

APPLIED COMMERCIAL INDEX™

# The Canadian insurance industry's premium rate index

Q4 2023



# Executive Summary

Overall, the magnitude of rate increases was down across all lines relative to average premium renewals in the same quarter last year with 7.55% in Q4 2023 down from 8.58% in Q4 2022. All lines of business except Retail Services saw decreases compared to the same quarter last year.

Quarter over quarter, Q4 2023 results showed average renewal rate change increased across nearly all lines of the most commonly placed Commercial Lines categories, including, Business and Professional Services, Real Estate and Retail Services. Average renewal rate change for Construction and Hospitality decreased in Q4 2023 compared to Q3 2023.

## Significant Findings

### **Business and Professional Services**

Q4 2023 premium renewal rate change average was 6.86%, up from the Q3 2023 average of 6.27%.

### **Construction, Erection and Installation Services**

Premium renewal rate change average was 7.48% for the quarter, down from the Q3 2023 average of 7.80%.

### **Hospitality Services**

Q4 2023 premium renewal rate change average was 7.73%, down from the Q3 2023 average of 8.11%.

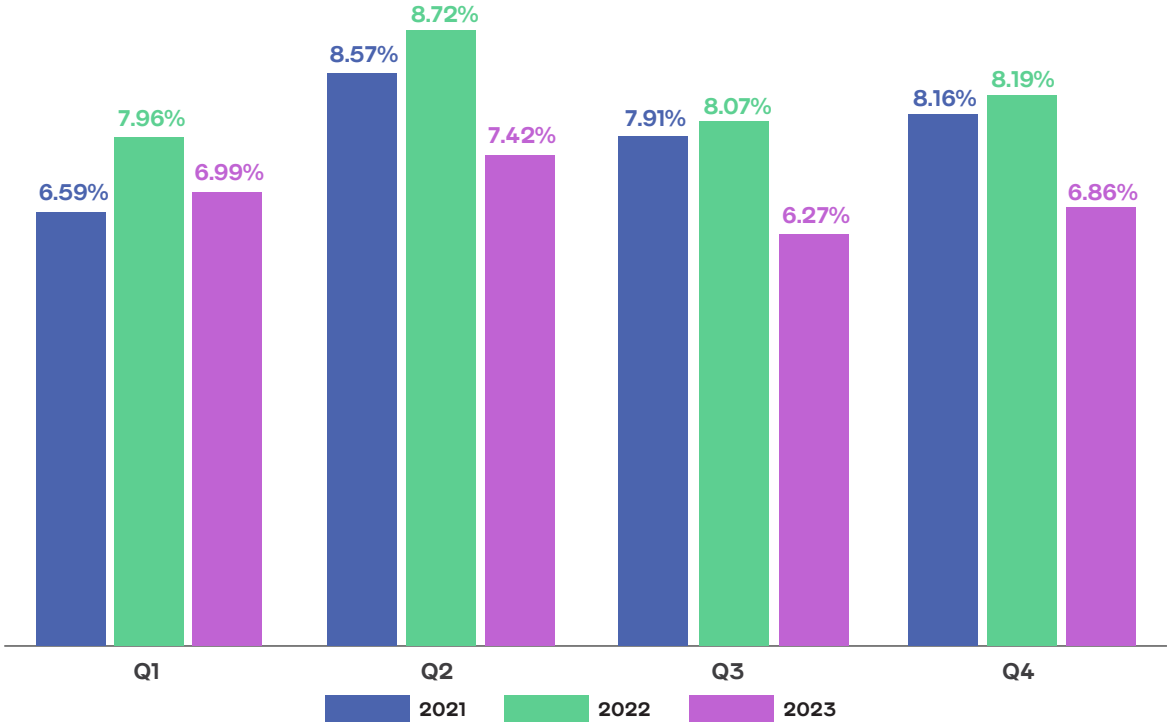
### **Real Estate Property**

Premium renewal rate change average was 7.86% for the quarter, up from the Q3 2023 average of 7.24%.

