



North America Property State of the Market Update



Gallagher Re

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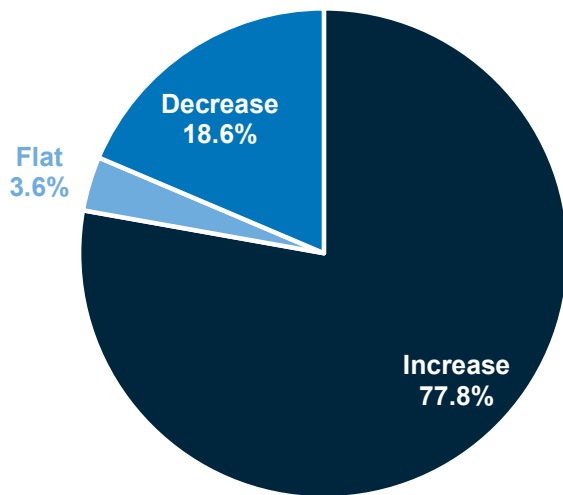
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Property Insurance Market Update

Gallagher June Property Insurance Market Update

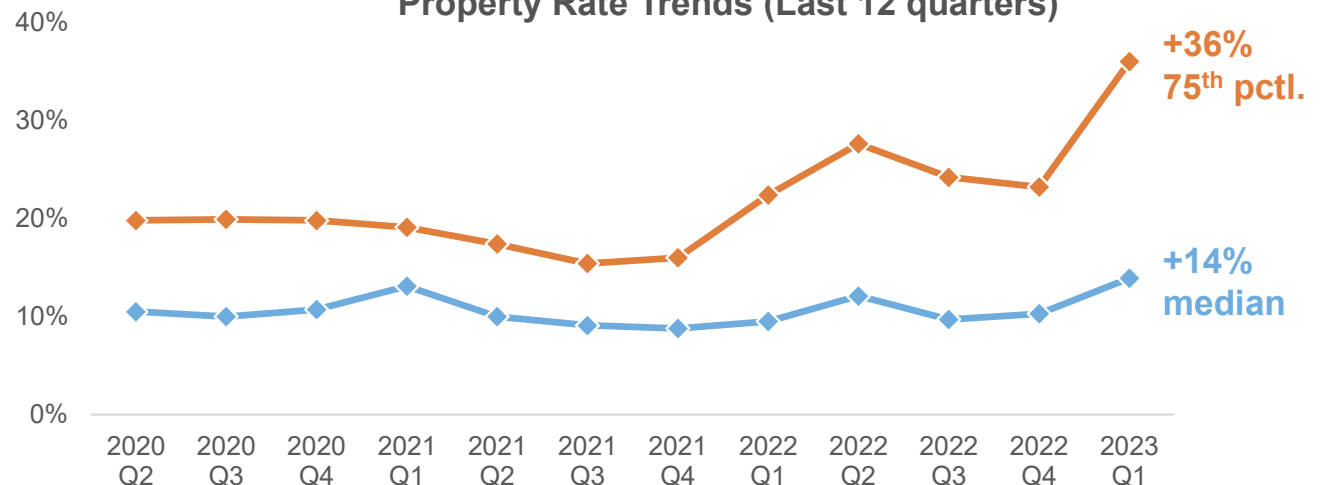
Q1 2023 Property Rate Changes
Gallagher – U.S. Clients



14%
median rate change in
Q1 2023

- A significant dislocation in the (re)insurance sector is directly impacting pricing and capacity in the primary market, particularly for CAT-exposed business
- The firm property market will continue for some time, with inflation, valuation adjustments and rising loss costs as key drivers
- Pricing is rising steeply for cat-exposed accounts, there are fewer markets available, and, in some cases, cover is not available at any price
- Underwriters are repricing risks exposed to secondary perils
- A lack of capacity from incumbent markets is pushing buyers to seek alternative options, with a surge of business into E&S markets and an uptick in inquiries around captive solutions

Property Rate Trends (Last 12 quarters)



Source: Gallagher US Clients

Property Insurance Market – Looking Forward



More favorable renewal terms exist for clients with attractive risk profiles (non-peak peril property, up-to-date valuations, risk control programs, no loss history, etc.).



The predicted catastrophe season continues to extend for perils such as named storm, wildfire and SCS, while the geographies most prone are also expanding or shifting.



Insurers are continuing to look at the impact of climate change and underwriting for bigger events over time.



Before Ian, we were expecting price increases to moderate and see more stability in the Property market. Capacity in Florida will be constrained for the foreseeable future despite recent legislative changes.



Carriers that have been unsuccessful in securing meaningful rate increases and staving off continued large losses will continue to raise rates and tighten terms and conditions.



Several carriers have placed a moratorium on new business due to reinsurance uncertainty. They may need to reduce the capacity or look to optimize portfolios, depending on renewal outcomes



Property Reinsurance Market Update

Mid-Year 2023 Reinsurance Renewal Review

For most placements, the reinsurance market proved to be orderly and rational with sufficient capacity available provided pricing was adequate



The market faced a continuation of the pricing and structural dynamics as reinsurers sought to bring terms and conditions into line with those seen at January 1 and April 1



Moderate levels of new capital entering the market coupled with relatively flat demand have led to more orderly renewals



Cedents willingness to increase retentions has led some reinsurers to grow percentage shares of programs at mid-year renewals, particularly in the cat space



Property per risk capacity remains relatively constrained, compared to cat, with new capital entering market generally targeting peril- and regional-specific cat programs



Strong returns achieved by bond funds in 2023 to-date has led to growing investor interest and an increase in the overall number of bonds being issued

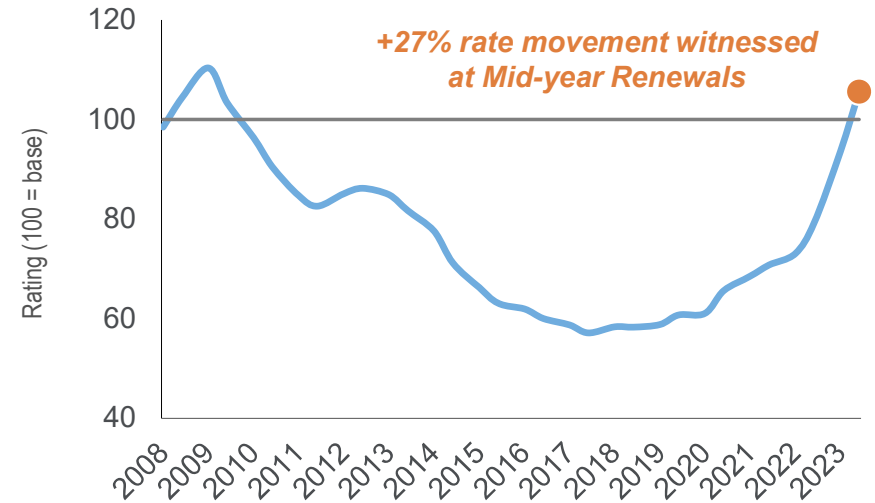


Limited signs of new reinsurance entities forming, and the trend is one of consolidation into fewer, larger reinsurance entities

