

PROFITABILITY AND PERFORMANCE

Alex Marcuson

1.

UK Motor Market Performance

2.

Who's Going Where?

3.

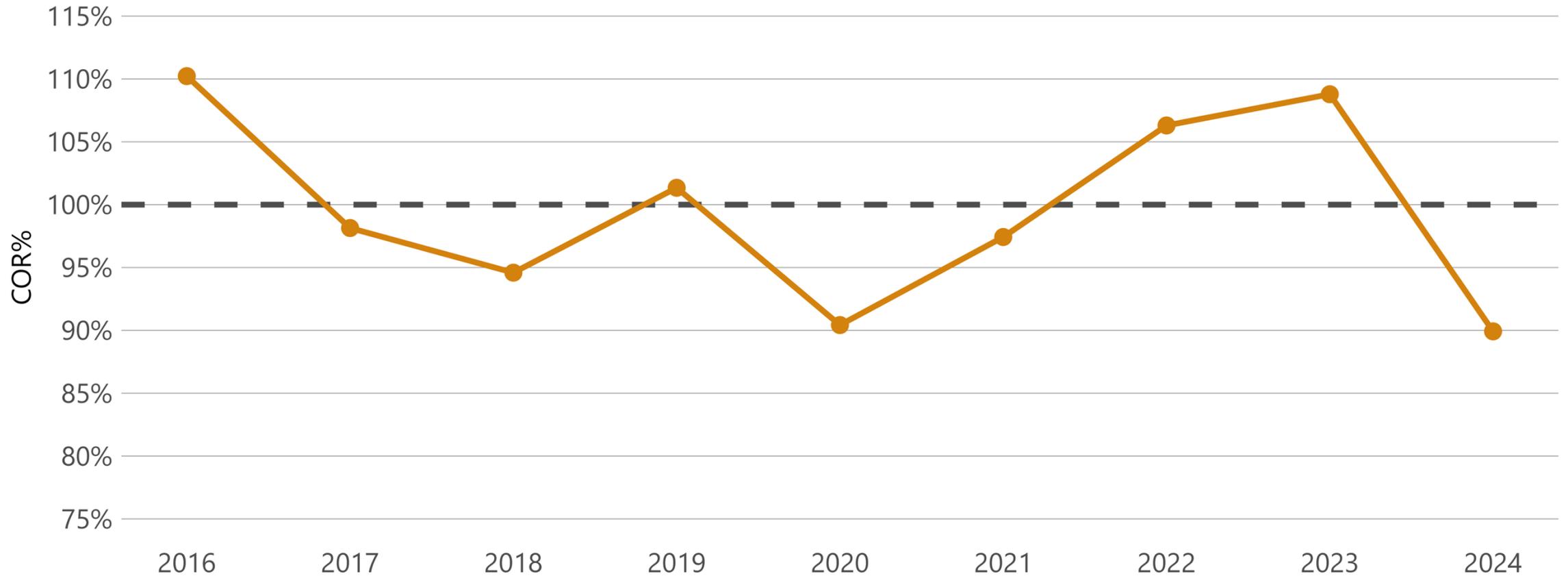
Market forecast for 2025 and 2026

UK MOTOR MARKET PERFORMANCE

UK Motor Combined Ratio

Mean QRT Combined Ratio

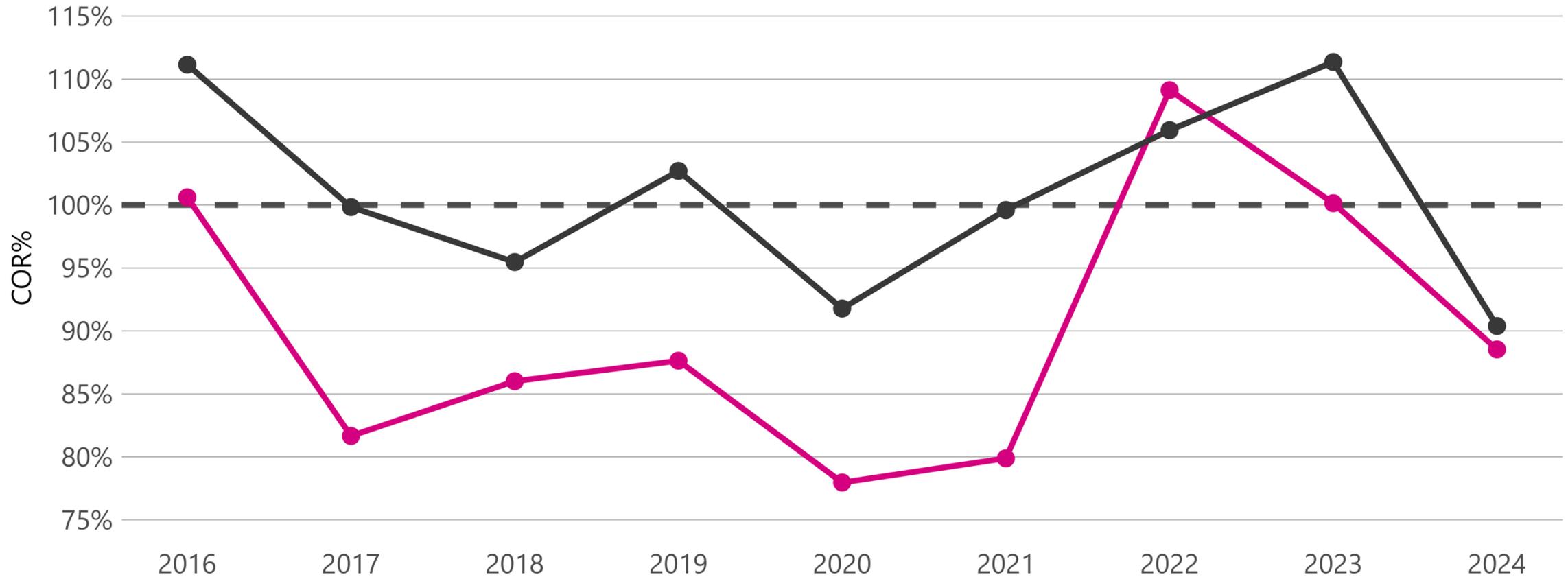
● UK & Gibraltar Combined



UK Motor COR – UK vs. Gibraltar gap narrowing...

