

## BEST'S REVIEW Editorial Calendar<sup>1</sup>

January 2019 Ad Close: 12/3/18	February 2019 Ad Close: 1/7/19	March 2019 Ad Close: 2/4/19	April 2019 Ad Close: 3/4/19
<b>Feature Packages</b>			
<b>Technology for Tomorrow:</b> Insurers take on the insurtech challenge.	<b>Developing the Next Generation:</b> As the insurance industry seeks to attract and develop young talent, <i>Best's Review</i> focuses on the issues related to the development of the next generation of industry leaders.	<b>The Next Round:</b> Insurtech startups have forced the industry to rethink customer experience. What comes next?	<b>The Risk Manager Wish List:</b> What do risk managers want from insurance carriers?
<b>Editorials, Exclusive Rankings &amp; Listings</b>			
<b>Exclusive Rankings &amp; Listings</b> <ul style="list-style-type: none"> <li>Auditors &amp; Actuaries – Property/Casualty, Life and Health</li> <li>Trade Show Calendar</li> </ul> <b>Coverage</b> <ul style="list-style-type: none"> <li>Life</li> </ul>	<b>Exclusive Rankings &amp; Listings</b> <ul style="list-style-type: none"> <li>World's Largest Insurers</li> </ul> <b>Coverage</b> <ul style="list-style-type: none"> <li>Life</li> </ul>	<b>Coverage</b> <ul style="list-style-type: none"> <li>Asset Management</li> <li>Life</li> </ul>	<b>Coverage</b> <ul style="list-style-type: none"> <li>Life</li> </ul>
<b>Issues &amp; Answers<sup>2</sup> (Advertorial)</b>			
<b>Accounting and Actuarial Services:</b> As insurers become increasingly focused on analytics, metrics and internal reporting, roles for auditors and actuaries are expanding. Actuarial and auditing firms share their insights into how they are helping insurers and reinsurers understand and use the expanding wealth of data and financial information.	<b>Career Development:</b> Education, training, information and service providers explain how they are helping insurers find, train and educate people to handle the demanding and sophisticated responsibilities vital to tomorrow's insurance industry.	<b>Programs and Wholesale Business:</b> Carriers, wholesale distributors and service providers explain how they develop and support today's expanding range of specialized program insurance offerings and distribution channels.	<b>Risk Modeling:</b> Risk modelers, analytic providers and consultants explain the latest developments in risk modeling, including new types of risk, new risk analysis products and new risk management frameworks.
<b>Bonus Distribution</b>			
<ul style="list-style-type: none"> <li>National Association of Catastrophe Adjusters Annual Convention</li> </ul>	<ul style="list-style-type: none"> <li>Emerging Leaders Conference</li> </ul>	<ul style="list-style-type: none"> <li>AM Best's Review &amp; Preview Conference</li> <li>Captive Insurance Companies Association Annual International Conference</li> <li>Combined Claims Conference</li> </ul>	<ul style="list-style-type: none"> <li>Wholesale &amp; Specialty Insurance Association Executive Leadership Summit</li> <li>National Association of Insurance Commissioners Spring National Meeting</li> <li>Capital I-Day</li> <li>Buffalo I-Day</li> <li>Risk &amp; Insurance Management Society Annual Conference &amp; Exhibition</li> </ul>
<b>A.M. BestTV Conference Opportunities</b>			
	<ul style="list-style-type: none"> <li>Emerging Leaders Conference</li> <li>Dubai World Insurance Congress</li> </ul>	<ul style="list-style-type: none"> <li>Captive Insurance Companies Association Annual International Conference</li> <li>19th Asia CEO Insurance Summit</li> <li>The Institutes Chartered Property Casualty Underwriters Society 2019 Reinsurance Symposium</li> </ul>	<ul style="list-style-type: none"> <li>Risk &amp; Insurance Management Society Annual Conference &amp; Exhibition</li> <li>Wholesale &amp; Specialty Insurance Association Executive Leadership Summit</li> </ul>
<b>Industry Background (FYI)</b>			
Reinsurers begin new coverage periods after January 1 renewals take hold.	Insurers are in the process of completing their annual regulatory filings that are due March 1. In the U.S., annual regulatory filings are known as "Statements." These are filed on a quarterly basis, with the most comprehensive filing, the Annual Statement, due to months after the year closes.  Large insurance events take place in Asia/Pacific and the Middle East.	Captive insurers from around the world gather for CICA event. Annual NAIC statements filed by March 1.	Focus turns to risk management as RIMS begins — the first of several events aimed at risk managers.

