

Case Study – Growth: Working together to review and build on the existing underwriting approach to support sustainable growth

The Question

“As a specialty insurer, what growth strategies should we incorporate into our five-year strategic business plan in order to achieve our goals?”

The Approach and Solution

- Developed and prioritized a set of strategic options to grow the company on a sustainable basis over the next five years
- Considerations included current and future appetite assessment, capital deployment scenarios, and underwriting platform options
- Built a roadmap for implementation of prioritized strategic options

The Outcome

- Helped the insurer assess and prioritize growth strategies based on appetite, required investment, premium uplift, and impact to shareholder equity
- Aligned on which strategies to include in the five-year strategic business plan
- Supported internal messaging and execution

