

Highlights from Insurance Research

Second Quarter 2024

Recent Reports



[Conning's Corporate Pension Review](#)

Conning's Corporate Pension Review analyzes the financial health of the U.S. corporate defined benefit industry through the analysis of 492 U.S. corporate DB (defined benefit) plans that provided data from the end of 2019 to the end of 2023. In addition, it examines key issues affecting DB pension plans. Learn more [here](#).

Other Recent Research

- [Property-Casualty Forecast & Analysis First Quarter 2024](#)
- [Insurance Trends - First Quarter 2024](#)

Market Overview Reports

[Group Annuities and Pension Risk Transfers](#)



As we look back at the group annuity line in 2023 and think ahead to 2024, we see strong positive trends that support continued premium growth. The two major growth trends are PRTs (pension risk transfers) and the new opportunity to widen the use

of group annuities inside the \$7 trillion 401(k) market. Balancing those trends is the likely continued restructuring of insurer liabilities. Learn more [here](#).

[Individual Annuities](#)



For insurers selling individual annuities, 2023 was a record-setting year for direct premium. This followed 2022's record-setting year. Already 2024 shows signs of at least another strong year of sales, and possibly another record. Behind that growth is the combination of retiring Baby Boomers and higher fixed annuity crediting rates than have been seen in some time. Learn more [here](#).

Articles from the Conning Commentary

April:

- *Reciprocal Exchanges*
- *Record Annuity Sales Drive Net Flows For Some*
- *Leaving Legacy Behind: The Case For No Code/Low Code Platforms*
- *Property-Casualty Loss Reserve Actions For 2023*

May:

- *The E&S Market Has Flourished In The Hard Market, But Is E&S Business Here To Stay?*
- *Despite Respite, Negative IMR Remains An Issue*
- *Individual Annuities*
- *Consolidation In Health Care*

June:

- *The New DOL Fiduciary Rule*
- *The Capacity For Growth In The Annuity Reinsurance Market*
- *MGA Market Nearly Doubles In 2023*
- *Has Personal Auto Turned The Corner?*



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 peer analysis along with analysis on the following market dynamics: Excess & Surplus lines, Managing General Agents, Captives, Mutual Platforms, and Agency Personas.

Rating Agency Presentation Support

Objective: As part of its annual A.M. Best review meeting, a regional specialty insurance company was seeking support to enhance its presentation materials.

Solution: Conning provided a detailed peer analysis along with analyses of critical market dynamics in the following areas: Excess & Surplus lines, Managing General Agents, Captives, Mutual Platforms, and the Independent Agency channel.



Second Quarter 2024 Events

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

Upcoming Events

- American Association of State Compensation Insurance Funds
- Target Markets Annual
- MGAA 2024
- ITC Vegas 2024
- Life Insurance Settlement Association 2024

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

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