

Highlights from Insurance Research

First Quarter 2024

Changes to Expect This Year

A new year means a new look and feel for some of our products. All enhancements were designed to provide a higher level of value for our readers to ensure we remain a sought-after thought leader in the industry.

Segment Report Rebranded to Market Overviews

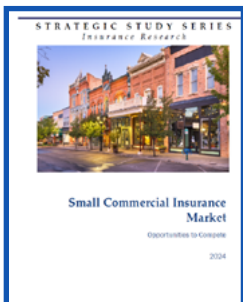
- Going from three written reports to one: These reports will continue to discuss the same major topics. However, we will deliver a more comprehensive and cohesive analysis—all aimed at delivering a better user experience.
- Access to data supplements: Data files will be provided when available, providing access to market share, final year performance numbers, and half-year results
- Flexibility for coverage on additional markets

Property-Casualty Forecasts

- The Property-Casualty Forecasts will continue to be quarterly. However, two quarters (June & December) will be streamlined reports accompanied by the data supplements.

If you have any questions regarding these changes please reach out to insuranceresearch@conning.com

Recent Reports



[Small Commercial Insurance Opportunities to Compete](#)

Small business insurance is an increasingly competitive market. Small businesses account for more than 90% of all firms, and the opportunity to address the needs of the

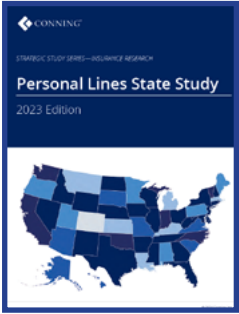
segment is drawing increasing interest from traditional insurers and from innovative startups. This report summarizes insights developed through an analysis of industry and NAICS data and in-depth interviews with insurers focused on the small commercial insurance market. Conning's study assesses market size and industry segments and includes an exploration of the macro-environmental factors influencing this market.



[Transformative Technology: Insights from Conning's Executive Survey](#)

As 2024 begins, the insurance industry continues to adapt and find opportunities for growth and transformation.

New technologies, such as generative AI, hold the promise of mining deeper insights into customer needs, leading to higher profitability. In this study, Conning analyzes results from its second annual survey of AI and Insurance Technology adoption in the Insurance industry.



Other Recent Research

- Fraternal Life Annuity Forecast
- Annual State Study
- Annual Pension Funding Review
- Property-Casualty 2024 First Quarter Forecast
- U.S. Insurance Industry Outlook
- Global Mergers & Acquisitions in the Insurance Industry 2023

Upcoming Topics

- Guaranteed Income Pt. 3
- Life Expense Study
- Individual Annuity
- Fronting
- Property Crisis
- MGA

Articles from the Conning Commentary

January 2024 Outlook:

- Life-Annuity: The New Normal Continues
- Health Insurance: Impacts From Outside
- Finding the opportunities in 2024

February:

- It's a MYGA World
- How Insurers Can Manage The New Normal Of "Catastrophic" Secondary Perils
- Long-Time and Part-Time

March:

- 2023 Property-Casualty Results Preview
- Rise In Medicare Advantage Utilization
- ULSG ReInsurance



Consulting Corner:

Analysis of External Trends and Potential Impact

Objective: As part of its annual planning process, a large regional property-casualty insurance company was seeking an objective, independent analysis of external trends with the potential to influence the company's core markets.

Solution: Conning provided a detailed evaluation of market dynamics in the commercial line market, focused on the economic, societal, regulatory, political, distribution, and technology pressures. The analysis included a relative risk assessment of key trends and projected timeframes.

Market Analysis Support in Connection with Investment in a Specialty MGA

Objective: An investment firm was seeking market analysis support during its due diligence process for their majority investment in an established MGA.

Solution: Conning provided a comprehensive market overview of the MGA market with a focus on the Target's key lines of business. Conning provided an assessment of the growth potential and profitability outlook for each identified market.

Q1 2024 Events

- ACLI Executives Roundtable 2024
- CIAB 2024
- WCRI Issues & Research Conference 2024
- InsurTech New York

Upcoming Q2 2024 Events

- Insured Retirement Institute
- National Association of Plan Advisors
- Retiretech at Medicarions
- InsurTech Hartford
- Society of Insurance Research
- Life ILS
- Target Markets Spring



About Conning Insurance Research

For over 50 years, Conning's Insurance Research group has been providing solutions that help management teams understand and navigate a rapidly changing insurance landscape. Conning's well-respected research solutions result from deep industry knowledge; ongoing surveys of industry executives; proprietary Conning data, forecasts, and models; and our in-depth reviews of insurer performance.

How We Add Value

- » Singular focus on the insurance sector
- » Dedicated sector analysts
- » Independent and objective, unbiased research
- » In-depth expert insights on critical market topics
- » Broad product suite offers insights for entry-level employees to seasoned veterans

Core Publications

Strategic Study:

In-depth analysis on key industry issues

Focus Report:

Concise, graphical reports on targeted issues

Forecast and Analysis:

Comprehensive three-year forecast of line of business and industry performance

Market Overviews:

Periodic line of business assessment reports

Commentary:

Monthly newsletter focusing on trending topics

Trends:

Quarterly publication of leading insurance and economic indicators

©2024 Conning, Inc. All rights reserved. The information herein is proprietary to Conning and represents the opinion of Conning. Except as specifically provided in a written agreement with Conning, no part of the information provided herein may be copied, reproduced, distributed, republished, downloaded, displayed, posted, transmitted, transcribed, stored in an electronic retrieval system or translated into any language in any form or by any means, including, but not limited to, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of Conning. Without in any way limiting Conning's exclusive rights under copyright laws, any use of this publication to "train" artificial intelligence (AI) technologies to generate text is expressly prohibited, and no part of the publication or any associated data may be uploaded into any AI models. This publication is intended only to inform readers about general developments of interest and does not constitute investment advice. The information contained herein is not guaranteed to be complete or accurate and Conning cannot be held liable for any errors in or any reliance upon this information. Any opinions contained herein are subject to change without notice.

This publication has been prepared for and distributed exclusively to specific clients and prospects of Conning. No part of the information may be distributed, reproduced, transcribed, transmitted, stored in an electronic retrieval system or translated into any language in any form by any means without the prior written permission of Conning. Statements and information in this report were compiled from sources that we consider to be reliable or are expressions of our opinion. Any opinions contained herein are subject to change without notice. This publication is not intended to be complete, and we do not guarantee its accuracy. It does not constitute and must not be considered investment advice. Conning, Inc., Goodwin Capital Advisers, Inc., Conning Investment Products, Inc., a FINRA-registered broker-dealer, Conning Asset Management Limited, Conning Asia Pacific Limited, Octagon Credit Investors, LLC, Global Evolution Holding ApS and its subsidiaries, and Pearlmark Real Estate, L.L.C. and its subsidiaries are all direct or indirect subsidiaries of Conning Holdings Limited (collectively, "CHL Group") which is one of the family of companies whose controlling shareholder is Generali Investments Holding S.p.A. ("GIH") a company headquartered in Italy. Assicurazioni Generali S.p.A. is the ultimate controlling parent of all GIH subsidiaries. CHL Group has investment centers in Asia, Europe and North America. [c:18046906]