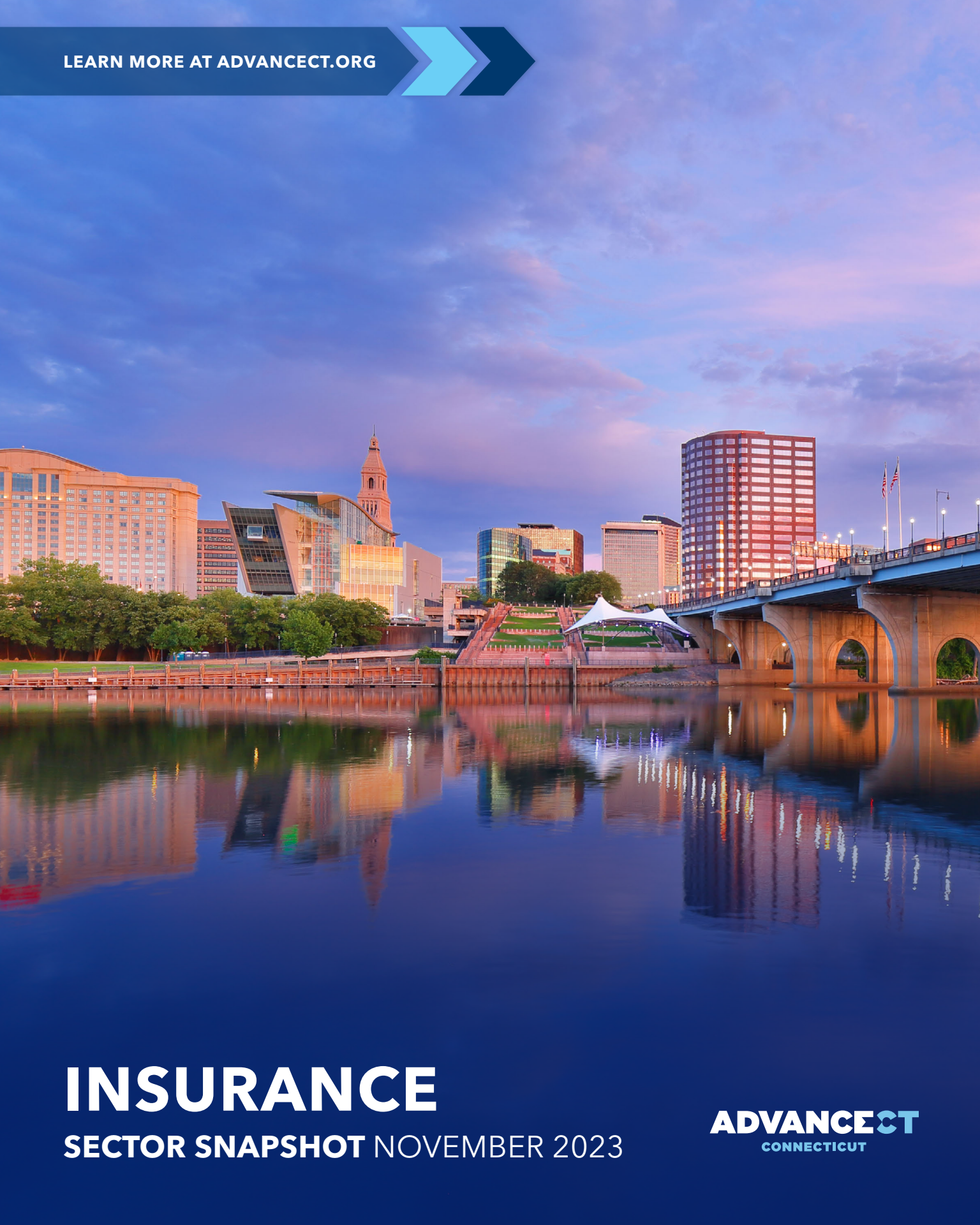


LEARN MORE AT [ADVANCECT.ORG](https://www.advancect.org)



INSURANCE

SECTOR SNAPSHOT NOVEMBER 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 is a nonprofit economic development organization that drives job creation and new capital investment in Connecticut through business attraction, retention and expansion.

WHAT WE DO

Part of Team Connecticut, Connecticut's economic development partnership, **AdvanceCT** is the leading business attraction entity for the state.

