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Gibraltar Annual Motor Insurance Update

October 2023

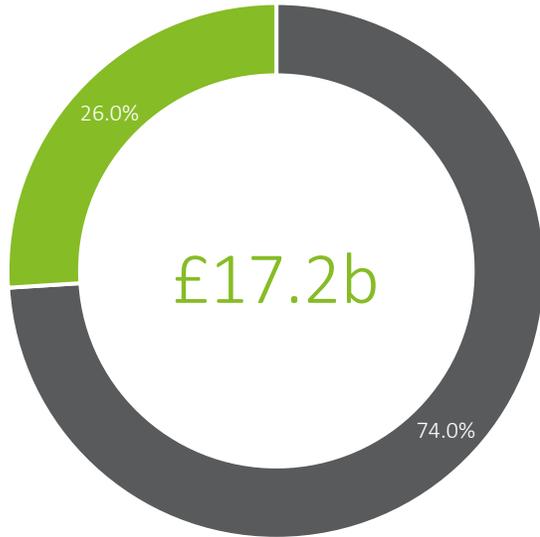




Past Performance

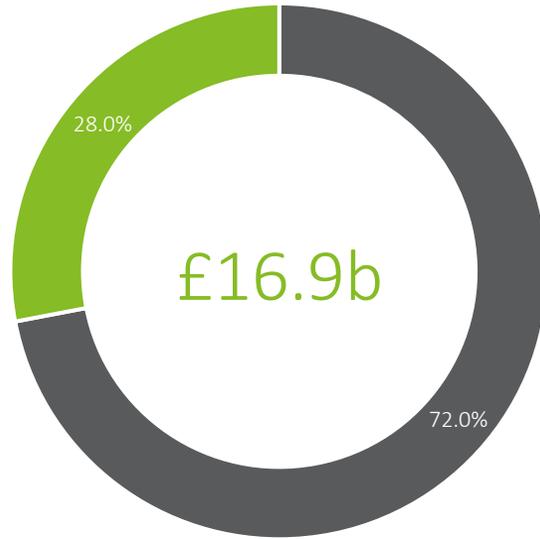
Market Share

2019



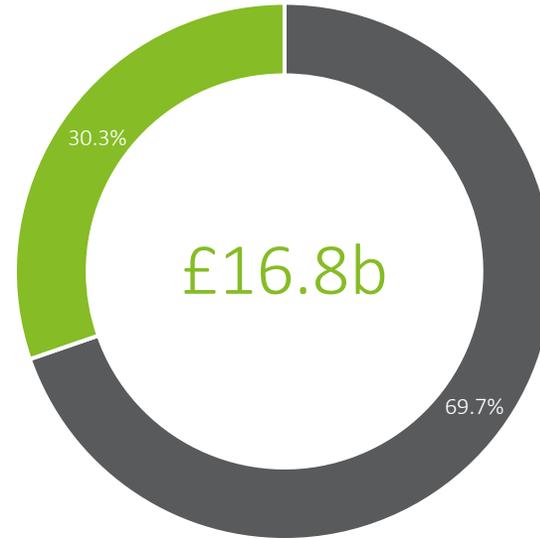
■ UK share ■ Gib share

2020



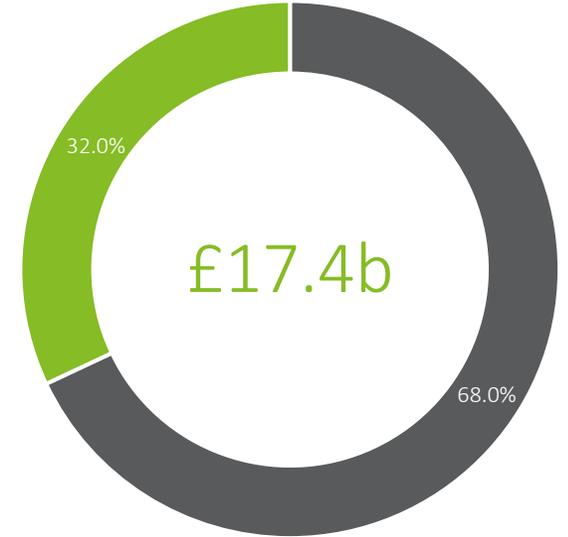
■ UK share ■ Gib share

2021



■ UK share ■ Gib share

2022



■ UK share ■ Gib share

Source: Deloitte Analytics based on AM Best data and SFCRs



Past Performance

2022 Performance - UK

Sources

Solvency and Financial Condition Report (SFCR)

