

# Just out: Captive trends and data

What you should know



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## Speakers and agenda



**Ellen Charnley**

President,  
Marsh Captive Solutions



**Michael Serricchio**

Americas Sales and Advisory  
Leader, Marsh Captive Solutions



**Lorraine Stack**

International Sales and Advisory  
Leader, Marsh Captive Solutions

- Highlights from our latest benchmarking data sets.
- Historic growth in captives.

# Captive use flourishes

Growth in numbers and premiums

**Historic growth in captives of all types throughout 2020 and the pandemic.**

**More than  
100 formations**



**Captives with the largest premium grew even more in 2020.**



**5% increase  
in captives with US\$20M+ in premium**



# Significant increase in cell formations

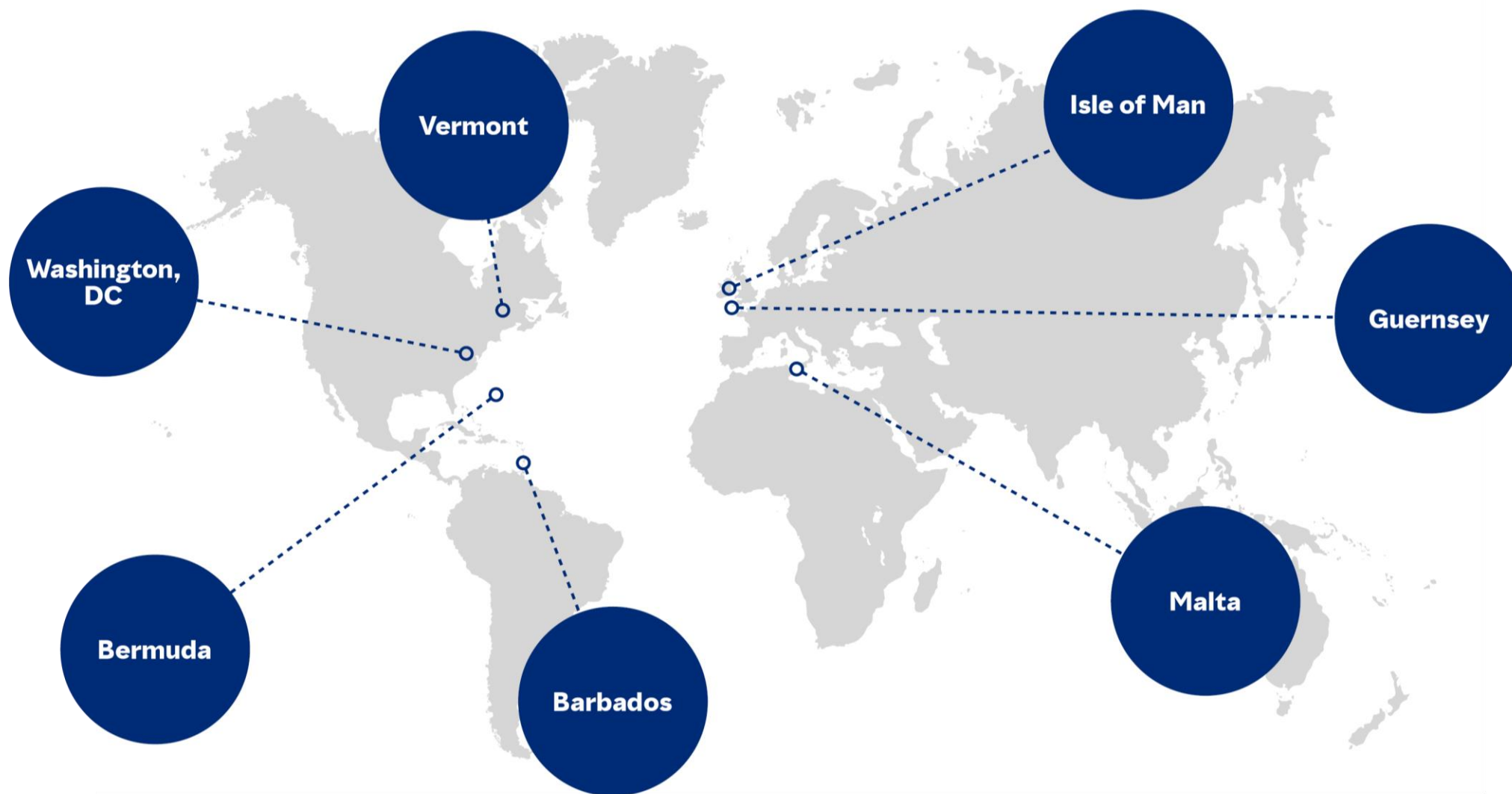
Types of captives also grow

# 53%



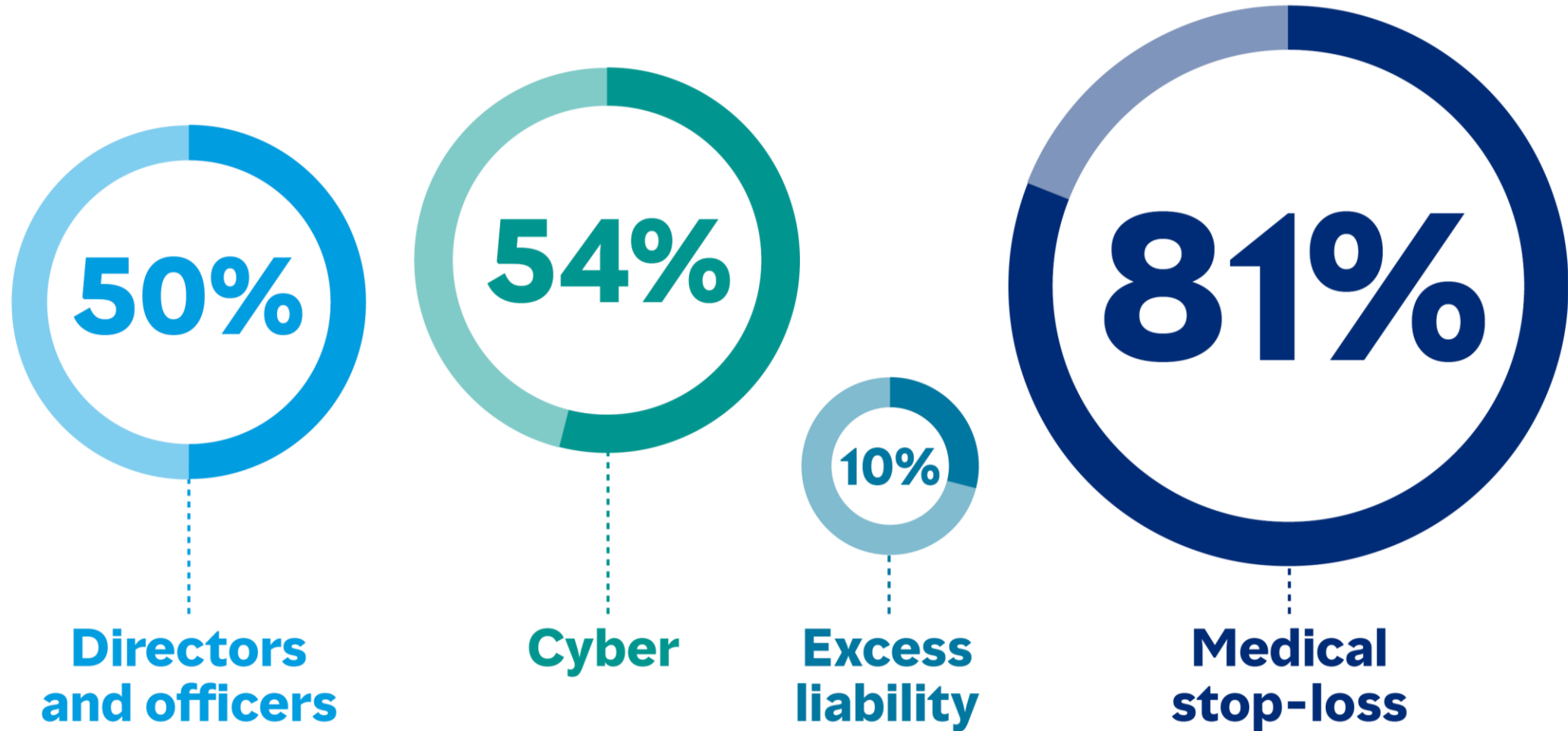
**increase in protected cell formations  
due to their simplicity, cost, and ease**