Mean QRT Combined Ratio

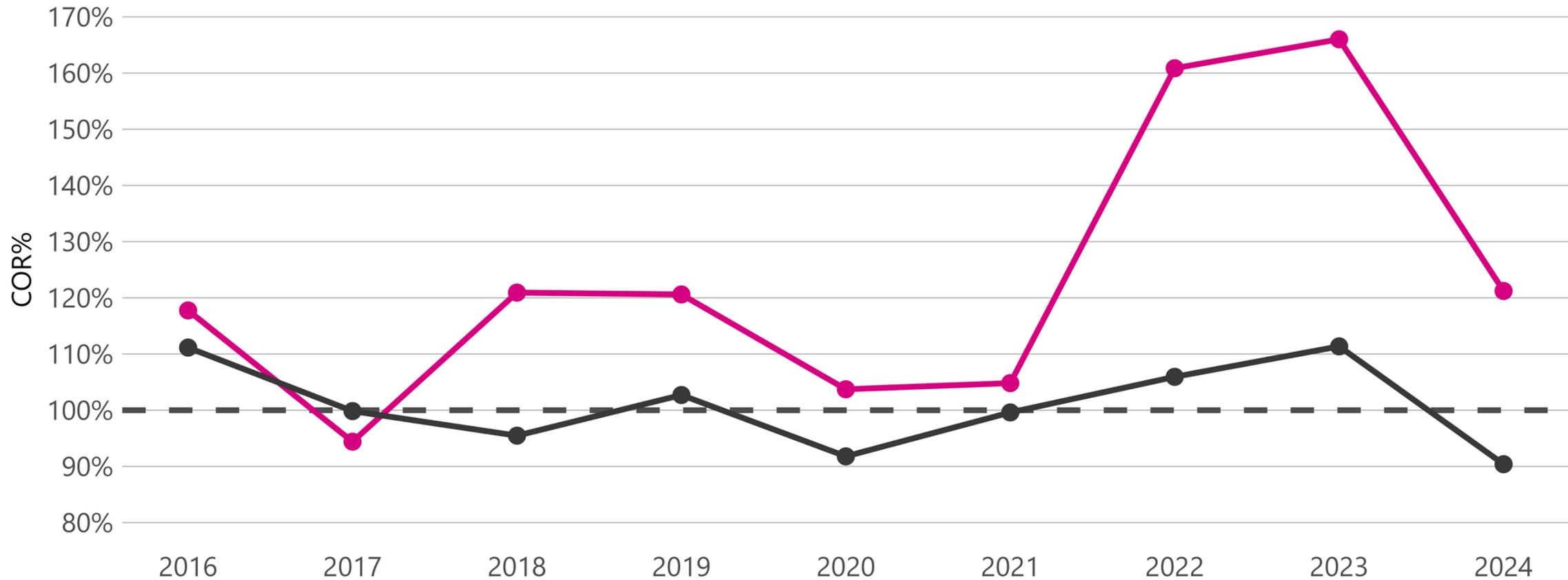
● Gibraltar ● UK



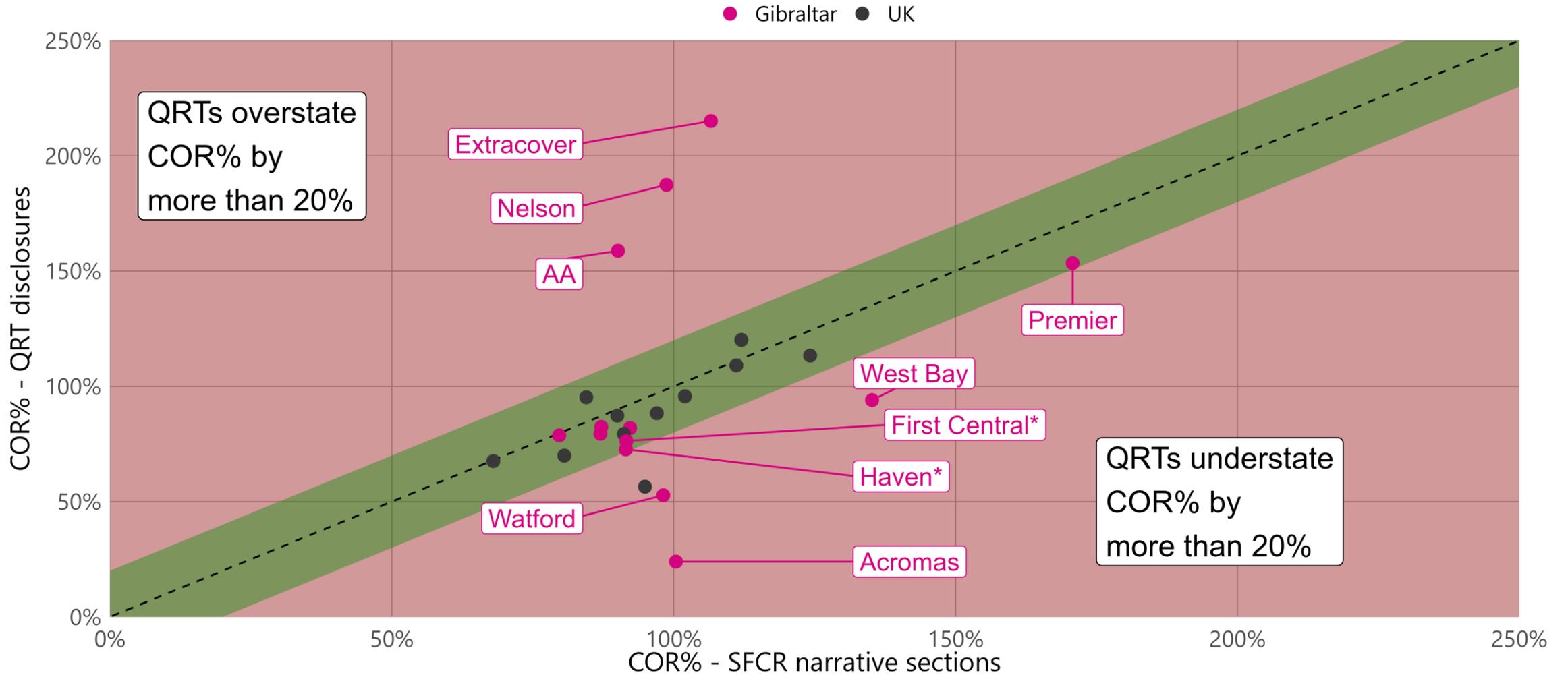
... especially without Admiral and Advantage

Mean QRT Combined Ratio

● Gibraltar (x Top 2) ● UK



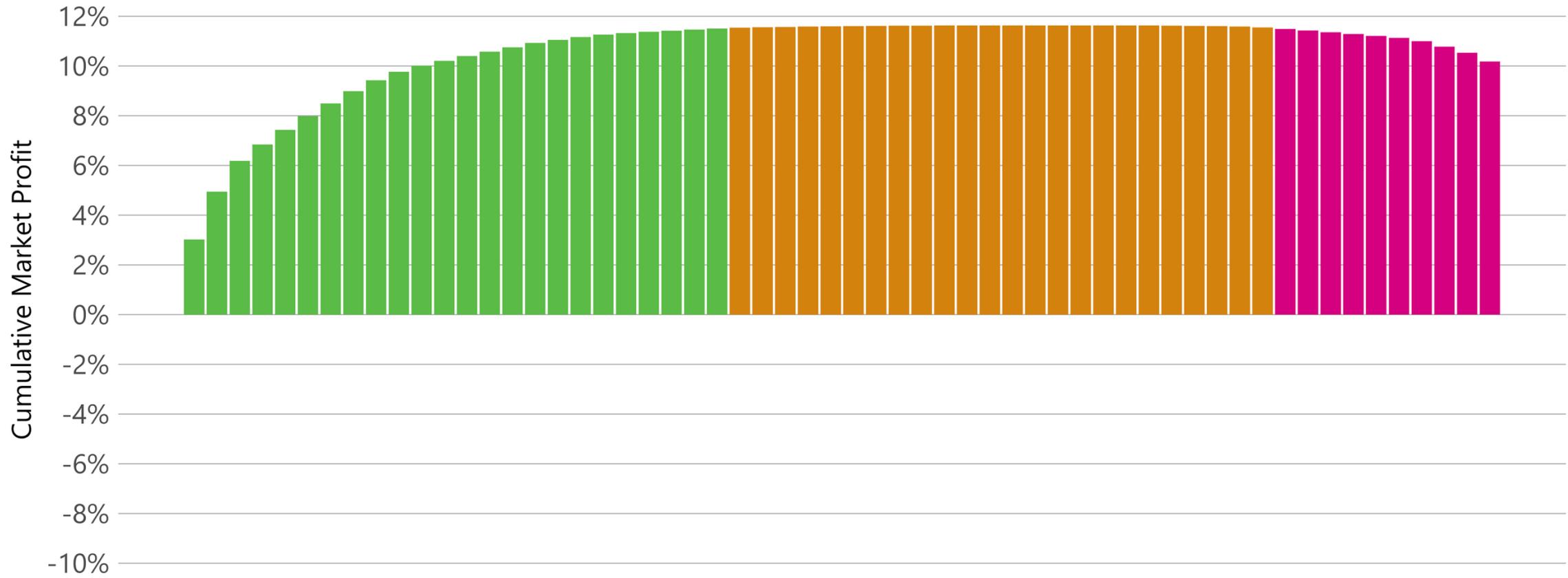
Profitability: SFCR Narrative vs QRT Disclosures



Market-wide profits are not shared evenly

UK Motor 2024 - Who is making money?

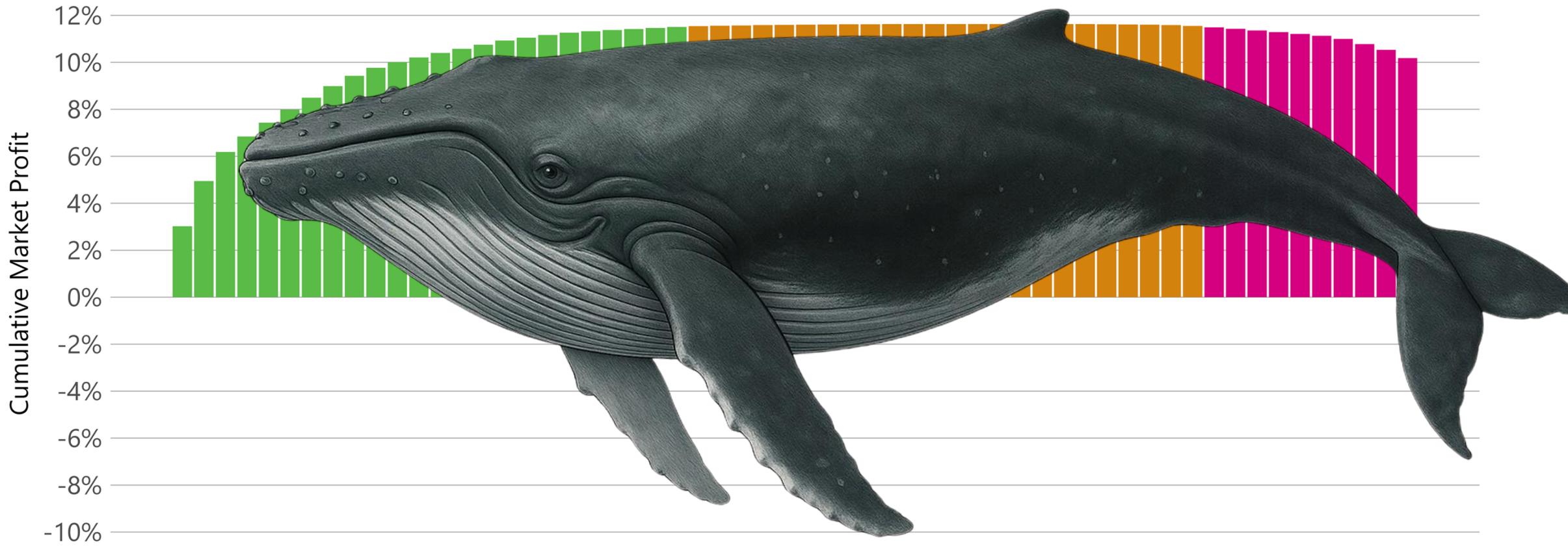
Profit Break-even Loss



Market-wide profits are not shared evenly

UK Motor 2024 - Who is making money?