AM Best Data

Companies

Admiral

Ageas

AIG

AIOI

Allianz

Aviva

AXA

Covea

DLG

Esure

Highway

Hastings

Liverpool Victoria

NFU Mutual

QBE

RSA

Sabre

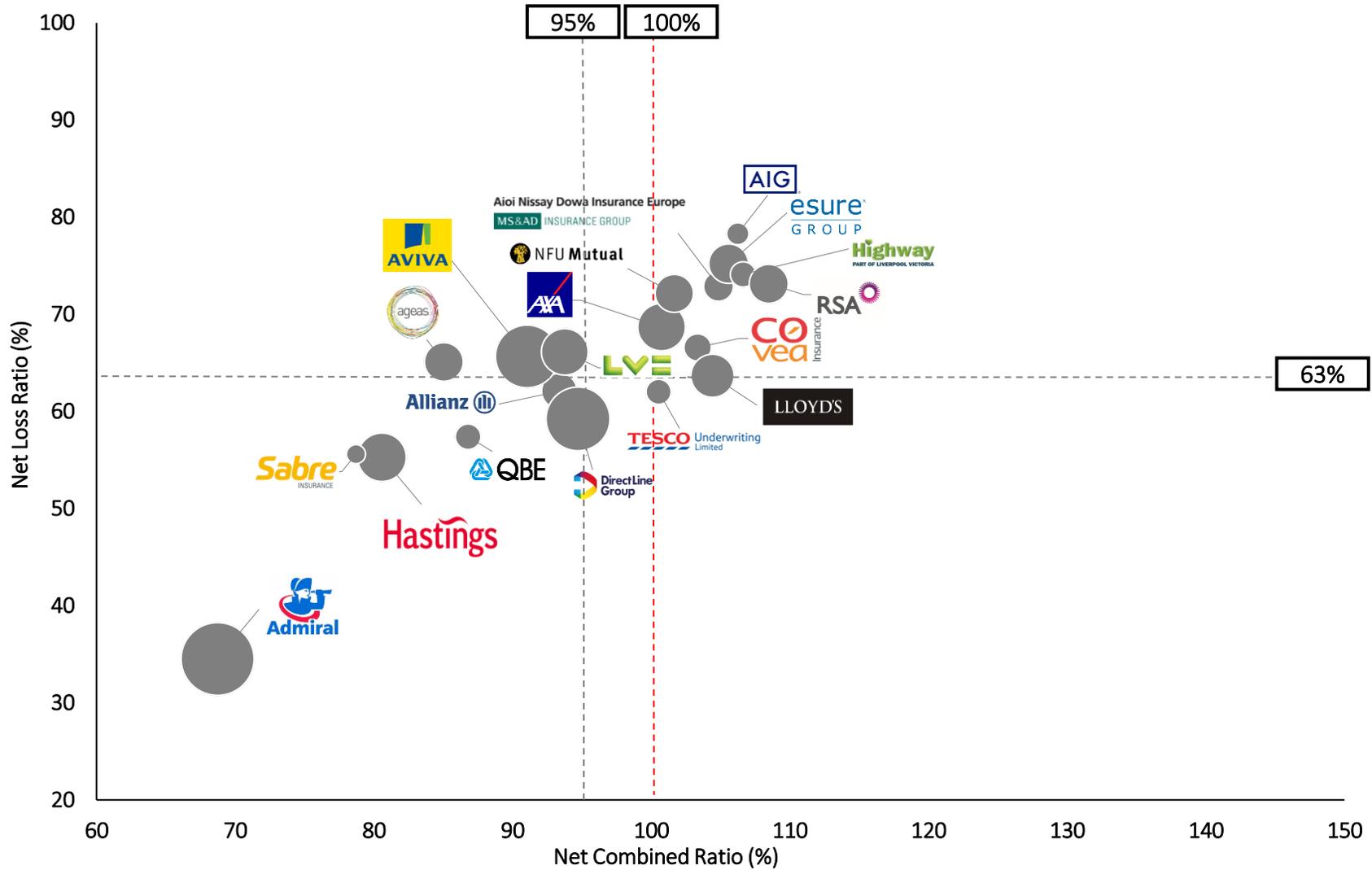
Tesco Underwriting

Lloyd's (Not included in Peer Group)



