

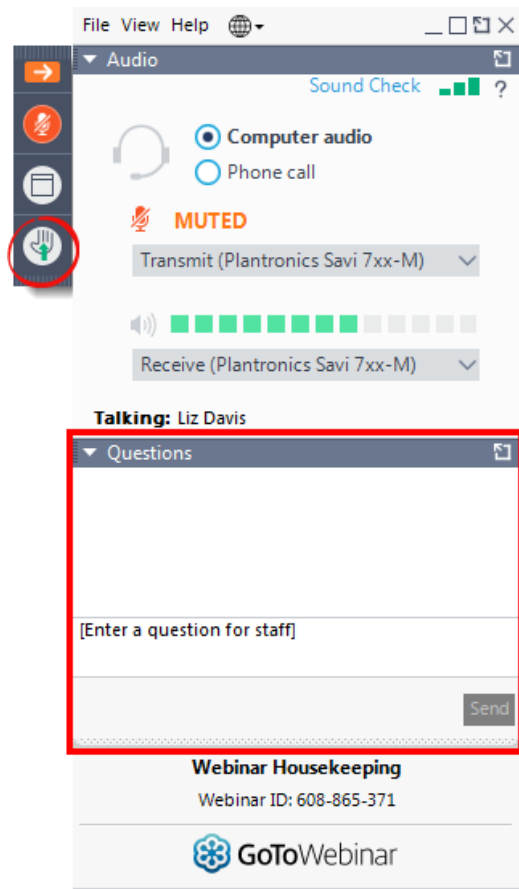


Webinar – Renewal Update 2025

UNIMUTUAL TEAM PRESENTATION

29 July 2025

Housekeeping: Submitting Questions



Your Participation

- Please submit your text questions and comments using the Questions panel.
- Please raise your hand to be unmuted for verbal questions
- Questions will be addressed at the end of the presentation.

Note: Today's presentation is being recorded and will be available on the website.