# Marsh cell captive facilities locations



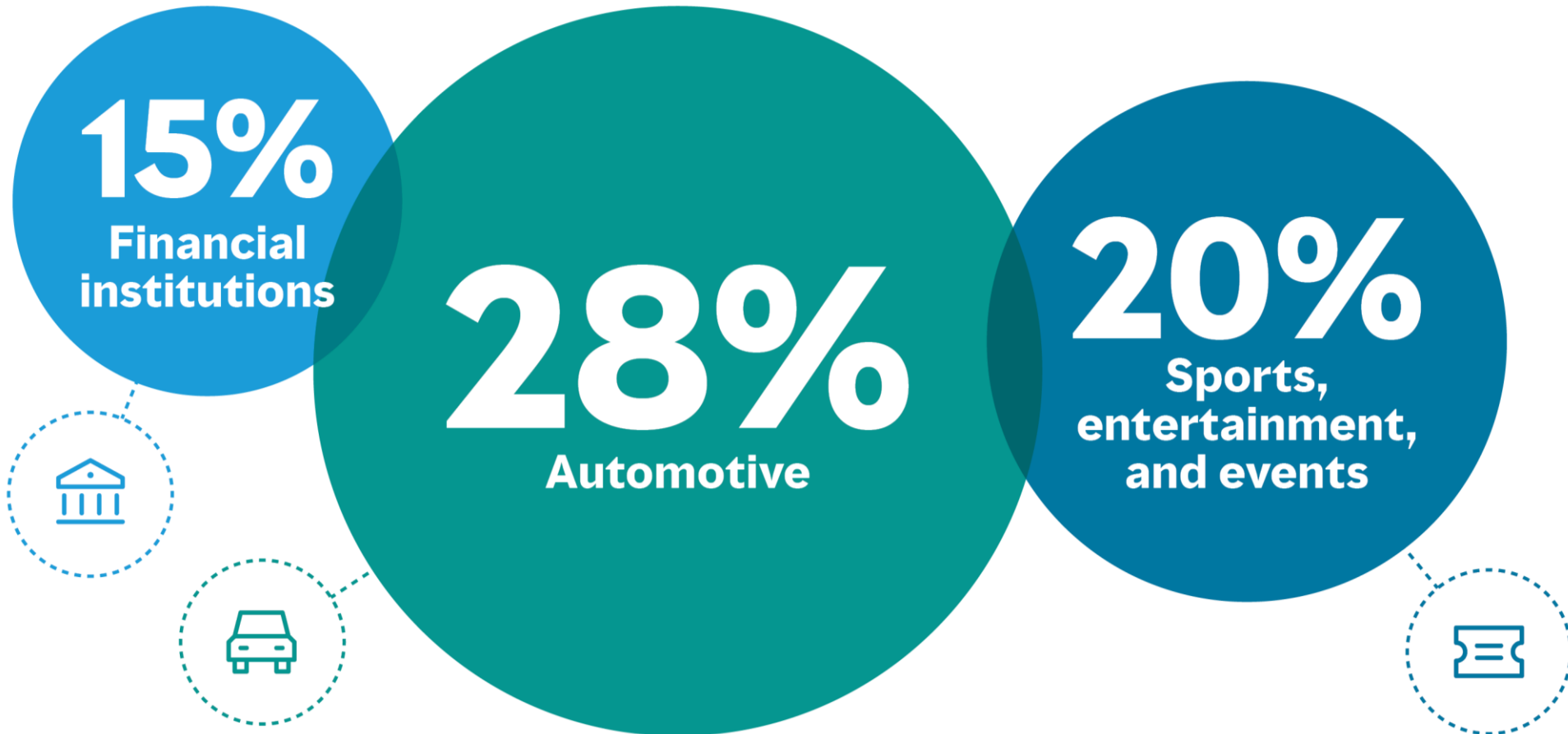
# Net premium growth by coverage

Premiums skyrocketed amid challenging insurance market conditions

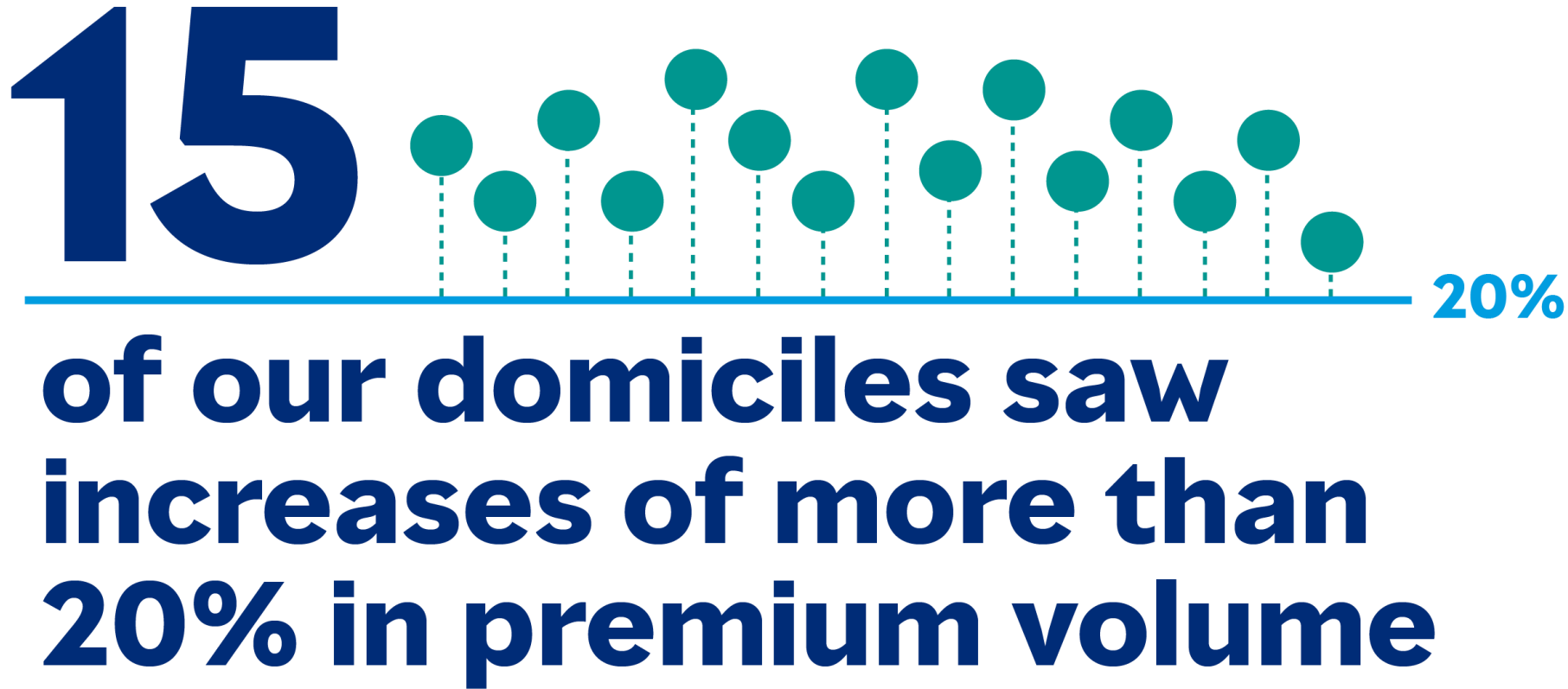


# Double-digit growth in number of captives by industry

Challenged industries looked to captives In 2020



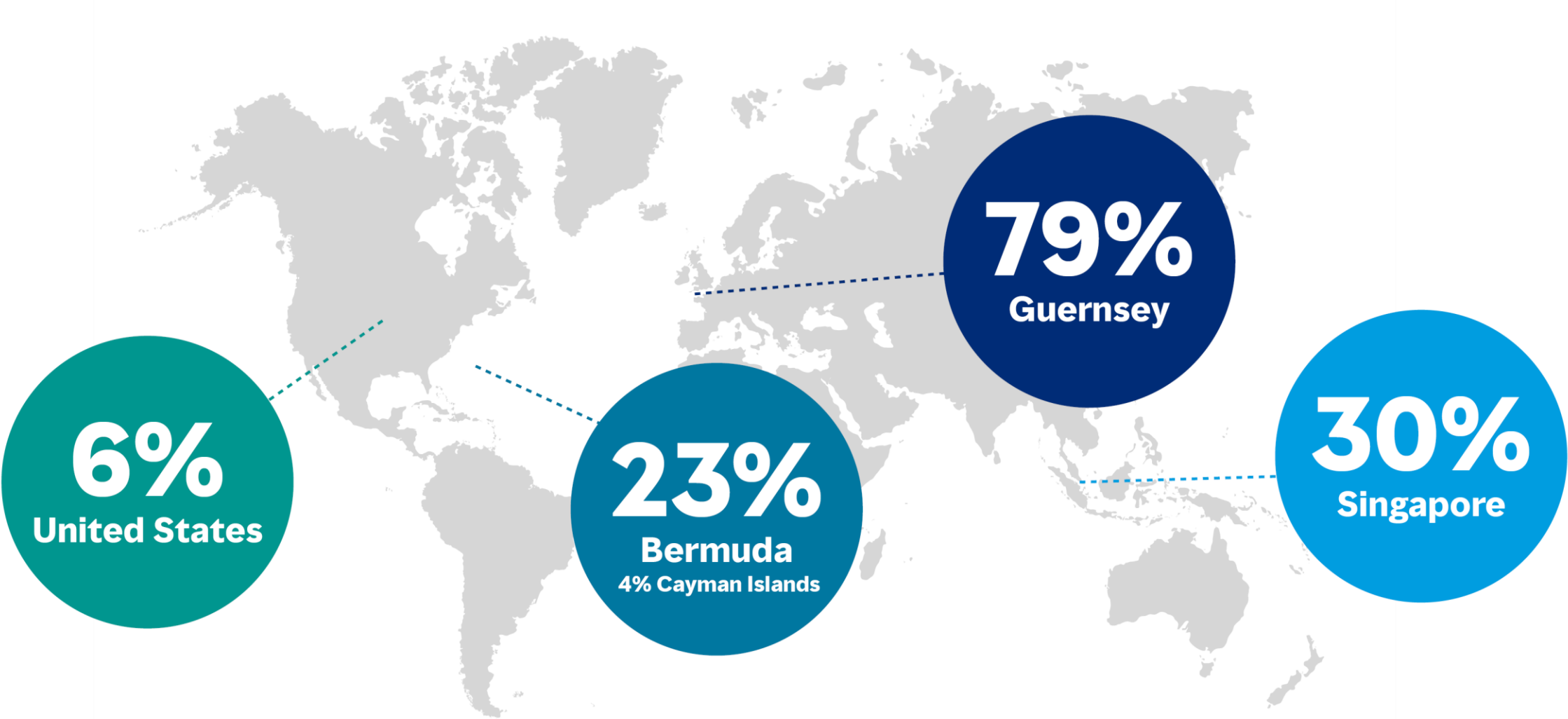
