

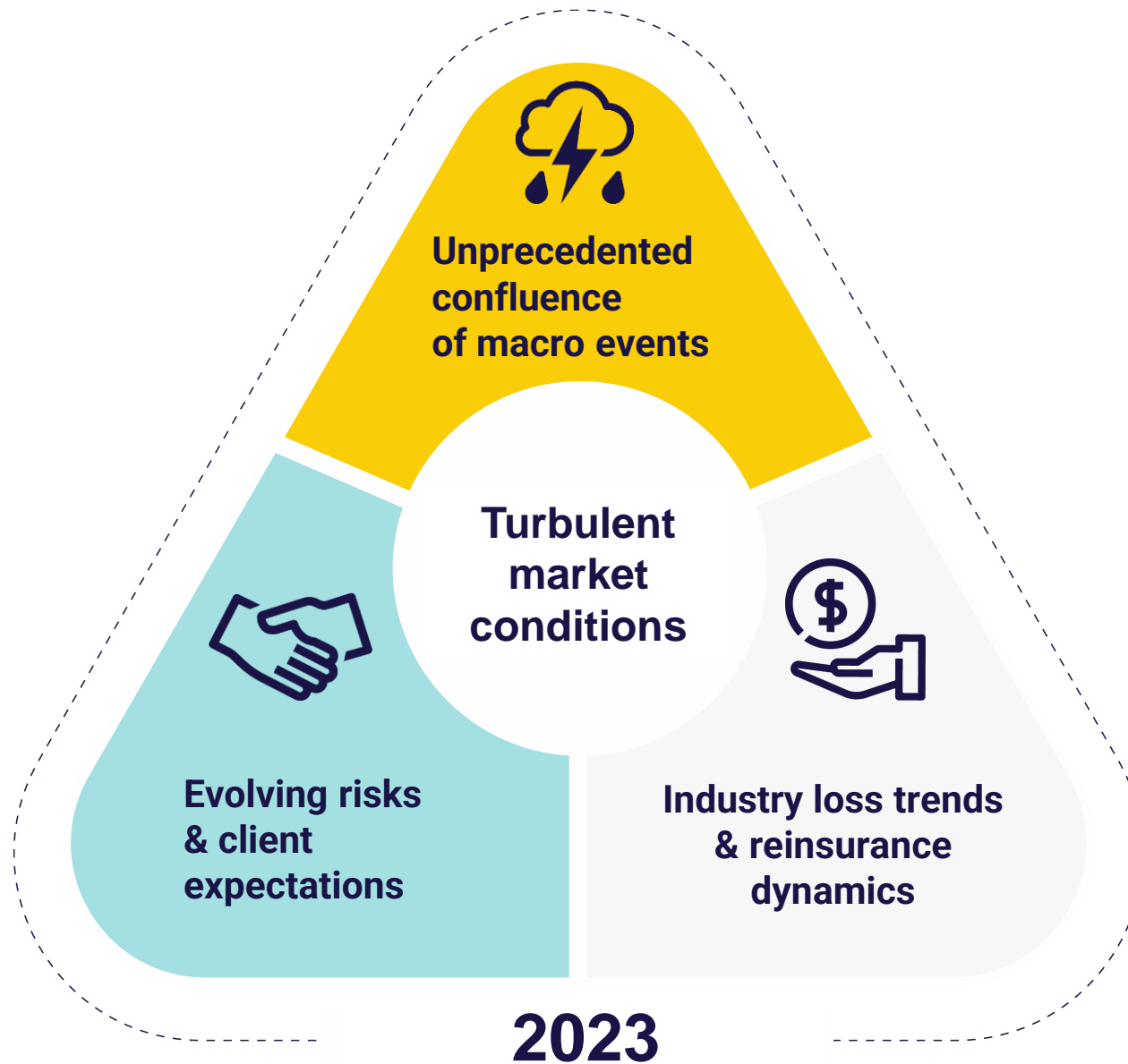


# Quebec Risk & Insurance Management Association

Presented by: Rob Marsh, President, Liberty Mutual Canada

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# The three “C’s” of 2023



**Catastrophe**



**Capital &  
capacity  
constraints**



**Collaboration**



# Catastrophe

- Frequency and severity continuously increasing
- Natural disasters costing US\$100B+
- Difficulty around modeling events



