What's the future for International Markets?

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NZILA Conference, Queenstown
Thursday 29 September 2022

The Risk Revolution

The changing risk landscape

2021 natcat penetration gap

$160bn

APAC highest globally

90% gap

secondary perils

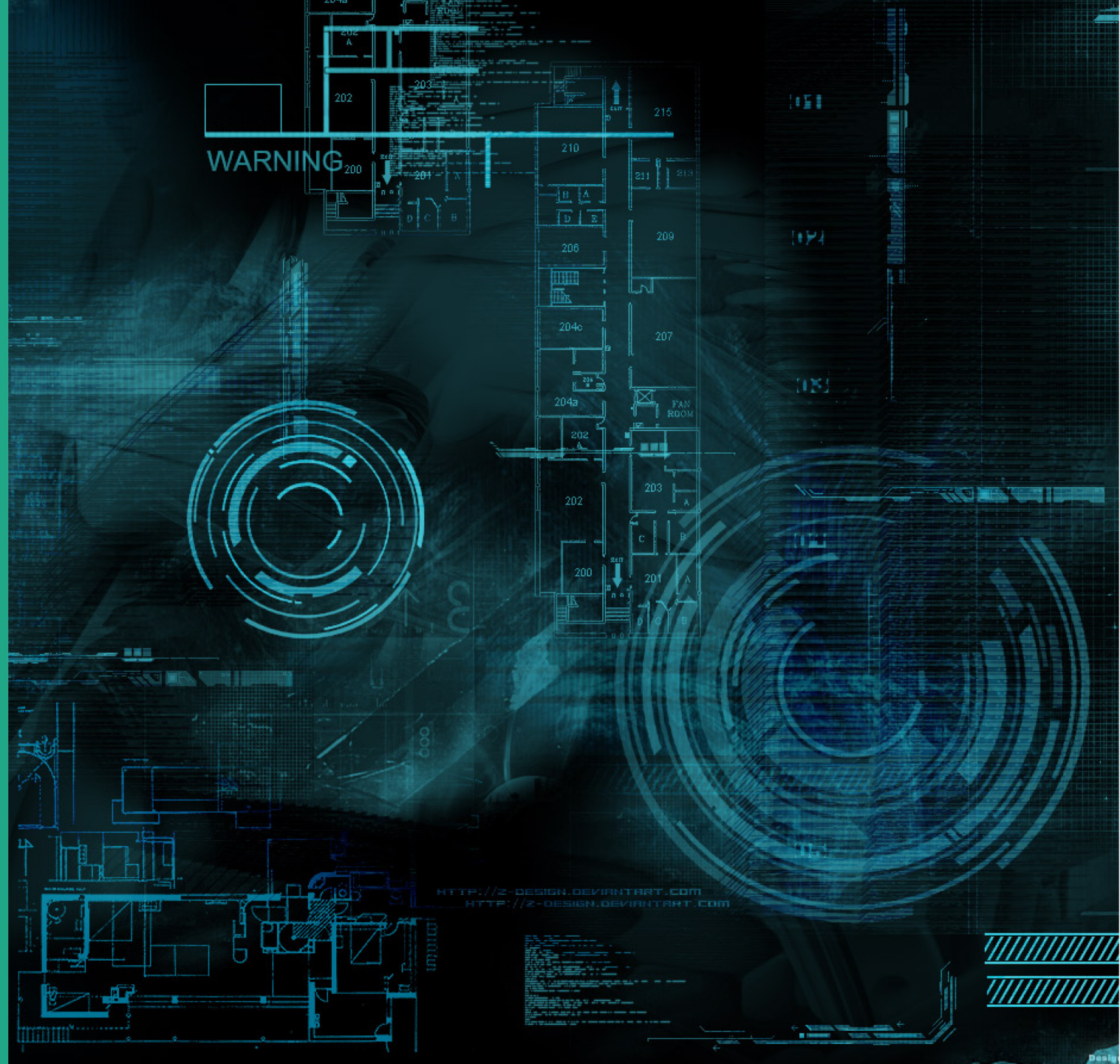
70% of insured losses

macro & geopolitical

- War
- National Security
- Inflation
- The great resignation
- Climate change
- Intangible risks
- Recession

the past is not a proxy for the future!