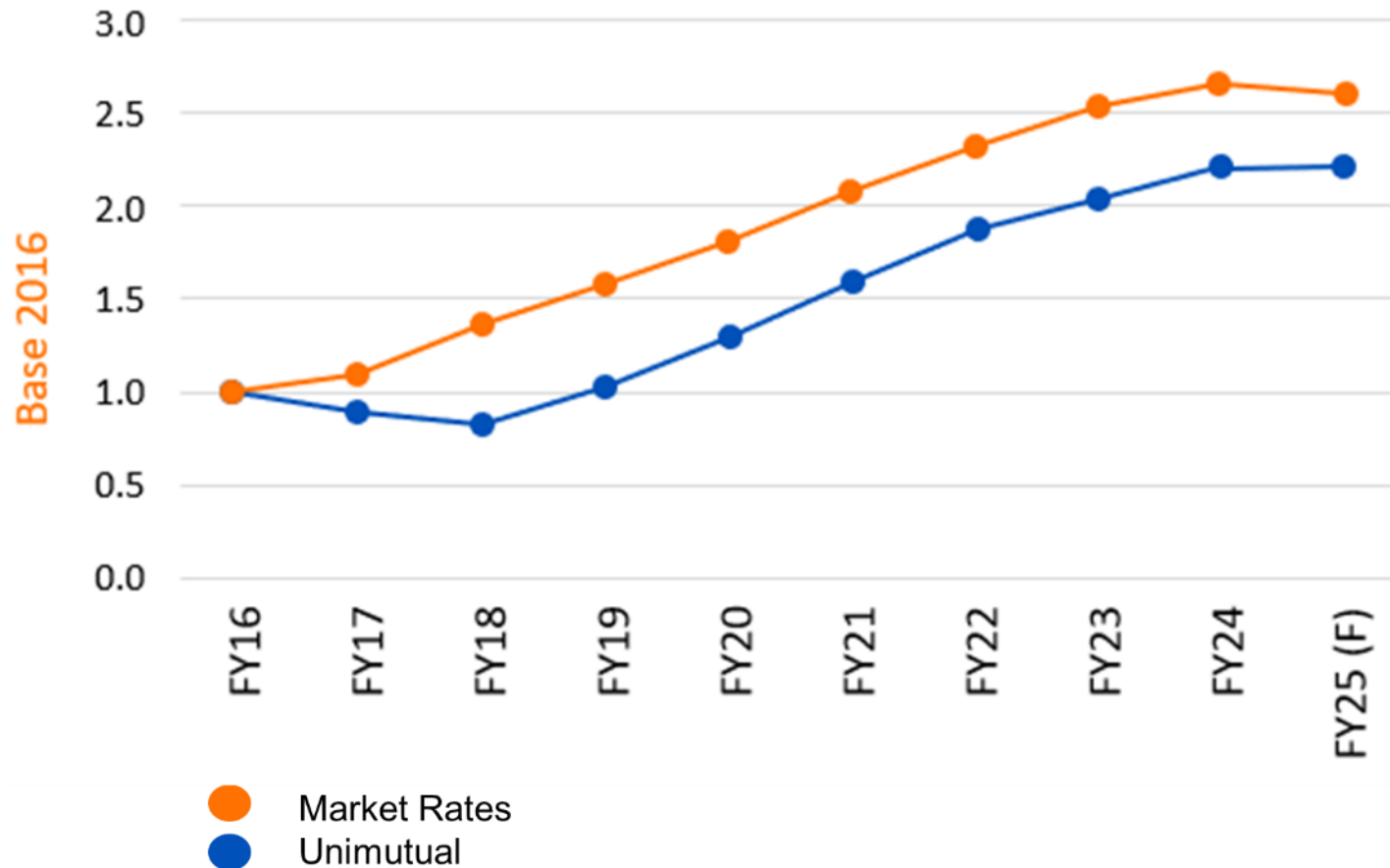
Welcome and Introduction

- Finity's Market Update
- Protection Updates
- Next Steps



Long-Term Value Through Stable Pricing

Premium Rate Index for Property



Source: Finity analysis from Finity Optima Report

- Members have asked for market benchmarking for Property rates.
- Over the past ten years, Unimutual's contribution pricing has outperformed the general insurance market.
- Independent analysis of market rates conducted by Finity confirms our resilience through both soft and hard market cycles. Members who stayed with Unimutual benefited from sustainable pricing, tailored protection, and long-term financial value.

