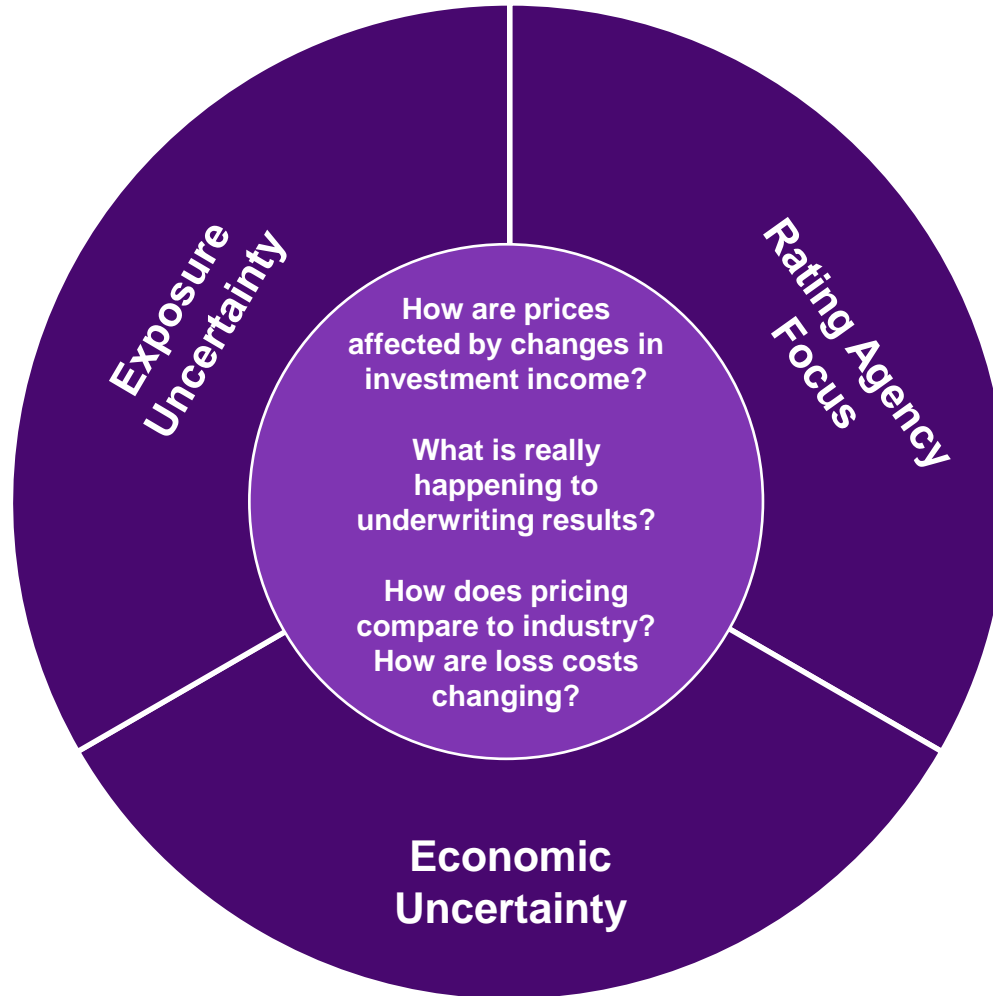
Surveying commercial insurance

Pricing and profitability

2023 Q3 Update

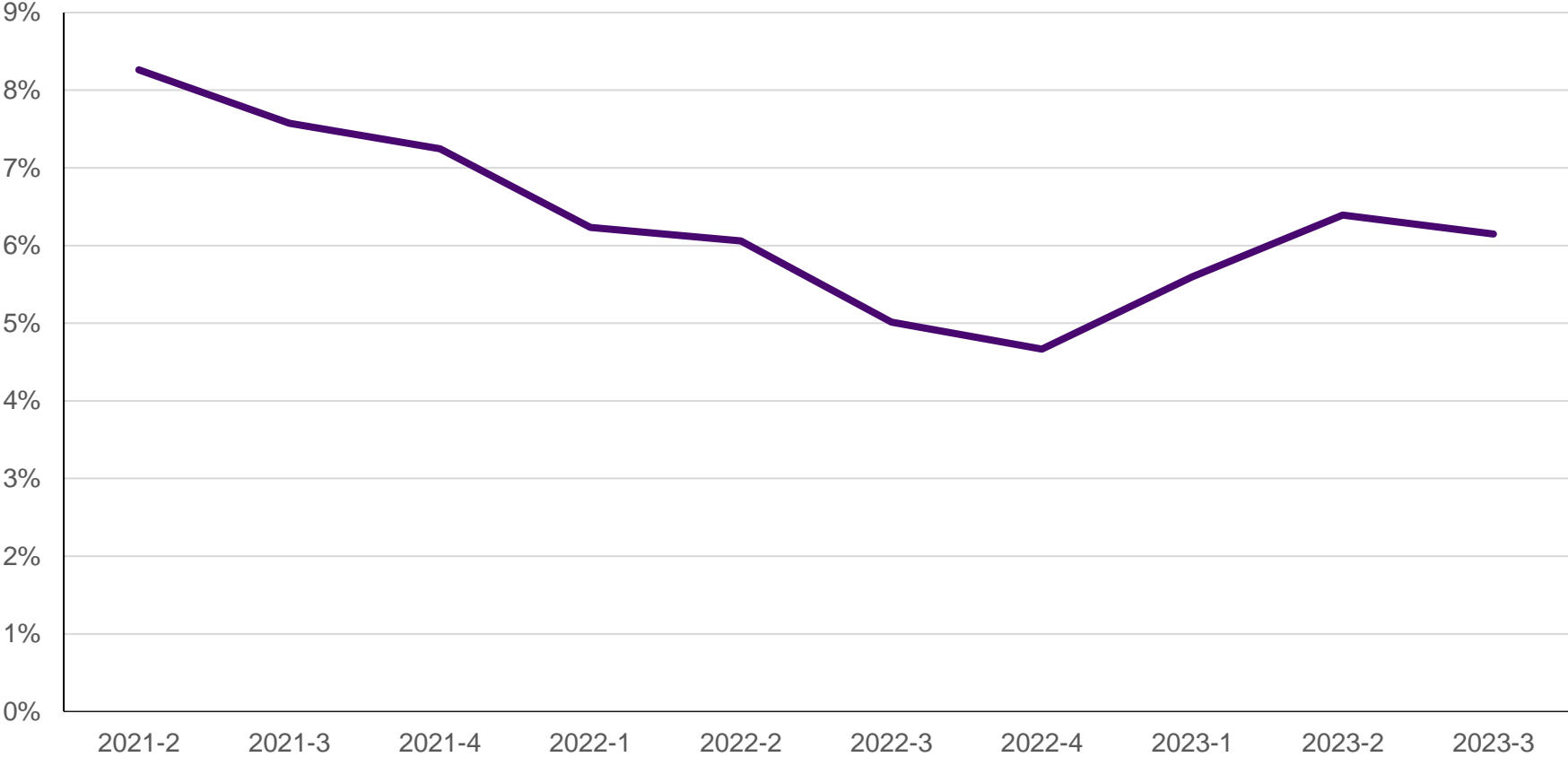


Now more than ever, price monitoring is key

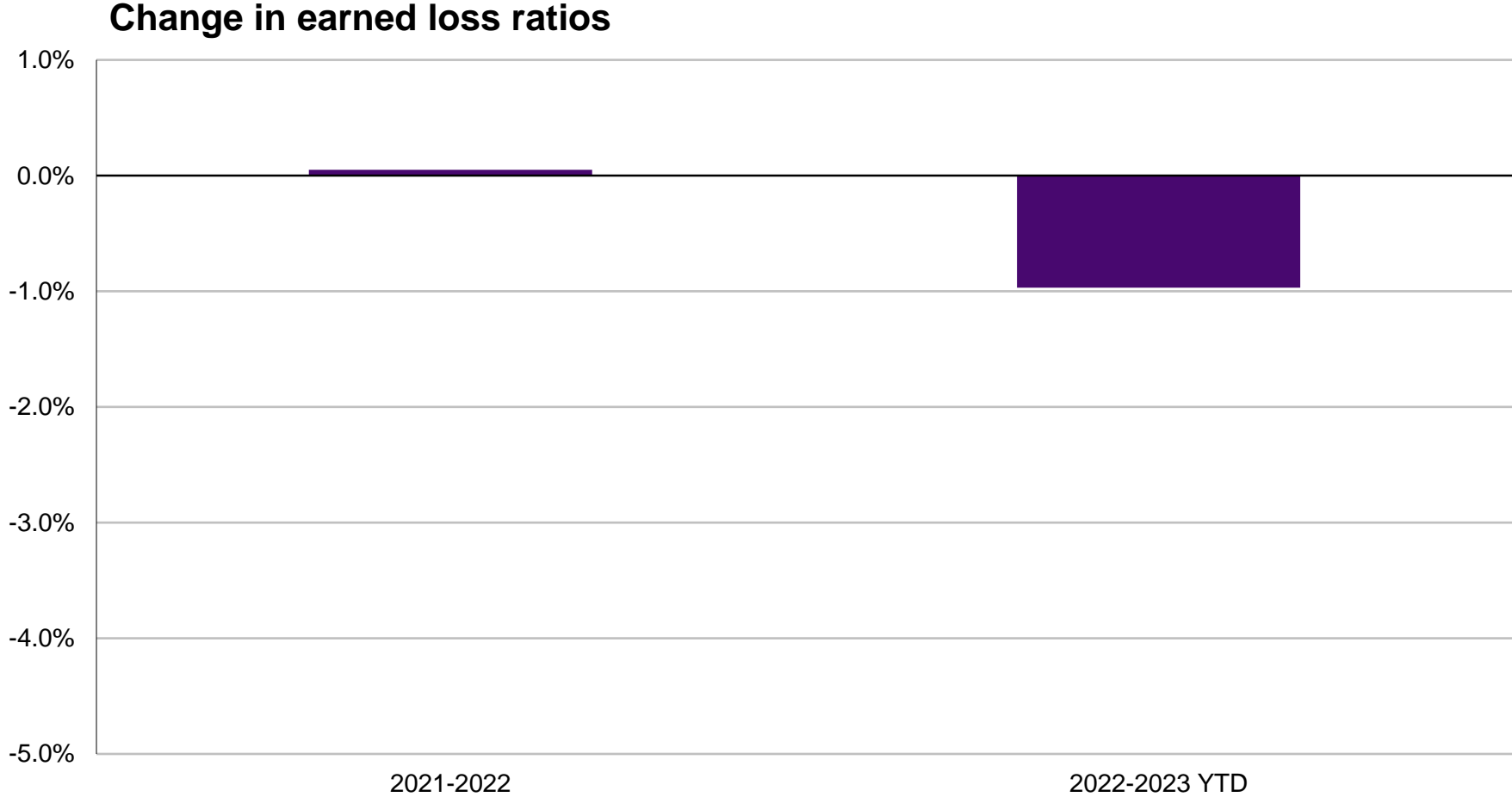


