

A hand is shown reaching towards a glowing globe composed of small white dots. The globe is set against a background of a blue grid pattern. The scene is illuminated by a bright light source, creating a lens flare effect. On the right side of the image, there are three concentric red circles. The text is centered within the innermost circle.

**Finding Your  
Footing In The  
Global Property  
Re/Insurance  
Market**

hi.



# Meet Our Speaker

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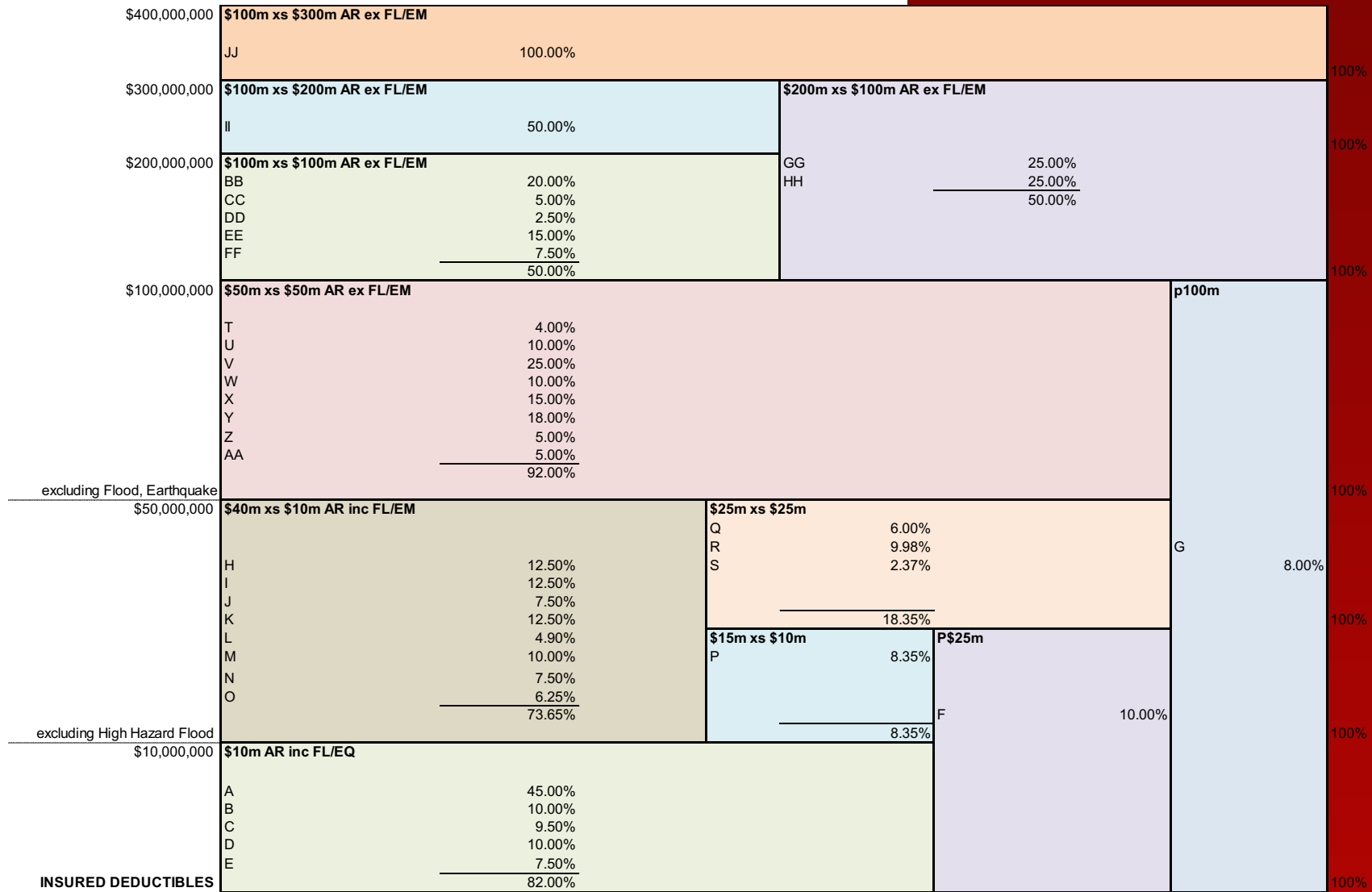