Panelists



Susie Amos

Principal



Tobias Pfau

Chief Underwriting Officer



Jade Wahlen

Casualty Underwriter



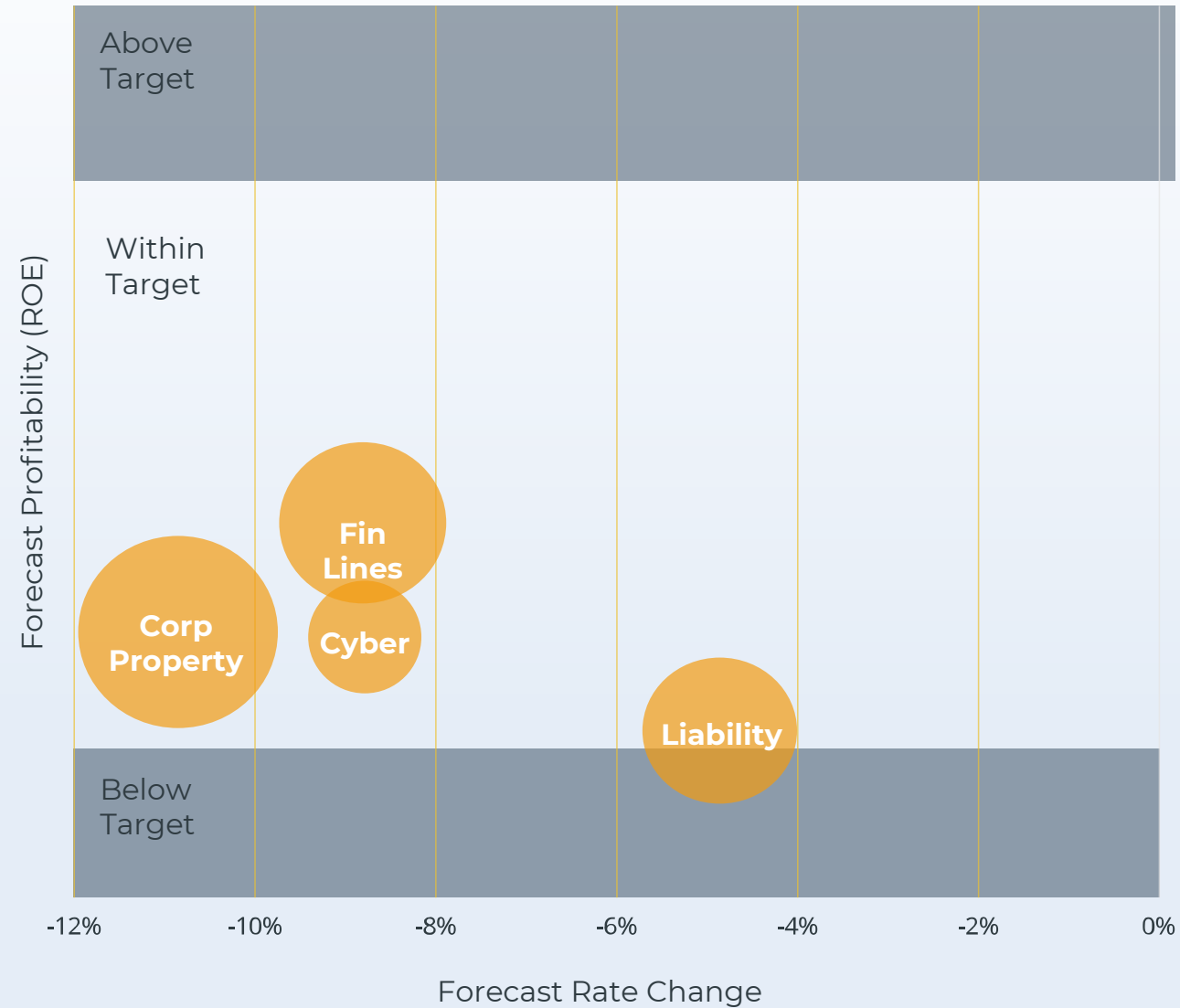


Finity's Market Update

Susie Amos





Finity forecast





Fierce competition
and but profitability
holding up
.....for now











Class view



Greater capacity and market softening will result in lower profitability

Corporate Property	Past	Forecast
Rate	-7.5% to -10%	-10% to -12.5%
Capacity		
Profit		

Standalone Liability	Past	Forecast
Rate	0% to -5%	-5% to -7.5%
Capacity		
Profit		

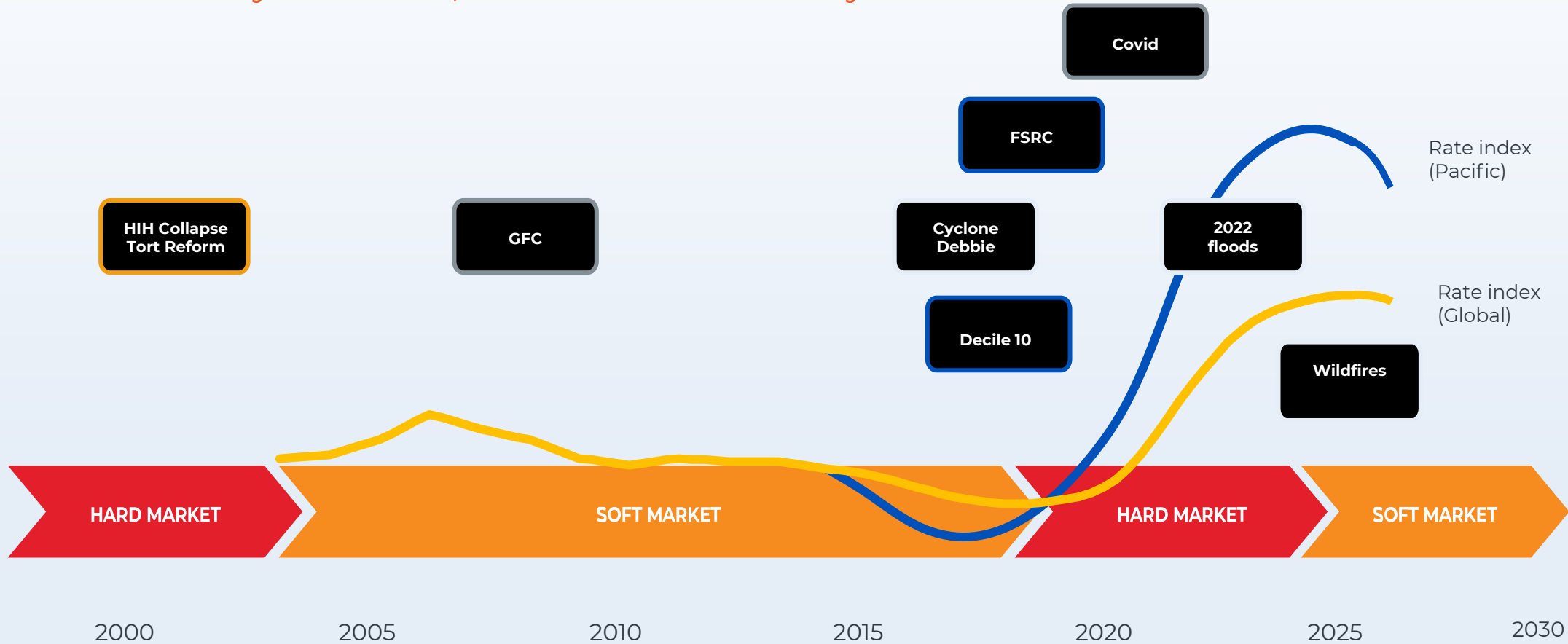
Financial Lines	Past	Forecast
Rate	-10%	-7.5% to -10%
Capacity		
Profit		

Cyber	Past	Forecast
Rate	-7.5% to -10%	-7.5% to -10%
Capacity		
Profit		

 Above target
 Within target

Navigating the soft market

The market cycle is back, and we are on the way down



Source: Finity analysis, Marsh Composite Rate Index

Social inflation looming?