### **Retail Services**

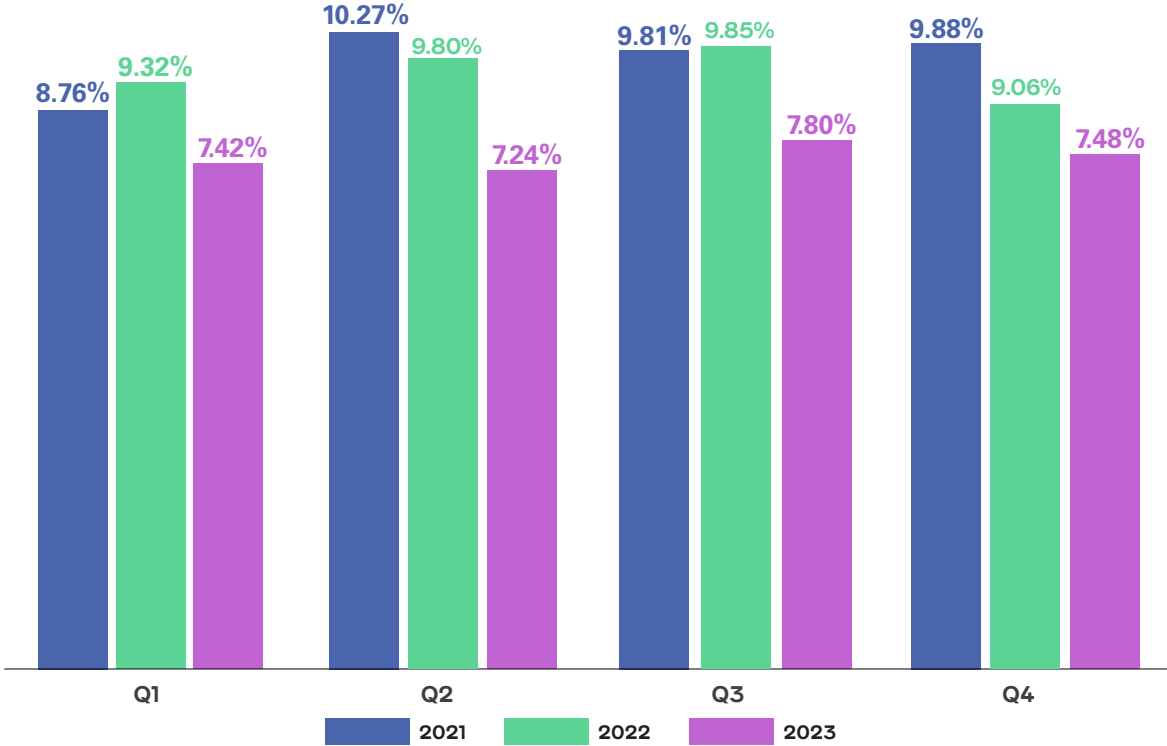
Premium renewal rate change averaged 9.22%, up relative to the Q3 2023 average of 7.73%.

# Business and Professional Services



Premium renewal rate change for Business and Professional Services averaged 6.86% in Q4 2023. Quarter over quarter, average premium renewal rate change was up as compared to 6.27% in Q3 2023. The Q4 2023 average premium renewal rate change was lower than the same quarter last year, which was 8.19%.

# Construction, Erection and Installation Services



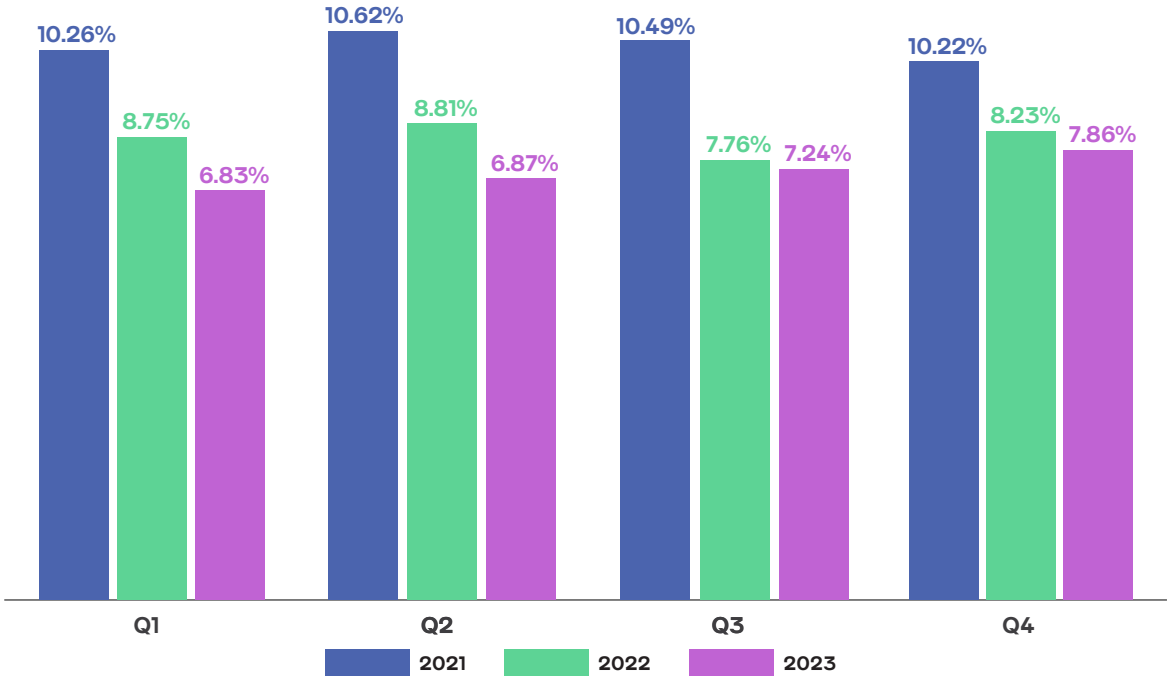
Premium renewal rate change for Construction, Erection and Installation Services averaged 7.48% in Q4 2023. Quarter over quarter, average premium renewal rate change decreased from Q3 2023 at 7.80%. The Q4 2023 average premium renewal rate change was down as compared to the same quarter last year at 9.06%.