Mid-Year U.S. Property Recap

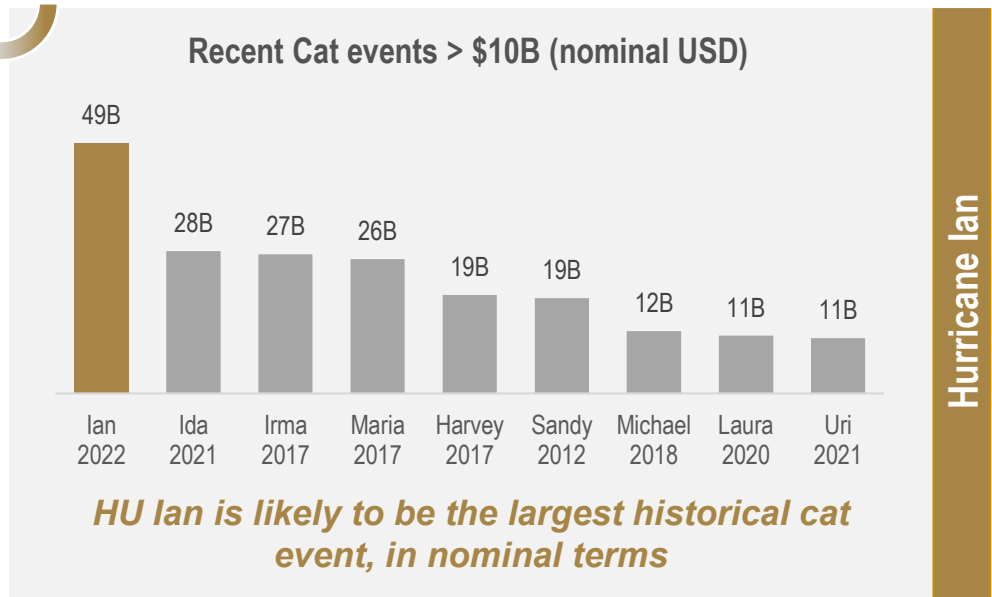
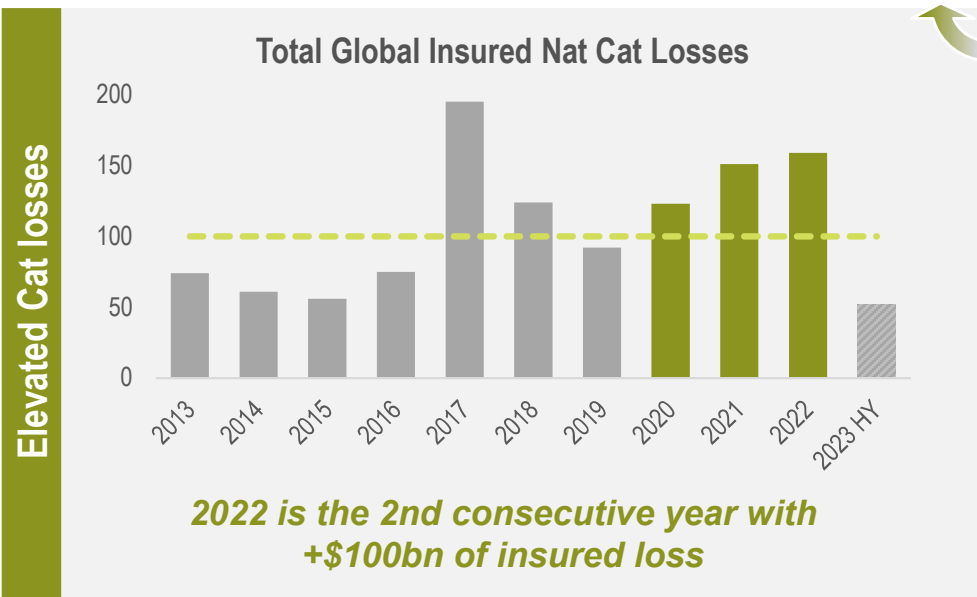
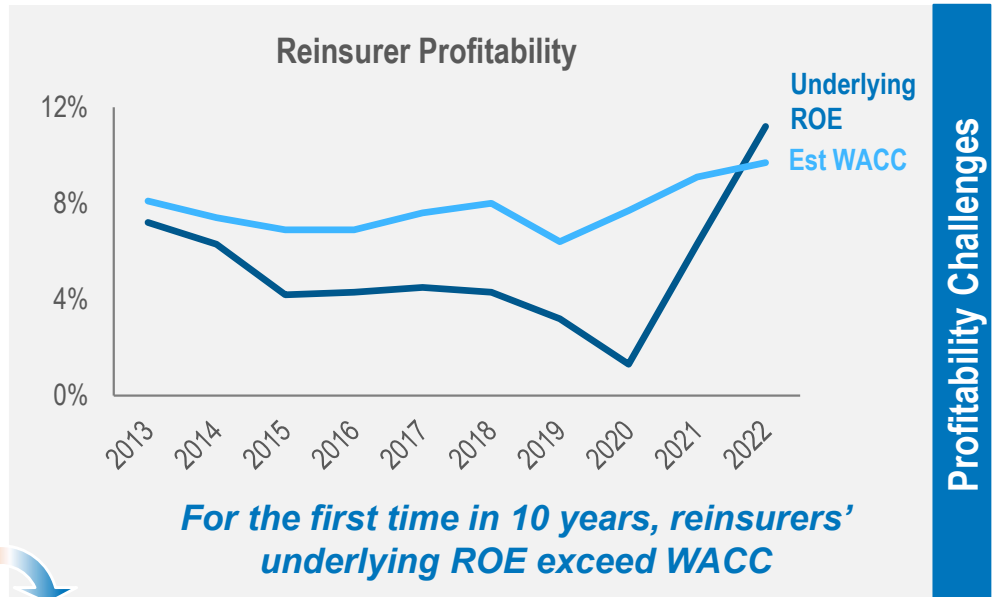
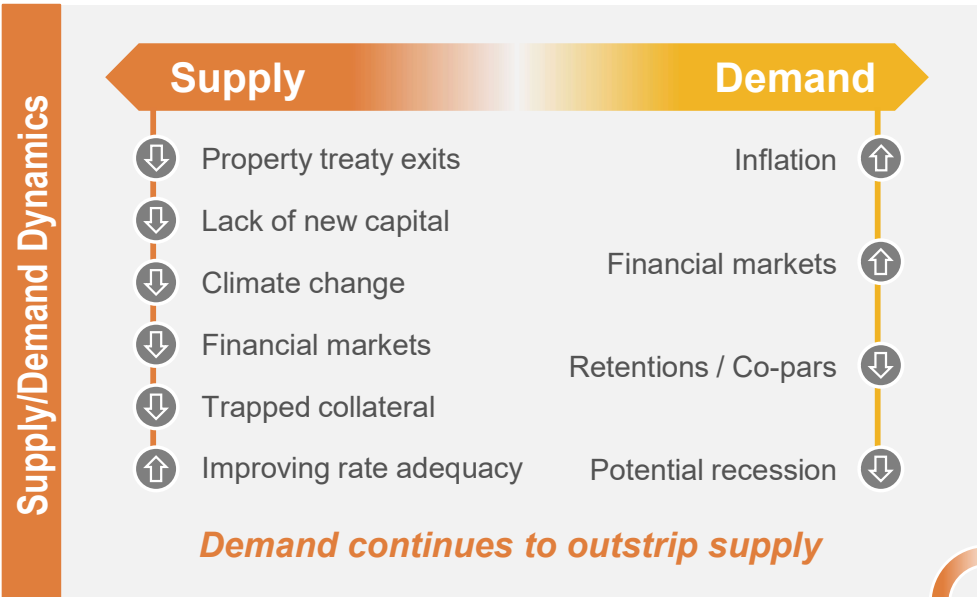
- General Themes**
 - Mid-year renewals proved to be more orderly versus January 1
 - Capital raises from existing reinsurers late in 2Q helped alleviate some capacity constraints
 - Continued pressure on attachment points forced cedants to restructure XOL programs
 - Rate increases moderated as reinsurers balanced expectations with rate movements achieved in 2022
- Catastrophe**
 - Continued focus on the 1-in-10 RP for retention adequacy
 - Many cedants were required to increase net positions via co-participations, AADs or increased retentions
 - Reinsurers aimed to tighten coverage (e.g., terror, SRCC and occurrence definitions) but generally accepted expiring terms
 - Rate momentum slowed as many reinsurers looked to fill budget shortfalls from January 1
 - Significant H1 SCS activity resulted in some cedants looking to secure additional cover at mid-year
- Per Risk**
 - Lack of new PPR capacity supported upward rate momentum
 - Reinsurers focused on pushing up attachment points of first risk layers or shifting capacity up towers
 - Reinsurers pushed to exclude natural perils from Per Risk programs but largely settled for expiring, all-perils coverage
- Quota Share**
 - Ceding Commission reductions were generally seen across the board with larger reductions on less profitable contracts
 - Gross quota share capacity was largely unavailable, and many programs shifted to a net basis

Gallagher Re U.S. Cat Reinsurance Pricing Index



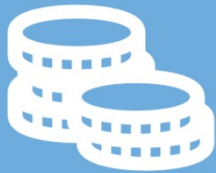
US Nationwide	Risk Adjusted Change
Pro Rata Commission	-6 to 0 points
Risk Loss free % change	+20% to +40%
Risk loss hit % change	+35% to +75%
Cat loss free % change	+10% to +35%
Cat loss hit % change	+30% to +50%

Underlying dynamics of the property market



Property Per Risk Market Highlights

Capacity



- Capacity remains concentrated amongst a handful of key markets who typically adopt a package approach across multiple treaties
- Historical dynamic of packaging risk and cat programs provided little relief to cedents
- Challenging retro dynamics constrained per risk capacity, particularly for cat exposed programs
- Reduced capacity in the PPR segment resulted in co-participations on some programs

Coverage



- Broad increase in attachment points was fueled by reinsurers willingness to walk at expiring terms
- Push by reinsurers to limit natural perils exposure embedded in Per Risk was largely unsuccessful
- Terror cover not available from certain reinsurers as retro market limited coverage
- General preference to remove pre-paid/unlimited reinstatements, particularly for Lloyd's underwriters

Pricing



- Significant loss activity continued to challenge pricing adequacy
- Top layer pricing came under pressure as reinsurers substantially increased their minimum premium requirements in response to their own cost of capital increasing
- Loss free programs saw rate increases of +20% to +40%; loss impacted programs seeing more dramatic rate increases of +35% to +75%
- Non-concurrent terms were prevalent as cedants looked to secure targeted capacity

Property Catastrophe Market Highlights

Capacity



- Most cedants were able to secure capacity required but did not achieve desired net position
- Capacity remains concentrated amongst a handful of key markets who typically adopt a package approach across multiple treaties
- Pockets of new capacity are targeting clean region- and/or peril-specific programs
- Parametric and non-indemnity solutions (i.e. KCC Footprint Model) gained momentum in Q2 as buyers engaged with sellers of bespoke capacity

Coverage



- Reinsurers broadly targeting the 1-in10 RP for attachment point but are willing to support lower
- Contractual negotiations were more orderly at mid-year, as reinsurers ultimately supported manmade perils
- Continued focus on secondary/poorly modeled perils resulted in premiums for 'all perils' coverage
- General shift toward capital protection as earnings protection proves uneconomic