# Agenda

- 1 Introduction
- 2 The Cast of Characters
- 3 Appetite for Risk
- 4 Aligning Appetite and Pricing
- 5 Summary / Q&A



# The Policy



# Behind the Curtain...

*a relationship-centric community*



**Insured ABC**

**\$400M Policy Limit**

# The Characters



**Retail/Agency  
Team & Admitted  
Markets**



**Wholesale  
Broker & E&S  
Marketplace**



**Bermuda &  
London**



**Facultative &  
Treaty  
Reinsurance**

*Linked to enhance value and market access*

# Retail/ Agency Team



Closest connection to the Insured, develops the risk placement strategy

Includes Producer, Account Service Team, Admitted Market placement teams, Risk Control Engineers, NAT CAT modelers, Claims Advocates, and more.

Access to the Admitted marketplace

Works at granular level with Insured evaluating asset and business interruption valuations, engineering reviews, data analytics, loss scenarios, and available solutions.

# Admitted Insurance Companies



## Regulated property insurance solutions for Insureds

### Admitted means:

Carriers are licensed by the State Department of Insurance or insurance commissioners where they operate and must comply with their state's regulations.

### Must verify:

- 1 Policy forms
- 2 Rates
- 3 Requirements

If the admitted insurance company fails, the state's insurance fund will help make payments on claims.



# Wholesale Broker



Can be extension of  
Retail/Agency team  
or third party

Access to the E&S,  
non-admitted US  
marketplace

Offers coverage  
expertise, solutions  
for difficult classes

Proprietary carrier  
offerings



# Non-admitted, E&S Markets

## **Non-Admitted means:**

Non-admitted carriers do business through wholesale brokers in states where they do not have insurance licenses. They are not required to follow the same state regulations as admitted carriers.

