

SAPPHIRE

S u m m i t

Moving & Storage

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Agenda

Industry Trends

2025 IAT Financial Results

IAT Appetite

Unity Launch

Value Proposition

Q&A

Moving & Storage Industry Trends

Industry Trends

Challenging Economic Environment

- Household goods moves challenged
- Military household goods moves reduced

Impact Across the Moving & Storage Industry

- Reduction in fleet, labor, and warehousing footprint
- Closing doors / going out of business
- Acquisitions
- Diversifying operations



Industry Trends

- **Moderate improvement expected**
 - Gradual sales growth expected
 - Flatter price appreciation is improving house affordability
- **Market trajectory heavily relies on interest rate movements**
 - If 30-year mortgage rates fall below 6%, sales volume is expected to trend back toward historic norms
 - Mortgage rates over 6% will continue to constrain the number of transactions
 - A 10-year Treasury yield over 4% is a growth impediment
 - Less than 4% is a leading indicator for growth
- **Commercial Auto Liability is the most under-reserved and challenged line**
 - Industry pricing lags loss cost trend for most carriers
 - Initial AY 2025 loss pick is 74.5%
 - Upward pricing pressure expected

IAT Results

2025 IAT Financial Results

- **Topline shrunk due to exposure reductions**
 - Business closures
 - Acquisitions
 - Reduction in warehouse locations
 - Fleet reductions
- **Auto line of business is the worst-performing line**
 - Frequency higher than expected
 - Auto severity continued to increase
 - Continued increased attorney representation

IAT Appetite

Target Appetite



- Risks in business five or more years
- Household Goods Movers
- Military Household Goods Movers & Storage
- Household Goods and Office Furnishing Logistics
- Office & Industrial Movers
- Van Line Affiliated or Independent
- Unit Size: 1-1,000
- Sweet Spot: 10-20 units
- Primarily guaranteed cost but will consider higher deductibles up to \$100K
- Umbrella / Excess limits up to \$5M

Support Evolving Risks

We work with best-in-class household goods moving and storage companies across the U.S. to find solutions to their ancillary operations, such as:

- Self-storage
- General freight
- Hospitality logistics
- Shredding
- Final mile delivery
- Day movers
- Warehousing
- Record storage

Target Lines of Business

IAT's package policy includes the following coverage on an admitted basis, as well as a supported Umbrella or Excess policy:



Auto Liability and
Physical Damage



Cargo, Warehouse,
and Equipment



Commercial
Property



Crime Coverage



General Liability

Transforming Our Moving & Storage Business: Unity Launch

Unity Launch: What's Changing & Why

Unity Overview

- Unity brings Policy, Billing and Data Analytics together into one platform
- Designed to make it easier to do business with IAT:
 - Updated products and ISO OCP Plan adoption
 - Faster response to market changes
 - Streamlined underwriting, reporting, and endorsements

Launch Scope

- New and renewal business effective 5/1/26 moves to Unity
- Excludes risks with primary locations in CA, WA, and NY (initial launch)
- New policy prefixes: MAS and MXS
- No change to submissions – continue to use premier@transguard.com

Unity Updates

- Terrorism:
 - Automatically included for GL, Property & IM
 - Auto LOB included only where required
 - No signed forms required
- Excess Coverage:
 - Follow form, no \$10k SIR, automatically quoted if renewal has umbrella
- Equipment Breakdown:
 - Auto-offered with Building and/or BPP coverage
 - Partnered with Hartford Steam Boiler
- Crime Endorsement:
 - Single limit bucket of coverages \$10k-\$500k, covering employee theft, fraud, money & securities
- MVRs: No longer required with submission (except CA, WA, NY)
 - IAT orders and pays for the MVRs on both new and renewal business
 - Agents submit annual driver list only

Value Proposition

Value Proposition

- **Providing M&S insurance for over 50 years**
 - Bringing consistency, stability, and expertise to you
- **Dedicated M&S underwriting team staffed coast to coast**
 - Enabling a direct relationship with agents and clients
 - Providing deep knowledge of the M&S industry to ensure your clients are protected
- **Loss control expertise**
 - Online resources
 - DOT compliance support
- **Claims availability and experience**
 - 24/7 availability
 - 200+ experienced claims staff with 20+ years of average claims experience
- **Available M&S coverage grant differentiators**
 - Insured authorized to adjust and settle small cargo and warehouse liability claims
 - Transit and Storage Gap Coverage to comply with Department of Defense (DoD) military household moves
- **Unity Deployment**
 - Increase response time
 - MVR ordering

Thank you!

Questions?