AdvanceCT, in close collaboration with the Connecticut Department of Economic and Community Development (DECD) and partners statewide, provides business support services to companies looking to locate and grow in Connecticut.

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



CONNECTICUT: #1 IN INSURANCE AND INSURTECH



60,200

INSURANCE JOBS IN CONNECTICUT

(LIGHTCAST, 2022)



#1

CONCENTRATION OF INSURANCE JOBS IN THE U.S.

80% HIGHER THAN NATIONAL AVG

(LIGHTCAST, 2022)



#1

CONCENTRATION OF ACTUARIES

(U.S. BUREAU OF LABOR STATISTICS, 2022)



2,700+ **total insurance establishments in Connecticut**

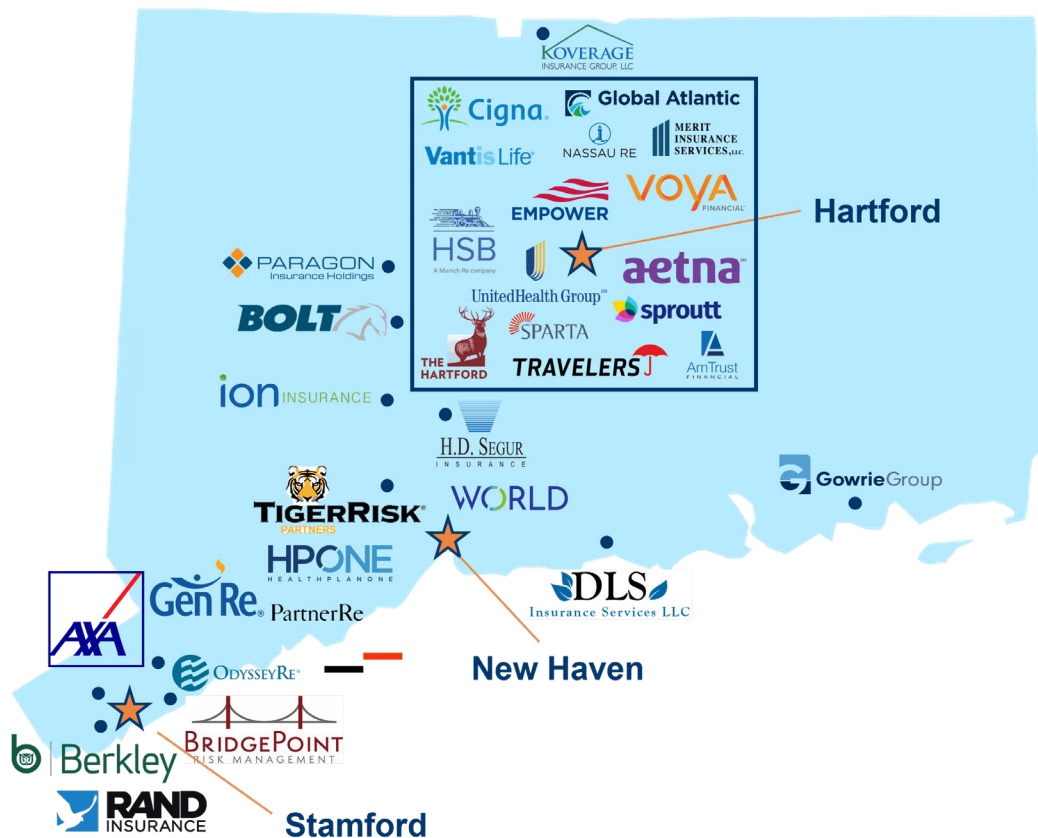
(LIGHTCAST, 2022)

\$21.7B **annual State GDP generated by insurance and related activities**

(LIGHTCAST, 2022)



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

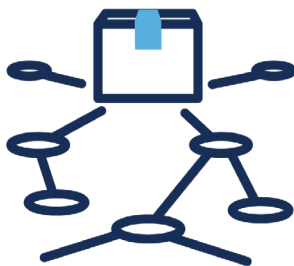
The Connecticut Department of Economic & Community Development

