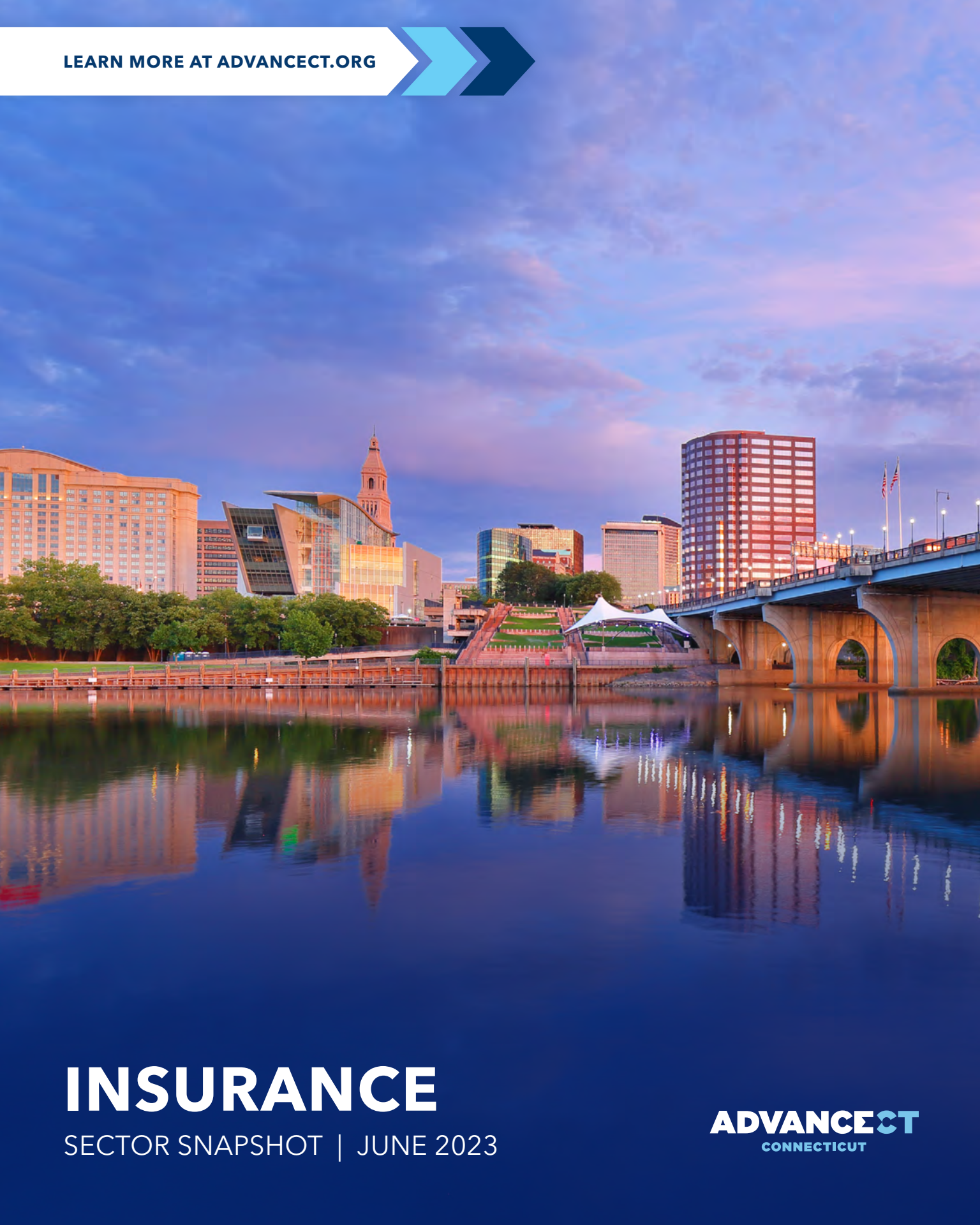


LEARN MORE AT ADVANCECT.ORG



INSURANCE

SECTOR SNAPSHOT | JUNE 2023

ADVANCECT
CONNECTICUT

TABLE OF CONTENTS

About.....	3
Overview	4
Insurtech Corridor	6
Captive Insurance	7
Workforce & Education	8
Productivity.....	9
Hartford	10
Pipeline	11
Homegrown Talent.....	12
Business Environment	13
Industry Associations.....	14
Insurtech Expertise.....	15
Insurtech.....	16
Regulatory Environment	18
Regulations & Policies.....	19
Cost of Doing Business	20
Affordability	21
Contact.....	22



ABOUT ADVANCECT



OUR MISSION

AdvanceCT strives to build a place where business, government, higher education and nonprofits come together to implement high impact and inclusive economic development solutions to advance the overall competitiveness of Connecticut.