**Benefit** = more flexibility with solutions that can be offered for complicated/complex risks

**Challenge** = most E&S carriers cannot underwrite international exposures

*One of those fast-growing insurance markets...*

**In 2020**  
*\$74 Billion*

**By 2030**  
*\$179 Billion*



# London & Bermuda Intermediaries and Marketplace

Can be extension of the Retail/Agency company or third party

Unique & distinct offerings in each geography

## London Marketplace:

77 Lloyds syndicates

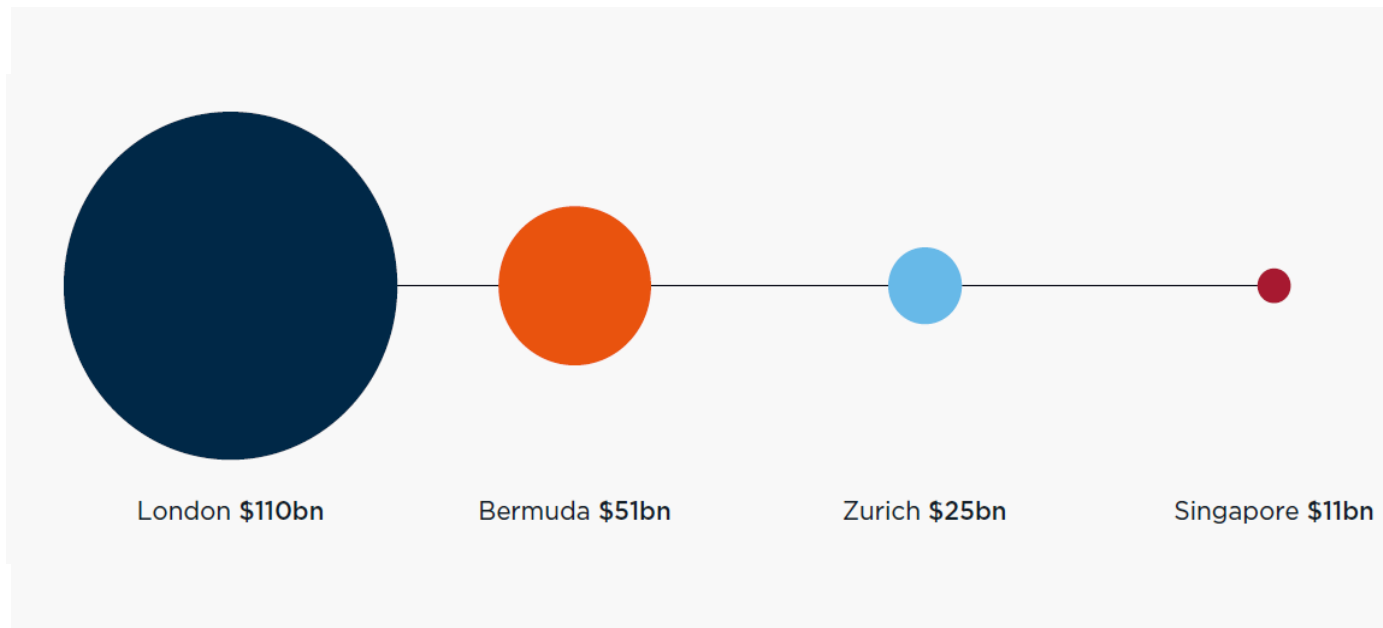
50+ P&C Insurance Companies

380+ P&C brokers

## Bermuda Marketplace:

13 Property Insurance Companies