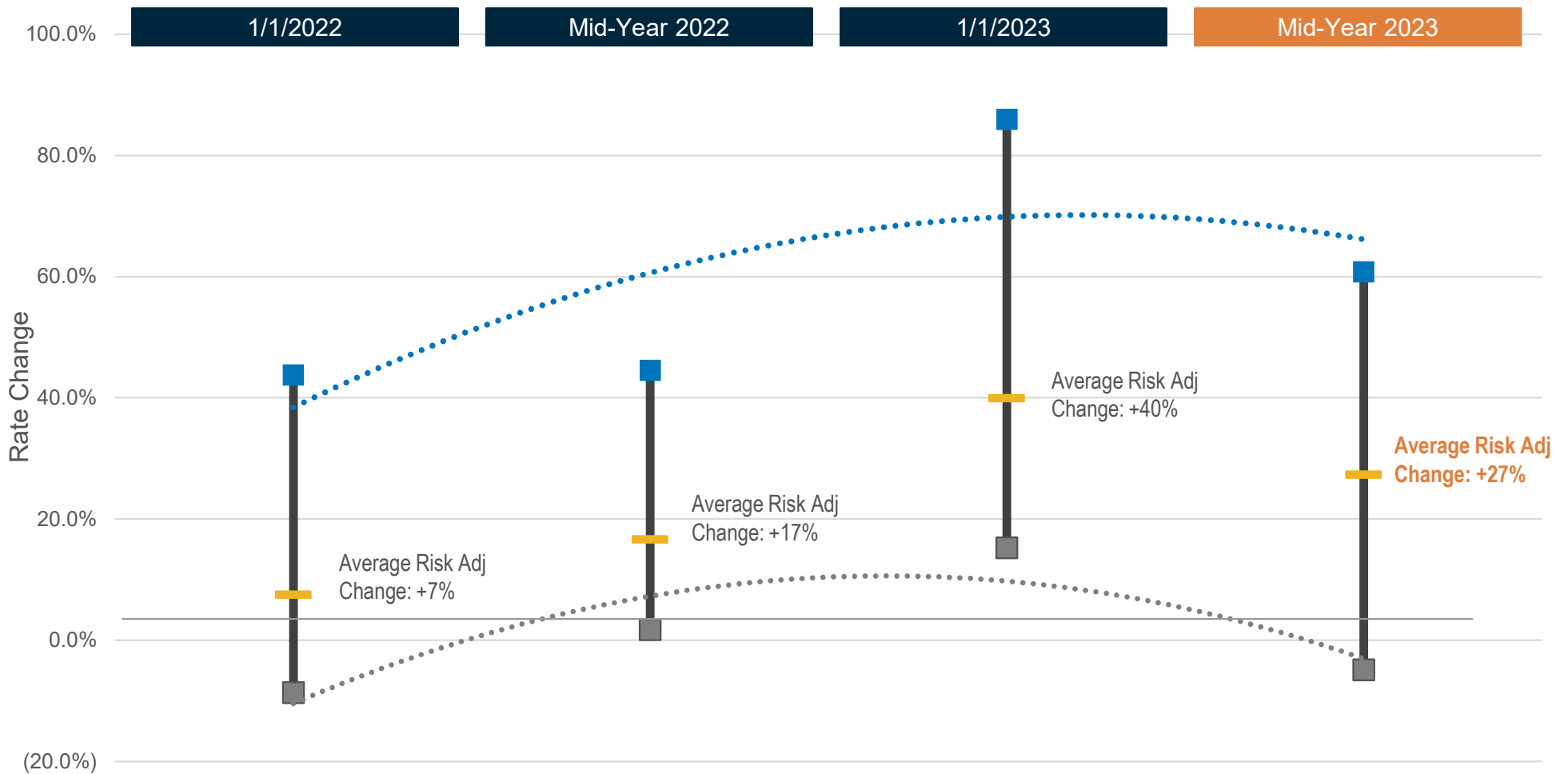
Pricing



- Significant loss activity and headline secondary perils events challenge pricing adequacy
- Reinsurers maintained pressure on top layer pricing pressure in response to their own cost of capital increasing
- Loss free programs saw rate increases of +10% to +35%; loss impacted programs seeing more dramatic rate increases of +30% to +50%
- Non-concurrent terms were prevalent as cedants looked to secure targeted capacity

Mid-year property cat risk adjusted rate change averaged **+27%**

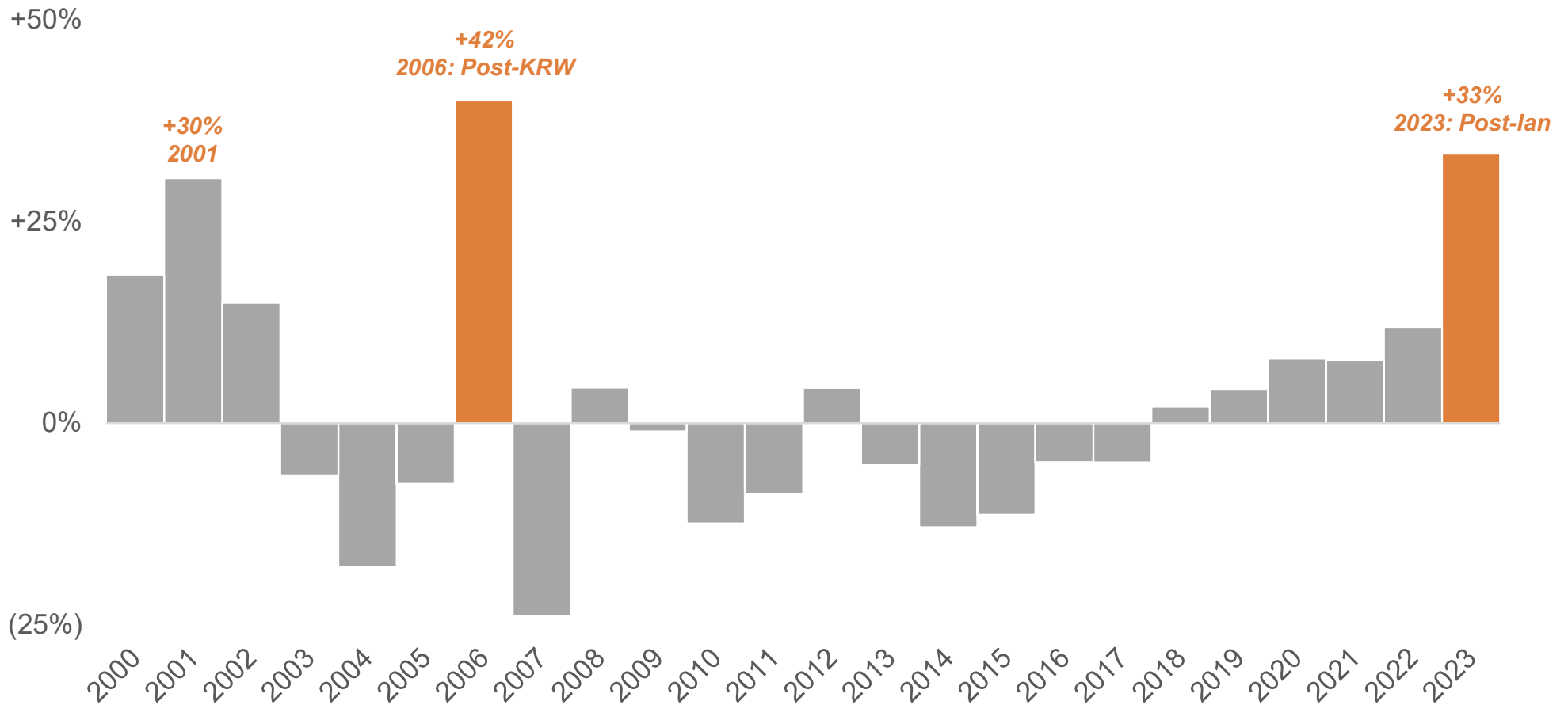
While rate increases moderated compared to 1/1/2023 renewals, the movement yields a two-year cumulative rate change for mid-year renewals of approximately +50%



2023 cat rate changes parallel large historical rate increases

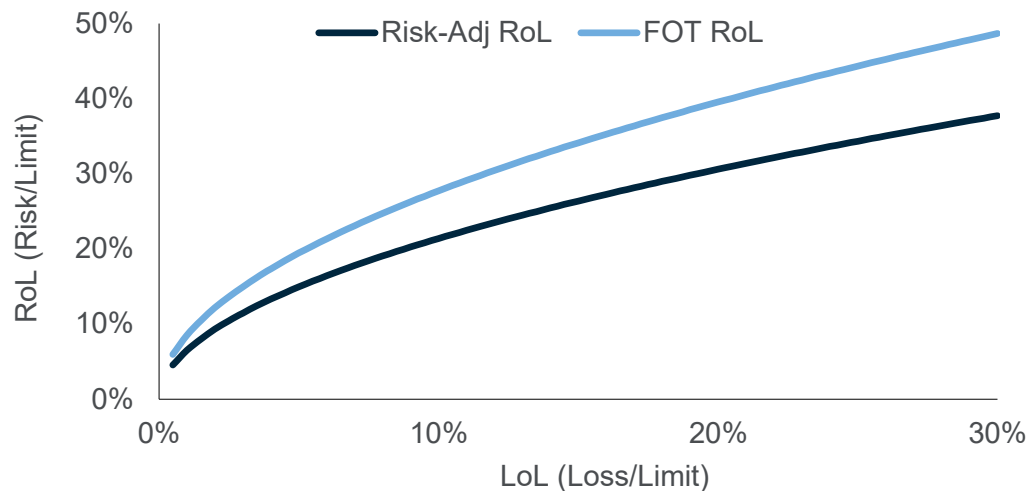
In 2001 and 2006, rate movements varied between +30% and +42%. 2023 renewals experienced +33% rate movements.

