

EXECUTIVE ENGAGEMENT OPPORTUNITY

Initiative Overview and Goals

AEGIS is committed to enhancing our engagement with both individual members and member organizations. A key strategic priority is to collaborate with risk managers to deepen our relationships with **C-suite leaders** through direct interaction, meeting with executive teams to align on the mutual value.

This initiative centers on three main objectives:

1. **Foster Executive Engagement:** Reinforce our commitment to the strategic value of insurance – often most evident in times of need.
2. **Deliver Actionable Insights:** Share expert analysis from Underwriting, Claims and Loss Control to help leaders anticipate and manage evolving risks.
3. **Support Risk Management Priorities:** Share best practices, highlight key initiatives, and explore collaborative opportunities while offering insights into market trends and challenges.

We invite our members to engage in this opportunity to strengthen relationships by exploring the evolving challenges facing our industry and identifying meaningful ways to address them together.

Meeting Preparation

We will work closely with you to create an agenda that supports your key objectives, addresses the needs and concerns of attendees, and supports your risk management goals.

Questions for Consideration



1. How familiar are the attendees with insurance, loss control and AEGIS's services?
2. How well do they understand the Mutual advantage?
3. What topics are your leadership team interested in learning more about, and how can we customize the agenda to address their needs?
4. Is there a specific initiative, project or idea that we can help support?

A tailored approach to each meeting works best; some meetings may be more introductory, while others may have specific objectives.

If you are interested in exploring this opportunity, please contact **Heidi Gossett** at **201.693.2667** or **HeidiGossett@aegislimited.com** to discuss next steps.

Please refer to the next page for a list of topics covered in past meetings and presentations.

Potential Areas of Focus

Topics covered in past meetings and presentations:

History and Overview of the Mutual



- The Mutual advantage and how we differ from the commercial market
- Current financials and company-specific updates
- Loss Control/Claims services overview

Member Relationship with AEGIS



- Current products and services purchased
- History of premiums and claims paid
- Additional collaboration touch points throughout the relationship

Specific Member Results and Benchmarking



- Underwriting – comparison of limits/deductibles and pricing adequacy in relation to peers
- Claims – claim trends/major losses and a comparison of overall loss history against peers
- Loss Control – highlights of services including review of key suggestions, best practices and benchmarking

Other Topics for Discussion



- Wildfire
- Renewables
- Battery Energy Storage Systems (BESS)
- Industry losses and lessons learned
- Cyber
- Energy transition and key concerns
- Claims and litigation issues
- Nuclear verdicts and increased cost of claims
- AEGIS's broader support of industry issues and cooperation with industry organizations

About AEGIS

AEGIS (*Associated Electric & Gas Insurance Services Limited*) was created in 1975 as a mutual insurer by and for the utility industry. Today, it has hundreds of member companies representing electric, natural gas and water utilities as well as other related energy companies. AEGIS Loss Control products and services are designed to help improve operations and reduce the long-term cost of risk for its member companies.