

Navigating the hardest personal insurance market in a generation

Family Office Benchmarking Study 2024

What family offices have experienced

UHNW and Family Offices impacted at greater numbers than HNW and mass affluent

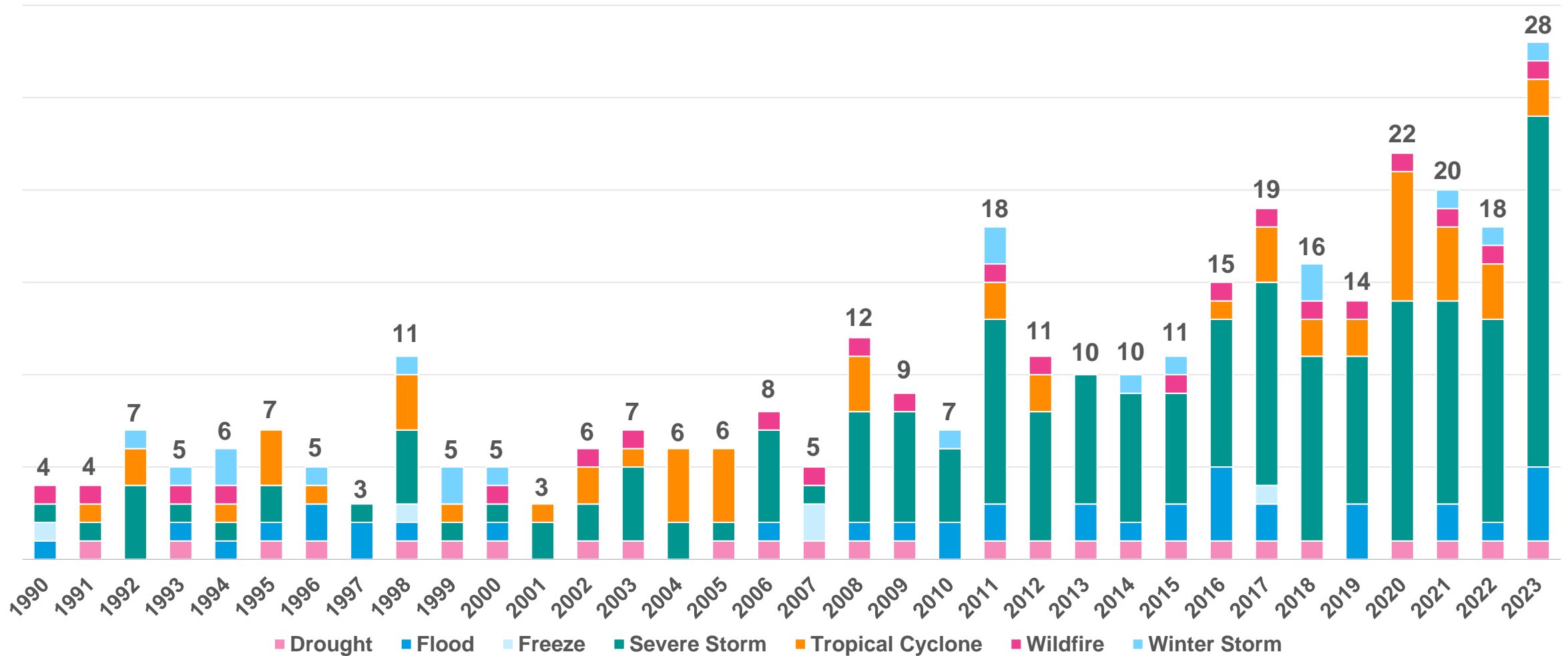
71% Increase in premium costs of 20%+

31% Insurance policy non-renewal



What's driving the hard market

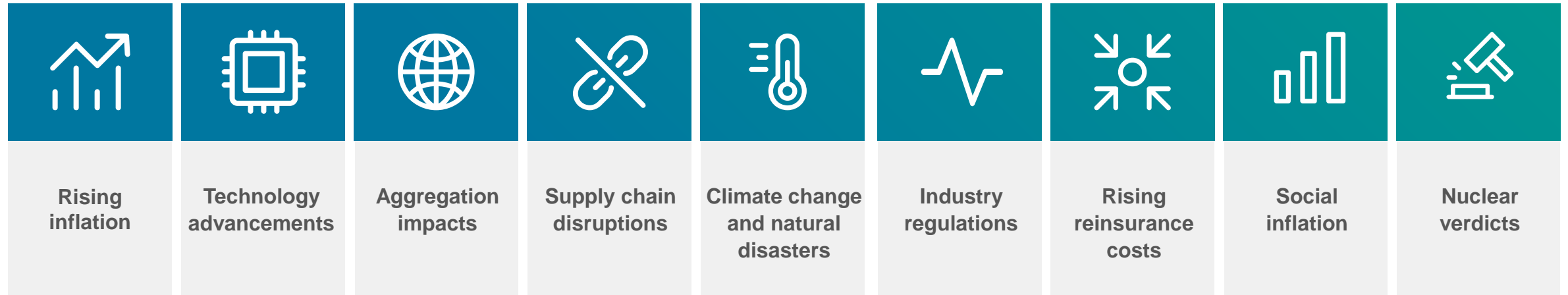
Annual Count of Billion-Dollar Disasters 1990-2023 – CPI Adjusted



Source: <https://www.ncei.noaa.gov/access/billions/time-series>

Hard market macro headwinds

Clients need education and guidance balancing the insurance equation