## Net premium growth by domicile





# Domiciles with the largest growth in premium

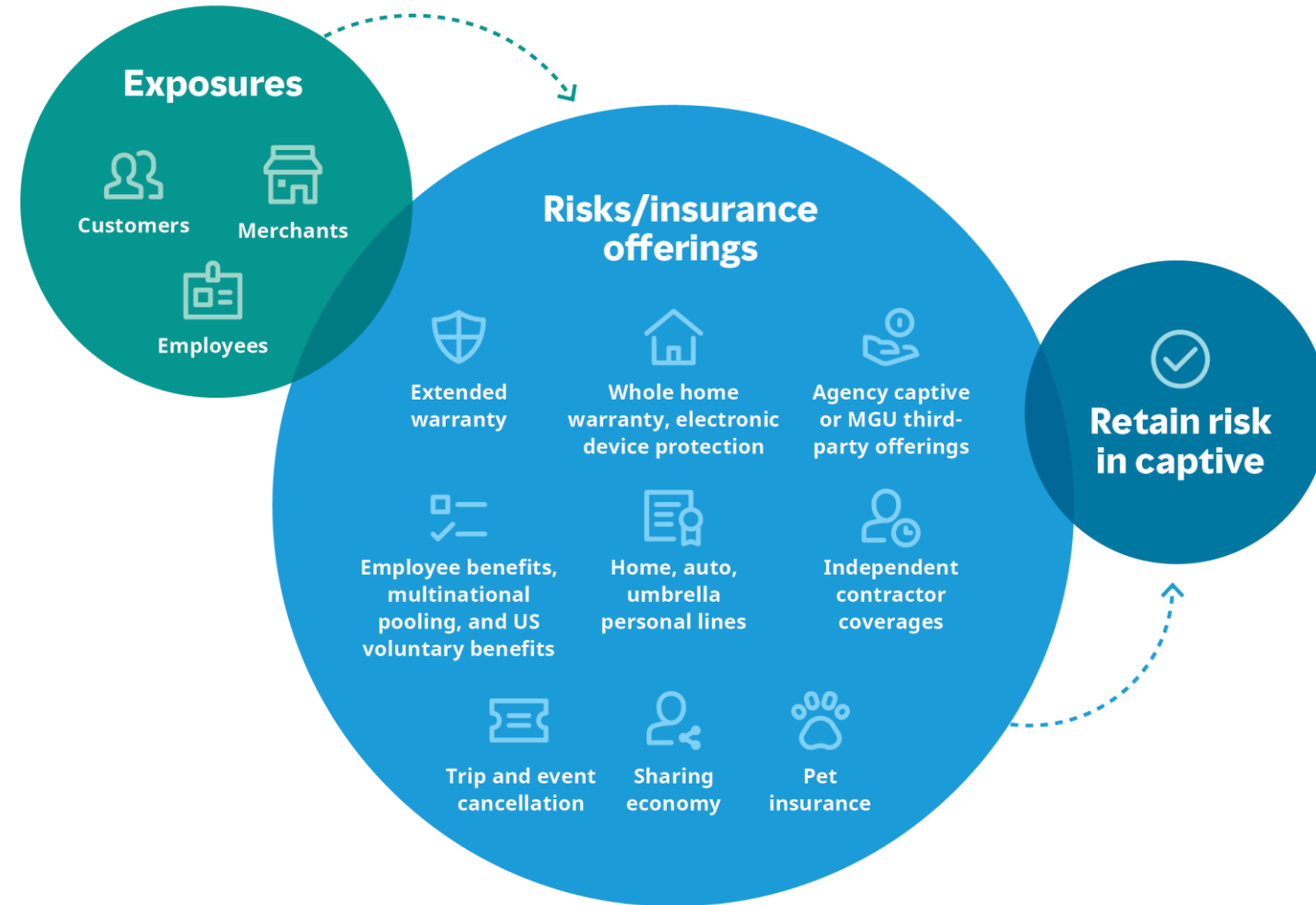
Growth across all regions



# Third-party unrelated risks

Diversification and technology drive profit centers in captives

**19%**  
of Marsh-managed  
captives wrote  
third-party  
property and  
casualty coverage



# Marsh Captive Solutions – making a difference

## Environmental, social and governance (ESG) initiatives

Marsh McLennan launched our inaugural ESG Report, *Changing What's Possible*, committing to reduce carbon emissions by **15%** below 2019 levels by year-end 2025 and to be **carbon neutral** in 2021.



Our offices span **19 countries**, with colleagues that are fluent in nearly **40 languages**.



Our most recent captive digitization efforts included sending **6,200** DocuSign envelopes, delivering **12,000** virtual board packs, and issuing **40,000** GCMS digital payment signings.



Female and/or minority leaders manage **seven** of our offices, with women making up **60%** of our team.



Decreased paper usage led to an estimated environmental savings of:

- **9,200** pounds of waste.
- **56,000** pounds of wood.
- **131,700** pounds of carbon.



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1166 Avenue of the Americas, New York 10036

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