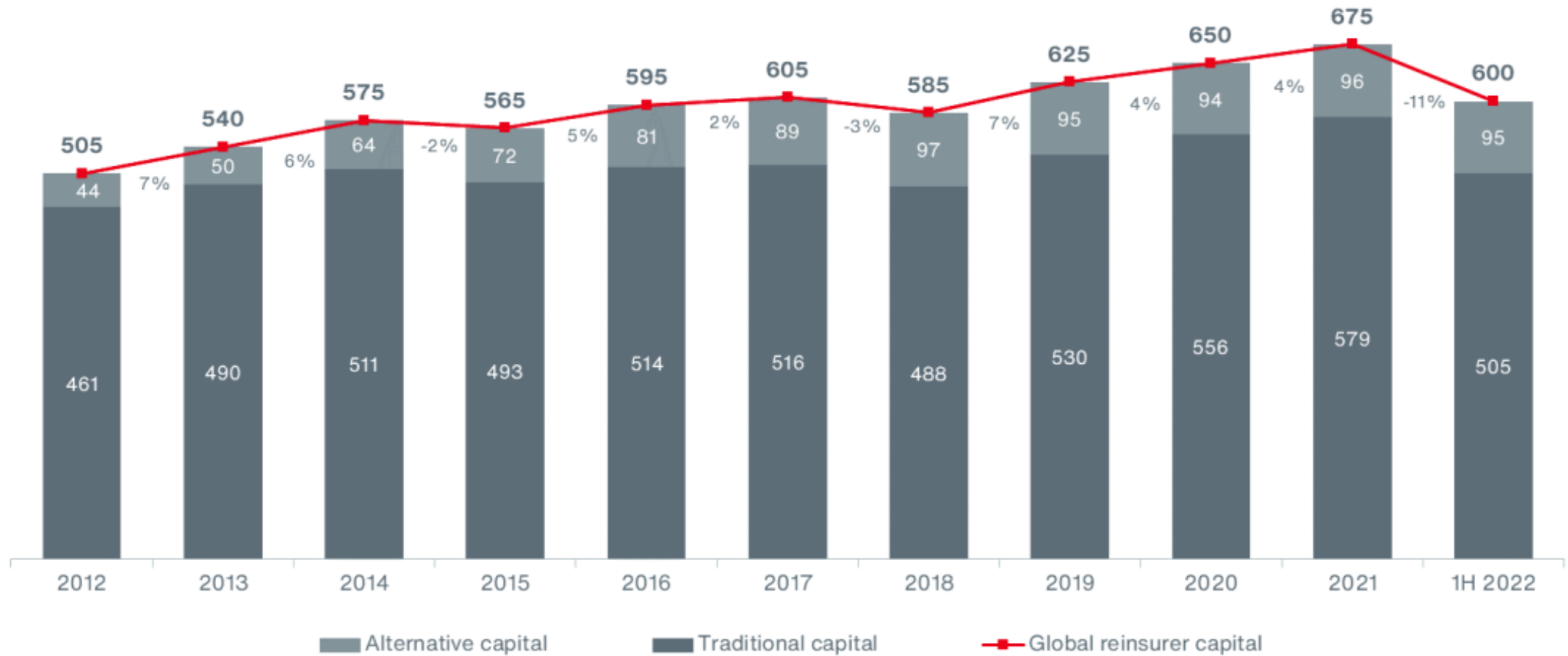


# Capital & capacity constraints

- Hardest 1/1 reinsurance cycle in decades
- Interest rates impacting insurer profitability
- Inflation: economic & social



# Global reinsurer capital (\$Billions)



Sources: Company financial statements / Aon's Reinsurance Solutions / Aon Securities Inc.



# What does all of this tell us?

The issues that we are seeing at a global level have a real impact on our local insurance markets, and vice versa.



Impact of loss cost trends



Imbalance of supply & demand



Tough decisions made on accounts



Profitable, stable, and reliable insurers will win in the long run.



# Collaboration

- Be proactive
- Importance of expertise and financial stability of insurer
- Establish clear lines of communication
- Insurer as a partner - not just a transactional relationship





# Our mission

**Helping people embrace today and confidently pursue tomorrow**

As an industry, we're a source for social good and a resource for businesses of every size in Canada and around the globe to help solve the biggest challenges they're facing.





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**INSURANCE**