10+ P&C brokers



London \$110bn

Bermuda \$51bn

Zurich \$25bn

Singapore \$11bn

# Reinsurance

*“Insurance for Insurance Companies”*



## **Facultative:**

Insurance company can offer an individual risk or a defined package of risks to a reinsurer.

The reinsurer retains the right to accept or reject the risk.

Under a facultative arrangement, the reinsurer will perform its own underwriting for some or all of the policies to be reinsured, and each policy is considered a single transaction.



# Reinsurance Treaty

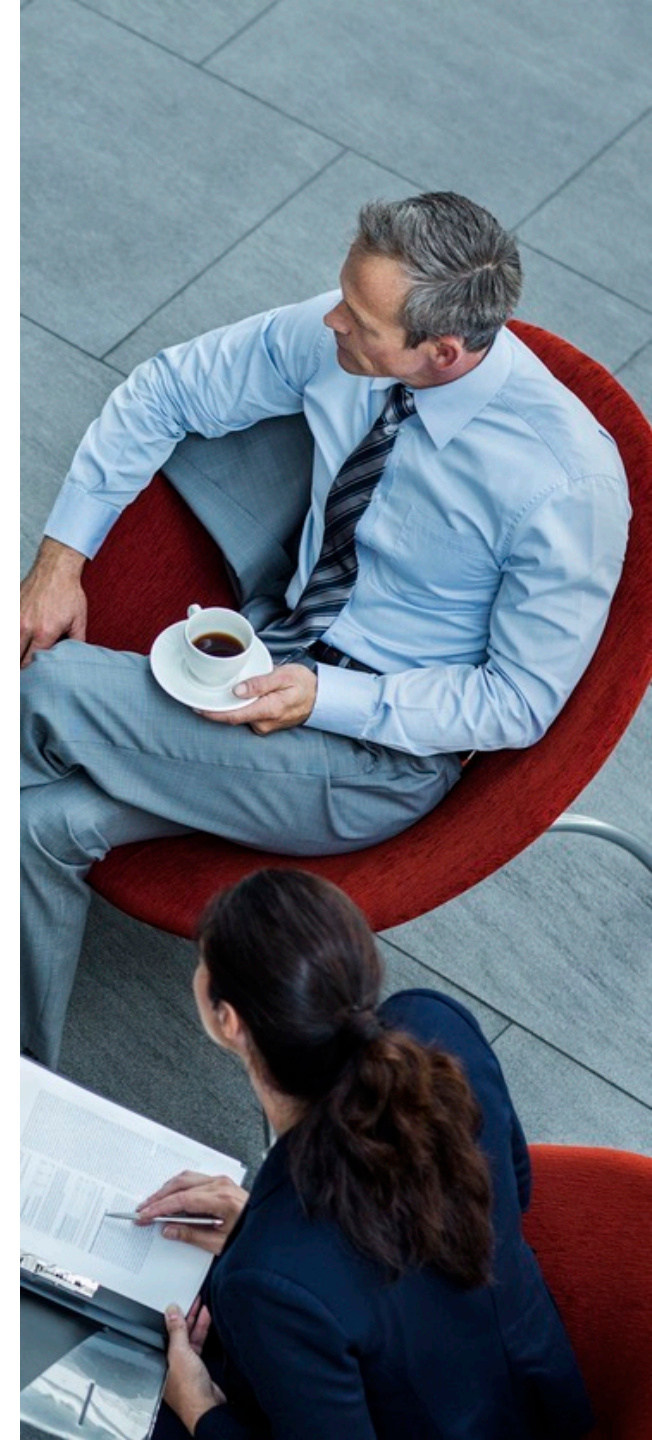
Insurance Companies transfer all risks within a book of business to the reinsurer.