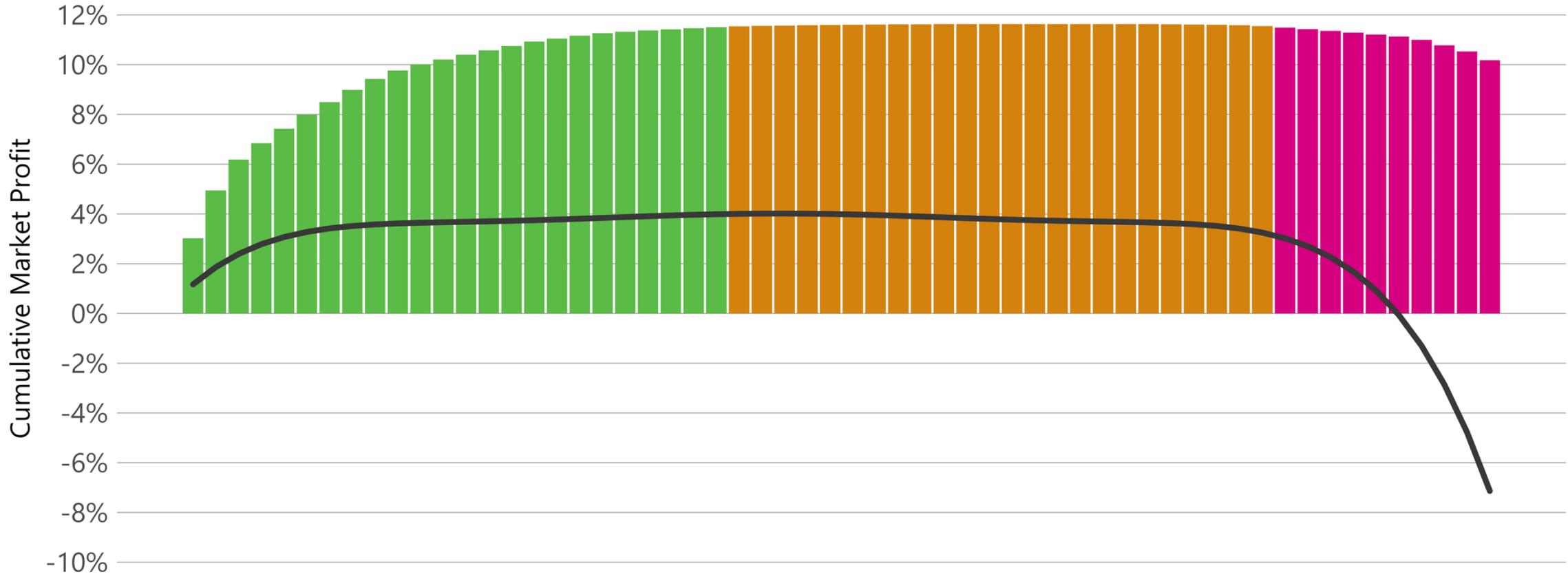
Profit Break-even Loss



Market-wide profits are not shared evenly

UK Motor 2024 - Who is making money?

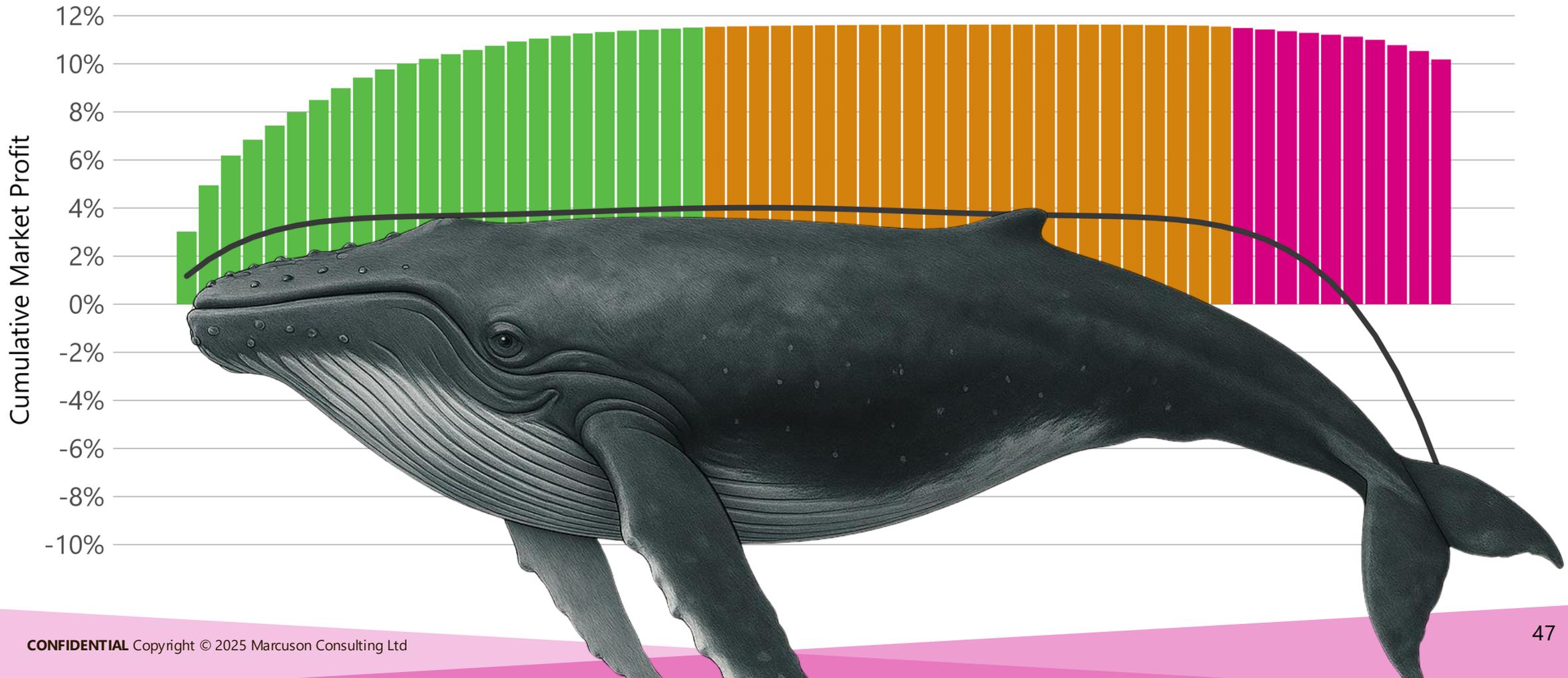
Profit Break-even Loss 2023 Performance



Market-wide profits are not shared evenly

UK Motor 2024 - Who is making money?

Profit Break-even Loss — 2023 Performance

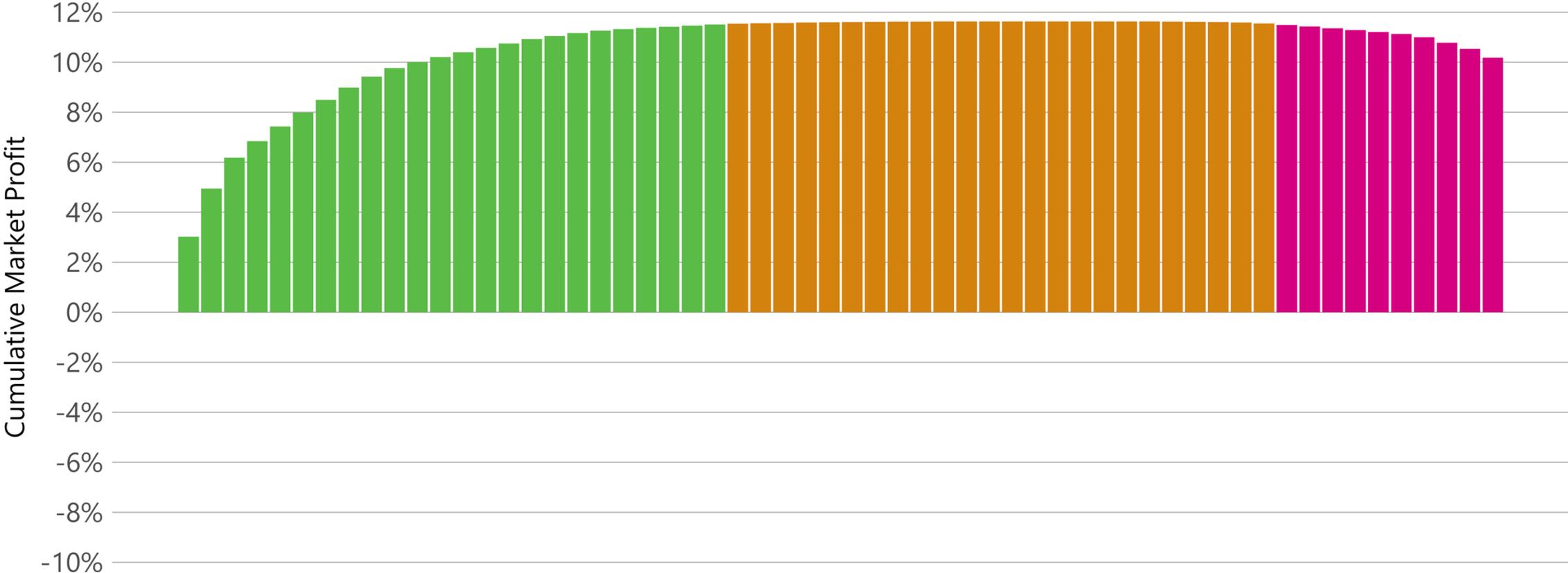


Market-wide profits are not shared evenly



UK Motor 2024 - Who is making money?

