

# RIMS 2020 CEO Panel Discussion

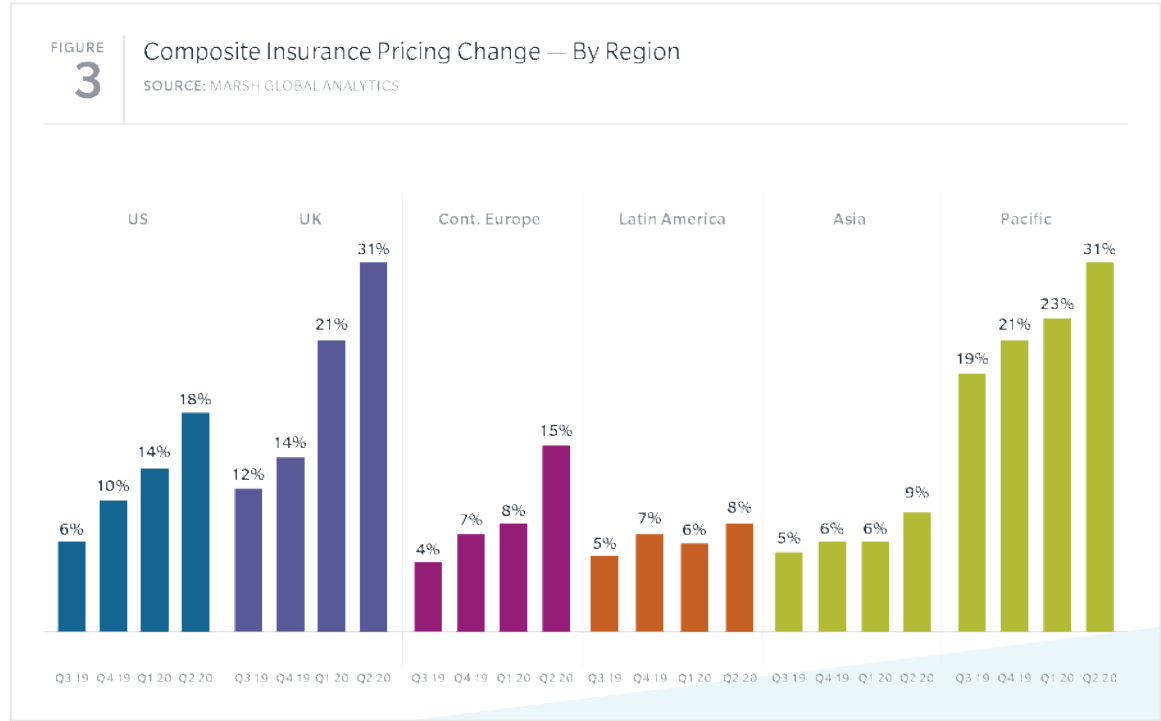
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# Composite Insurance Pricing Change By Region

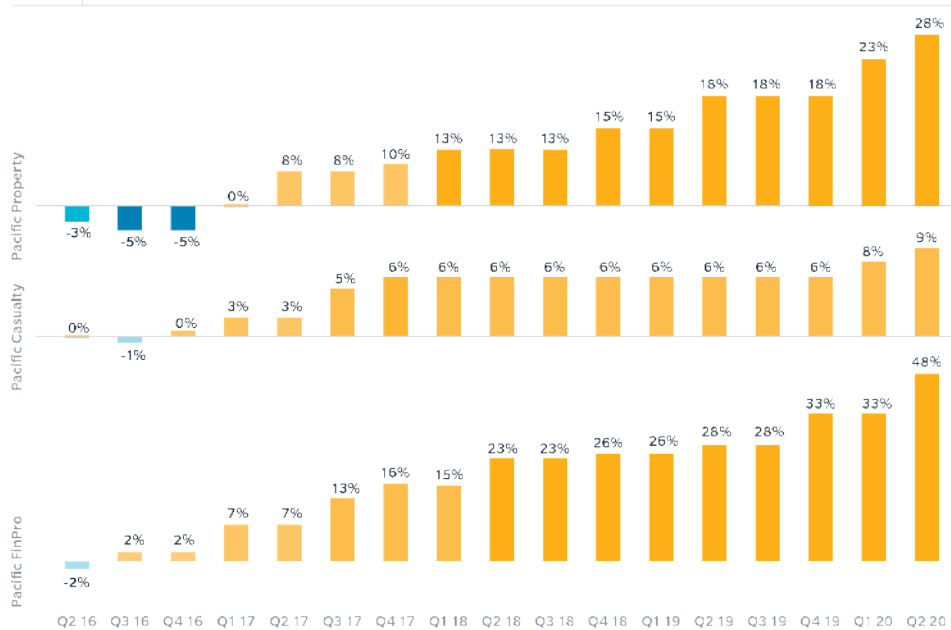
Geographically, composite pricing increased in all regions for the seventh consecutive quarter (see Figure 3):

- US 18%.
- UK 31%.
- Continental Europe 15%.
- Latin America and the Caribbean 8%.
- Asia 9%.
- Pacific 31%.



# Pacific Composite Insurance Pricing Change By Major Coverage Line









FIGURE 13 Pacific Composite Insurance Pricing Change — By Major Coverage Line  
SOURCE: MARSH GLOBAL ANALYTICS



- Financial and professional liability pricing rose 48% in the quarter, marking 12 consecutive quarters of double-digit increases.
- Many listed companies' D&O programs experienced increases above 100%.
- There were numerous edits to policy wordings to mitigate pricing impacts, with material changes to deal structure.
- It was difficult to fill the capacity desired on select programs.
- Commercial professional indemnity increases ranged from 20% to 25%.

# Combined Ratios

## Major Global Insurers

	 Swiss Re Corporate Solutions	 Allianz Allianz Global Corporate & Specialty	 CHUBB	 AIG	 ZURICH	 XL XL GROUP	 FM Global	 QBE
H1 2020	122.6%	117.2%	101%	103.7%	99.8%	101.7%	TBA	109.5%
2019	107.8%	112%	90.6%	99.8%	96.4%	96.4%	80.6%	97.5%
2018	118%	102%	91%	115%	98%	99%	129%	95.7%
2017	133%	105%	95%	113%	101%	108%	130%	104.5%

# Key Renewal Strategies



1

Start the process early.



6

Understand clients' outstanding claims and lessons learned.



2

Have a thorough market engagement plan.



7

Focus on risk management achievements and plans.



3

Market the programme effectively and look through a cross-class lens.



8

Involve the C-Suite.



4

Prepare a high-quality underwriting submission tailored to industry trends and challenges.



9

Establish high-quality claims and servicing proposals.



5

Identify your risk appetite.



10

Stick to agreed milestones.

# Insurance Market Cycle





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