2023 is the 13th year in a row the US suffered at least 10 catastrophes causing more than \$1 billion dollars each in losses¹

¹ NOAA National Centers for Environmental Information (NCEI) U.S. Billion-Dollar Weather and Climate Disasters (2023).

How family offices are affected

Carriers taking steps to reduce their own losses



Stricter coverage guidelines



Higher premiums



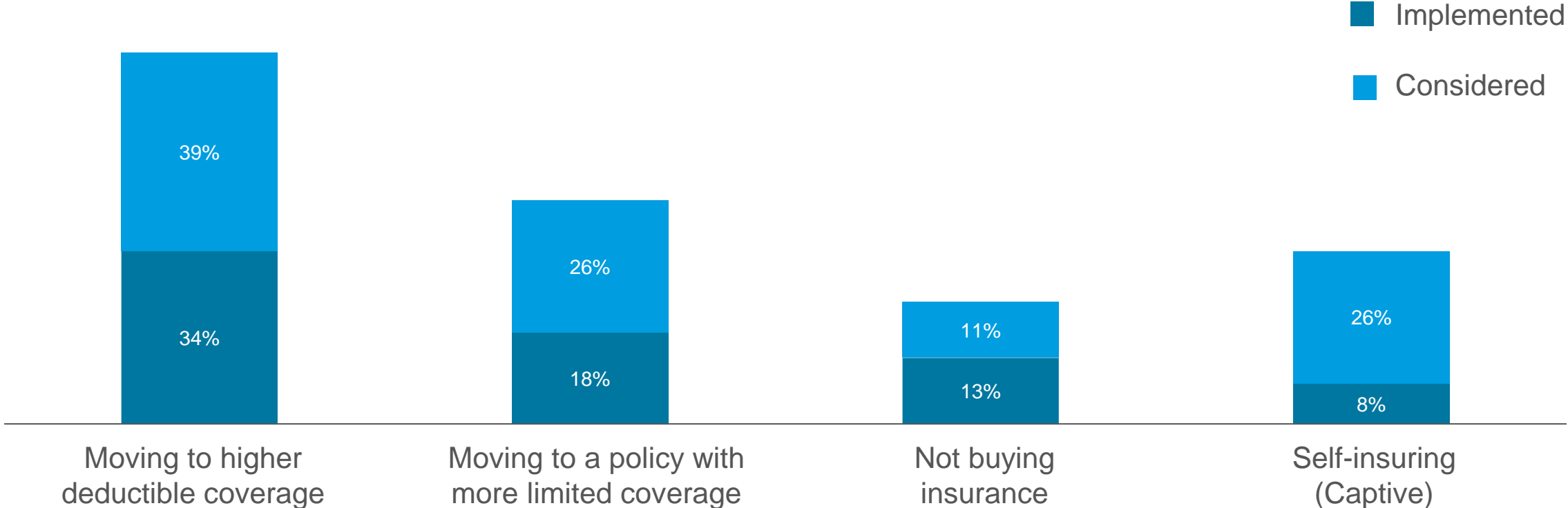
Less coverage availability

Although California, Florida, and Colorado are the most challenging states, private clients across the country are affected.