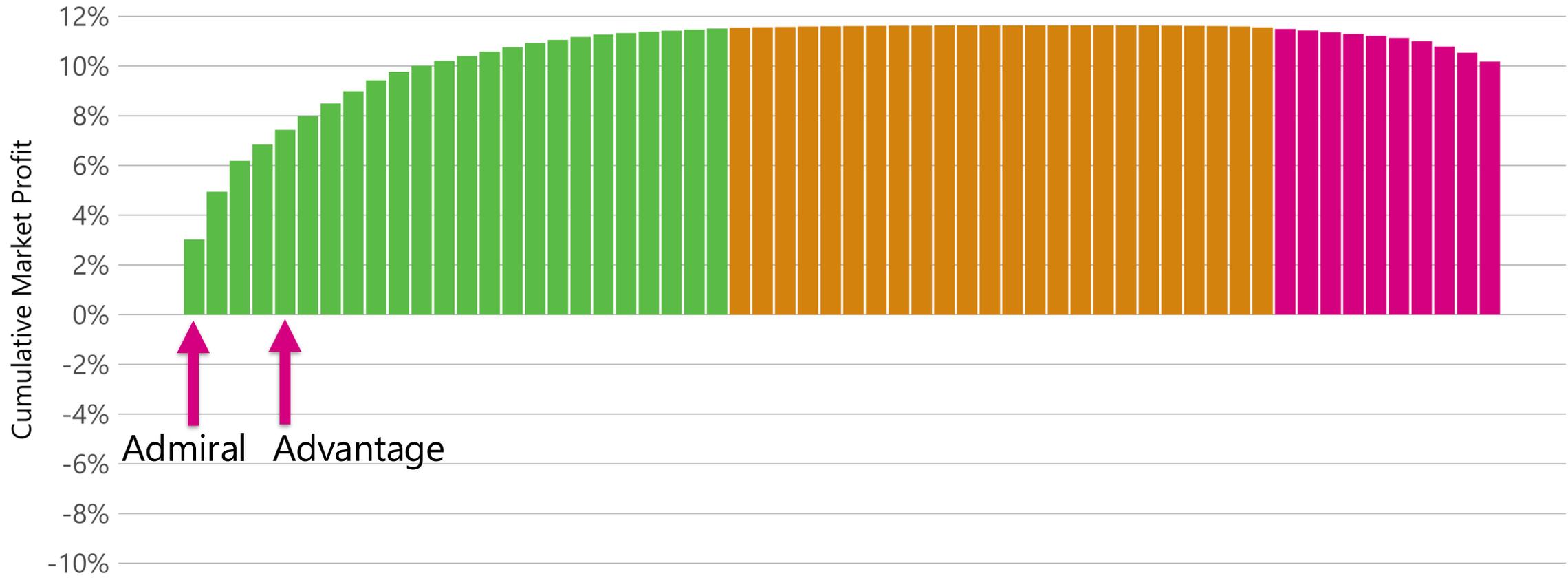
Profit Break-even Loss



Market-wide profits are not shared evenly

UK Motor 2024 - Who is making money?

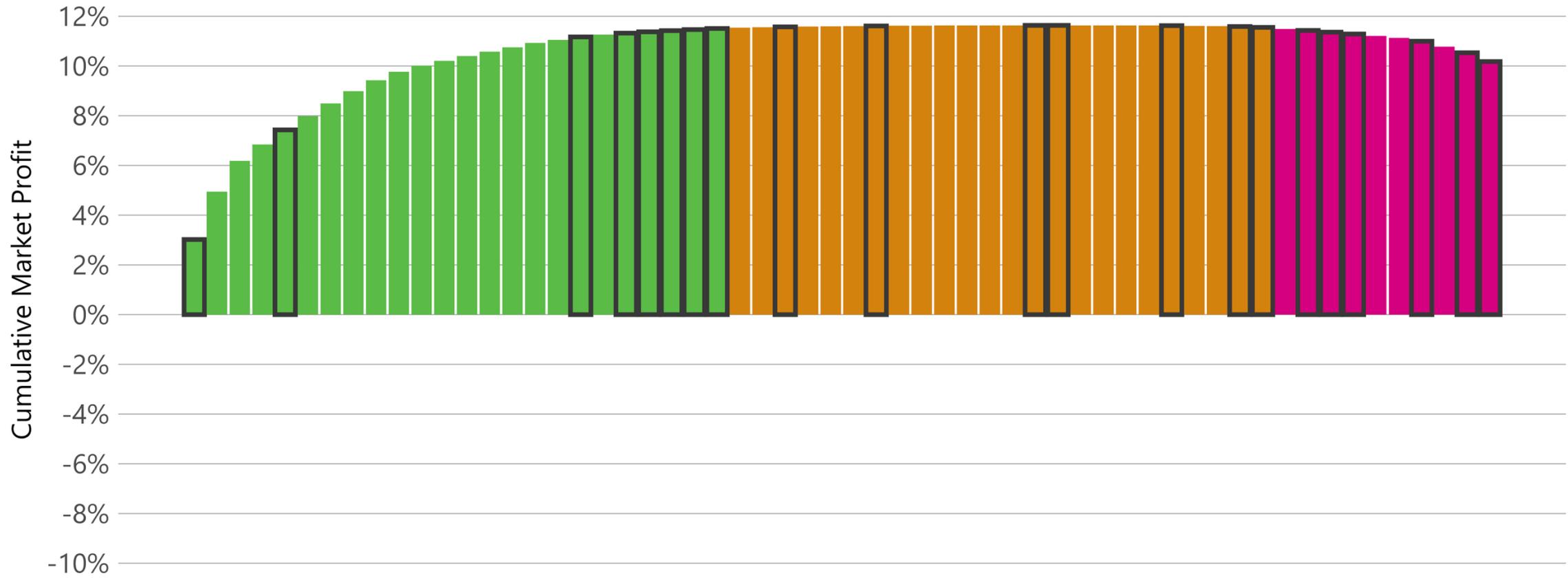
Profit Break-even Loss



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UK Motor 2024 - Who is making money?