# Hospitality Services



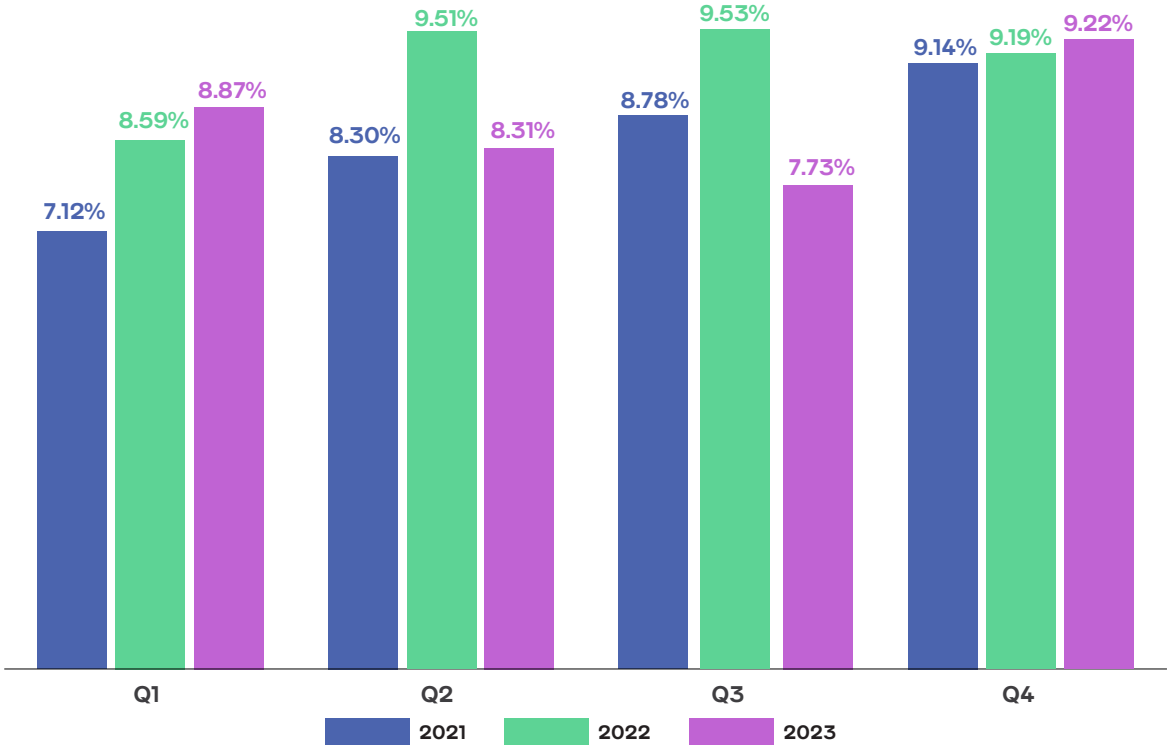
Premium renewal rate change for Hospitality Services averaged 7.73% in Q4 2023. Quarter over quarter, average premium renewal rate change decreased from Q3 2023 at 8.11%. The Q4 2023 average premium renewal rate change was down compared to the same quarter last year, which was 9.08%.

# Real Estate Property



Premium renewal rate change for Real Estate Property averaged 7.86% in Q4 2023. Quarter over quarter, average premium renewal rate change was up as compared to 7.24% in Q3 2023. Year over year, the Q4 2023 average premium renewal rate change was down from 8.23%.

# Retail Services



Premium renewal rate change for Retail Services averaged 9.22% in Q4 2023. Quarter over quarter, average premium renewal rate change was up as compared to 7.73% in Q3 2023. The Q4 2023 average premium renewal rate change was up from the same quarter last year, which was 9.19%.

# About Applied Commercial Index

**Applied Commercial Index is a data-driven report of current conditions and trends for premium renewal rate change within some of the most commonly placed commercial lines business in the Canadian market.**

Analyzing almost 22,000 data transactions per quarter, the Applied Commercial Index premium renewal rate change measures the premium difference year over year for various lines of business. All data used in the preceding analysis has been anonymized and aggregated, removing all potential identifying characteristics.



# About Applied

**Applied Systems is the leading global provider of cloud-based software that powers the business of insurance. Recognized as a pioneer in insurance automation and the innovation leader, Applied is the world's largest provider of agency and brokerage management systems, serving customers throughout the United States, Canada, the Republic of Ireland, and the United Kingdom. By automating the insurance lifecycle, Applied's people and products enable millions of people around the world to safeguard and protect what matters most.**

For additional information on Applied Commercial Index, contact [info@appliedsystems.com](mailto:info@appliedsystems.com). All media, analyst, and consultant inquiries can be directed to Lauren Malcolm at [lmalcolm@appliedsystems.com](mailto:lmalcolm@appliedsystems.com).





Applied Systems Canada  
161 Bay Street  
Suite 4130  
Toronto, ON M5J 2S1

[appliedsystems.ca](http://appliedsystems.ca)

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