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## BEST'S REVIEW Editorial Calendar<sup>1</sup> (continued)

<b>May 2019</b> Ad Close: 4/1/19	<b>June 2019</b> Ad Close: 5/6/19	<b>July 2019</b> Ad Close: 6/3/19	<b>August 2019</b> Ad Close: 7/1/19
<p><b>A Dive into Data:</b> A look at how insurers are using data, and the challenges and opportunities that come with its use.</p>	<p><b>More than a Storm:</b> While June is the start of hurricane season, other catastrophes, both natural and man-made, are a focus.</p>	<p><b>Leaders:</b> Many insurers are growing through mergers and acquisitions. We look at recent deals and the new alliances and partnerships that insurers are forming.</p>	<p><b>Reinsurance:</b> The reinsurance industry plays a critical role in risk transfer, but the dynamics of this sector are still facing significant challenges.</p>
<p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Corporate Changes</li> <li>Industry Events Calendar</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Asset Management</li> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Top Global Brokers</li> <li>Top 200 U.S. Property/Casualty Writers</li> <li>Best's Rankings: U.S. Life/Annuity Insurers</li> <li>Top 75 North American Public Insurers</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Top 200 U.S. Combined Life/Annuity Insurers</li> <li>U.S. Property/Casualty Direct Premiums Written by Line</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Life</li> </ul>
<p><b>Pathways to Innovation:</b> Companies that provide strategic resources and expertise to insurers discuss their capabilities and possibilities.</p>	<p><b>Specialized Investments:</b> Asset managers, advisers, consultants and service providers discuss how insurers can better use the range of services and products that are remaking the world of insurance asset management.</p>	<p><b>Specialty Coverage:</b> Carriers, wholesalers, reinsurers and service providers explain how they are helping insurers and producers discover, develop and distribute the specialized coverages that have come to dominate key areas of the insurance world.</p>	<p><b>Captive Services &amp; Domiciles:</b> Domiciles, reinsurers, captive managers, brokers and service providers explain how they are helping risk managers and insurance organizations host their risk in a captive insurance organization.</p>
<ul style="list-style-type: none"> <li>National Association of Independent Insurance Adjusters Annual Conference</li> </ul>	<ul style="list-style-type: none"> <li>Insurance Accounting Systems Association 2019</li> <li>Bermuda Captive Conference</li> <li>Insurance Marketing and Communications Association Annual Meeting</li> </ul>		<ul style="list-style-type: none"> <li>Vermont Captive Insurance Association Annual Conference</li> <li>National Association of Insurance Commissioners Summer National Meeting</li> <li>Rendez-Vous de Septembre</li> </ul>
<ul style="list-style-type: none"> <li>National Association of Independent Insurance Adjusters Annual Conference</li> <li>Inland Marine Underwriters Association Conference</li> <li>Target Markets Mid-Year Meeting</li> </ul>	<ul style="list-style-type: none"> <li>Insurance Accounting Systems Association 2019</li> <li>Bermuda Captive Conference</li> </ul>		<ul style="list-style-type: none"> <li>Vermont Captive Insurance Association Annual Conference</li> </ul>
<p>Medical professional liability insurers gather. AM Best issues its annual special report on medical professional liability insurance.</p>	<p>June 1 is traditionally considered the start of the hurricane season.</p>	<p>Half-year earnings are posted. July is often a period of wildfire activity in the western U.S.</p>	<p>Captives take the spotlight at VCIA and related activities. Reinsurers gear up for annual renewal season.</p>

(continued)