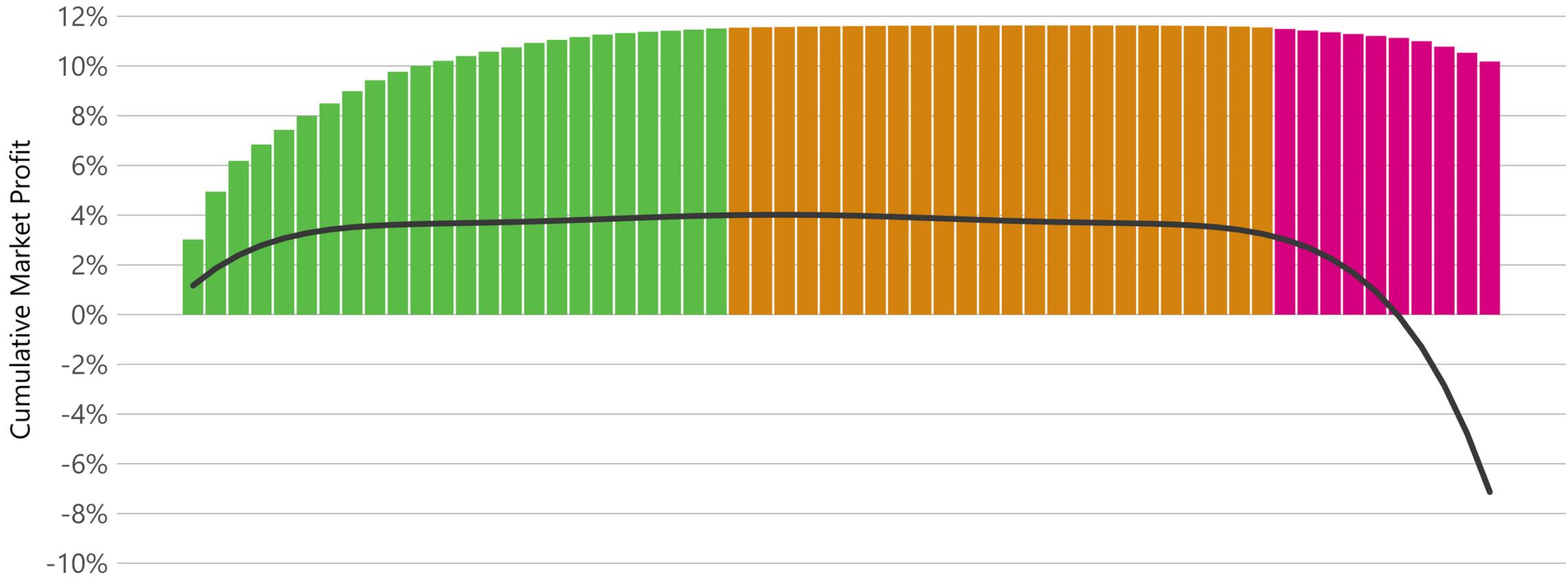
Profit Break-even Loss



Market-wide profits are not shared evenly

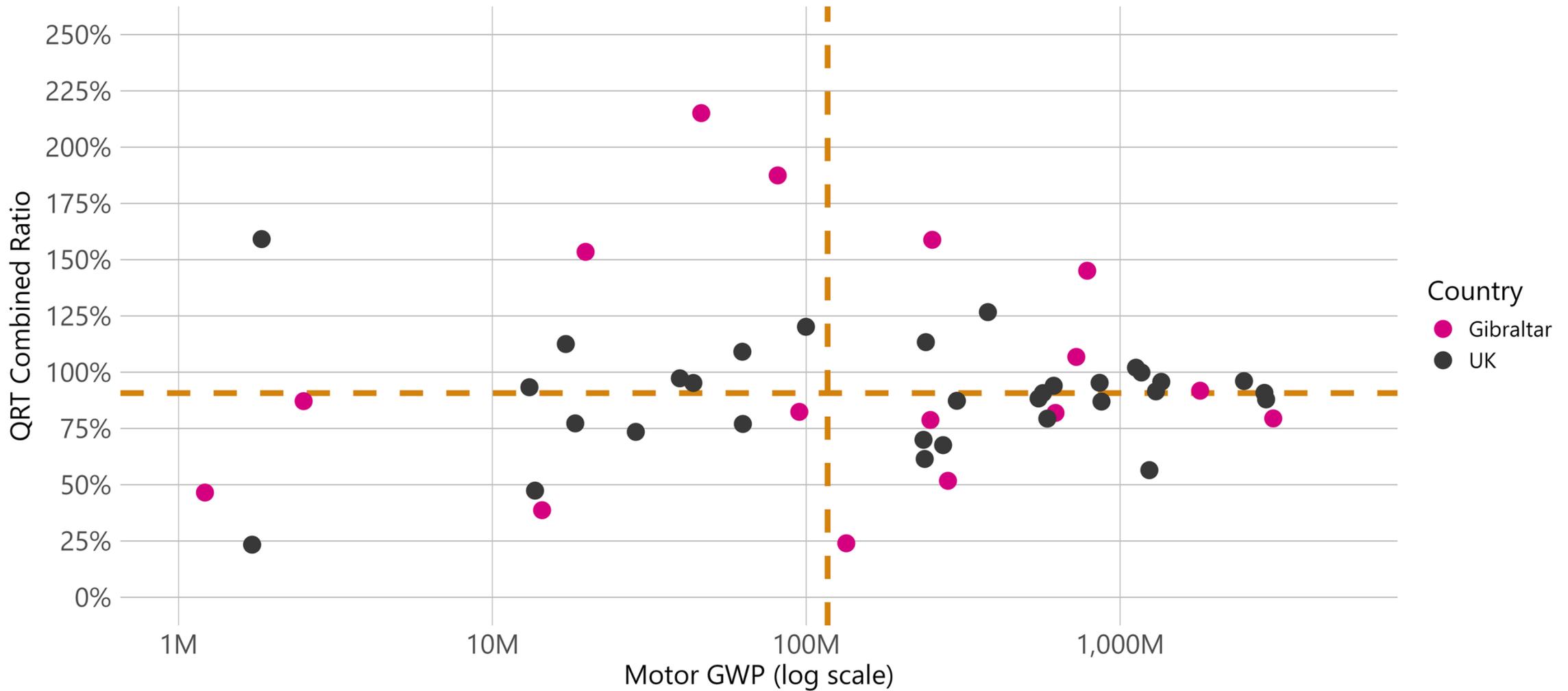
UK Motor 2024 - Who is making money?

Profit Break-even Loss 2023 Performance

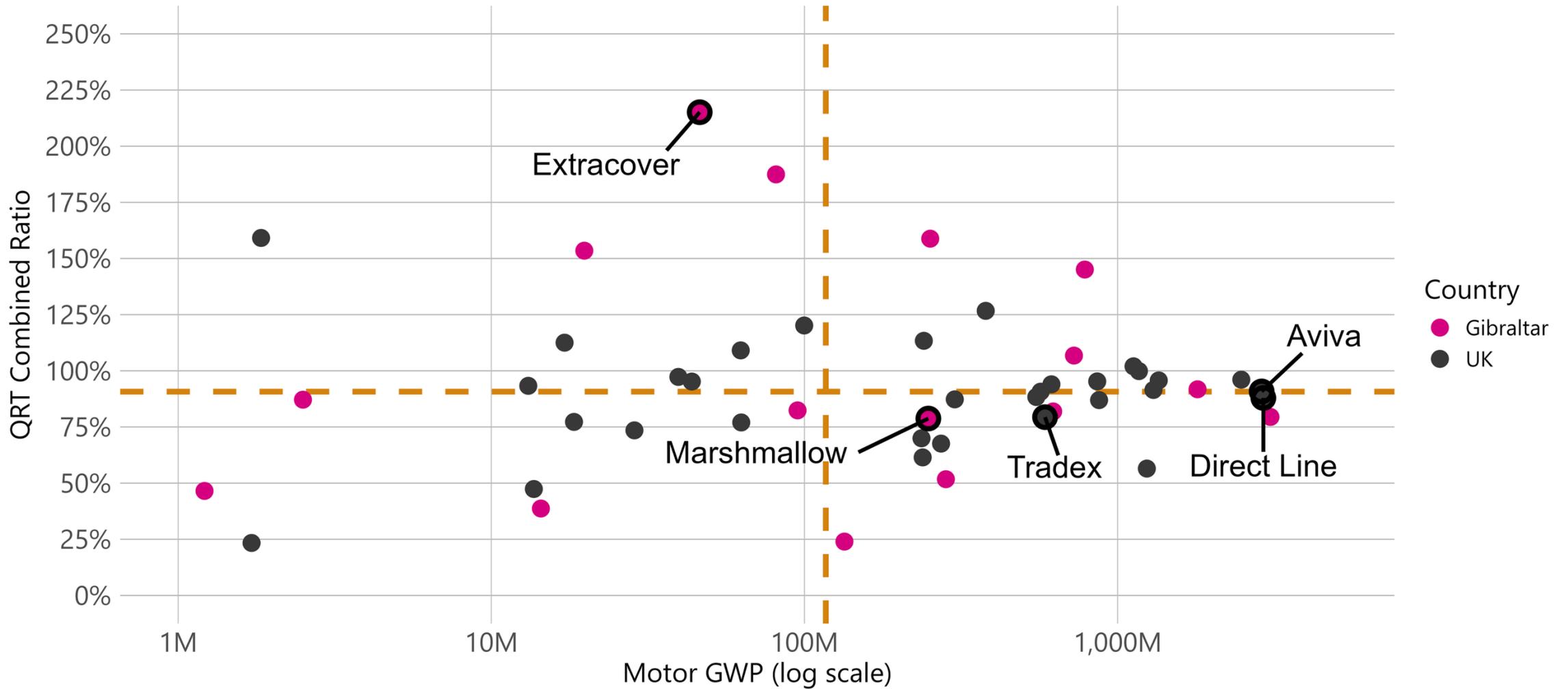


WHO'S GOING WHERE?