How family offices are responding to market challenges

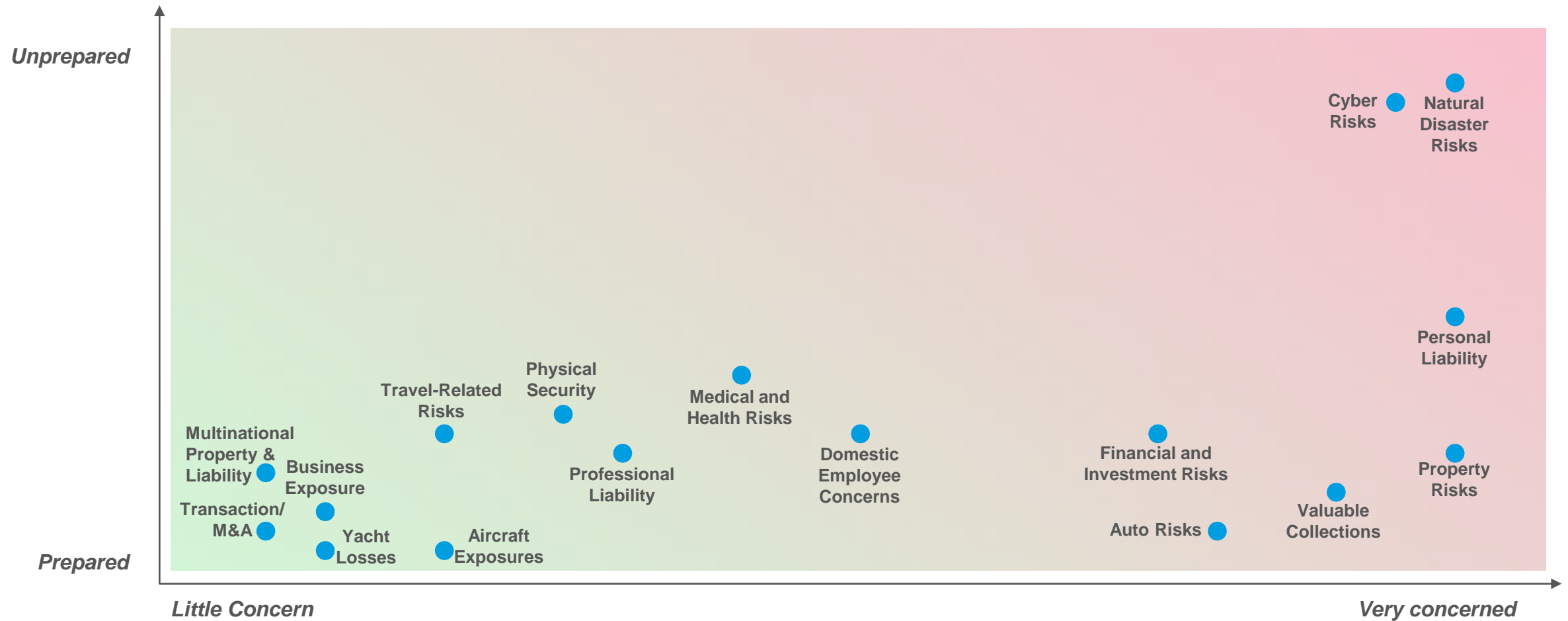
Prioritizing cost and taking on risks to reduce premiums

What measures have you implemented/considered to save on premium?



Top concerns among family offices

Natural disaster, cyber, and personal liability risks stand out



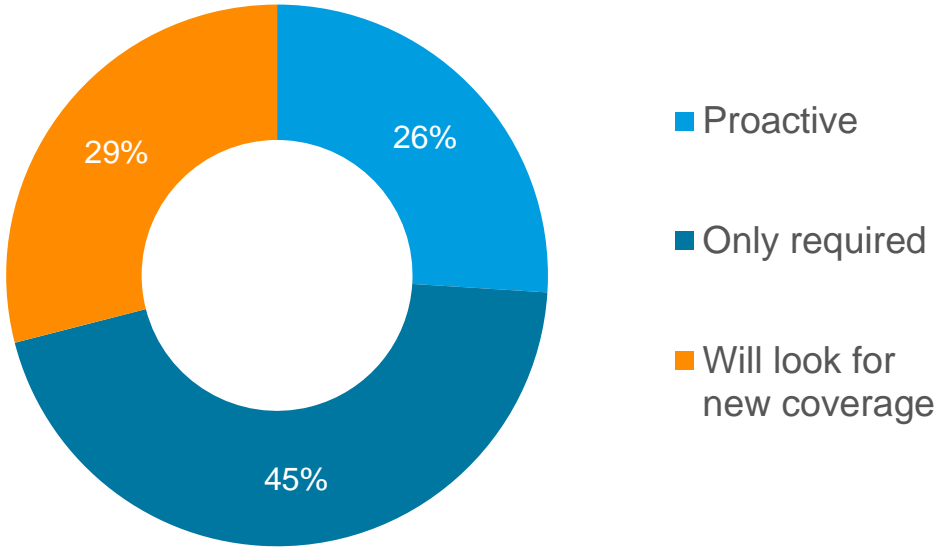
Benchmarking: Natural disaster and property risks

Navigating the escalating cost equation

What is driving your concern with natural disaster risks?