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

SOURCE: INSURTECH CORRIDOR, 2022



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

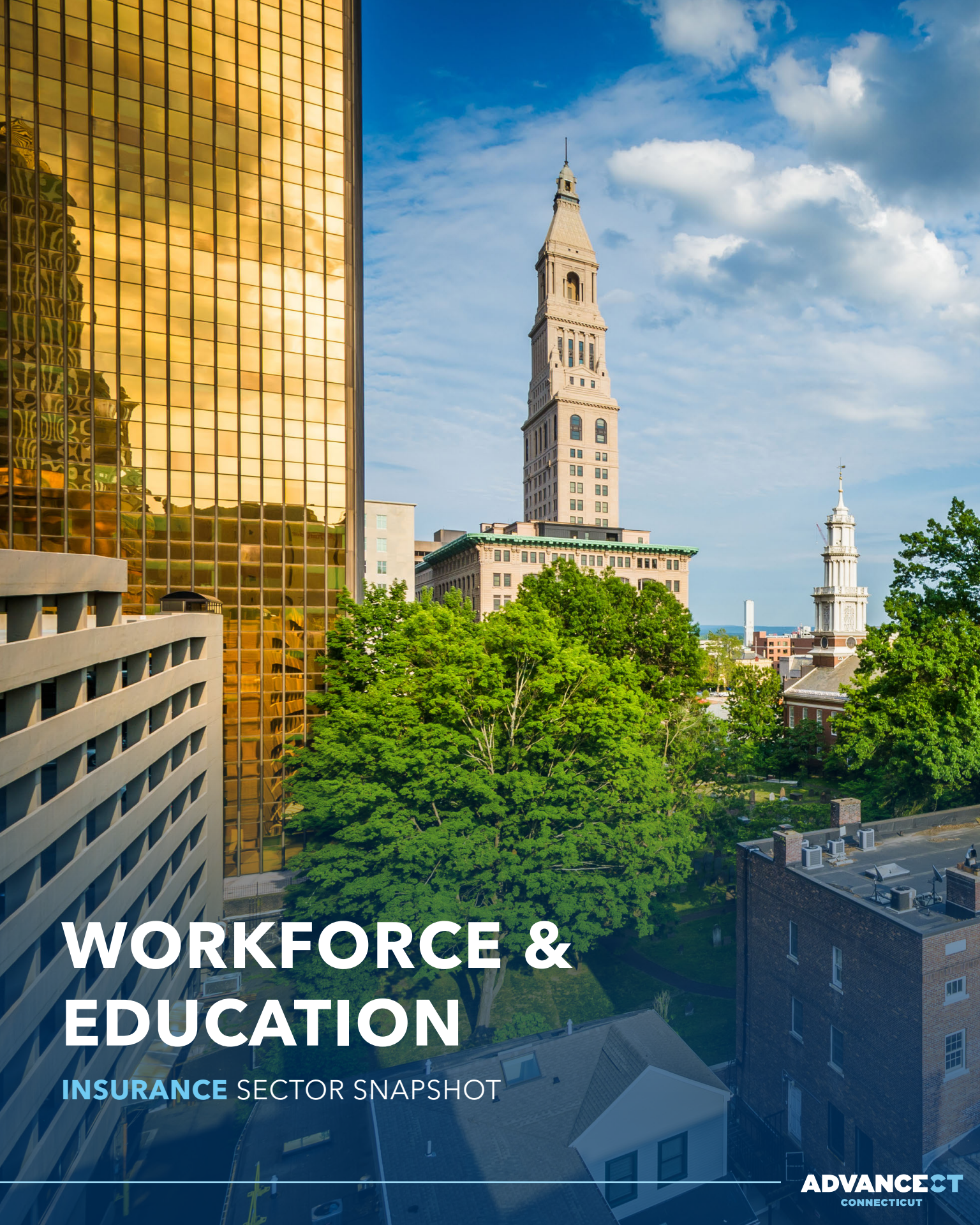
**CONNECTICUT:
Domicile of the Year**
(CAPTIVE REVIEW, 2023; DOMICILES WITH LESS THAN \$5B GROSS WRITTEN PREMIUM)

August 7, Hilton Burlington, Lake Champlain, VT

#1 captive number growth
(CAPTIVE REVIEW, 2023)

Number of CT domiciled captives grew by 30% between 2021 and 2022
(INSURANCE INFORMATION INSTITUTE, 2022)

Domicile of the Year—Highly Commended
(CAPTIVE INTERNATIONAL, 2023)