Past Performance

2021 Performance - UK

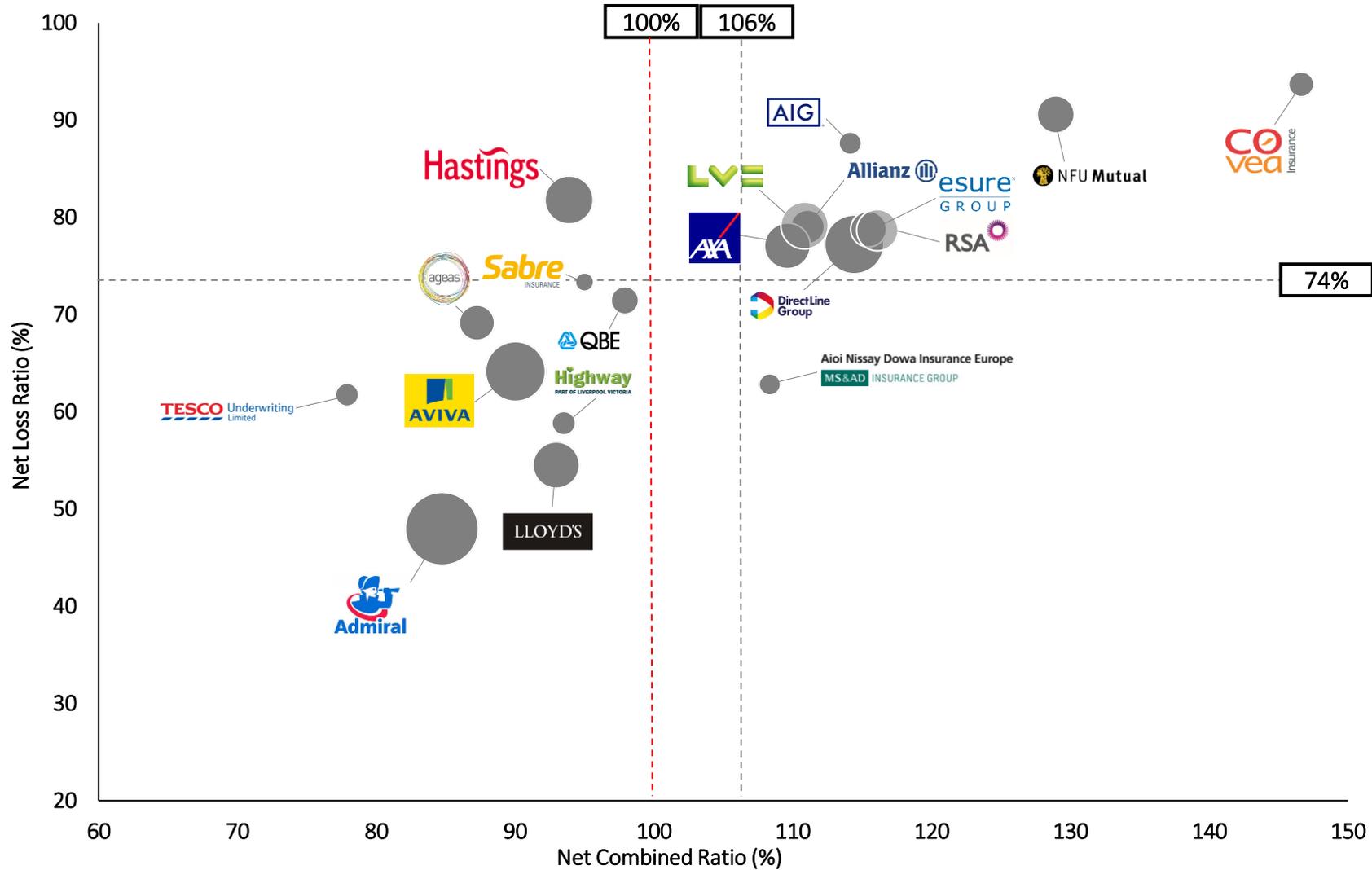


Source: Deloitte Analytics based on Solvency & Financial Condition Reports



Past Performance

2022 Performance - UK



Source: Deloitte Analytics based on Solvency & Financial Condition Reports



Past Performance

2022 Performance - Gibraltar

Sources

Solvency and Financial Condition Report (SFCR)

AM Best Data

Companies

AA

Acromas

Admiral GIB

Alwyn

Argus

Calpe

Carraig

Collingwood

Haven

Hastings (Advantage)

