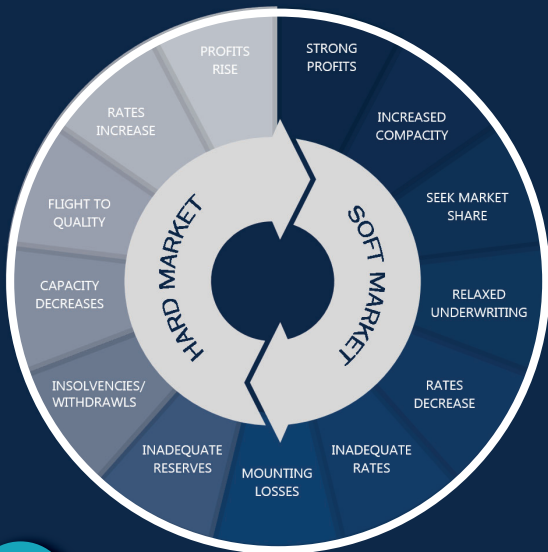
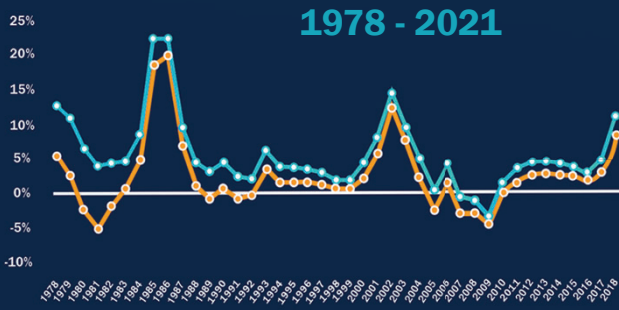


# MARKET CONDITIONS REPORT



**HARD MARKET** [ hahrd ° mahr-kit ] **noun** : The upswing in an insurance market cycle, when premiums increase and capacity for most types of insurance decreases.

**SOFT MARKET** [ sawft ° mahr-kit ] **noun** : Insurance organizations enter growth mode, targeting clients with more attractive rates and policy terms.



**Percentage Change from Prior Year:**  
Net Premiums Written, P/C Insurance

● Inflated Adjusted (2)  
● Actual

Source:  
ISO A Verisk Analytics Business

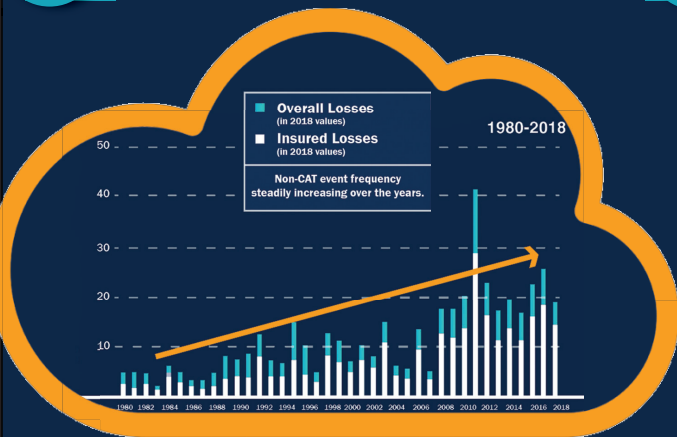
## 2020-2021 = HARD MARKET

**1 A RISE IN CONVECTIVE STORM EVENTS**

**2 LOW INTEREST RATES**

**3 SOCIAL INFLATION**

The rising costs of insurance claims that are a result of societal trends and views toward increased litigation, broader contract interpretations, plaintiff friendly legal decisions, and larger jury awards.



A low interest rate environment forces insurance companies to generate underwriting profit to achieve overall profit.



## RATE INCREASE OUTLINE

### ACCOUNT SIZE

- +6.0% Small Accounts (<\$25,000)
- +7.3% Medium Accounts (\$25k-\$250k)
- +8.0% Large Accounts (\$250-\$1 million)
- +7.3% Jumbo Accounts (>\$1 million)

### INDUSTRY

- +6.0% Construction
- +7.0% Energy
- +9.0% Habitational
- +6.7% Manufacturing
- +5.3% Public Entity
- +6.0% Service
- +10.7% Transportation

### COVERAGE

- +4.7% BOP
- +6.7% Business Income
- +9.0% Commercial Auto
- +9.0% Commercial Property
- +2.0% Crime
- +11.3% D&O Liability
- +9.0% EPLI
- +2.0% Fiduciary
- +6.0% General Liability
- +5.7% Inland Marine
- +6.7% Professional Liability
- +1.0% Surety
- +11.7% Umbrella/Excess
- +0.0% Workers' Compensation

At Ansay we most certainly have been experiencing premium increases for our property and casualty customers. Many carriers have concentrated the increases on commercial property, commercial umbrella and commercial auto; with an emphasis on classes of business that typically have high risk.

Our licensed and trained risk managers and insurance advisors have all the latest innovations to help our clients control their premium costs. In addition, our long term relationships with the top insurance carriers in the country allow us to provide the best possible products, service, and price to our clients and prospective clients.