# Editorial Calendar

September 2019 Ad Close: 8/5/19	October 2019 Ad Close: 9/2/19	November 2019 Ad Close: 10/7/19	December 2019 Ad Close: 11/4/19
<b>Feature Packages</b>			
<p><b>Passing Judgment:</b> Court cases can have a major impact on the industry. We look at some of the big decisions and cases and other emerging legal trends.</p>	<p><b>Underwriting:</b> Underwriting is critical for any insurer's success. What are the implications of new technology and innovation for today's underwriters?</p> <p><b>State of the Auto Market:</b> Our annual examination of market developments, including top auto writers by type of business and location, along with developments in underwriting, claims, marketing and coverage.</p>	<p><b>Workers' Comp:</b> Workers' comp is the largest commercial insurance line of business. We look at the new developments facing this critical sector.</p> <p><b>State of the Homeowners Market:</b> Our annual examination of market developments, including top homeowners writers by type of business and location, along with developments in underwriting, claims, marketing and coverage.</p>	<p><b>The Changing World 2020 Vision:</b> As we look ahead to 2020, we consider the political, social and cultural environment and what it means for insurers.</p> <p><b>Inland Marine and Marine Insurance:</b> Our annual examination of market developments, including top writers.</p>
<b>Editorials, Exclusive Rankings &amp; Listings</b>			
<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Leading U.S. Life/Annuity Writers</li> <li>Top 50 Global Reinsurance Groups</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Asset Management</li> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Top Auto Writers</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>U.S. Homeowners Multiple Peril</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Life</li> </ul>	<p><b>Exclusive Rankings &amp; Listings</b></p> <ul style="list-style-type: none"> <li>Top U.S. Ocean Marine, Inland Marine, Fire &amp; Allied Writers (Ranked by Direct Premiums Written)</li> </ul> <p><b>Coverage</b></p> <ul style="list-style-type: none"> <li>Asset Management</li> <li>Life</li> </ul>
<b>Issues &amp; Answers<sup>2</sup> (Advertorial)</b>			
<p><b>Mutual Success:</b> Mutual insurers, reinsurers, agents, brokers and service providers explain why this form of insurance remains a key sector, and how mutual insurers are managing risk, investments and claims.</p> <p><b>Insurtech:</b> Technologists, service providers, insurers, reinsurers and consultants explain how insurers are using technology in today's competitive market.</p>	<p><b>Life Tech:</b> Technologists, consultants and insurers examine the new technology and tools life insurers are using to create new products, new channels to reach consumers and producers, and new ways to manage their businesses.</p>	<p><b>Workers' Comp:</b> Insurers, brokers, wholesalers and others discuss the technology and systems that are helping to better underwrite, monitor, control losses and handle claims in the important but challenging workers' compensation sector.</p>	<p><b>Risk Securitization:</b> Investment and risk professionals, brokers, insurers, reinsurers and others discuss the growing role of securitization risk, insurance-linked securities, collateralization and other movements that are bringing new risk products and solutions to insurers, reinsurers and risk managers.</p>
<b>Bonus Distribution</b>			
<ul style="list-style-type: none"> <li>AM Best's Insurance Market Briefing – Canada</li> <li>Wholesale &amp; Specialty Insurance Association Annual Marketplace</li> </ul>	<ul style="list-style-type: none"> <li>Gamma Iota Sigma International Conference</li> <li>Society of Insurance Research Annual Conference &amp; Exhibit Fair</li> <li>American Council of Life Insurers Annual Conference</li> <li>Property Casualty Insurers Association of America Annual Meeting</li> <li>Target Markets Program Administrators Association Annual Summit</li> </ul>	<ul style="list-style-type: none"> <li>Insurance Managers Association of Cayman, Cayman Captive Conference</li> </ul>	<ul style="list-style-type: none"> <li>National Association of Insurance Commissioners Fall National Meeting</li> </ul>
<b>A.M. BestTV Conference Opportunities</b>			
<ul style="list-style-type: none"> <li>Rendez-Vous de Septembre</li> <li>National Association of Mutual Insurance Companies Annual Convention</li> <li>Wholesale &amp; Specialty Insurance Association Annual Marketplace</li> <li>Insurtech Connect</li> </ul>	<ul style="list-style-type: none"> <li>Property Casualty Insurers Association of America Annual Meeting</li> <li>American Council of Life Insurers Annual Conference 2019</li> <li>Target Markets Program Administrators Association Meeting</li> <li>Society of Actuaries Annual Meeting &amp; Exhibit</li> </ul>	<ul style="list-style-type: none"> <li>Insurance Managers Association of Cayman, Cayman Captive Conference</li> </ul>	
<b>Industry Background (FYI)</b>			
<p>Reinsurance renewal talks begin in earnest. Reinsurers, insurers and intermediaries traditionally begin reviewing annual commitments around the time of the Rendez-Vous conference, and continue through the PCIAA and Baden-Baden events before reaching January 1 commitments.</p> <p>The fall conference season opens after Labor Day. September is traditionally the busiest month of the year for insurance conferences.</p>	<p>U.S. life insurers and property/casualty insurers hold annual conferences.</p>	<p>November 30 is traditionally considered the end of the Atlantic hurricane season.</p>	<p>U.S. insurers close out their statutory year.</p>

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