Markestudy

Mulsanne

Premier

Red Sands

Skyfire

Southern Rock

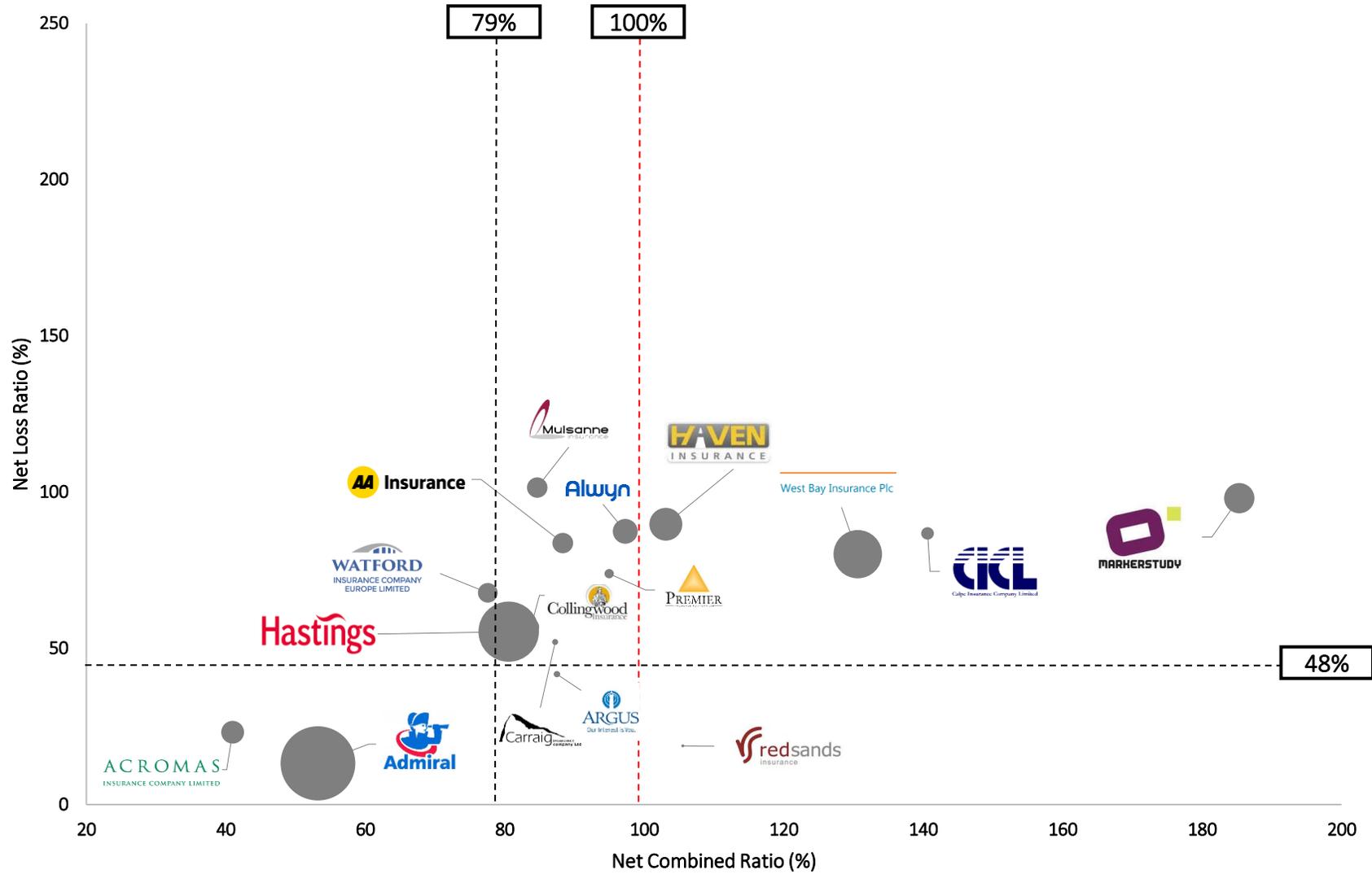
Watford

West Bay



Past Performance

2021 Performance - Gibraltar

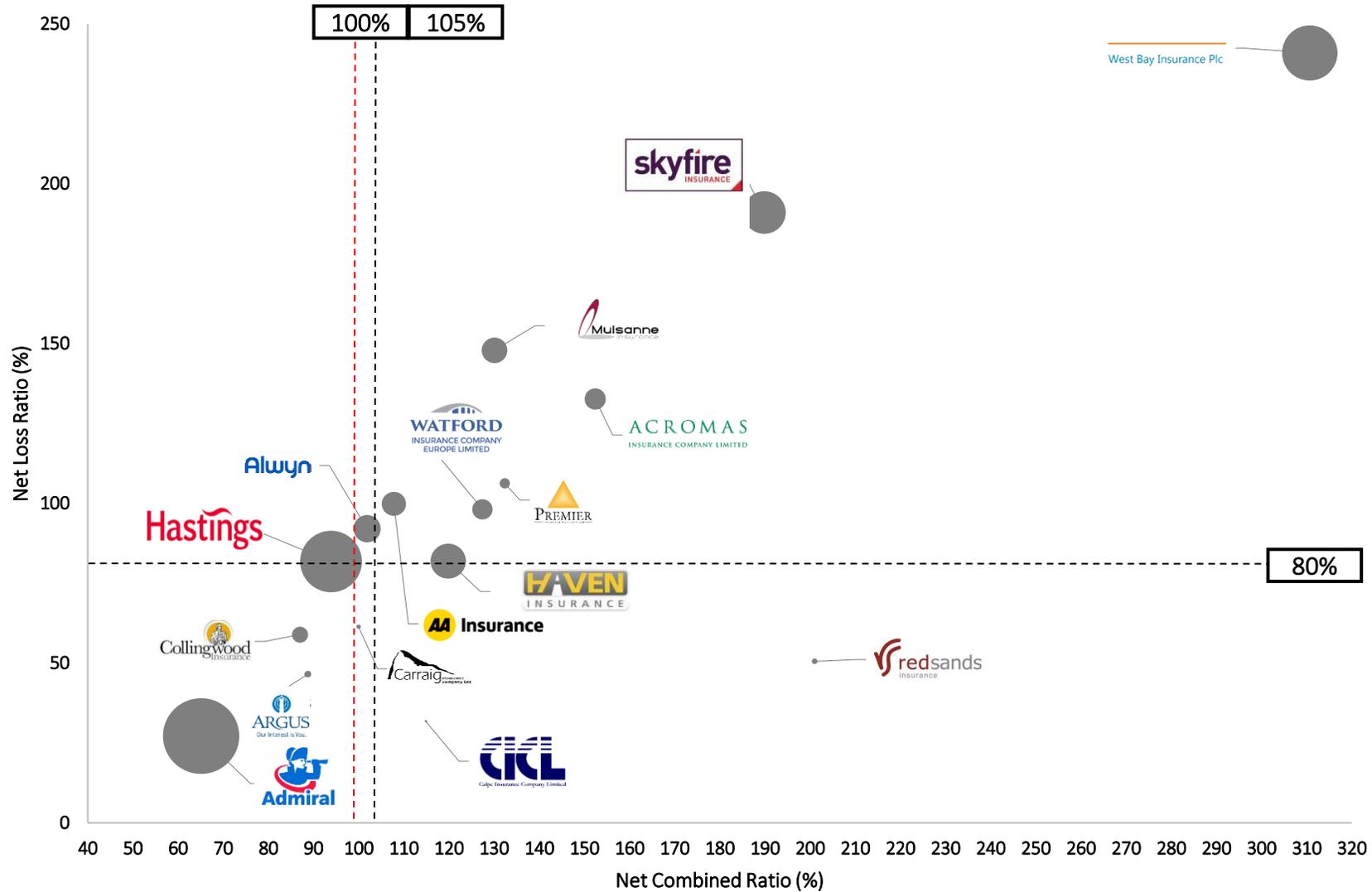


Source: Deloitte Analytics based on Solvency & Financial Condition Reports



Past Performance

2022 Performance - Gibraltar

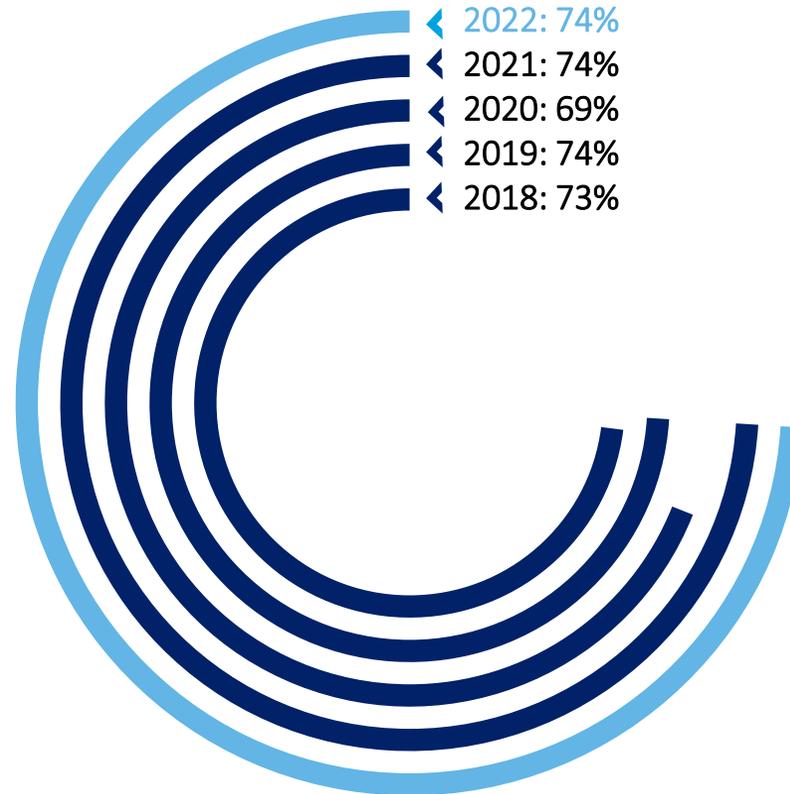


Source: Deloitte Analytics based on Solvency & Financial Condition Reports



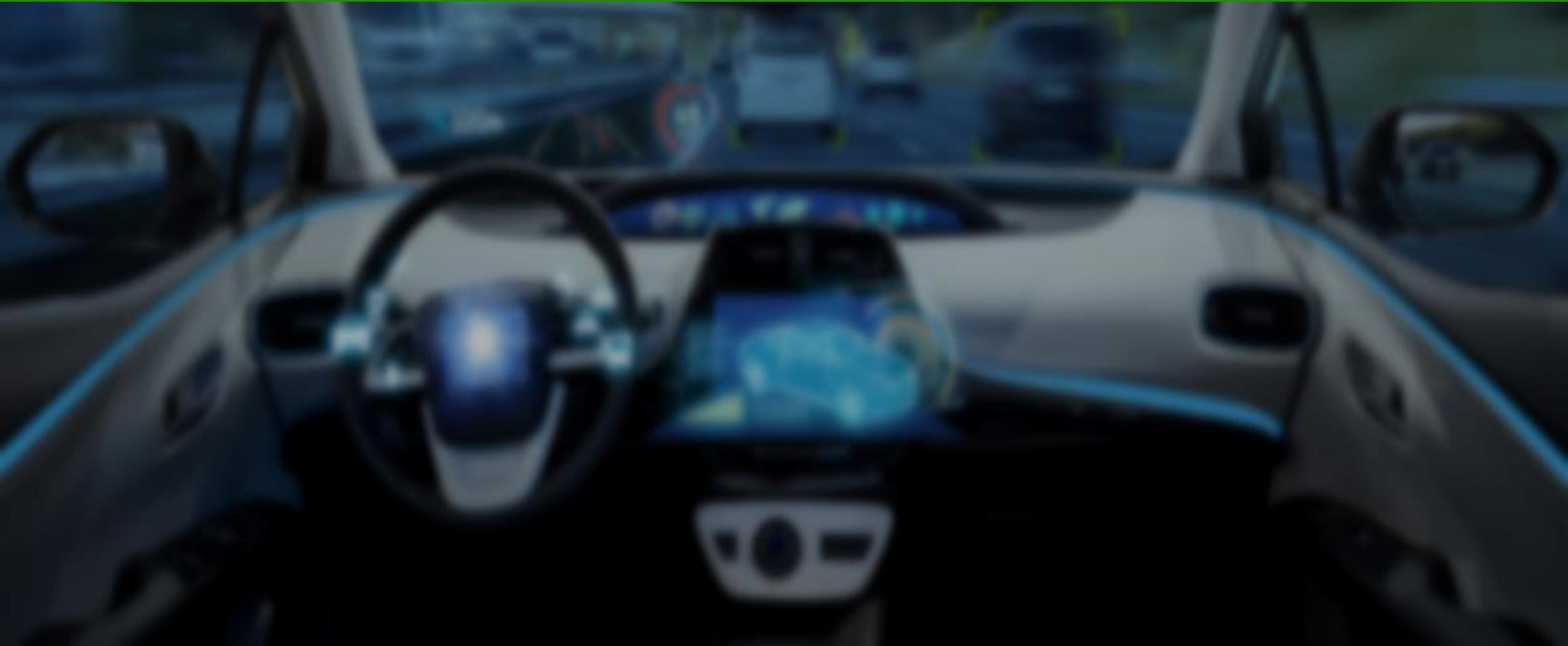
Gibraltar Performance

Use of Reinsurance



Source: Deloitte Analytics based on Solvency & Financial Condition Reports

Appendix





Data sourcing notes

Past Performance

2015 and prior:

- The ratios in this presentation are based on data submitted by insurers in Form 20 of the PRA/FSA Returns. The data does not include insurers domiciled in Gibraltar, overseas insurers writing business in the UK, and the Lloyd's of London syndicates.
- The net combined ratio is a measure of underwriting profitability and is equal to the loss ratio plus the expense ratio. The loss ratio is calculated as the total claim incurred during the year (net of reinsurance), as a percentage of the net earned premium. This result includes the impact of reserve releases or reserve strengthening for prior accident years as well as capturing current accident year performance.
- The expense ratio is calculated as the cost of net operating expenses and claims management costs incurred during the year, as a percentage of the net earned premium. The net operating expenses include commissions, other acquisition expenses and administrative expenses but are net of reinsurance commissions and profit participations.
- The results quoted are for the relevant financial year.
- Our estimates do not include the following items:
 - Increase in provision for unexpired risks;
 - Other technical income or charges;
 - Allocated investment return; and
 - Balance from underwriting year accounting.

2016 to 2022:

- Personal lines GWPs are sourced from ABI motor premium data.
- The Deloitte estimated net combined ratios were based on the SFCR from the companies listed on page 16 as follows:
 - Net Expense Ratio: ratio of the expenses incurred divided by the net earned premium
 - Net Loss Ratio: net claims incurred divided by the net earned premium
 - Net Combined Ratio: sum of Net Expense Ratio and Net Loss Ratio
- Classes included are Motor Vehicle Liability and Motor Vehicle Other, for GBP currency.