Existing coverage is very expensive	42%
Some policies have a separate deductible for high-risk items	29%
My exposure is growing	22%

What is your approach to property risk mitigation measures?



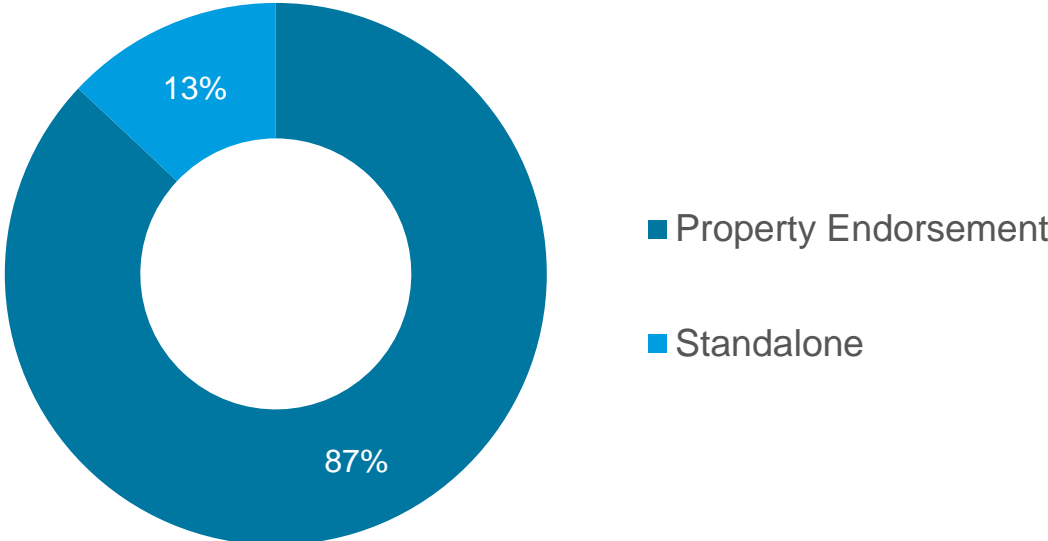
Benchmarking: Cyber risks

Education needed around risks and new products available

What is driving your concern with cyber risks?

Our family's exposure is growing	50%
Existing coverage doesn't cover all risks	38%
Our family doesn't understand the potential risk	28%

Of the 59% that have cyber coverage, what type of coverage is in place?



