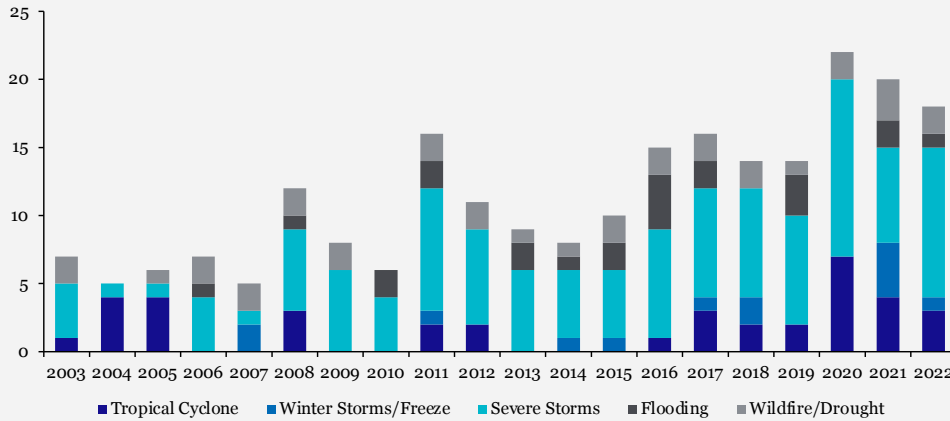


Market Trends 2023

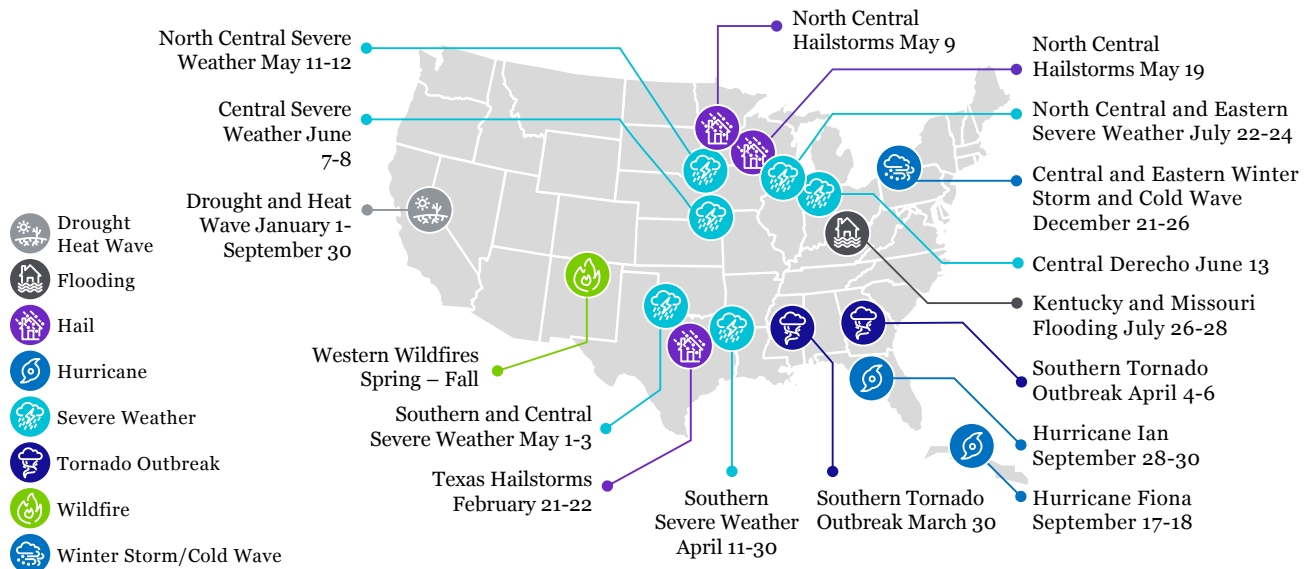
Trends impacting the personal insurance market for successful individuals and families

U.S. Billion-Dollar Disaster Events



2022
Experienced the 3rd highest number of billion-dollar disasters'

U.S. 2022 Billion-Dollar Weather and Climate Disasters



More than 75% of Federal Disasters are related to floods²

Flood is not just for homes in a high hazard area. Consider these environmental conditions:

- There's construction or development in the neighborhood
- The home is on an incline
- The property or neighborhood is mostly pavement
- The home isn't at the highest point in your area

Cost of Building Materials³ and Labor⁴

16%
Rough Framing / Lumber

4%
Copper Electrical

19%
Drywall

35%
Plastic & Copper Plumbing



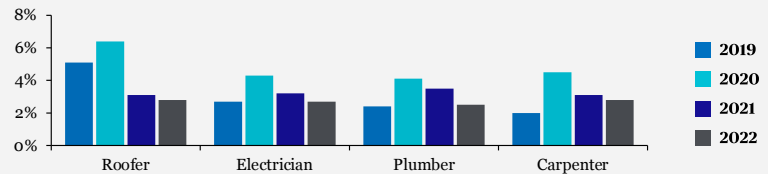
19%
Asphalt Roofing

27%
Paint

17%
Windows & Doors

13%
Concrete Products

Labor Cost Change by Occupation



Replacement Costs for Appliances⁵

Viking
Top-of-the-Line Wall Oven



2021
\$9,800

2022
\$11,399

16%
Increase

Sub-Zero
Top-of-the-Line Refrigerator



2021
\$19,400

2022
\$20,391

5%
Increase

Auto Trends

- Average vehicle repair costs have risen steadily with the largest increases in the last two years⁶
- The average price of a new car is up 17% from 2020⁷

Increases in Collections

- Works by Ultra Contemporary artists (artists born after 1974) have risen dramatically in value⁸
- The pre-owned luxury watch segment is expected to grow by 75% by 2030, fueled by Millennials and Gen Z⁹
- The market for luxury handbags has grown considerably over the past 2 years
- Personal luxury goods are expected to show accelerated growth of 22%¹⁰

SOURCES:

1. NOAA National Centers for Environmental Information (NCEI) U.S. Billion-Dollar Weather and Climate Disasters
2. FEMA
3. Materials Costs Per BLS (Bureau of Labor Statistics), YOY Averages from Jan 2022- November 2022
4. CoreLogic Quarterly Construction Insights
5. Data obtained from individual manufacturer websites
6. CCC Intelligent Solutions
7. Kelly Blue Book
8. Art Basel UBS Survey
9. Deloitte
10. Bain Report

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