WORKFORCE & EDUCATION

INSURANCE SECTOR SNAPSHOT



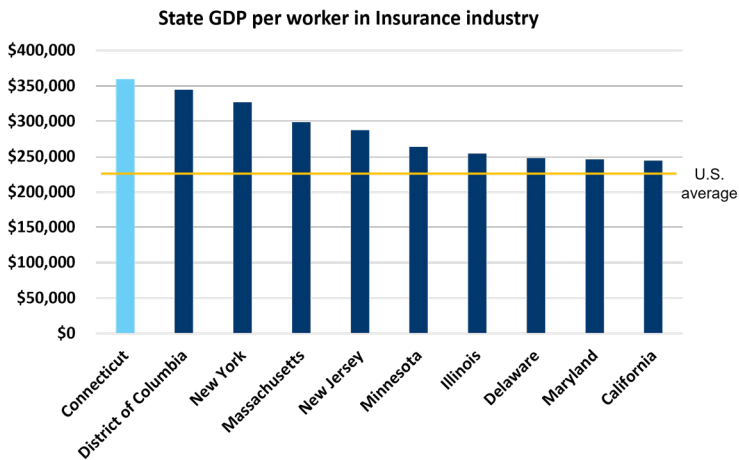
CREATING VALUE FOR THE INSURANCE INDUSTRY



\$360,000

Connecticut GDP per worker

\$222,000 US GDP per worker



CONNECTICUT



#1

for insurance workforce productivity in the United States

SOURCE: LIGHTCAST, 2022; ADVANCECT CALCULATIONS.



HARTFORD: INSURANCE CAPITAL OF THE WORLD



CT home to both #1 and #2 MSA for regional GDP/worker*: Stamford & Hartford, respectively



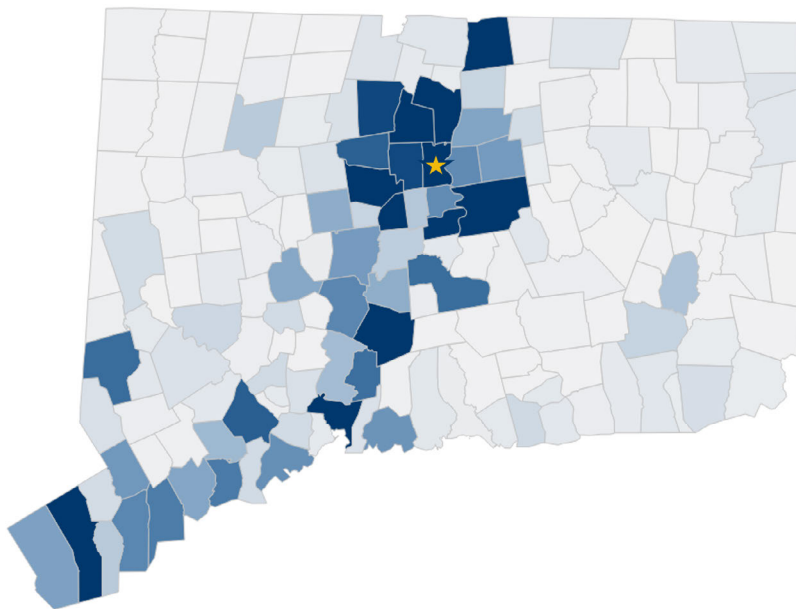
Hartford MSA ranks #3 in concentration of insurance workers*

*Compared to MSAs with at least \$2B in insurance regional GDP



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

MAP OF INSURANCE INDUSTRY JOBS IN CONNECTICUT



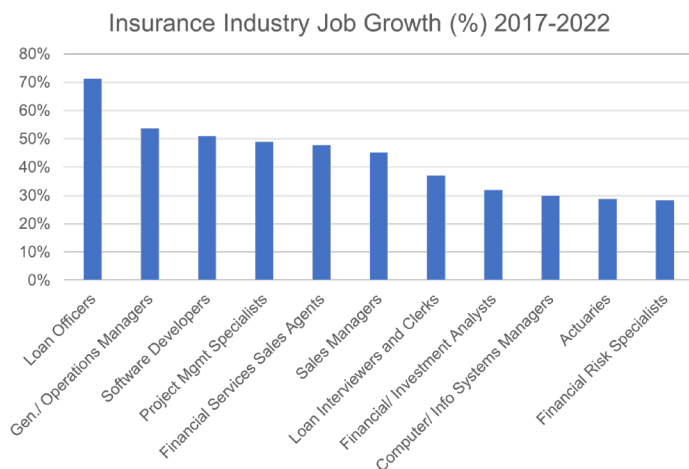
Hartford MSA has 3.2x more insurance jobs than the national average

\$419,000
State GDP per Hartford Insurance worker

SOURCE: LIGHTCAST, 2022; ADVANCECT CALCULATIONS. BUSINESS FACILITIES MAGAZINE, LABOR POOL <50K, 2023.



