

DPRCG 2024 CONVOCATION

Welcome and Executive Remarks

Michael DesRochers, PE, LEED AP
Chairman
Loring Consulting Engineers, Inc.

Douglas A. Strong, RPLU, CRIS
Chief Underwriting Officer
AXA XL Design Professional



THE VALUE OF
TRUST

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TRUST

DPRCG 2024 CONVOCAATION



NOVEMBER 6-8, 2024

~~THE GROVE PARK INN, ASHEVILLE NC~~

Atlanta, GA



Helping Asheville

- DPRCG donations to support local efforts
- AXAXL employee donations
- Corporate matching campaign



**American
Red Cross**

GreenWorks



Welcome to Atlanta



Welcome Special Guests

- AG&E
- Eberly & Associates, Inc.
- ESP Associates
- Ware Malcomb
- ARW (pending)

Welcome New Members!

- Fleis & Vanderbrink Engineering
- Hanbury Evans Wright Vlattas*
- Kaas Wilson Architects, LLC
- Method Studio*
- PEA Group
- PSOMAS*
- Ratio
- Shears Adkins Rockmore Architects, LLC*
- TLL



Membership Update

178 Members
9 New

**Risk Mgmt
Workshop**
45 Attendees

**Leadership
Forums**
**118
Attendees**

**98% Member
Firm
Retention**

Convocation
**348
Attendees**

Financial 39
Legal 22
Risk 57

Financial Strength

AXA Group 2024 Half Year Results



Gross Revenues

€ 59.9B

+7% vs. H123

Underlying Earnings

€ 4.2B

+ 4% vs. H123

Underlying EPS

€ 1.87

+4% vs. H123

Solvency II Ratio

227%

Stable vs. FY23

“We have delivered strong growth across all lines of business, leveraging the attractive positioning of our franchise and a positive initial contribution from growth initiatives. P&C revenues were up 7%, with continued good demand, notably in Commercial lines, and positive pricing dynamics across all lines.”

Thomas Buberl,
Chief Executive Officer of AXA

AXA XL RESULTS

- We’ve demonstrated strong results and are positioned well for the future
- Gross written premiums and other revenues at **€11.3 billion** vs €10.3 billion in H123; resulting in a growth rate (on a comparable basis) of +7.2%
- Underlying earnings at **€1.0 billion**, +10% vs H123 under IFSR17/9
- Combined ratio at **87.7%**, vs 89.0% at H123

*Access half year 2024 Earnings Presentation [HERE](#)

Severity- Average Claim (000's)

