Crop Insurance

I.I.I. Mission Statement

Improving public understanding of insurance...

...what it does and how it works.

Insurance Coverage Has Focused On...

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insurance Lawsuits</td>
<td>9%</td>
</tr>
<tr>
<td>Travel &amp; Pet Insurance</td>
<td>3%</td>
</tr>
<tr>
<td>Mortgage &amp; Title Insurance</td>
<td>2%</td>
</tr>
<tr>
<td>Crop Insurance</td>
<td>2%</td>
</tr>
<tr>
<td>Life Insurance &amp; Long-Term Care</td>
<td>9%</td>
</tr>
<tr>
<td>Auto Insurance</td>
<td>15%</td>
</tr>
<tr>
<td>Wildfires</td>
<td>12%</td>
</tr>
<tr>
<td>Flood &amp; Storms</td>
<td>10%</td>
</tr>
<tr>
<td>Homeowner Insurance</td>
<td>10%</td>
</tr>
<tr>
<td>NFIP</td>
<td>10%</td>
</tr>
<tr>
<td>Cyber Insurance</td>
<td>8%</td>
</tr>
<tr>
<td>InsurTech</td>
<td>27%</td>
</tr>
</tbody>
</table>

Source: Quid, HPS Analysis, Excludes Health Insurance And Company Performance

Social Media Focuses More On NatCat Than Cyber, Auto and InsurTech

2019 I.I.I. Issue Focus Areas

Public Discussion
- Inform
  - Insurance As Economic Capital
  - Life
  - Political Risk
- Manage
  - Home/Rental
  - Terror
  - Fraud
- Elevate
  - Innovation
  - Industry Talent

Own
- Inform
  - Nat Cat Resilience
  - Cyber Risk
  - Auto
- Manage
  - Home/Rental
  - Terror
  - Fraud
- Elevate
  - Innovation
  - Industry Talent

Audiences
- B2B
- B2C
- B2G
- Strategic Initiative

Disruptive Forces in the World – The New Norm

Catastrophes

Economics

Geopolitical

Technology
Crop Insurance

Insurance Leading Throughout History

Cyber-Physical Systems

1648
1784
1870
1969

Insurers: Vanguards of Resilience

What do these images have in common?

It wasn’t the first time...

“Those who cannot remember the past are condemned to repeat it.”
George Santayana, The Life of Reason, 1905

Extreme Events: A Troubling Trend

<table>
<thead>
<tr>
<th>Rank</th>
<th>Date</th>
<th>Event</th>
<th>Cause</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Aug. 2005</td>
<td>Hurricane Katrina</td>
<td>Hurricane</td>
</tr>
<tr>
<td>2</td>
<td>Sep. 2017</td>
<td>Hurricane Maria</td>
<td>Hurricane</td>
</tr>
<tr>
<td>3</td>
<td>Sep. 2017</td>
<td>Hurricane Irma</td>
<td>Hurricane</td>
</tr>
<tr>
<td>4</td>
<td>Sep. 2017</td>
<td>September 11 Events</td>
<td>Terrorism</td>
</tr>
<tr>
<td>5</td>
<td>Oct. 2012</td>
<td>Hurricane Sandy</td>
<td>Hurricane</td>
</tr>
<tr>
<td>6</td>
<td>Aug. 2017</td>
<td>Hurricane Harvey</td>
<td>Hurricane</td>
</tr>
<tr>
<td>7</td>
<td>Aug. 1992</td>
<td>Hurricane Andrew</td>
<td>Hurricane</td>
</tr>
<tr>
<td>8</td>
<td>Jan. 1994</td>
<td>Northridge, CA earthquake</td>
<td>Earthquake</td>
</tr>
<tr>
<td>9</td>
<td>Sep. 2008</td>
<td>Hurricane Ike</td>
<td>Hurricane</td>
</tr>
<tr>
<td>10</td>
<td>Oct. 2005</td>
<td>Hurricane Wilma</td>
<td>Hurricane</td>
</tr>
</tbody>
</table>


Source: The Property Claim Services® (PCS®) unit of ISO®, a Verisk Analytics® company.

Hurricanes Are The Major Nat Cat Force

Aggregated Economic Loss by Peril Since 2000

Source: Aon Benfield.
Education & Analysis
Closing the Coverage Gap

- 2005-2015: $1.3 Trillion in Uninsured Losses
- 70 Percent of Catastrophe Losses Are Uninsured

Insurers Studying Solutions to Extreme Weather
I.I.I., Actuaries, and IBHS offering resilience know-how to consumers on how to insure and protect themselves

Future Cities
Lloyd’s Initiative
To Improve Resilience
- Prevent Failure
- Expedite Recovery
- Transform Performance

Thank you!
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