Gallagher Re – U.S. Property Cat Annualized Rate Changes

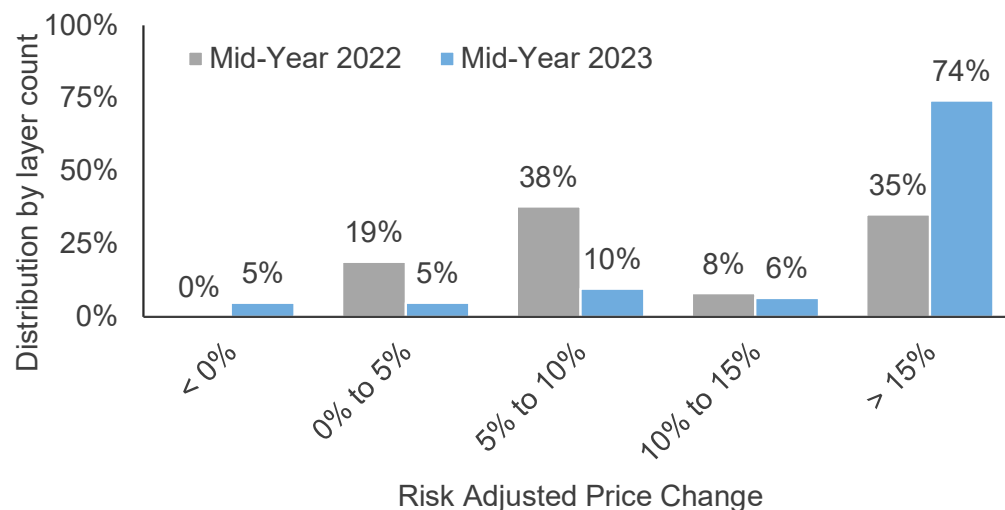


Rate pressures continued despite mid-year 2022 increases

Risk Adjusted Rate Change vs Loss on Line (LoL)



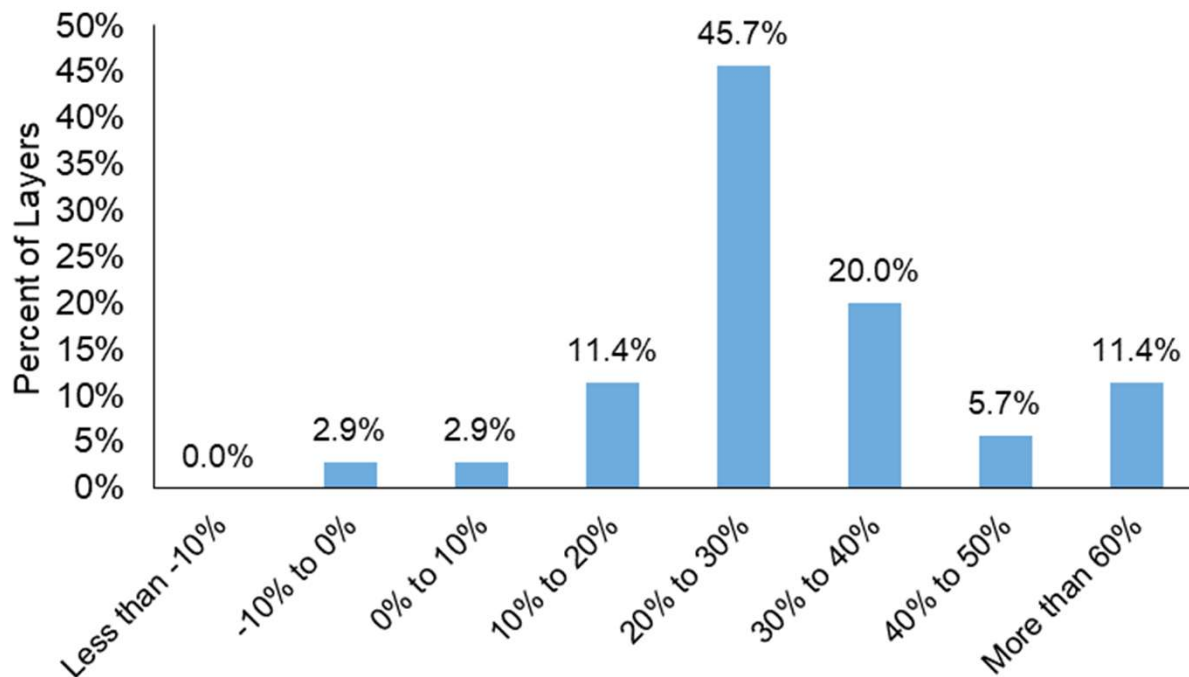
Risk Adjusted Rate Change Distribution



- 5/1 - 7/1 renewals experienced their second consecutive renewal in the challenging market phase
- Cedents were able to offset some bottom layer pricing pressure by increasing retentions
- Top layers continued to see a wide range of pricing pressure due to reinsurer focus on minimum RoLs
- Tangible shift to layers seeing +15% risk adjusted increases vs mid-year 2022

Nearly all Florida cat layers experienced rate increases

~85% of all property cat renewals have risk adjusted increases greater than or equal to +20%

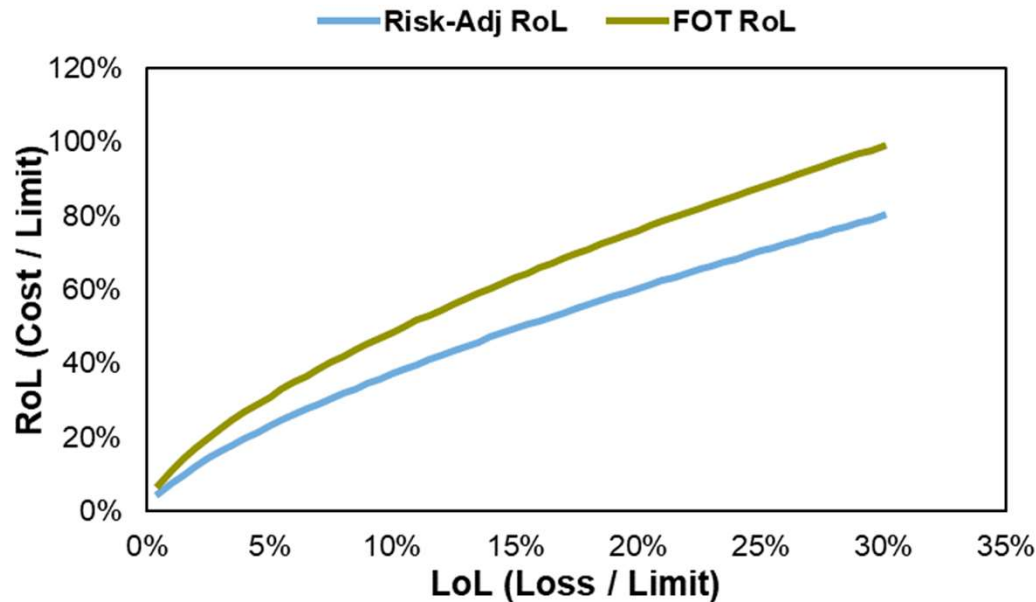


Similar to 1/1/2023, upward rate momentum encapsulated all cedents at 6/1/2023, with all of layers paying risk adjusted increases

- In addition to continued firming conditions, the market experienced heightened program differentiation, as highlighted by the ~60% range between the min and max rate changes.

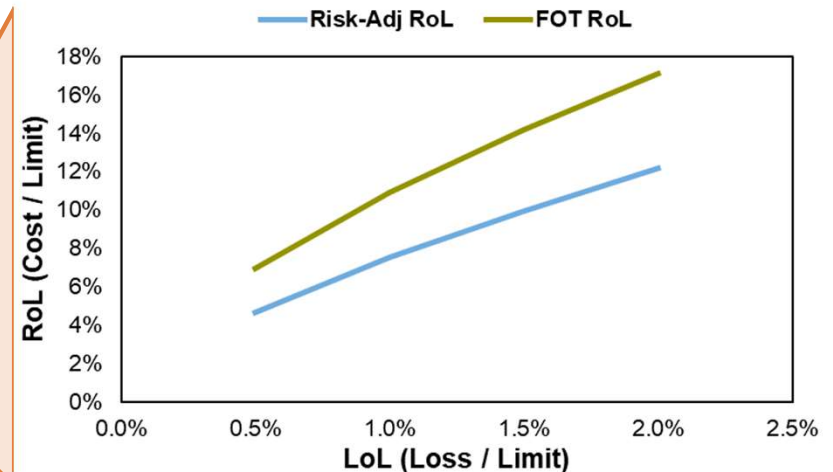
Reset of cat minimum RoLs resulted in +60% for top layers

Risk Adjusted Rate Change vs Loss on Line (LoL)



- Cedents were able to offset some bottom layer pricing pressure by increasing retentions
- Plentiful capacity for top layers, but increased pressure on min RoL