The Insurance Revolution



Distribution
Manufacturing
INSURTECH
Capital

Distribution

Brokers consolidation & reinvention
De facto risk managers, advisers, greater underwriting responsibility

MGAs on the rise
22% growth & 2023 revenues ~US$20b

Insurtechs changing the landscape
cross-analyze offerings, disintermediate brokers, create ecosystems

Manufacturing

Broker and Insurer tug-of-war
creating tension, insurtech startups

Insurers and reinsurers in competition
Reinsurers consolidate
8 out of 11 give primary coverage

Alternative capital ready for renewed growth

- $100b and growing
- Outperforming bond & equity markets
- Benefit of diversification

MGAs using ILS

- Nephila delegates to Technical Risk Underwriters

The Technology Revolution

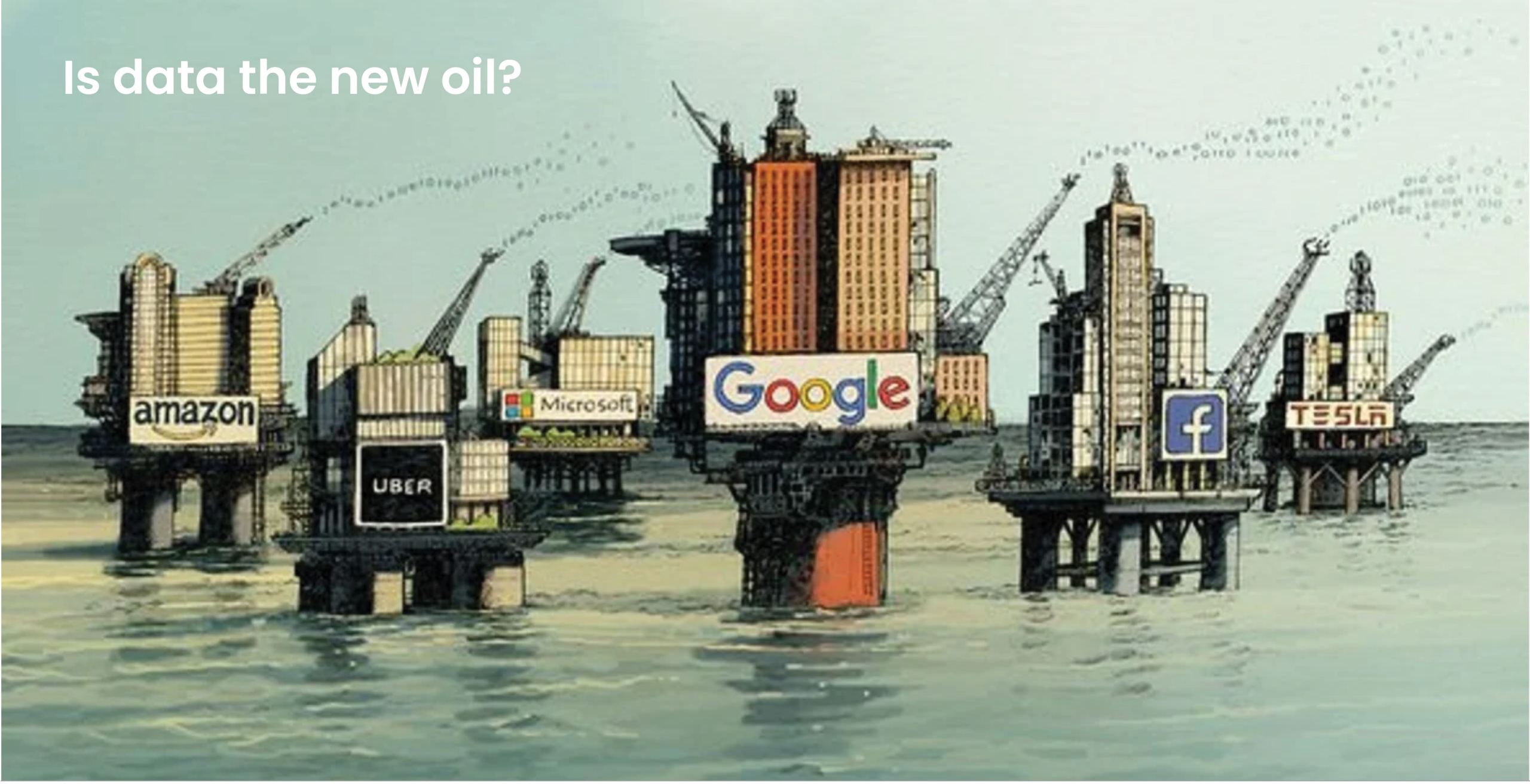
The best-performing 20% of insurers capture almost 100% of the industry's total profit.

McKinsey & Company

This digital transformation is driven by

- heightened consumer expectation
- unprecedented competitive pressure
- the need to automate and optimise processes
- natural catastrophies
- Covid pandemic

Is data the new oil?



Not only should we have a defensive data strategy, we should also have an offensive one.