

National Housing & Rehabilitation Association

Asset Management Conference

June 11-12, 2018 Bethesda, MD



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Insurance Procurement & Risk Mitigation Strategies

The Conversation Outline . . .

State of the Insurance Market

- Property
 - recap of '17 lessons learned, '18 experience to date, and flood market
- Executive Risks
 - cyber/crime, employment practices, and professional liability
- General Liability
- Workers Compensation
- Auto

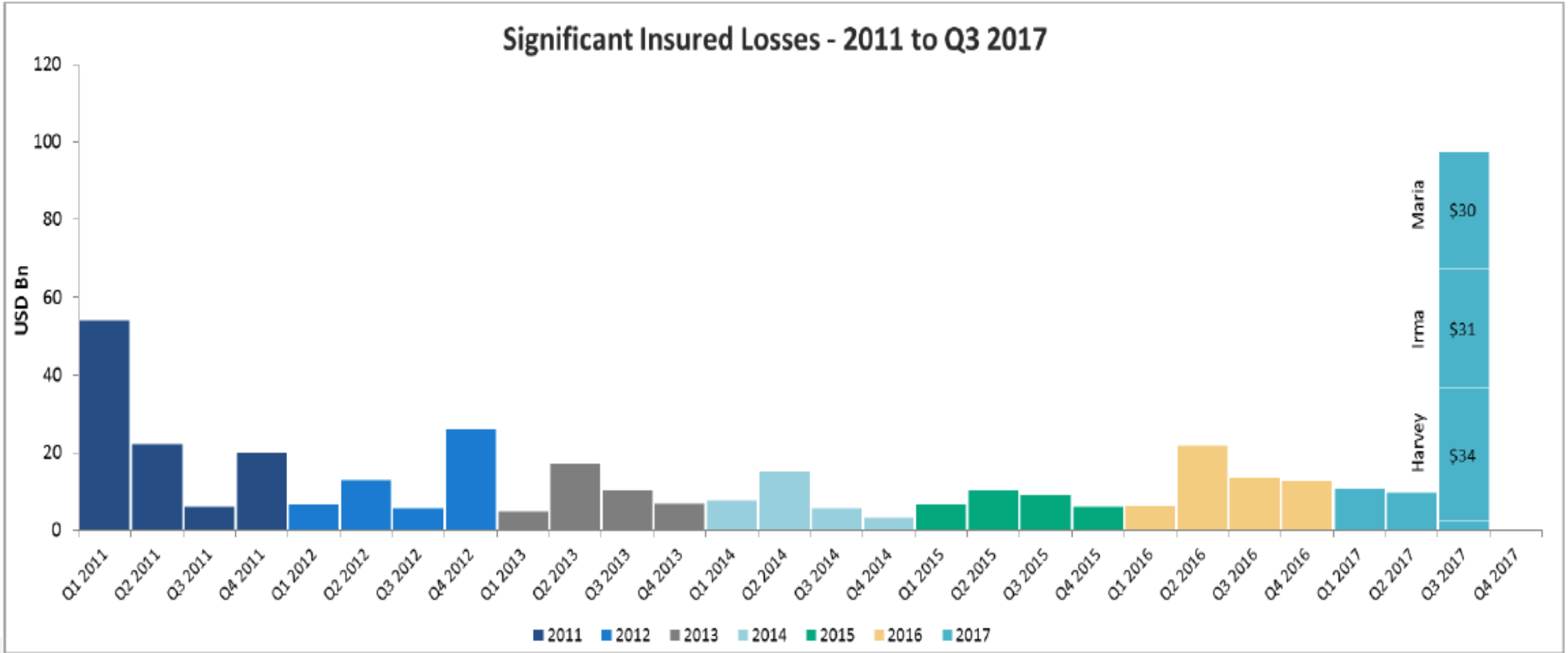
Risk Management Strategies

- Claim Trends
- Risk Control
- Claims Management Best Practices

How to Get the Best Deal

- Renewal Planning Best Practices
- Creating a Winning RFP
- Negotiation Strategy
- Maximizing ROI on Broker Services

State of the Market – Global Losses ‘11-Q3 ‘17



Losses in excess of USD \$100 million; Harvey, Irma, Maria and Sept 19 Mexico EQ losses are preliminary estimates subject to significant uncertainty; Does not represent any Q4 losses such as Hurricanes Nate and Ophelia and CA wildfires

Source: Press releases, PCS, Perils, GC Business Intelligence

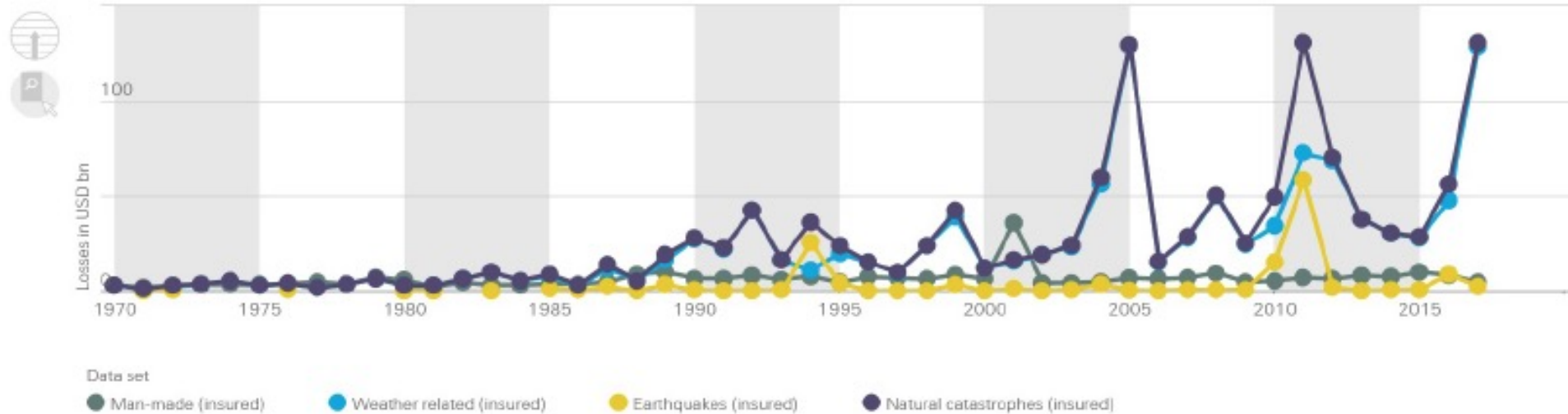
State of Insurance Market – Global Losses, 1970-2017



Insured losses

Time
1970 – 2017

Region: worldwide



Source: Swiss Re Institute
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State of the Insurance Market – Lots of Supply

- Approximately \$700 billion as of 6/30/17
- \$150 dollar hit leaves significant capacity