Program	LoL	Average	Min	Max
Bottom Layers	>7.5%	23.8%	-7.5%	44.1%
Middle Layers	7.5%-2%	30.1%	11.9%	40.4%
Top Layers	<=2%	64.3%	0%	245.6%



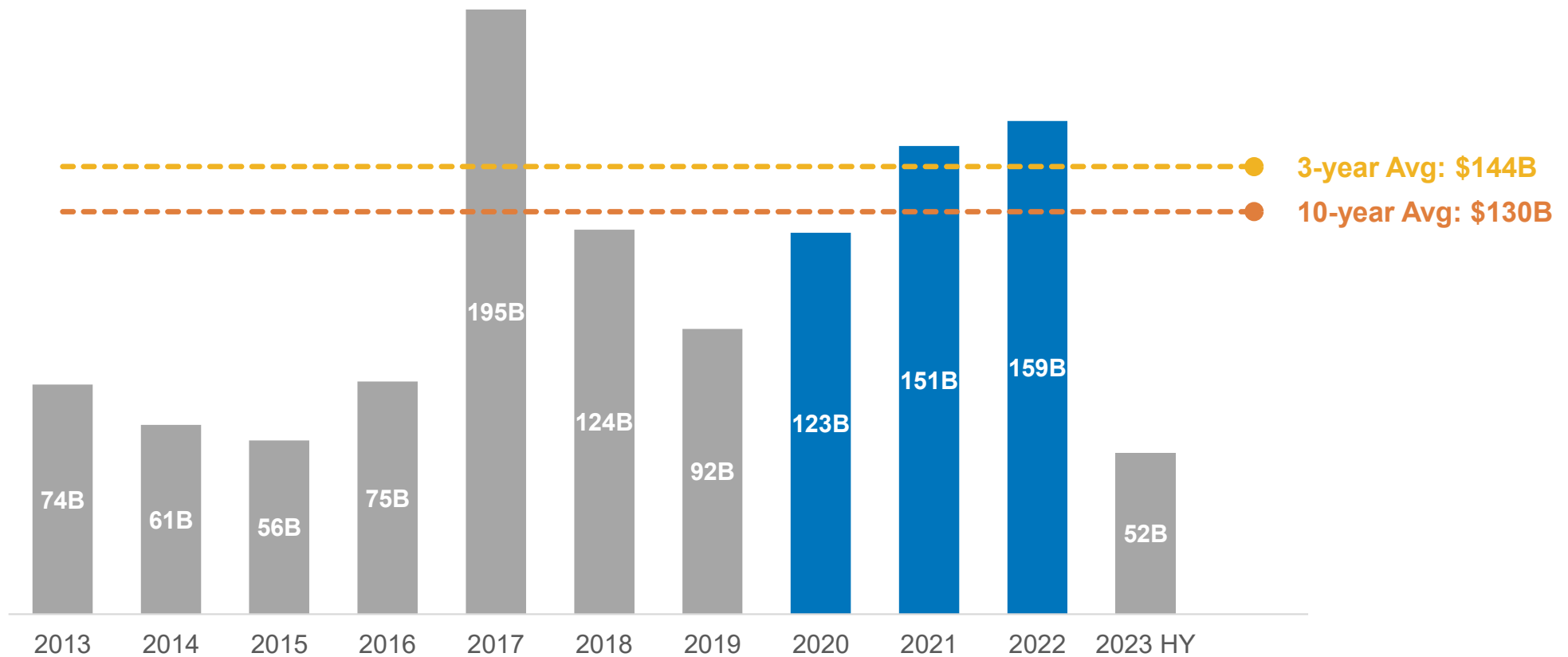


Underlying Market Dynamics

2022 was the 3rd consecutive year with +\$100B of insured loss

The U.S. accounted for 76% of global losses in 2022

Total Global Insured Natural Catastrophe Losses



Notable global catastrophe events in H1 2023

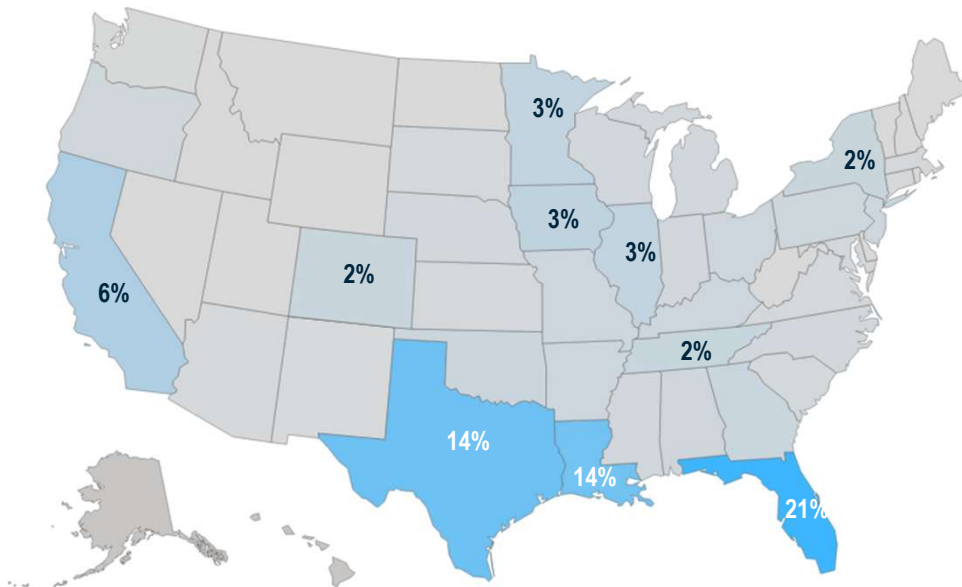
2023 HY1 loss of \$52B falls between the 3-yr and 10-yr avgs of \$58B and \$44B, respectively



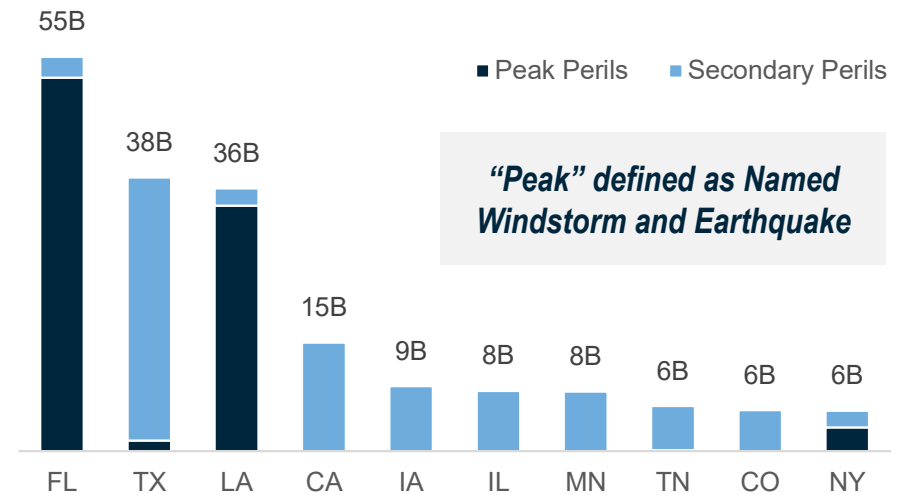
U.S. Catastrophe Loss Summary

For calendar year 2022, PCS estimated \$89B of total U.S. insured catastrophe losses

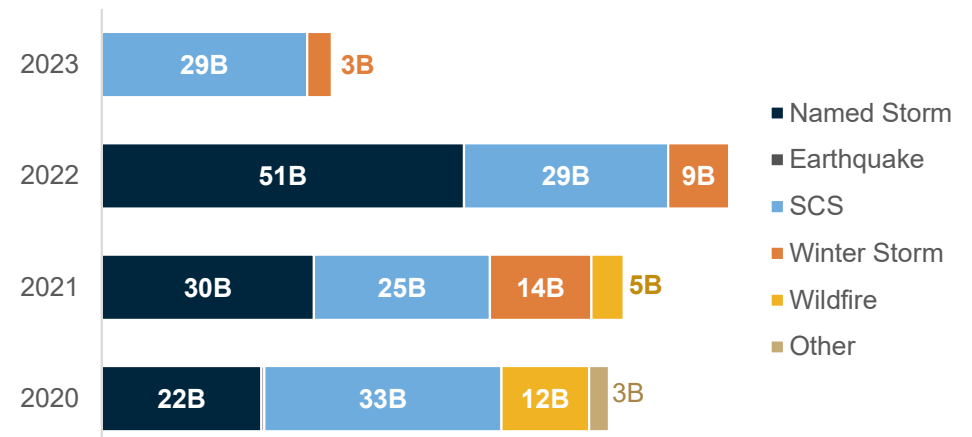
Geo Distribution of total PCS cat losses (2020-2023 HY1)