ECONOMIC DEVELOPMENT

AdvanceCT is a private nonprofit corporation that drives job creation and new capital investment in Connecticut through high-impact economic development including business attraction, retention, and expansion.

WHAT WE DO

AdvanceCT works in close cooperation with the Connecticut Department of Economic and Community Development (DECD), the private sector, and various state, regional, and local partners to promote Connecticut as a place to do business. Our team is dedicated to ensuring that industries expand, residents thrive, and businesses feel at home in our state.

LEARN MORE AT [ADVANCECT.ORG](https://www.advancect.org) ➤



CONNECTICUT: #1 IN INSURANCE AND INSURTECH



61,250

**INSURANCE JOBS IN
CONNECTICUT**

(LIGHTCAST, 2021)



#1

**CONCENTRATION OF
INSURANCE JOBS IN THE U.S.**

(LIGHTCAST, 2021)



#1

ACTUARIES PER CAPITA

(U.S. CENSUS BUREAU, 2021)



1,277 **total insurance companies
in Connecticut**

(PWC, 2022)

\$20.98B **annual State GDP generated by
insurance and related activities**

(LIGHTCAST, 2021)



A GLOBAL INSURANCE POWERHOUSE



Connecticut is home to many of the largest and most significant insurance companies in the U.S.

Hartford is already known as the insurance capital of the world.

New Haven and **Stamford** are growing hubs for insurtech and fintech companies.



CONNECTICUT: CONNECTING WORLDWIDE

InsurTech Corridor

STRATEGIC OPPORTUNITIES

A collaboration between the UK and Connecticut – **two globally recognized insurance hubs**

WWW.INSURTECHCORRIDOR.COM

PARTNERS

The United Kingdom's Department for Business and Trade

Connecticut Insurance and Financial Services

Metro Hartford Alliance

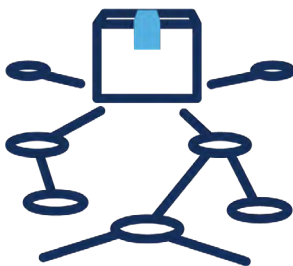
The Connecticut Department of Economic & Community Development

Connecticut Insurance Department

City of Hartford Mayor's Office

InsurTech UK

InsurTech Hartford



GLOBAL CONNECTIONS AMPLIFY POTENTIAL

- Streamlined market entry point for insurtech companies
- More easily test product market fit
- Reduced costs of market exploration and establishment
- Leverage innovation and digital transformation
- Frictionless access to resources and connections in the most dynamic global insurance market



CAPTIVE INSURANCE

With more than **200 years of experience**, Connecticut is well-versed in the needs of captive insurers.



Expertise & Know-How



Clear Regulatory Framework



Ecosystem Resources



#1 net new captive insurance growth rate
(CAPTIVE REVIEW, 2021)

Number of CT domiciled captives doubled between 2020 and 2021
(INSURANCE INFORMATION INSTITUTE, 2021)