Moderate levels in Australia, with concerns about the US environment



Current environment
is warm

HOTSPOTS



Worker to worker



PFAS



Child abuse



Class actions



Active recreation



Silicosis



**Psychological
claims**



Emerging areas



Wrap up



Protection Update

- Property
- Combined Liability
- Management Liability
- Cyber
- Pandemic

Property Protection

- Reinsurance important part of the renewal process
- July 1 renewal: favorable conditions continue driven by increased capacity and moderate catastrophe claims experience
- Reinsurance renewal process has started and Unimutual presented the portfolio to the reinsurers
- Reinsurers continue to differentiate by loss experience and performance
- Continued increase in interest in Unimutual portfolio
- Continuing focus on
 - Valuations
 - Natural Catastrophe Exposures (bushfires)
 - Claims history development (loss creep)
 - High value equipment (valuations)
 - Risk recommendations (understand risk to provide best terms)



Property Protection

- Property Protection Wording Changes
 - Minor changes responding to member feedback through technical committee
 - Increase in R&D limit under section 2
 - Clarification of crop definition
 - Change from Accidental Damage to Unspecified Damage in line with market standard
 - Unproductive Salaries and Wages



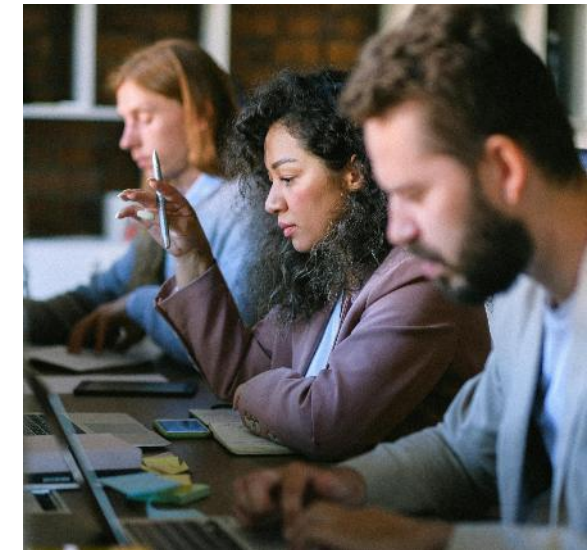
Property Protection

- Accuracy and timeliness of valuations remain critical
- Continuous improvement in Risk Management
- Contribution changes include
 - Value updates
 - New assets
 - Data quality
 - Loss history and
 - Rate change
- Standard retentions will be provided at renewal
- Rate reductions
- Active Assailant will include option to increase limit



Combined Liability

- The limit of liability and retention for General & Products Liability, Professional Liability, Malpractice & Clinical Trials remain unchanged
- Data collection remains important
- Sexual Molestation cover – 10m
- Wording changes are cosmetic this year
- The Coronavirus exclusion to remain as per expiry
- Cyber & Data Exclusion to remain as per expiry



Management Liability

- Covers D&O, EPL, Crime and Kidnap, Ransom and Extortion
- Limit of Liability and sublimits remain unchanged
- Deductibles remain unchanged
- All current endorsements will remain as per expiry
- Wording review



Cyber

- The limit of liability and retention remain unchanged
- Claims Protocol – Atmos has replaced Clyde & Co as first responder
- Onboarding sessions with Atmos
- \$2m sub-limit which currently applies to 2.5 Consequential Reputational Loss will be removed
- Emergency Assistance costs within the first 24 hours of claim notification remain
- We will be providing various limit options to members at renewal



Pandemic

- New product introduced in 2024
- The ERS pandemic policy no longer excludes the SARS-CoV-2 virus which causes COVID-19.
- The policy could cover all coronaviruses, known and unknown, if all triggers are met.
- Working on alternative trigger options with our reinsurers
- Will be offering members different automatic options up to \$5M, but larger limits up to \$200M can be offered on an individual basis



Next Steps

- Completion of all Data Collection information and updated COPEs by 31 July.
- Aim to have Renewal Quotations available from 7th October and Renewal Presentations commencing.
- Members confirm acceptance and preferred quote options by 27th October.
- Once acceptance of renewal terms received, Confirmation of Protections (CoP) can be issued.
- Offer of Membership & Membership Declaration is issued for final sign off.
- Certificate of Entry and Tax Invoices issued 1st November
- Payment of contribution is due by 30 November.





Q & A



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