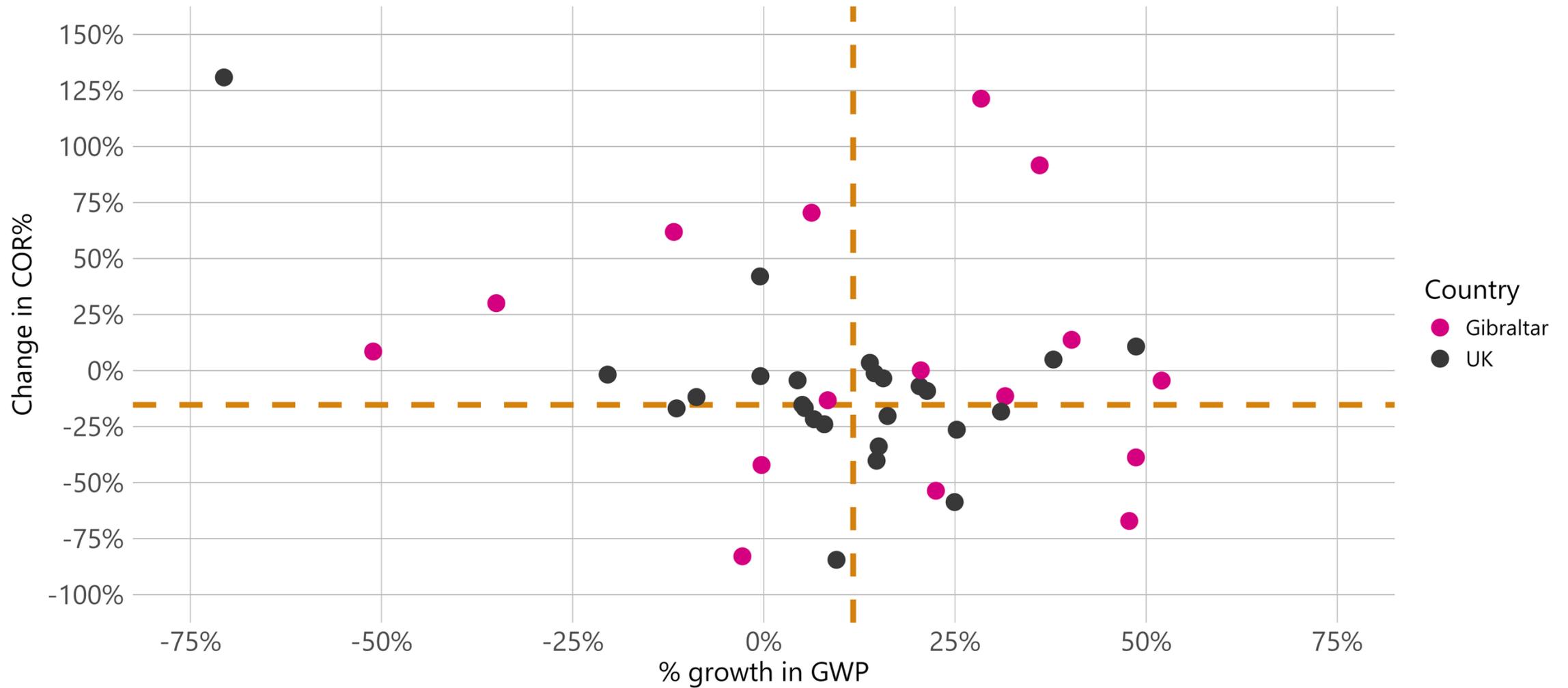
Motor COR vs GWP - 2024



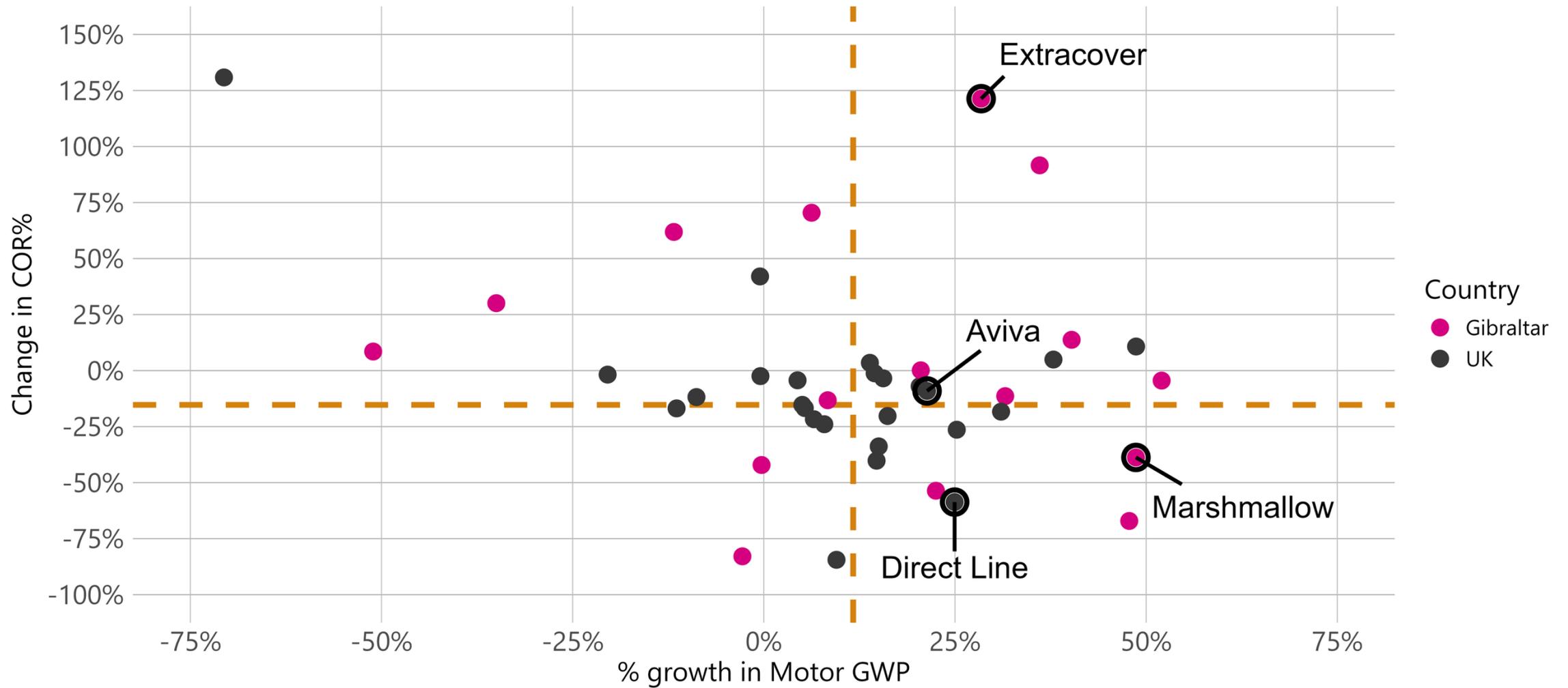
Motor COR vs GWP - 2024



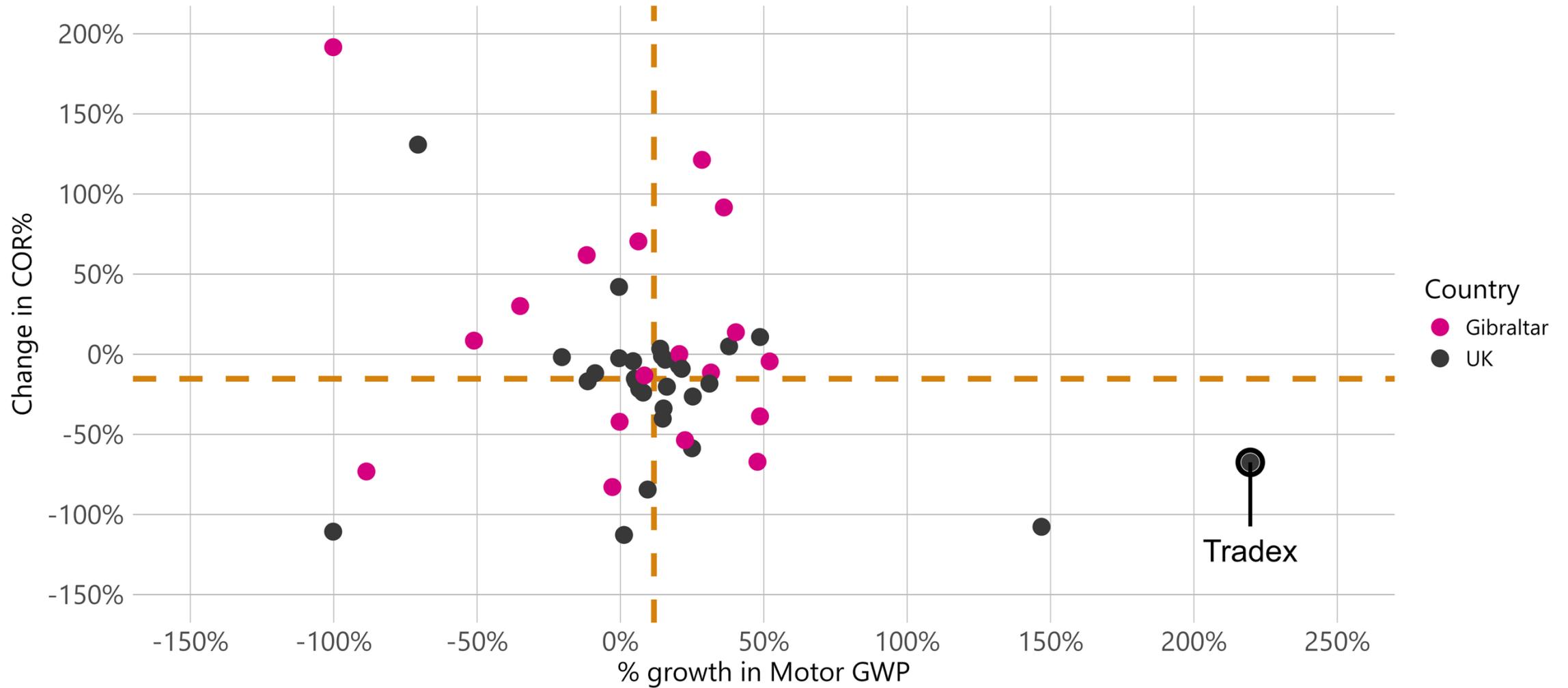
COR movement vs GWP growth – 2023 to 2024