Top 10 States: PCS Losses 2020-2023 HY1



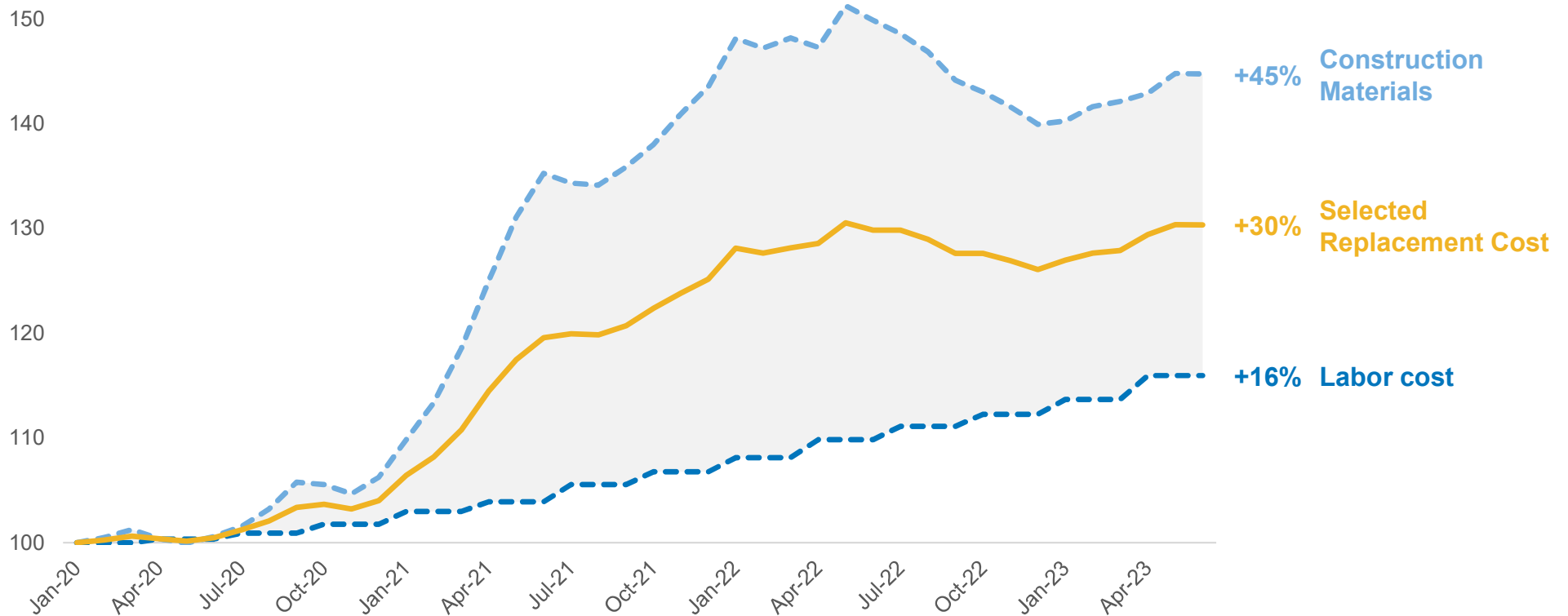
All states: PCS Losses 2020 – 2023 HY1



- Florida and Louisiana lead all U.S. States with \$55B of nominal cat losses since 2020. Key drivers:
 - Hurricane Ian (2022): \$49B
 - Hurricane Ida (2021): \$28B
 - Hurricane Laura (2020): \$11B
- Texas and California are consistently in the top 10 states irrespective of the time period selected

Construction and Labor costs remain at elevated levels post-2020, although costs have flattened over past 12 months

Replacement Cost Index: January 2020 – June 2023



Notes:

- Replacement cost index reflects a 50/50 blend of construction and labor costs
- Replacement cost inputs from FRED, as of June 2023

Macroeconomic Pressures on Global Reinsurance Capacity

Year To Date Change In FX Rates, Benchmark Yields & Stock Market Indices By Country

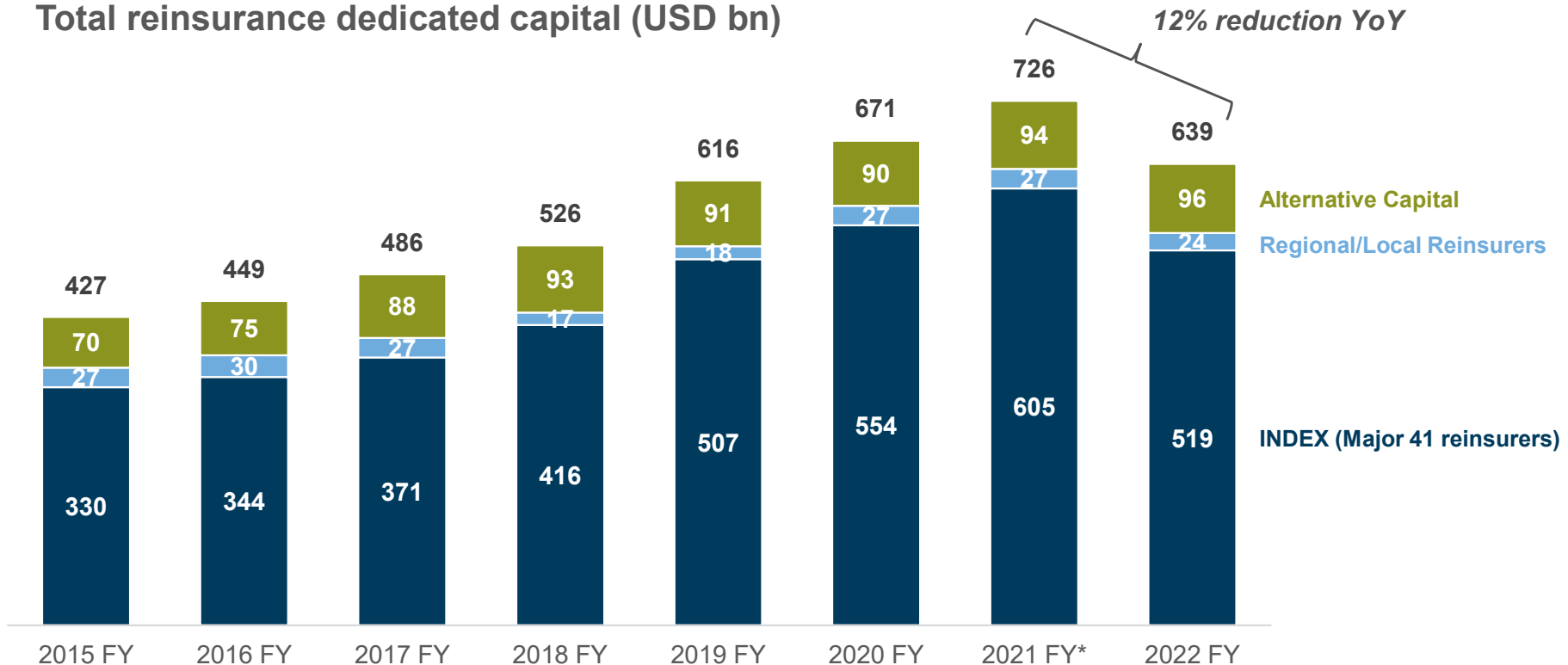
Country								
Major Global Players	...	[intact]	LLOYD'S LLOYD'S OF LONDON	hannover re Munich RE Allianz	AXA SCOR	Swiss Re ZURICH	TOKIO MARINE GROUP MS&AL SOMPO	SUNCORP iag QBE
FX Rate vs USD (YTD Chg)		CAD -9%	GBP -17%	EUR -15%		CHF -9%	JPY -22%	AUD -14%
Benchmark Stock Index (YTD Chg)	S&P 500 -23%	S&P/TSX -14%	FTSE 100 -7%	DAX -22%	CAC 40 -18%	SMI -21%	NIKKEI -9%	S&P/ASX 200 -11%
5Y Govt. Bond Yield (YTD Chg)	UST 1.3%→1.1%	Gov Bonds 1.3%→3.6%	Gilts 0.8%→1.5%	Bunds -0.5%→2.1%	OATs -0.3%→2.5%	Gov Bonds -0.3%→1.1%	JGBs -0.1%→0.1%	Gov Bonds 1.3%→3.6%
Price (YTD Chg)	-12%	-5%	-18%	-15%	-12%	-16%	-1%	-13%
10Y Govt. Bond Yield (YTD Chg)	UST 1.5%→3.9%	Gov Bonds 1.4%→3.1%	Gilts 1.0%→1.5%	Bunds -0.2%→2.1%	OATs 0.2%→3.0%	Gov Bonds -0.1%→1.5%	JGBs 0.1%→0.3%	Gov Bonds 1.7%→1.0%
Price (YTD Chg)	-31%	-27%	-48%	-36%	-35%	-22%	-10%	-20%

Source: FactSet, ICE BofA Fixed Income Indices

- Significant U.S. dollar strengthening to impact foreign capacity at 1/1
 - When valued in foreign currencies, U.S. exposures will exhibit significant exposure growth and U.S. loss experience will be magnified
- Increasing bond yields causing significant mark-to-market losses on reinsurer balance sheets
- Global stock market devaluations also pressuring surplus values

First drop in reinsurers' accounting capital since at least 2015

Total reinsurance dedicated capital (USD bn)



- Global reinsurance dedicated capital totaled USD 638bn as of the end of FY 2022, a decline of 12% verses the restated 2021 base.
- The INDEX companies represent more than 80% of the total capital base and declined by 14% to USD 519bn (though this was slightly offset by 2% growth in alternative capital)