WORKFORCE & EDUCATION

INSURANCE SECTOR SNAPSHOT



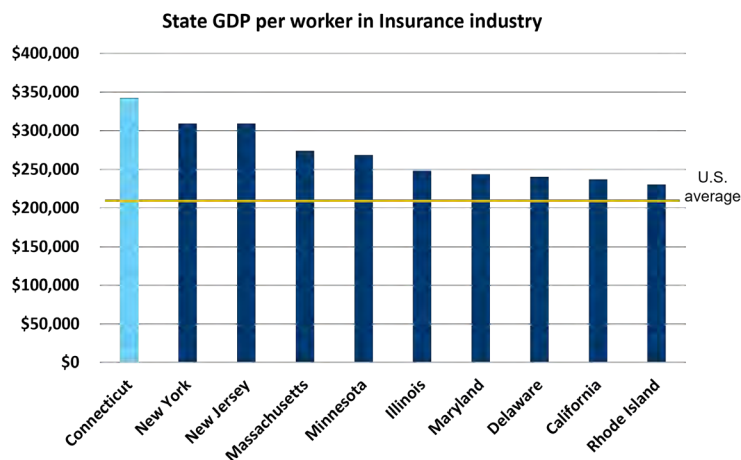
CREATING VALUE FOR THE INSURANCE INDUSTRY



\$342,608

Connecticut GDP per worker

\$208,251 US GDP per worker



**Connecticut: #1 for insurance
workforce productivity
in the United States**

SOURCE: LIGHTCAST, 2021; ADVANCECT CALCULATIONS.



HARTFORD: INSURANCE CAPITAL OF THE WORLD



Hartford MSA **ranks #1**
in GRP per worker*



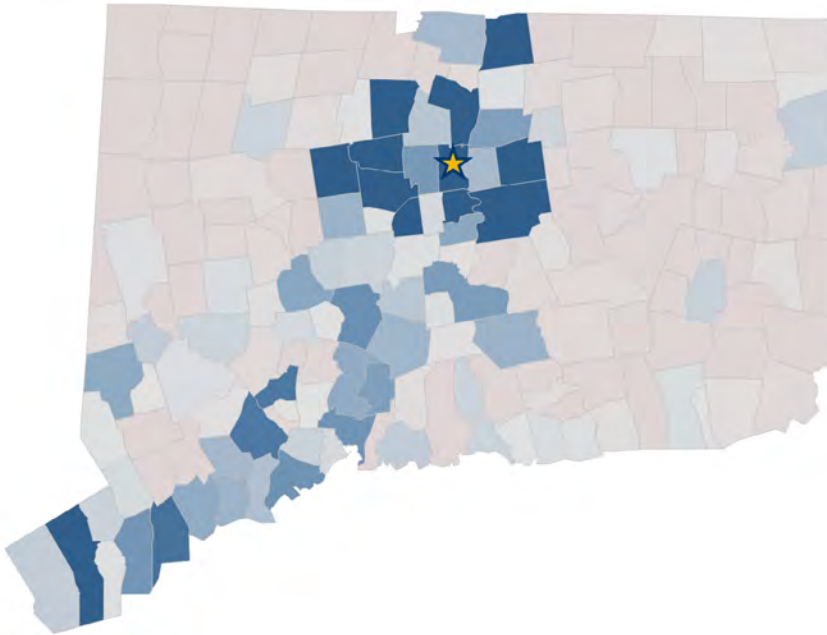
Hartford MSA **ranks #2**
in concentration of
insurance workers*

*Compared to MSAs with at least \$2B in Insurance GRP



Hartford was named a top 10 FinTech
destination by Business Facilities Magazine

MAP OF INSURANCE INDUSTRY JOBS IN CONNECTICUT



Hartford MSA has **3.5x**
more insurance jobs than
the national average

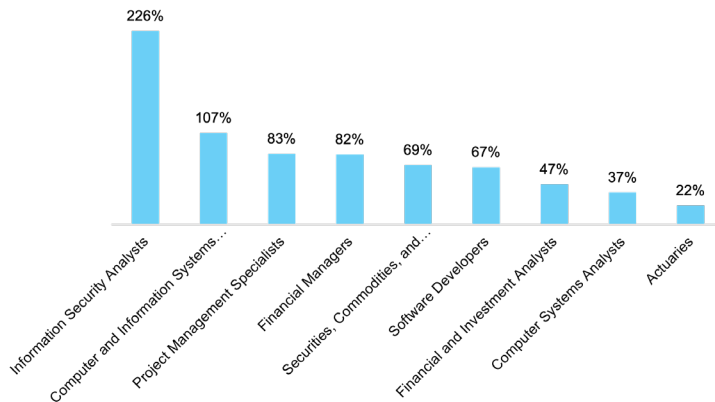
\$381,856
State GDP per Hartford
Insurance worker

SOURCE: LIGHTCAST, 2021; ADVANCECT CALCULATIONS.
BUSINESS FACILITIES MAGAZINE, 2021.