COR movement vs GWP growth – 2023 to 2024

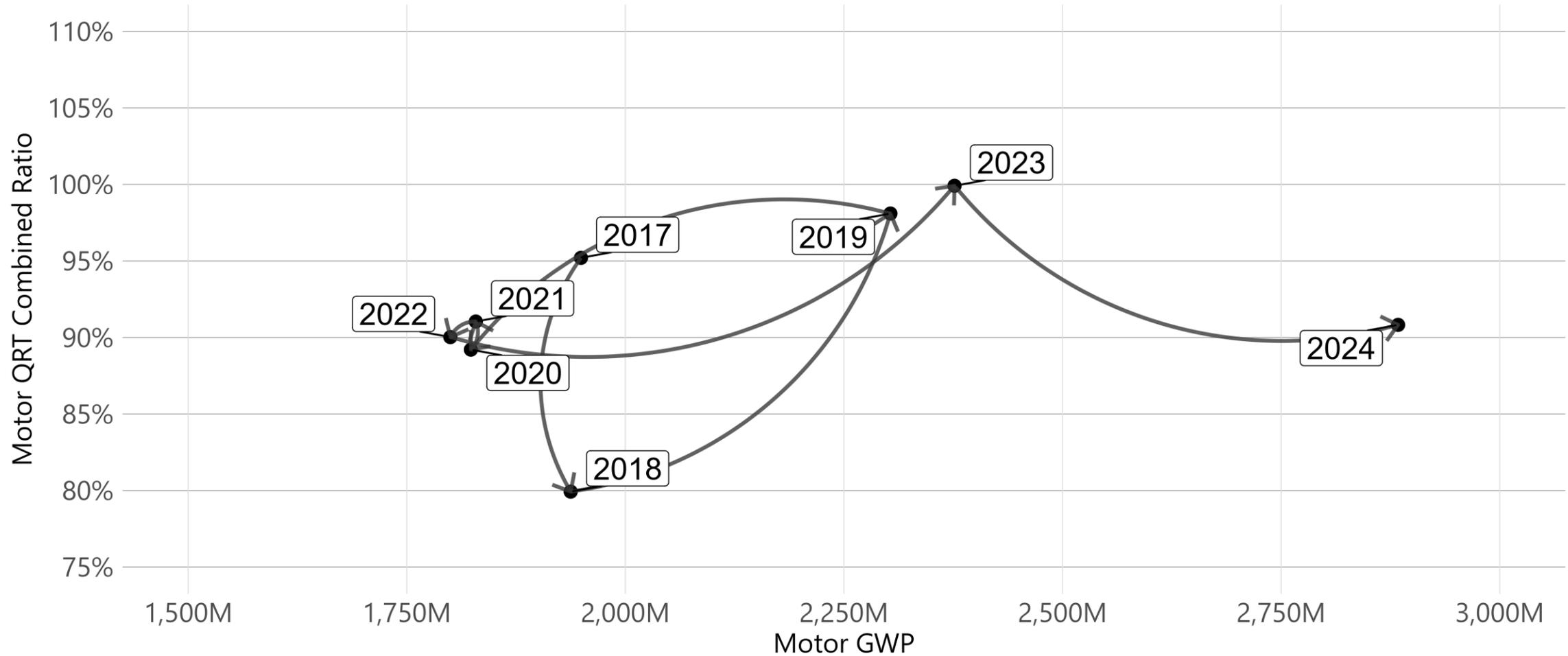


COR movement vs GWP growth – 2023 to 2024



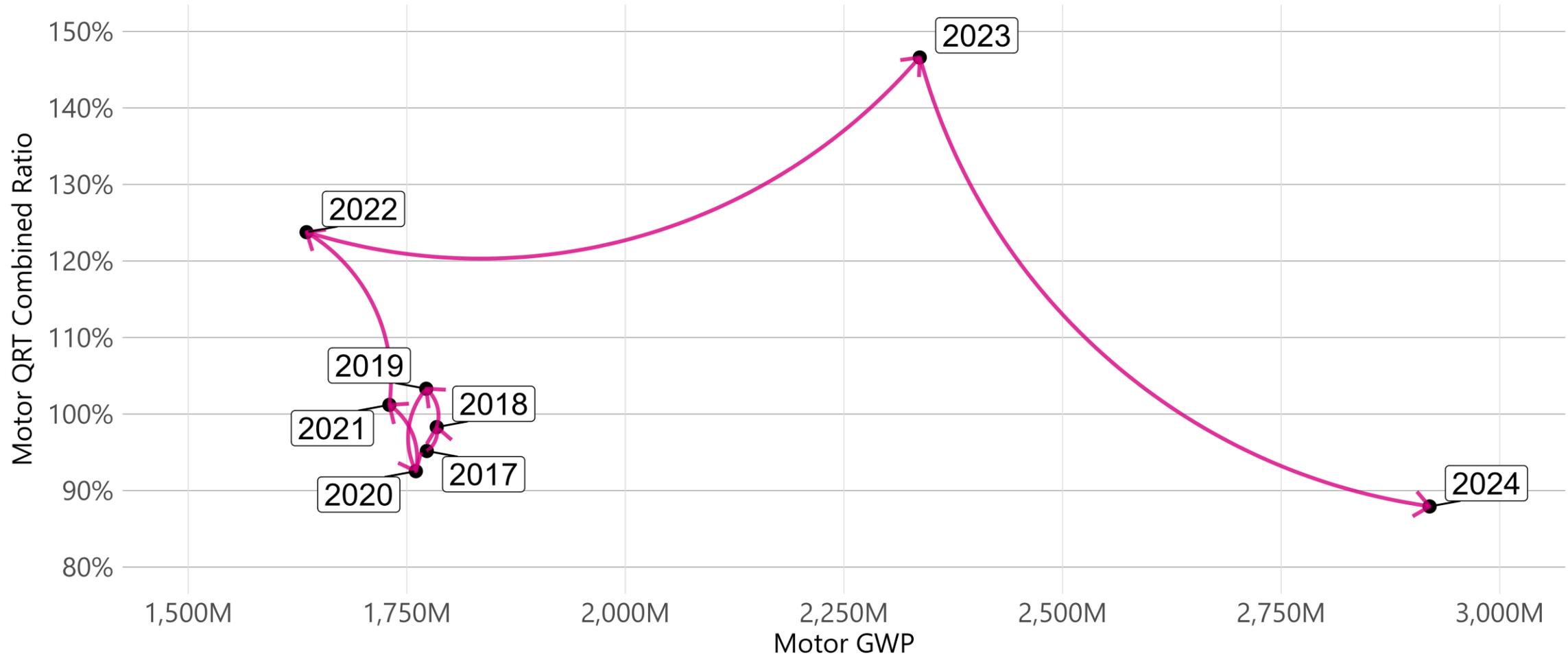
Profitability Story – Aviva & Direct Line

Aviva: COR vs GWP



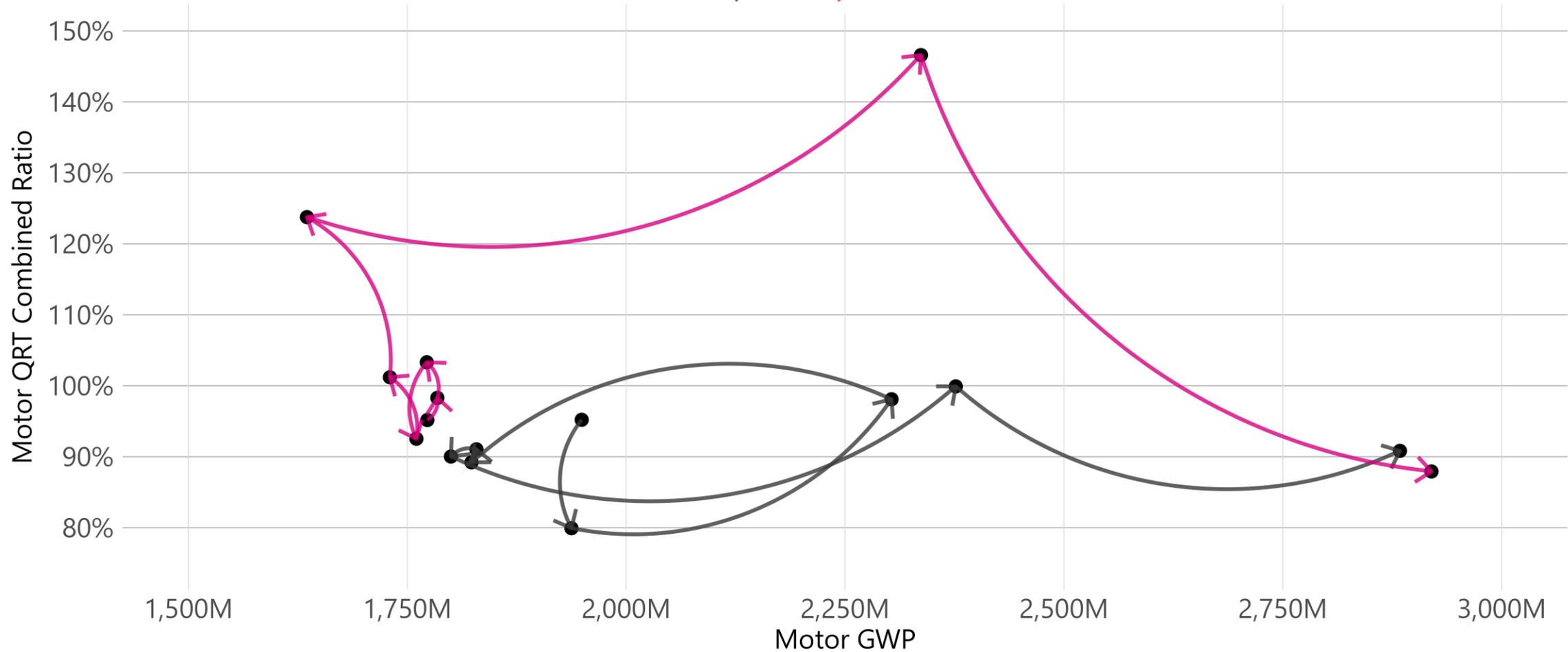
Profitability Story – Aviva & Direct Line