Signs of **new capacity** despite continued undersupply

2021



Aspen remediation of property book



Everest scales back cat XOL premium allocation



AXA Group exits property treaty in Lloyd's

2022



AXIS closes property reinsurance division



SCOR aims to cut property PMLS by 11%



Kiln exits property treaty reinsurance



MS Re reduces standalone property cat exposures



ILS trapped collateral impacts 1/1 cat capacity

HY 2023



Gallagher Re regional catastrophe facility bolsters capacity



Vantage raises nearly \$1bn of capital for 2023 cat renewals



Beazley targets capital raise to support long term U.S. ambitions




Everest raises ~\$1.5bn in growth capital before midyear renewals



Ren Re acquisition of Validus—ultimate effect still unknown

*Material reductions
in property capacity
leading into Q4 of
2022*

*Some signs of
capacity relief in 2023
with new capital
entering the property
cat segment*

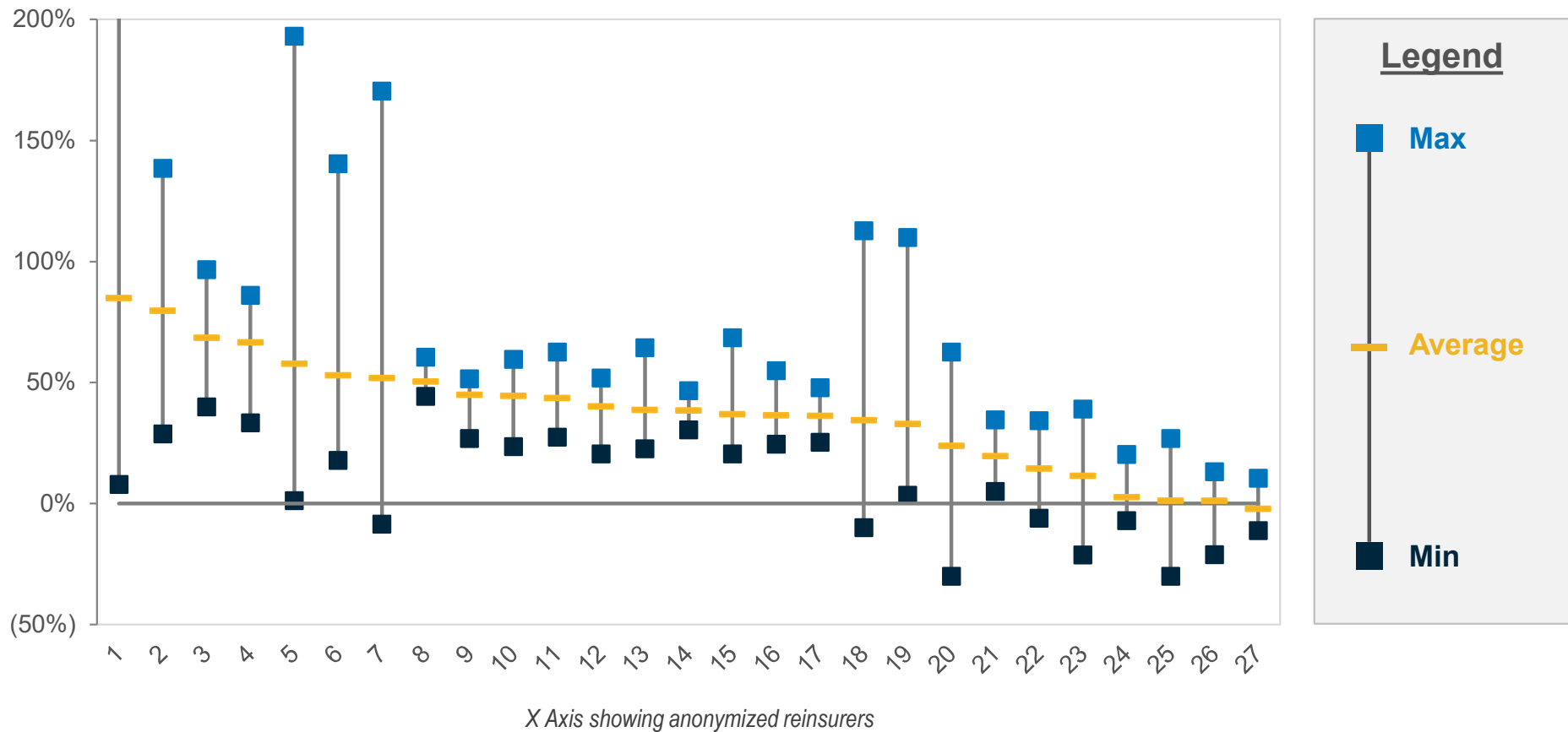


Individual Market Behavior

Reinsurer property cat quote behavior

Exhibit shows reinsurers' quote ranges vs average layer quotes

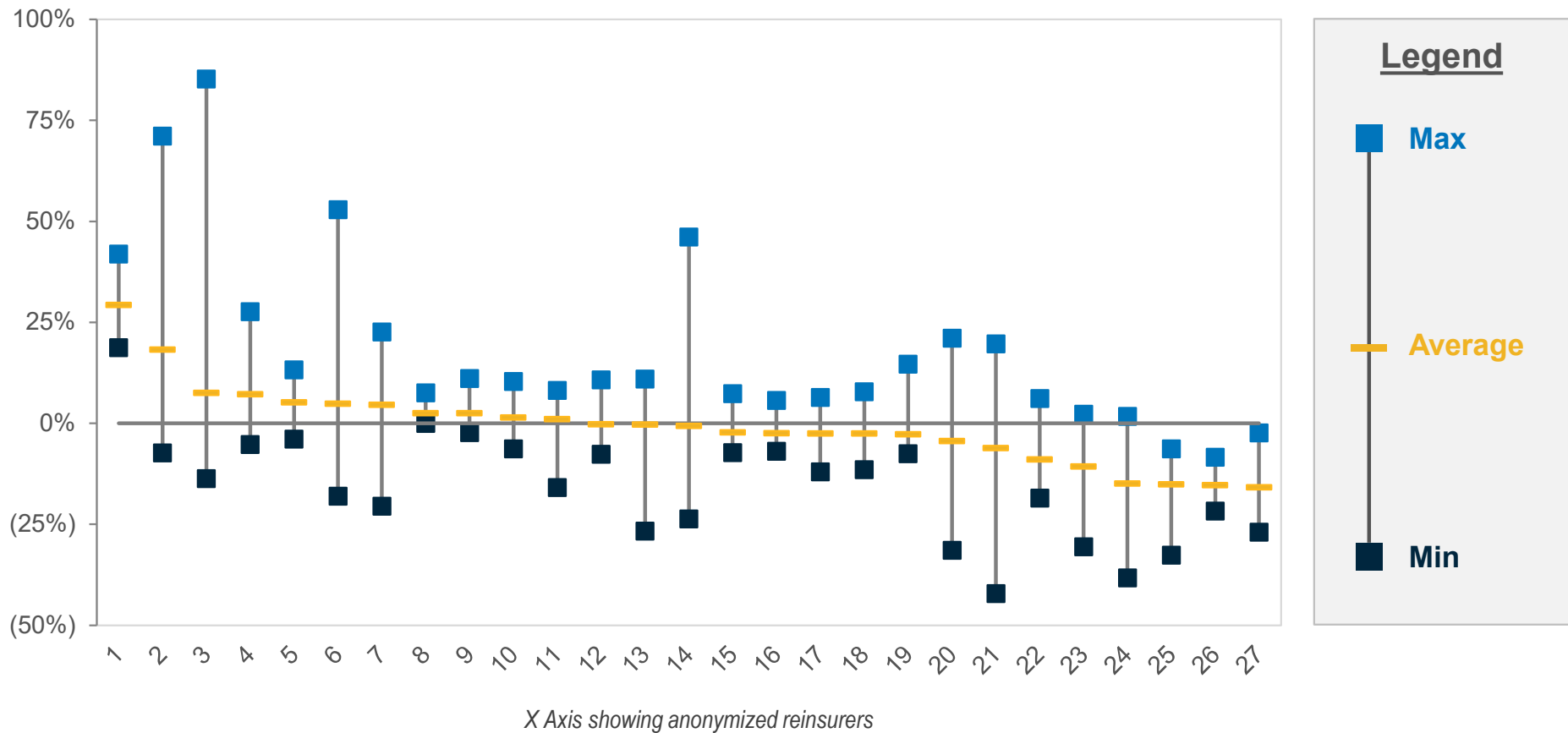
Reinsurer Quoted Risk Adjusted Rate Changes (min 3 quotes)



Reinsurer property cat quote behavior (continued)