Average Claim \$156K

- Avg annual increase +13%
- Excess firm deductible

Average 1.8 Claims per Year

Top Claims by Project Type

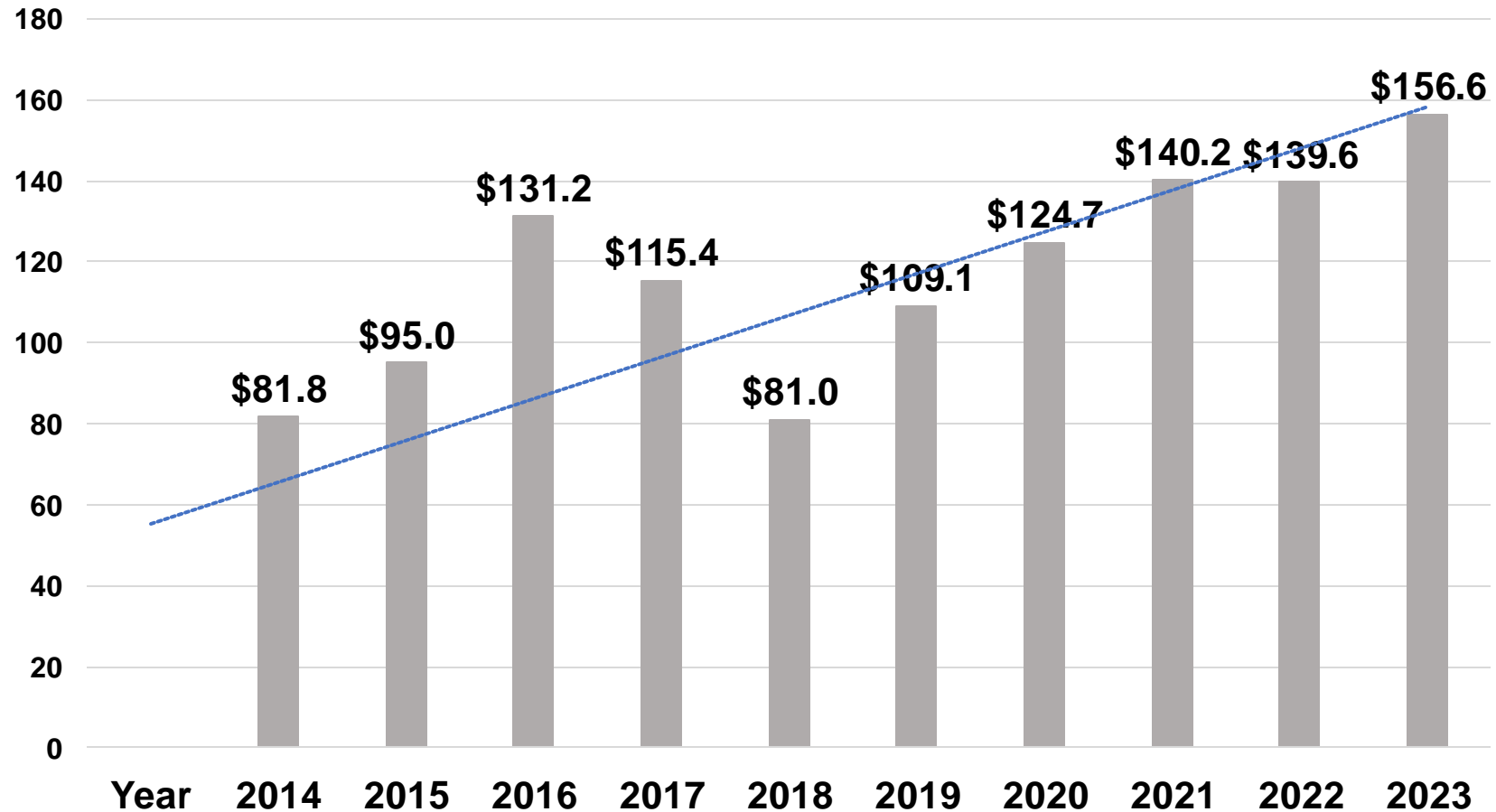
- Residential

Top Claims by Discipline

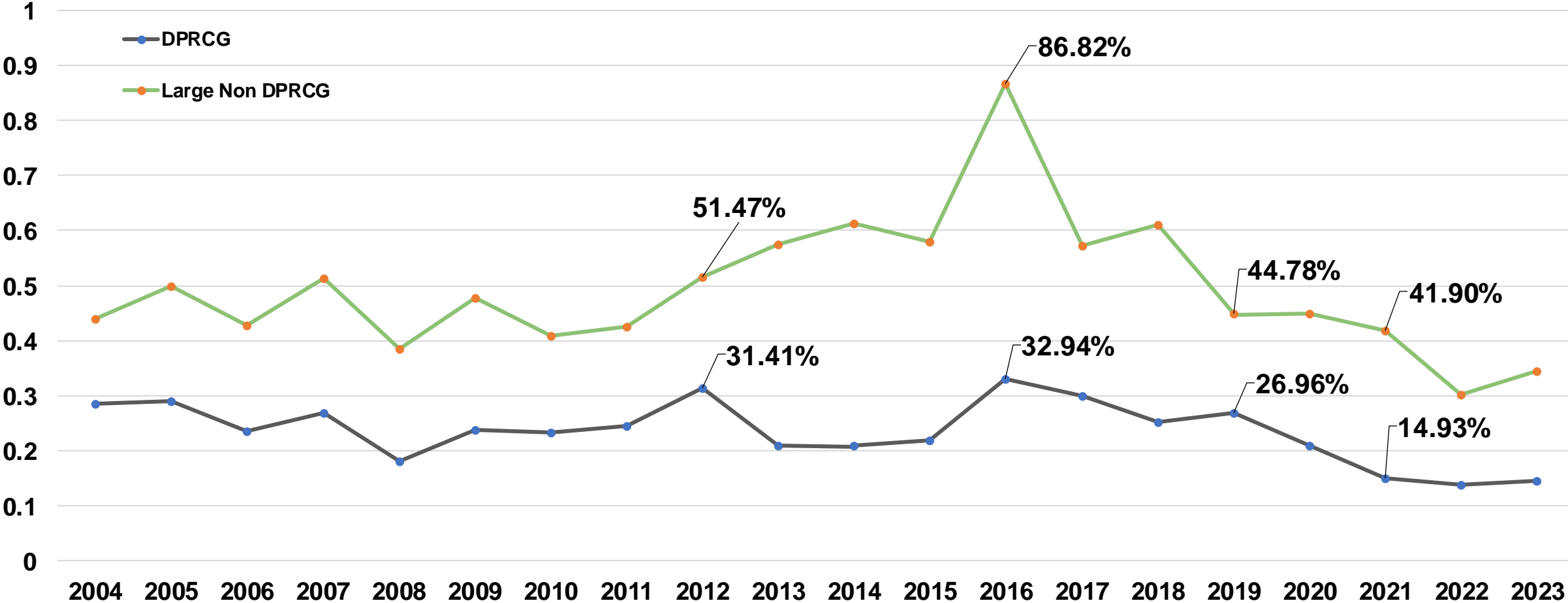
- Mechanical
- Structural

Top Claim Drivers

- Technical Issues
- Project Team Capabilities
- Communication



DPRCG vs Non-DPRCG Firms: Claim Development



Risk Trends | Member Focus

Client & Project Management

- Building and Conveying Trust
- Alternative Delivery
- Risk Management Fundamentals

Talent

- Demand
- Competition
- Retention strategy
- Management

Technology

- Future of Work
- A.I. Tools and Technology
- Communications
- Change Management

Risk Trends | Member Focus

Contracts

- Arbitration is up
- "Flow down" provisions absent
- Standard of care is evolving

Ownership Transition

- Internal Perpetuation
- Transition Planning
- The Right Journey

Claims

- Strategy
- Prioritizing efforts
- Commitment

Convocation Forums

Financial Forum

Risk Management Forum

- Full day sessions
- Focused topic discussions
- Attendee created agendas
- Member facilitated



Risk Management Workshop

- Supports members in building a culture of Risk Management
- Created for emerging leaders with 7-15 years of experience
- Limited to 35 attendees to enable maximum participation and networking

April 22-24, 2025

Atlanta, GA

THE STARLING



Risk Management Peer Review

- Tailored to your firm's needs / schedule
- Custom-selected peer reviewers
- Fully confidential
- Improved professional practice
- A more risk-aware culture

3 offered per year



Hear from a Peer

- Multiple sessions
- Led by Board members
- Informal and informative
- Roundtable format
- 2024 topics:
 - Practice Management (March)
 - Technology (June)
 - Economy (September)



DPRCG: Connecting with Peers



Thank you to the Board Members for helping to make this possible!



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