Connecticut Has The Workforce You Need

Insurance Industry Job Growth 2014-2021



In-demand occupations have **grown 65%**, adding 4,500 jobs since 2014.

SOURCE: LIGHTCAST, 2021, ADVANCECT CALCULATIONS.

Insurance and Insurtech Talent



Insurance companies are investing in the future of technology, and Connecticut has the pool of talent to meet their needs.

BUILDING THE CONNECTICUT TALENT PIPELINE

Connecting up-and-coming talent to Connecticut businesses



Actuarial Boot Camp:

Connects high-performing math students with pathways to an actuarial career



Talent Bridge 2023:

Interns from the UConn/UHart Insurtech program are placed at innovative startups to cultivate CT talent



The Governor's Workforce Council (GWC):

Connects businesses with educators, state agencies, and workforce boards; sets strategy for the state's workforce pipeline



Get Hired Career Fair:

Students and recent grads network with the insurance, financial services, and healthcare industries



TOP SOURCES OF INSURANCE TALENT

9 of the top 10 schools from which Connecticut insurance companies source talent are **located in-state**.



SOURCE: LIGHTCAST, 2020.



BUSINESS ENVIRONMENT

INSURANCE SECTOR SNAPSHOT



Strong Presence of Professional and Industry Associations

PROFESSIONAL



Connecticut Captive Insurance

Association: Provide a forum focused on captive insurance programs and facilities



Big I Connecticut:

Non-profit trade association serving the needs of independent agents



Actuaries' Club of Hartford & Springfield:

Continuing education and networking opportunities for actuaries and students

INDUSTRY



Insurtech Hartford: Grassroots organization committed to developing the insurtech ecosystem, with activities including pitch night; innovation challenge; and an annual symposium



MetroHartford Alliance: Economic development partnership focused on business growth, retaining and attracting jobs and talent, and ensuring a strong urban core

INCUBATORS SUPPORT INDUSTRY GROWTH AND INNOVATION



Talent Bridge 2023: Innovative startups are matched with executive leaders, experienced industry and university advisors, investors, and insurtech interns, to build deep industry relationships and cultivate Connecticut talent



Launc[H]artford: community-led effort to make Hartford a visible and vibrant hub of innovation and entrepreneurship



Upward Hartford: global incubator with a vision to re-invigorate cities by supporting innovators through connection, learning and experience



INSURTECH EXPERTISE

INSURANCE SECTOR SNAPSHOT



Connecticut Companies Driving Digital Innovation



Industry heavyweights and innovative startups build Connecticut's vibrant insurtech sector.

INDUSTRY ANCHORS



Industry stalwarts investing hundreds of millions of dollars in insurtech.¹



Using AI to perform high impact risk analysis.²

NEW MARKET ENTRANTS



Using AI to assess lifestyle and deliver personalized insurance policies.³



Platform empowers leading brands to build frictionless, mobile-first insurance experiences. UK company launched a U.S. subsidiary headquartered in Hartford, CT in 2022.⁴



Blockchain-enabled marketplace for emerging & systemic risks that links captives and re/insurers with the capital market.

SOURCE: ¹ HARTFORD BUSINESS JOURNAL, 2022. ² TRAVELERS, 2021. ³ PITCHBOOK, 2022. ⁴ WRISK, 2022.



Launc[H] Lift-Off List

Launc[H] Hartford's 2022 Lift-off List includes **insurtech companies to watch** as they build on their success.

SOURCE: LAUNC[H] HARTFORD, 2022



Came to Connecticut from India in 2018 through the Hartford Insurtech hub. Focus is assisting insurers "deliver superior customer experience."



A digital life insurance company, Covr is dedicated to transforming the insurance purchase process to a fast and efficient platform.



Started in Ukraine, Spokk is simplifying pet insurance through their AI technology. Other initiatives include insurance products for protecting crypto accounts from cyber breaches.