Once under contract, the reinsurer is obliged to accept all covered business.

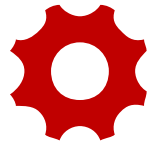
Arrangements are typically long-term, and they will accept policies that the ceding company has not yet written, as long as they fit in with the treaty's pre-agreed risk class.

Reinsurer typically expects to make a profit, but these expectations are measured and adjusted over time.

Reinsurers don't carry out individual underwriting on the risks assumed via treaty arrangements.



# Appetite for Risk: 4 Fundamentals to Review



## Risk Characteristics

Construction: Materials, age, quality of the systems within structure

Occupancy: The type of activity that goes on inside a property proposes varying types of risks



## Geography



## Loss History

Protection: Fire protection, proximity to fire department

Exposure: uncontrollable hazards of neighboring facilities, flood zones, other natural catastrophic exposure



## Valuation

# Appetite for Risk: 4 Fundamentals to Review



**Risk**

**Characteristics**



**Geography**

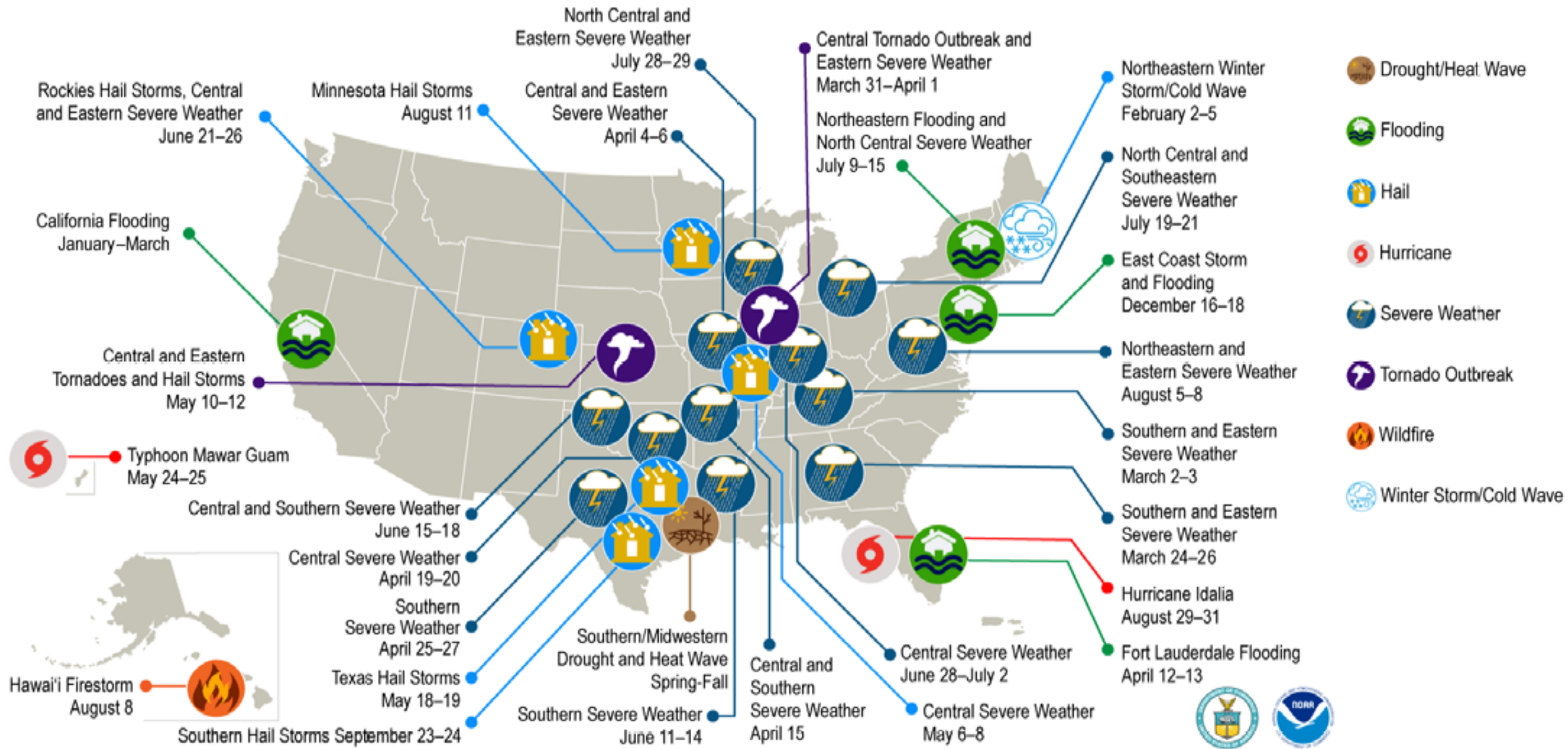


**Loss History**



**Valuation**

National, multinational, concentrations, NAT CAT challenges



*This map denotes the approximate location for each of the 28 separate billion-dollar weather and climate disasters that impacted the United States in 2023.*



# Appetite for Risk: 4 Fundamentals to Review



**Risk**

**Characteristics**



**Geography**



**Loss History**



**Valuation**

Historical Claims Data will reveal any of the following:

- clean loss record
- frequency of claims / appropriate deductible?
- cause of loss – patterns?

# Appetite for Risk: 4 Fundamentals to Review



## Risk

### Characteristics

Proper Valuation data yields better results in terms of premiums and marketability of a placement

Insured property values need to be upgraded to meet the building costs of today, which can fluctuate based



## Geography



## Loss History

on inflation, labor availability, costs of materials

Current values enable carriers to properly price coverage, ensuring that clients secure adequate funds to rebuild or replace damaged property



## Valuation

# Aligning Appetite & Pricing



**Detailed Risk  
Submission**



**Treaty &  
Underwriting  
Guidelines**



**NAT CAT  
Modeling**



**Policy  
Structure**

*Balancing Palate and Pocket: Strategies for Appetite and Pricing Harmony*

# Aligning Appetite & Pricing



**Detailed Risk  
Submission**

Statement of  
Values incl COPE

Program  
Specifications

Loss  
Runs

Engineering  
(if applicable)