Exhibit shows reinsurers' quote ranges vs average layer quotes

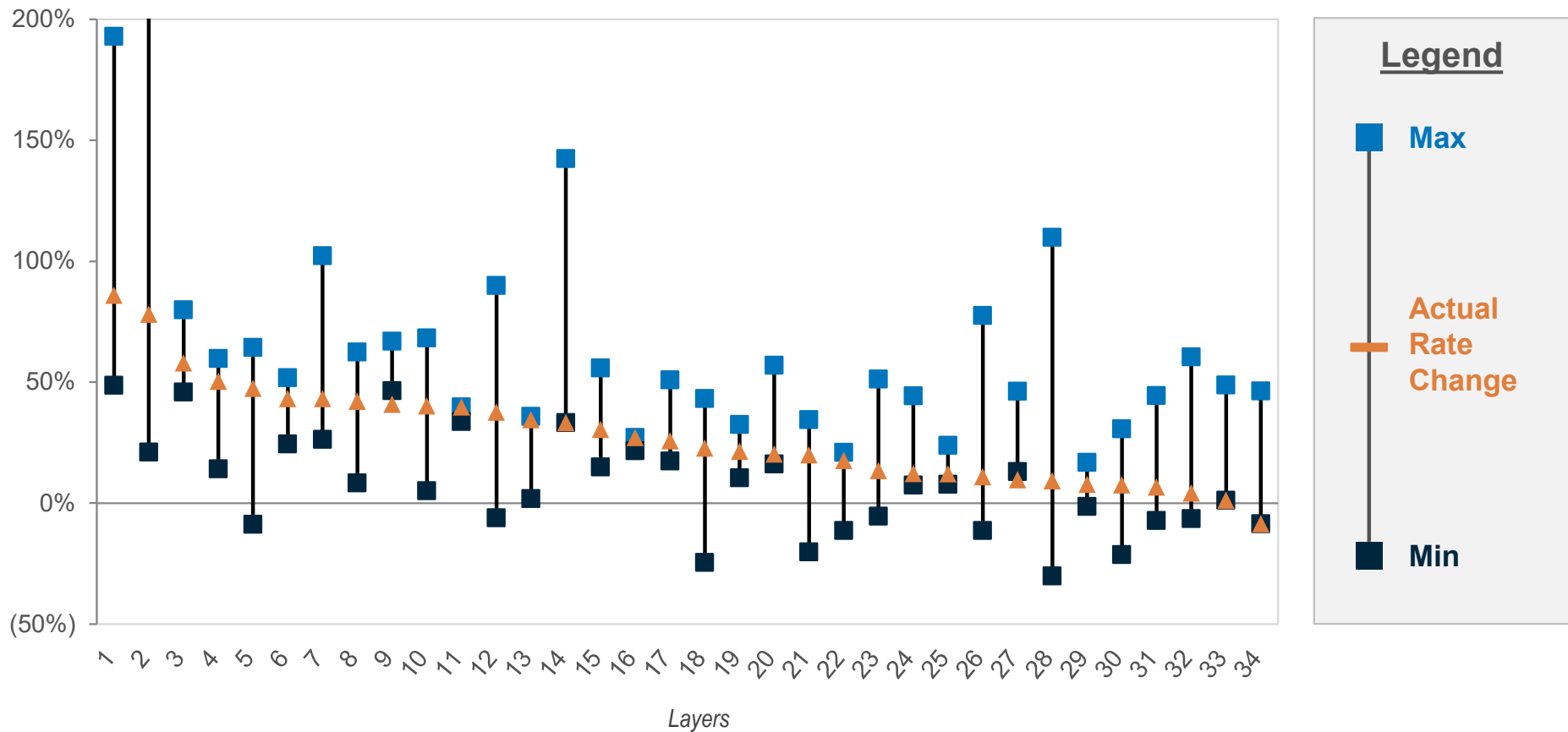
Reinsurer Deviation from Average Quote (min 3 quotes)



Property cat FOTs were broadly in line with average quotes

On average, FOTs were 2% below the average quote for captured layers

Actual Rate Change vs Min and Max Quotes (min 3 quotes)



Individual Market Commentary



Active and Supportive Quoters



Stable industry supporters were willing to provide quote feedback, though many at significant risk-adjusted increases.



Pushed for Structural Changes



Keen focus on retention adequacy with the above reinsurers initially citing the 1-in-10 return period as optimal.



Responsive to new business



Several reinsurers were explicitly focusing on renewal business only, leaving little opportunity to raise new capacity



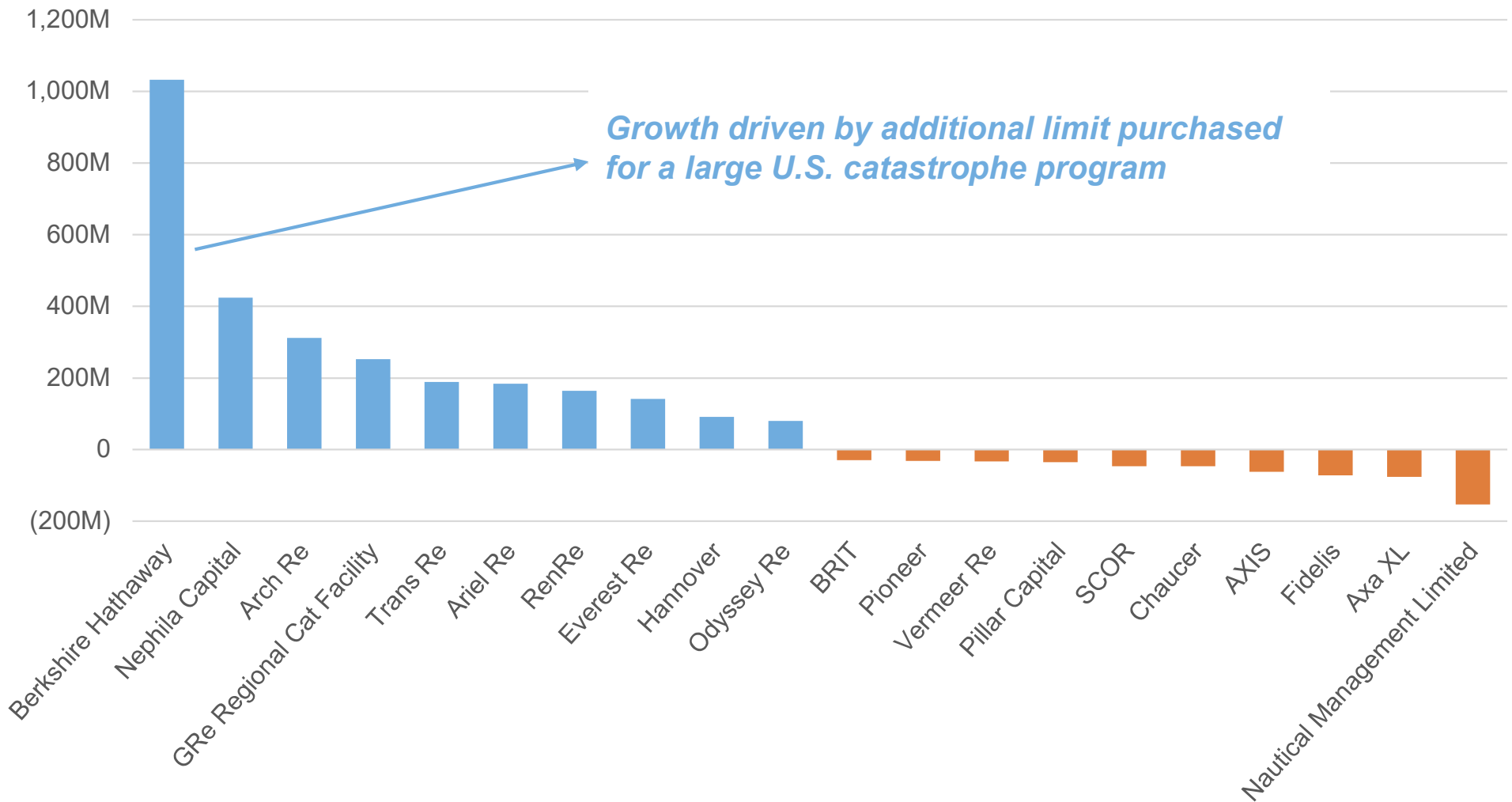
Governed by Corporate Strategy



MS Reinsurance and AXA XL sought programs with balanced property and casualty premium while Ariel targeted region- and peril-specific opportunities

Growth capacity targeted region- and/or peril-specific cat

Top 10 and bottom 10 property cat capacity changes (by reinsurer) year over year





Looking Ahead...

Looking ahead to January 1, 2024 renewals

Capacity



- ▶ Capacity constraints likely to persist as supply/demand imbalance remains due to the lack of new entrants
- ▶ PPR capacity likely to remain tight as reinsurers focus growth capacity on region- and/or peril-specific cat programs
- ▶ Anticipated increase in demand was largely offset by tempered cedent expectations and additional cedent retained risk
- ▶ Available new capacity levels heavily dependent on capital raising activity in the second half of 2023 following continued improvement in terms and conditions for reinsurers
- ▶ Significant loss event, particularly from a man-made peril or black swan type event, will once again put pressure on pricing and significantly constrain capacity
- ▶ H1 2023 SCS loss activity will have varying impact on cat/risk programs depending on experience

Coverage



- ▶ First excess layers will continue to come under pressure; reinsurers broadly targeting the 1:10 RP for cat attachment points
- ▶ Waning pressure from reinsurers on coverage afforded under all property covers despite significant push at 1/1/2022
 - In many cases, reinsurers were willing to support expiring terms and conditions at mid-year renewals
- ▶ QS will continue to see significant differentiation with technical adequacy combating recent pressures on commissions

Pricing



- ▶ Non-loss impacted programs likely to face continued rate increases driven by broader market uncertainty
- ▶ Increasing cost of capital for reinsurers will continue to impact minimum ROLs
- ▶ Cedants addressing perceived deficiencies in insured values and demonstrating that their rating levels are outpacing inflation levels will see more favorable pricing treatment
- ▶ Reinsurers continue to deploy capital to best-in-class cedants, increasing the need for insurers to differentiate their portfolios

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