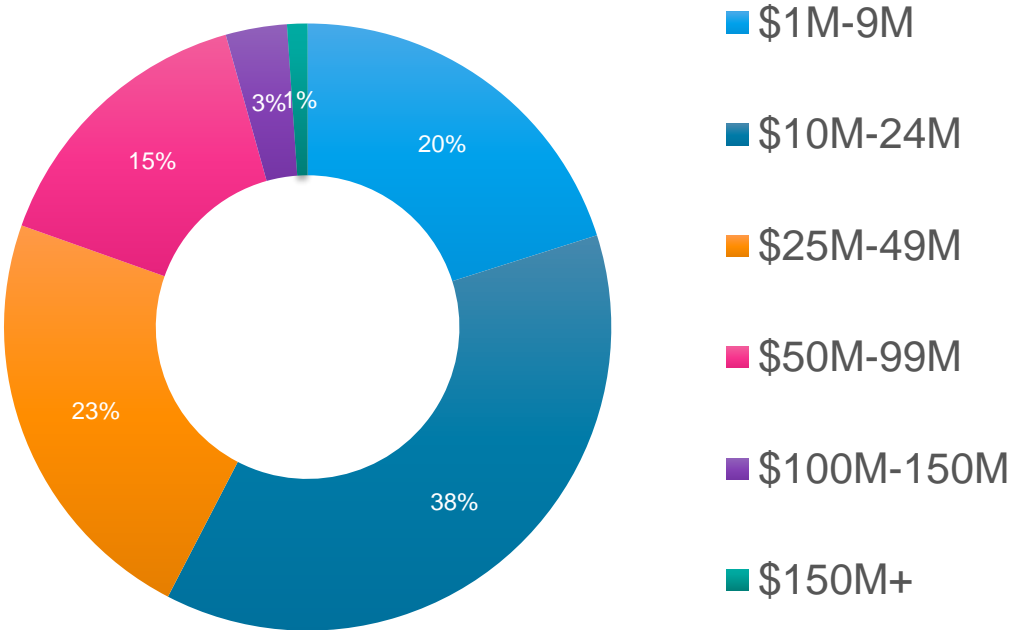
Benchmarking: Personal excess liability

Growing exposure, lack of awareness, and vulnerability cycle

What is driving your concern with personal liability risks?

Our family's exposure is growing	64%
Our family doesn't understand their exposure	30%
I'm concerned the existence of higher liability limits will make me more vulnerable to claims	21%

Excess Liability Limits

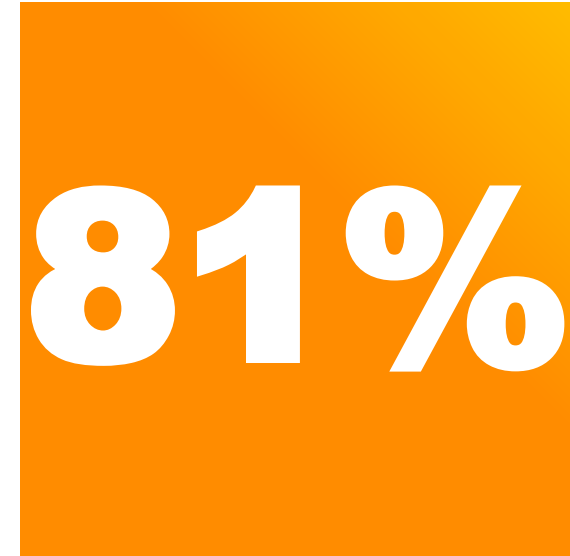


Family Office Pain Points

Managing costs, varying family needs, and administration challenges

**As the family office executive,
what are your biggest
risk management pain points?**

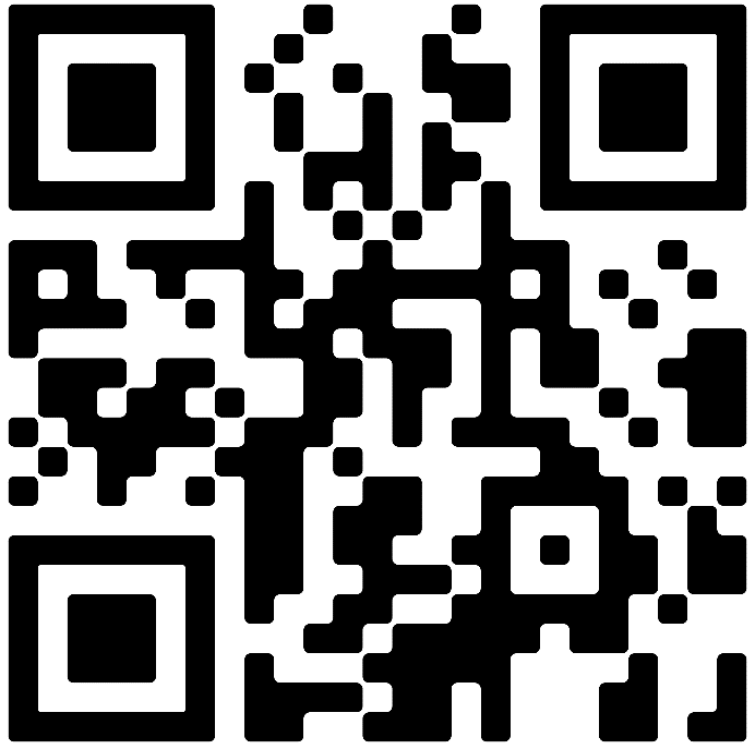
- 1** Dealing with rising costs
- 2** Identifying/quantifying risks associated with different households
- 3** Varying risk tolerances
- 4** Making coverage changes
- 5** Administration of the risk program



**Would value a secure
web portal to administer
insurance program**

**It has never been
more important to
have a risk advisor
on your side.**

Download the complete 2024 *Family Office Benchmarking Study.*



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