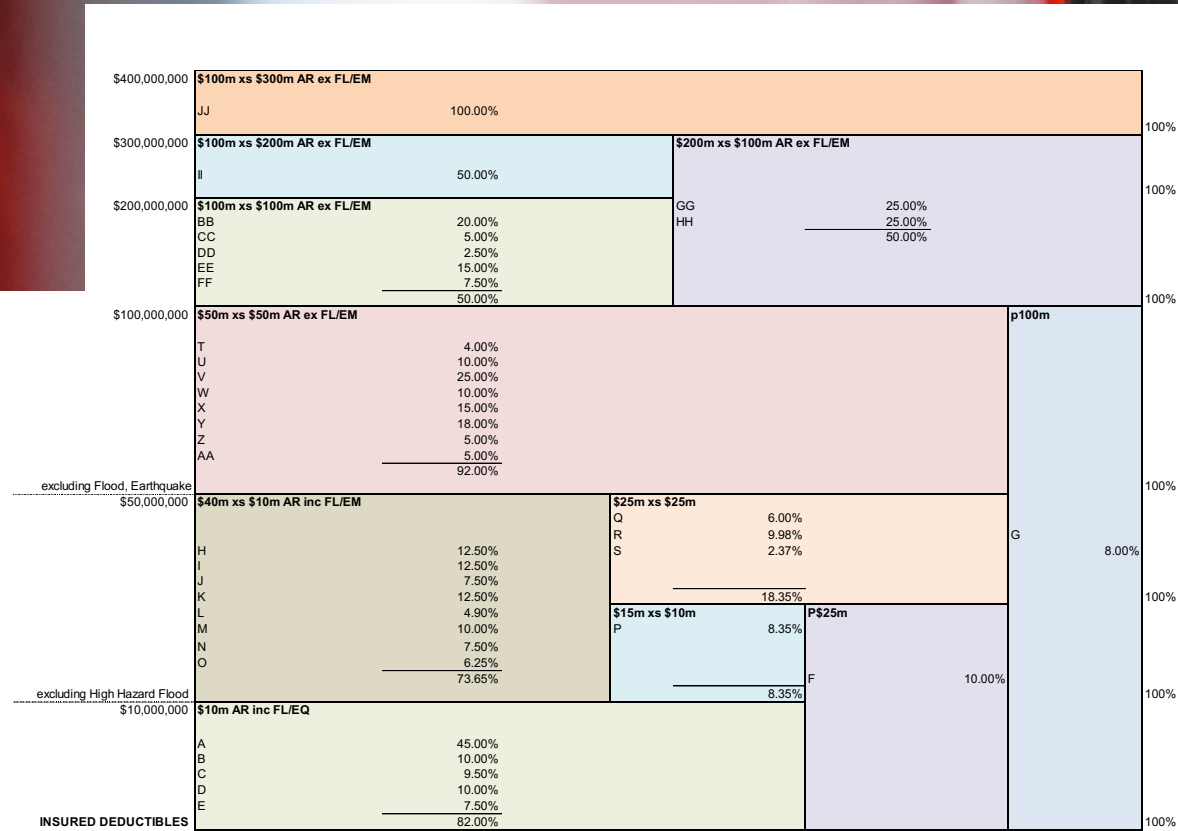
# Aligning Appetite & Pricing



## NAT CAT Modeling

Address	Perspective	100yr	250yr	500yr	1000yr	AAL	SD
		1%	0.40%	0.20%	0.10%		
All Locations	Ground Up	24,979,603	45,406,393	56,624,003	71,407,309	1,366,348	5,755,872
	Gross	19,977,122	40,449,908	51,623,939	66,406,983	734,641	5,134,301

# Aligning Appetite & Pricing



**Policy Structure**



# Summary

This is a relationship business

Plenty of avenues for exploration  
and career development

Fantastic potential for growth in  
the industry



# How Can You Explore The Industry Further?



- 1 Seek out and connect with RMI professors to ask questions
- 2 Consider joining student RMI associations or organizations
- 3 Attend RMI career fairs to learn more about internships and early career opportunities





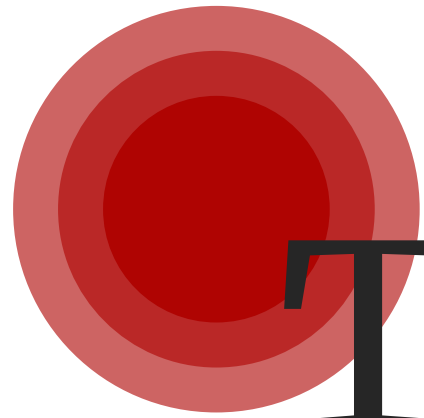


# Questions?

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Thanks!

I appreciate your time.

CRRC