Most of the lines continued to have moderate to significant rate increases in Q3

Year-over-year price level change



Loss ratios decreased in 2023



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



Submitted data are reviewed for reasonableness and consistency but not audited

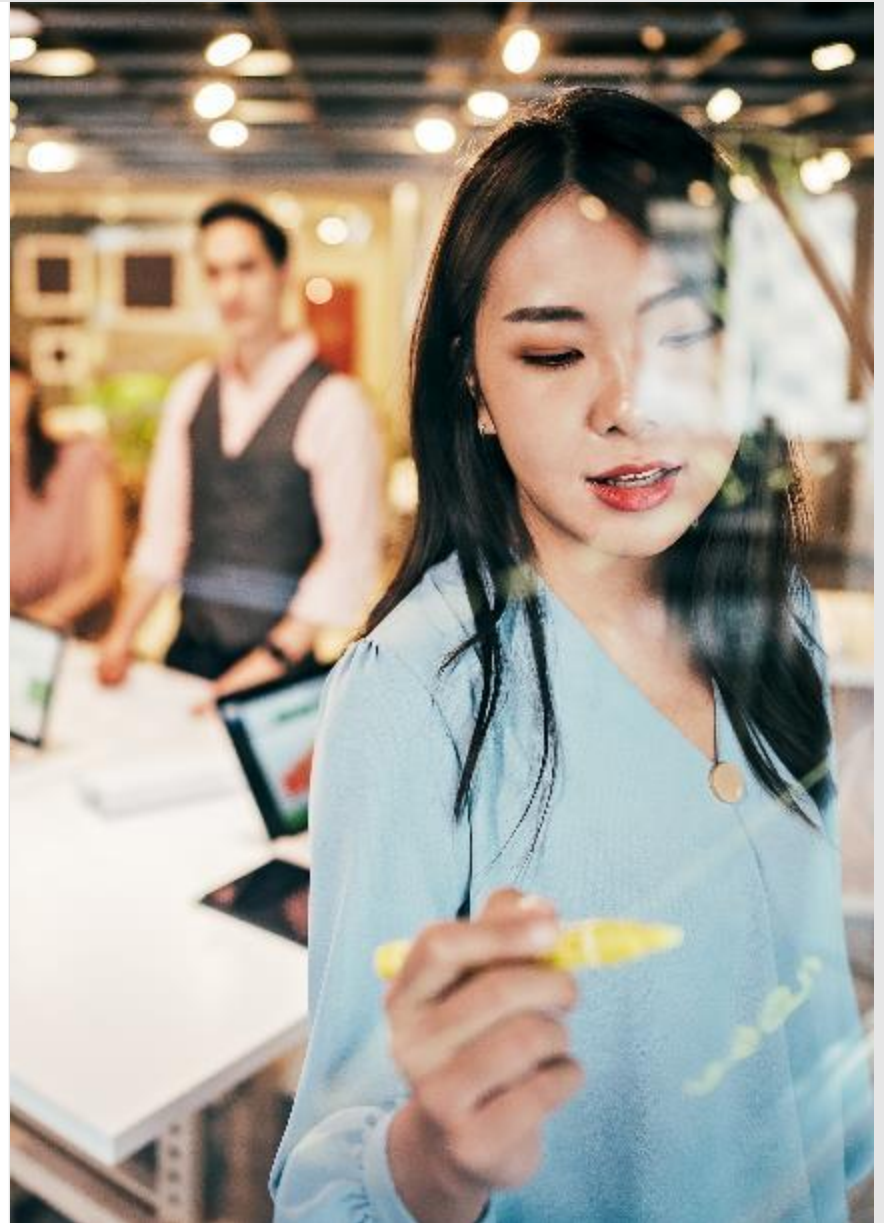
CLIPS information is collected and reported at line of business and account size level

| 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