We have sourced information directly from publicly available SFCR disclosures. Our presentation of market performance metrics relies on the accuracy and relevance of this information, in particular, the financial information disclosed in the SFCR Quantitative Reporting Template. We have not sought to investigate differences that may arise between the information presented in these disclosures against other publicly available information (e.g. annual report and accounts), nor have we made any adjustments to the data for the purposes of presenting market performance metrics in order to maintain consistent utilisation of the individual source data. Consequently, we draw to the attention of the reader that other public information sources may reflect different performance results (e.g. loss ratios and combined ratios) as a result of, but not limited to, differences in the treatment of alternative segmentation methodologies and internal and external reinsurance structures. Therefore, we recommend that users of the performance metrics in this presentation give due consideration to alternative representations of performance metrics that individual motor insurers report on.



Past Performance

2022 vs 2021 - UK

| 2022 | Gross Written Premium £m | Net Earned Premium £m | Net Combined Ratio % | Expense Ratio % | Net Loss Ratio % |
|---|--------------------------|-----------------------|----------------------|-----------------|------------------|
| Admiral Group plc (C) | 2,495 | 740 | ↑ 84.7 | ↑ 36.7 | ↑ 48.0 |
| Advantage Insurance Company Limited | | | 0.0 | 0.0 | 0.0 |
| Ageas Insurance Limited | 600 | 352 | ↑ 87.2 | ↓ 18.1 | ↑ 69.2 |
| AIG Holdings Europe Limited | 259 | 215 | ↑ 114.1 | ↓ 26.5 | ↑ 87.6 |
| Aioi Nissay Dowa Ins Co of Europe SE (CS) | 233 | 110 | ↑ 108.3 | ↑ 45.5 | ↓ 62.8 |
| Allianz Insurance plc | 550 | 317 | ↑ 111.1 | → 32.0 | ↑ 79.0 |
| Aviva Insurance Limited | 1,800 | 874 | ↓ 90.0 | → 25.9 | ↓ 64.1 |
| AXA Insurance UK plc | 1,002 | 693 | ↑ 109.6 | → 32.5 | ↑ 77.1 |
| Covea Insurance Plc | 313 | 225 | ↑ 146.6 | ↑ 52.9 | ↑ 93.7 |
| Direct Line Insurance Group plc (C) | 1,634 | 1,583 | ↑ 114.4 | ↑ 37.2 | ↑ 77.2 |
| esure Insurance Limited | 619 | 337 | ↑ 115.5 | ↑ 36.7 | ↑ 78.8 |
| Hastings Group Holdings Limited (CS) | 1,096 | 491 | ↑ 93.9 | ↓ 12.1 | ↑ 81.8 |
| Highway Insurance Company Limited | 278 | 160 | ↓ 93.5 | ↑ 34.7 | ↓ 58.8 |
| Liverpool Victoria Insurance Company Ltd | 1,058 | 563 | ↑ 110.8 | ↑ 31.7 | ↑ 79.2 |
| National Farmers Union Mutual Ins Soc | 668 | 618 | ↑ 128.9 | ↑ 38.4 | ↑ 90.6 |
| QBE UK Limited | 375 | 343 | ↑ 97.9 | ↓ 26.4 | ↑ 71.5 |
| Royal & Sun Alliance Insurance Limited | 1,220 | 702 | ↑ 116.1 | ↑ 37.4 | ↑ 78.7 |
| Sabre Insurance Company Limited | 171 | 153 | ↑ 95.0 | ↓ 21.6 | ↑ 73.4 |
| Tesco Underwriting Limited | 264 | 115 | ↓ 77.9 | ↓ 16.1 | → 61.8 |
| Total | 14,637 | 8,591 | 106.4 | 32.2 | 74.3 |

| 2021 | Gross Written Premium £m | Net Earned Premium £m | Net Combined Ratio % | Expense Ratio % | Net Loss Ratio % |
|---|--------------------------|-----------------------|----------------------|-----------------|------------------|
| Admiral Group plc (C) | 2,237 | 737 | 68.7 | 34.2 | 34.5 |
| Advantage Insurance Company Limited | 1,011 | 469 | 80.6 | 25.3 | 55.3 |
| Ageas Insurance Limited | 656 | 377 | 85.0 | 20.0 | 65.1 |
| AIG Holdings Europe Limited | 226 | 192 | 106.2 | 27.9 | 78.3 |
| Aioi Nissay Dowa Ins Co of Europe SE (CS) | 388 | 184 | 104.8 | 32.0 | 72.9 |
| Allianz Insurance plc | 544 | 307 | 93.4 | 31.3 | 62.1 |
| Aviva Insurance Limited | 1,829 | 902 | 91.0 | 25.4 | 65.7 |
| AXA Insurance UK plc | 969 | 986 | 100.7 | 32.1 | 68.7 |
| Covea Insurance Plc | 332 | 228 | 103.3 | 36.8 | 66.6 |
| Direct Line Insurance Group plc (C) | 1,730 | 1,613 | 94.7 | 35.5 | 59.2 |
| esure Insurance Limited | 679 | 371 | 105.6 | 30.4 | 75.2 |
| Hastings Group Holdings Limited (CS) | | | 0.0 | 0.0 | 0.0 |
| Highway Insurance Company Limited | 287 | 186 | 106.6 | 32.5 | 74.1 |
| Liverpool Victoria Insurance Company Ltd | 932 | 533 | 93.8 | 27.6 | 66.1 |
| National Farmers Union Mutual Ins Soc | 626 | 581 | 101.7 | 29.5 | 72.1 |
| QBE UK Limited | 293 | 271 | 86.8 | 29.4 | 57.4 |
| Royal & Sun Alliance Insurance Limited | 1,241 | 835 | 108.5 | 35.3 | 73.1 |
| Sabre Insurance Company Limited | 169 | 145 | 78.7 | 23.1 | 55.6 |
| Tesco Underwriting Limited | 278 | 138 | 100.5 | 38.5 | 62.0 |
| Total | 14,149 | 8,919 | 94.2 | 30.9 | 63.3 |