Direct Line: COR vs GWP



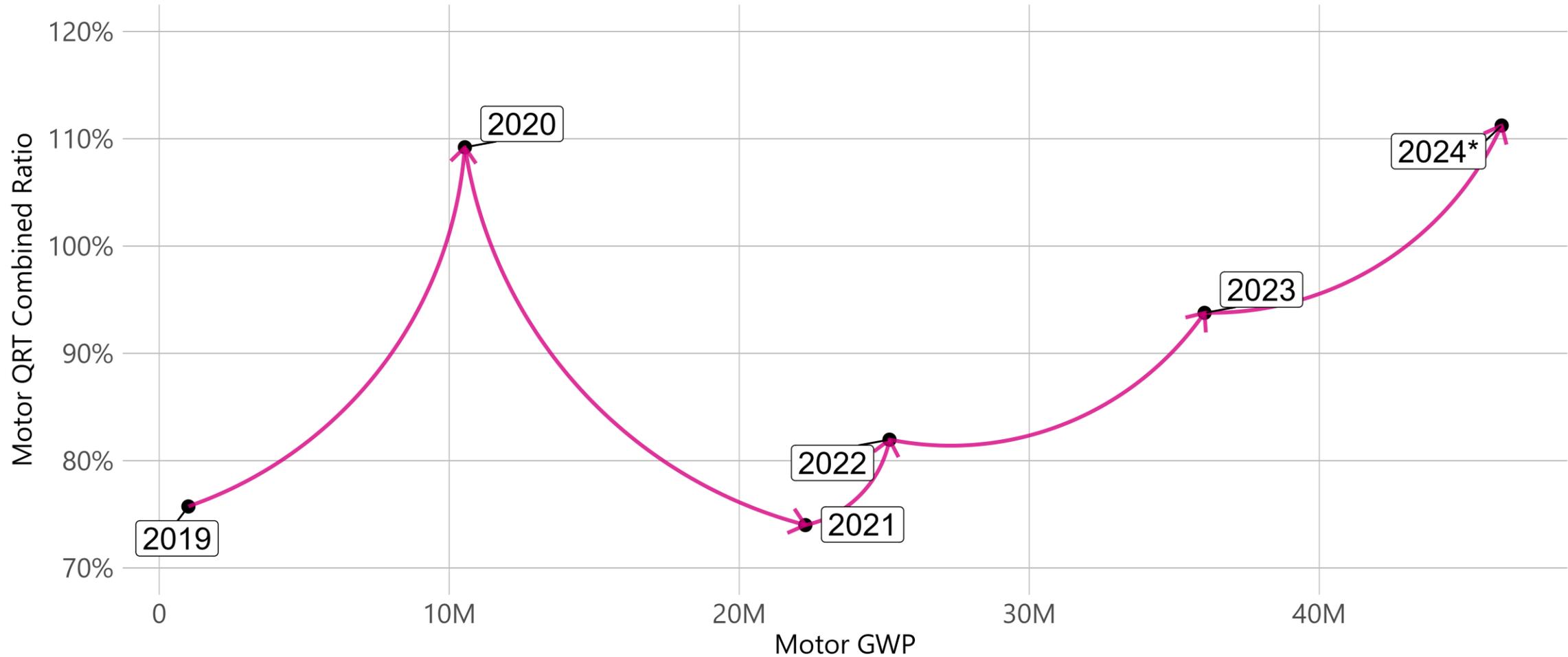
Profitability Story – Aviva & Direct Line

→ Aviva → Direct Line



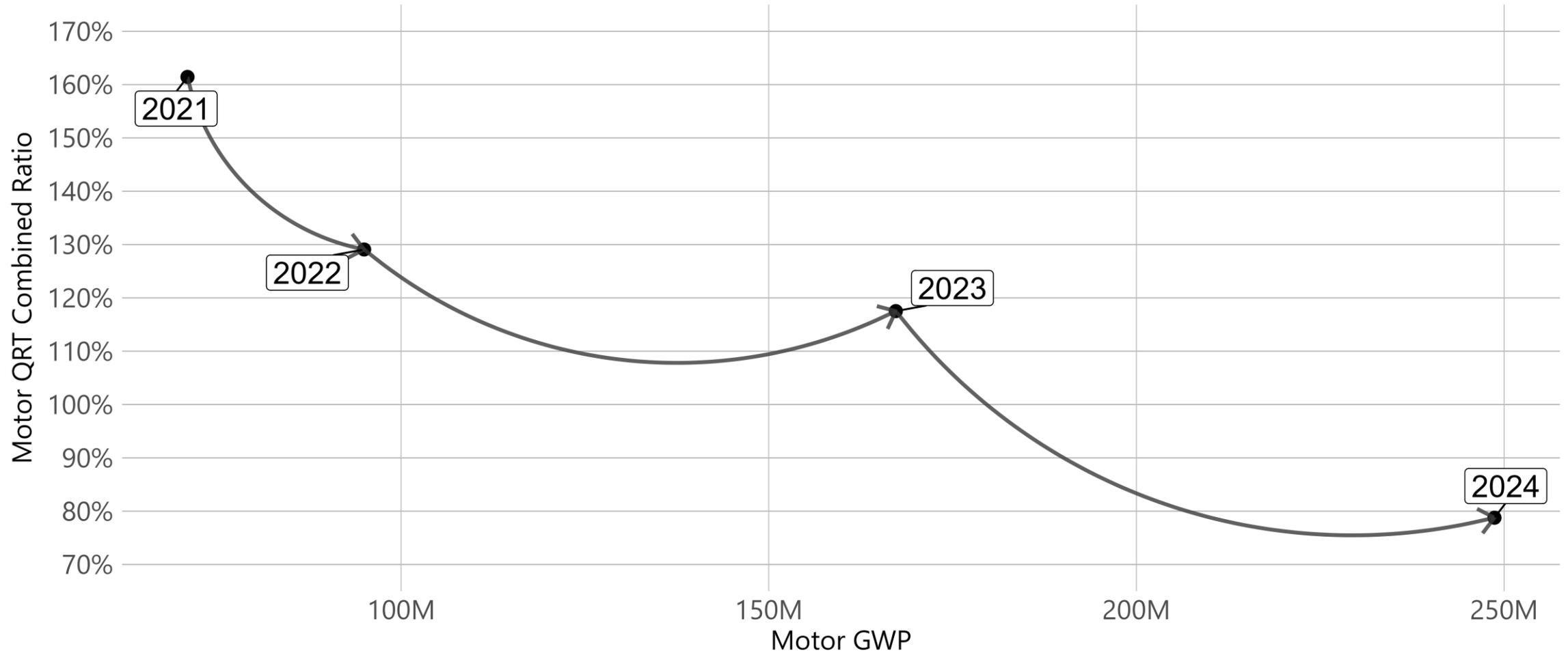
Profitability Story – Extracover & Marshmallow

Extracover: COR vs GWP



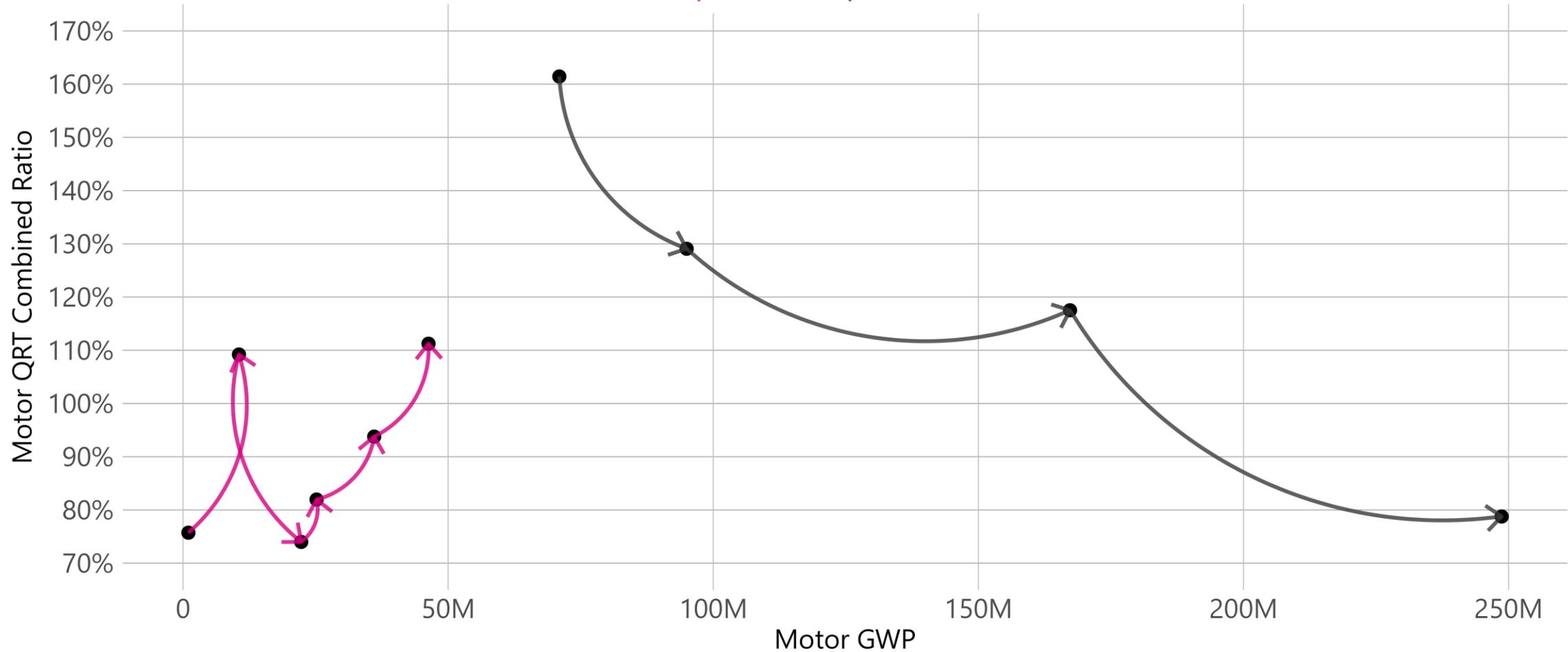
Profitability Story – Extracover & Marshmallow

Marshmallow: COR vs GWP



Profitability Story – Extracover & Marshmallow

➤ Extracover ➡ Marshmallow



Profitability Story – Tradex

Profitability Stories: Tradex