REGULATORY ENVIRONMENT

INSURANCE SECTOR SNAPSHOT



REGULATORY OVERVIEW

Connecticut's regulatory environment is business-friendly, with well-informed and dedicated regulators that know what it takes for insurers to succeed.



Connecticut Insurance Department (CID)

works to foster market competition and growth consistent with state law. The Department is responsible for regulating insurance companies to maintain financial solvency and administers state-based oversight relevant in a global economy.



Connecticut's Captive-Friendly Policies

2023

- Innovative risk management solutions for unique or hard-to-place risks
- Flexibility to establish separate accounts to address specific insurance needs
- Dormancy tax exemptions

2022

- Reduced capital and surplus requirements
- Removed limitations on captives' ability to assume reinsurance risk
- Provisions for foreign captives
- Extended financial examination time frame; waivers permitted
- Eliminated entity existence time requirement; extended dormancy renewal period

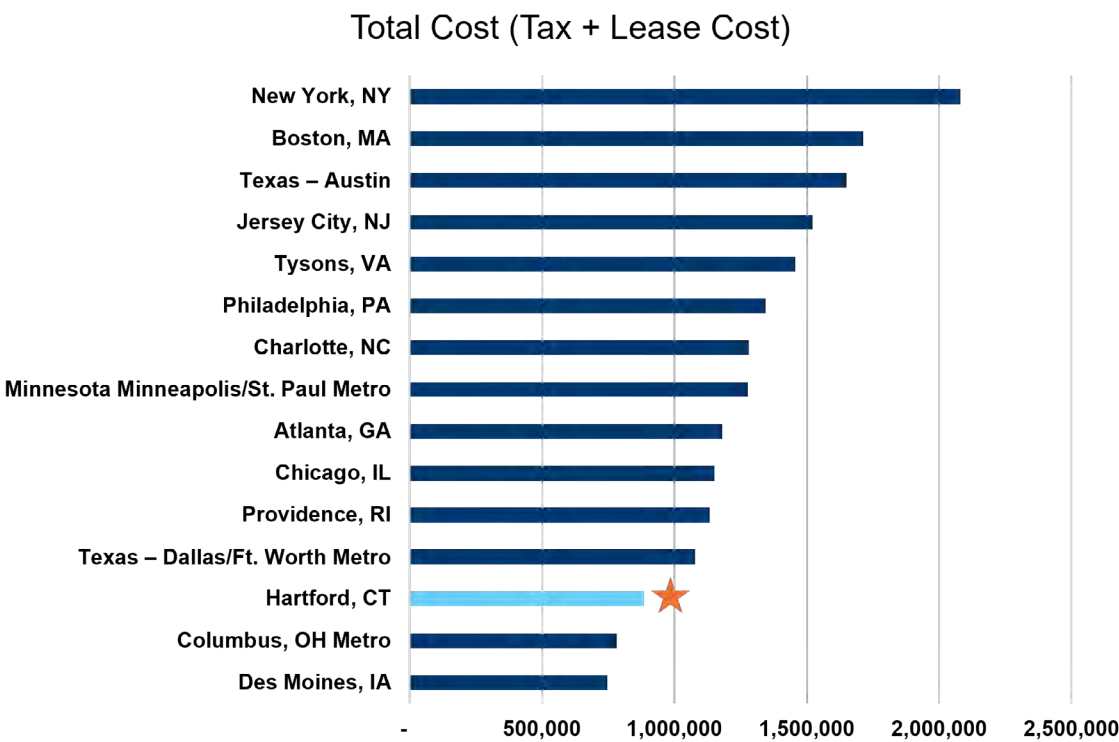


COST OF DOING BUSINESS

INSURANCE SECTOR SNAPSHOT



Hartford is Affordable



Source: Metro Hartford Alliance, 2022. Incorporates all taxes paid by insurance companies with \$20M in gross premiums and the average Class A office rent for a 20,000 sq ft facility

Lower Cost of Business



In a study of 15 major markets for insurance in the USA, Metro Hartford Alliance in cooperation with Cohn Reznick found that Hartford was the **third most affordable** location to run an insurance company.

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LEARN ABOUT CONNECTICUT'S KEY INDUSTRIES AT **ADVANCECT.ORG**

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