Connecticut Has The Workforce You Need



Insurance and Insurtech Talent



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

In-demand occupations have **grown 42%**, adding 3,500 jobs since 2017.

SOURCE: LIGHTCAST, 2022, ADVANCECT CALCULATIONS.

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

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



SOURCE: LIGHTCAST, 2022.



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 2023 Lift-off List includes **insurtech companies to watch** as they build on their success.

SOURCE: LAUNC[H] HARTFORD, 2023



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

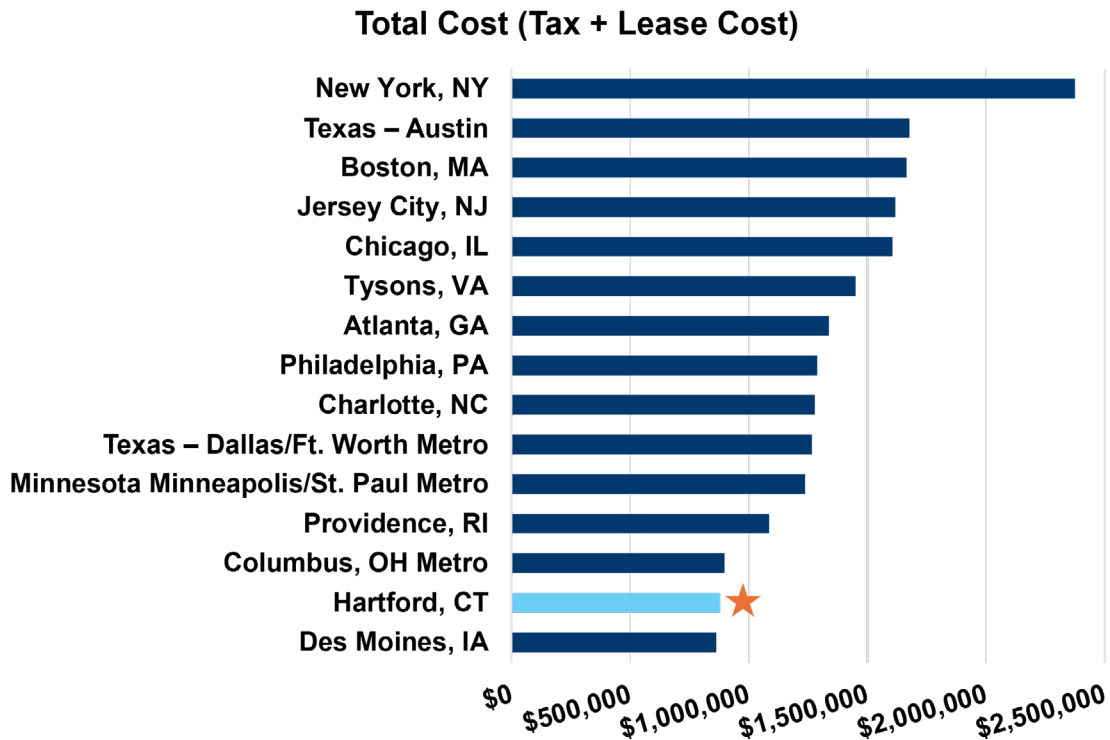


COST OF DOING BUSINESS

INSURANCE SECTOR SNAPSHOT



Lower Cost of Business



Source: Metro Hartford Alliance, 2023.

Incorporates all taxes paid by insurance companies with \$20m in gross premiums and the average office rent for a 20,000sqft facility with \$250,000 in Taxpayer office equipment.



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 **second most affordable** location to run an insurance company.

FOR MORE INFORMATION, CONTACT:

Francesco Ricigliano

Senior Associate, Business Development

(860) 571-7146

fricigliano@advanect.org



LEARN ABOUT CONNECTICUT'S KEY INDUSTRIES AT **[ADVANCECT.ORG](https://www.advantect.org)**

ADVANCECT
CONNECTICUT



[ADVANCECT.ORG](https://www.advantect.org)

470 James Street, Suite 9 | New Haven, CT 06513 | (860) 571-7136