↑ Deterioration ↓ Improvement → Change within 1 % point

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Deloitte Gibraltar Motor Insurance Update October 2023



Past Performance

2022 vs 2021 - UK

| 2022 vs 2021 | Gross Written Premium £m | Gross Written Premium Change % | Net Earned Premium Change % | Net Combined Ratio Change % point | Expense Ratio % point | Net Loss Ratio % point |
|---|--------------------------|--------------------------------|-----------------------------|-----------------------------------|-----------------------|------------------------|
| Admiral Group plc (C) | 2,495 | 11.5 | 0.3 | 16.0 | 2.5 | 13.4 |
| Advantage Insurance Company Limited | | | | | | |
| Ageas Insurance Limited | 600 | -8.5 | -6.6 | 2.2 | -1.9 | 4.1 |
| AIG Holdings Europe Limited | 259 | 14.6 | 12.4 | 7.9 | -1.4 | 9.3 |
| Aioi Nissay Dowa Ins Co of Europe SE (CS) | 233 | -39.9 | -40.4 | 3.5 | 13.6 | -10.1 |
| Allianz Insurance plc | 550 | 1.2 | 3.0 | 17.7 | 0.8 | 16.9 |
| Aviva Insurance Limited | 1,800 | -1.6 | -3.1 | -1.0 | 0.5 | -1.5 |
| AXA Insurance UK plc | 1,002 | 3.5 | -29.7 | 8.9 | 0.5 | 8.4 |
| Covea Insurance Plc | 313 | -5.5 | -1.3 | 43.3 | 16.2 | 27.1 |
| Direct Line Insurance Group plc (C) | 1,634 | -5.5 | -1.9 | 19.7 | 1.7 | 18.0 |
| esure Insurance Limited | 619 | -8.8 | -9.2 | 9.9 | 6.3 | 3.6 |
| Hastings Group Holdings Limited (CS) | 1,096 | 8.4 | 4.7 | 13.3 | -13.2 | 26.5 |
| Highway Insurance Company Limited | 278 | -3.1 | -13.9 | -13.1 | 2.2 | -15.3 |
| Liverpool Victoria Insurance Company Ltd | 1,058 | 13.6 | 5.6 | 17.1 | 4.0 | 13.0 |
| National Farmers Union Mutual Ins Soc | 668 | 6.7 | 6.2 | 27.3 | 8.8 | 18.4 |
| QBE UK Limited | 375 | 28.0 | 26.5 | 11.1 | -2.9 | 14.1 |
| Royal & Sun Alliance Insurance Limited | 1,220 | -1.7 | -15.9 | 7.6 | 2.1 | 5.5 |
| Sabre Insurance Company Limited | 171 | 1.1 | 5.3 | 16.3 | -1.5 | 17.8 |
| Tesco Underwriting Limited | 264 | -5.2 | -16.6 | -22.6 | -22.4 | -0.3 |
| Total | 14,637 | 3.4 | -3.7 | 12.2 | 1.2 | 11.0 |

Key – Colour Scale

Premium Change

Expansion

Contraction



Ratio Change

Improvement

Deterioration



We have calculated the Hasting figures by subtracting the Advantage 2021 Figures from the Hastings 2022 Figures

Source: © A.M. Best Europe – Information Services Ltd. – used by permission



Past Performance

2022 vs 2021 - Gibraltar

| 2022 | Gross Written Premium £m | Net Earned Premium £m | Net Combined Ratio % | Expense Ratio % | Net Loss Ratio % |
|--|--------------------------|-----------------------|----------------------|-----------------|------------------|
| AA Underwriting Insurance Company Ltd | 166 | 24 | 107.8 ↑ | 8.0 ↑ | 99.8 ↑ |
| Acromas Insurance Company Limited | 128 | 25 | 152.4 ↑ | 19.7 ↑ | 132.7 ↑ |
| Admiral Insurance (Gibraltar) Limited | 1,734 | 433 | 65.1 ↑ | 37.9 ↓ | 27.2 ↑ |
| Alwyn Insurance Company Limited | 214 | 12 | 101.9 ↑ | 9.8 → | 92.1 ↑ |
| Argus Insurance Company (Europe) Limited | 13 | 10 | 88.7 ↑ | 42.2 ↓ | 46.5 ↑ |
| Calpe Insurance Company Limited | 2 | 4 | 114.9 ↓ | 83.1 ↑ | 31.8 ↓ |
| Carraig Insurance Company Limited | 29 | 21 | 100.0 ↑ | 38.6 ↑ | 61.4 ↑ |
| Collingwood Insurance Company Limited | 74 | 54 | 87.0 ↑ | 28.1 → | 58.9 ↑ |
| Haven Insurance Company Ltd | 353 | 72 | 119.8 ↑ | 37.9 ↑ | 81.9 ↓ |
| Hastings Group Holdings Limited (CS), | 1,096 | 491 | 93.9 ↑ | 12.1 ↓ | 81.8 ↑ |
| Markerstudy Insurance Company Limited | | | 0.0 | 0.0 | 0.0 |
| Mulsanne Insurance Company Ltd | 188 | 28 | 130.1 ↑ | -17.8 → | 147.9 ↑ |
| Premier Insurance Co Ltd | 30 | 14 | 132.4 ↑ | 26.1 ↑ | 106.2 ↑ |
| Red Sands Insurance Company (Europe) Ltd | 9 | 1 | 201.0 ↑ | 150.5 ↑ | 50.6 ↑ |
| Skyfire Insurance Company Limited | 522 | 85 | 189.9 ↑ | -1.1 ↑ | 191.0 ↑ |
| Southern Rock Insurance Company Limited | | | 0.0 | 0.0 | 0.0 |
| Watford Insurance Company Europe Ltd | 119 | 8 | 127.4 ↑ | 29.3 ↑ | 98.1 ↑ |
| West Bay Insurance Plc | 876 | 66 | 310.7 ↑ | 69.8 ↑ | 240.9 ↑ |
| Total | 5,551 | 1,349 | 105.4 | 25.1 | 80.3 |

| 2021 | Gross Written Premium £m | Net Earned Premium £m | Net Combined Ratio % | Expense Ratio % | Net Loss Ratio % |
|--|--------------------------|-----------------------|----------------------|-----------------|------------------|
| AA Underwriting Insurance Company Ltd | 118 | 25 | 88.3 | 4.7 | 83.7 |
| Acromas Insurance Company Limited | 145 | 28 | 41.0 | 17.8 | 23.2 |
| Admiral Insurance (Gibraltar) Limited | 1,537 | 414 | 53.2 | 40.0 | 13.2 |
| Alwyn Insurance Company Limited | 172 | 10 | 97.3 | 9.8 | 87.4 |
| Argus Insurance Company (Europe) Limited | 11 | 9 | 87.5 | 45.8 | 41.7 |
| Calpe Insurance Company Limited | 48 | 11 | 140.6 | 53.9 | 86.8 |
| Carraig Insurance Company Limited | 32 | 20 | 87.2 | 35.2 | 52.0 |
| Collingwood Insurance Company Limited | 75 | 50 | 83.8 | 27.0 | 56.8 |
| Haven Insurance Company Ltd | 302 | 66 | 103.1 | 13.4 | 89.7 |
| Hastings Group Holdings Limited (CS), | 1,011 | 469 | 80.6 | 25.3 | 55.3 |
| Markerstudy Insurance Company Limited | 255 | 36 | 185.3 | 87.3 | 98.0 |
| Mulsanne Insurance Company Ltd | 118 | 23 | 84.6 | -16.8 | 101.4 |
| Premier Insurance Co Ltd | 23 | 17 | 95.0 | 21.1 | 73.9 |
| Red Sands Insurance Company (Europe) Ltd | 3 | 1 | 105.5 | 86.8 | 18.8 |
| Skyfire Insurance Company Limited | 401 | 21 | -54.7 | -53.4 | -1.3 |
| Southern Rock Insurance Company Limited | 82 | 8 | 472.5 | 187.7 | 284.8 |
| Watford Insurance Company Europe Ltd | 107 | 12 | 77.6 | 9.8 | 67.7 |
| West Bay Insurance Plc | 651 | 76 | 130.6 | 50.5 | 80.1 |
| Total | 5,092 | 1,295 | 79.4 | 31.3 | 48.1 |

↑ Deterioration ↓ Improvement → Change within 1 % point

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Past Performance

2022 vs 2021 - Gibraltar

| 2022 vs 2021 | Gross Written Premium £m | Gross Written Premium Change % | Net Earned Premium Change % | Net Combined Ratio Change % point | Expense Ratio % point | Net Loss Ratio % point |
|--|--------------------------|--------------------------------|-----------------------------|-----------------------------------|-----------------------|------------------------|
| AA Underwriting Insurance Company Ltd | 166 | 40.7 | -1.1 | 19.5 | 3.3 | 16.2 |
| Acromas Insurance Company Limited | 128 | -11.4 | -10.5 | 111.4 | 1.9 | 109.5 |
| Admiral Insurance (Gibraltar) Limited | 1,734 | 12.8 | 4.4 | 11.9 | -2.1 | 14.0 |
| Alwyn Insurance Company Limited | 214 | 24.0 | 19.3 | 4.6 | -0.0 | 4.6 |
| Argus Insurance Company (Europe) Limited | 13 | 16.3 | 10.0 | 1.3 | -3.6 | 4.8 |
| Calpe Insurance Company Limited | 2 | -96.7 | -60.9 | -25.8 | 29.2 | -55.0 |
| Carraig Insurance Company Limited | 29 | -10.0 | 5.6 | 12.8 | 3.4 | 9.4 |
| Collingwood Insurance Company Limited | 74 | -0.7 | 8.5 | 3.2 | 1.1 | 2.1 |
| Haven Insurance Company Ltd | 353 | 16.8 | 8.9 | 16.7 | 24.5 | -7.8 |
| Hastings Group Holdings Limited (CS), | 1,096 | 8.4 | 4.7 | 13.3 | -13.2 | 26.5 |
| Mulsanne Insurance Company Ltd | 188 | 58.7 | 22.2 | 45.4 | -1.0 | 46.4 |
| Premier Insurance Co Ltd | 30 | 27.5 | -21.1 | 37.4 | 5.0 | 32.4 |
| Red Sands Insurance Company (Europe) Ltd | 9 | 251.3 | -11.0 | 95.5 | 63.7 | 31.8 |
| Skyfire Insurance Company Limited | 522 | 30.0 | 312.3 | 244.6 | 52.3 | 192.3 |
| Watford Insurance Company Europe Ltd | 119 | 11.1 | -27.7 | 49.9 | 19.5 | 30.4 |
| West Bay Insurance Plc | 876 | 34.5 | -12.3 | 180.1 | 19.2 | 160.8 |
| Total | 5,551 | 9.0 | 4.2 | 26.0 | -6.3 | 32.3 |

Key – Colour Scale

Premium Change

Expansion

Contraction



Ratio Change

Improvement

Deterioration



We have calculated the Hasting figures by subtracting the Advantage 2021 Figures from the Hastings 2022 Figures



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