

# GUIDE TO BEST'S MARKET SEGMENT OUTLOOKS

A market segment outlook reflects AM Best's forward-looking assessment of the expected operating environment and conditions within a segment over the next 12 months. It is based on factors such as economic conditions, the regulatory environment, the competitive landscape, as well as performance trends and other considerations. The outlook provides context for how these factors collectively shape the segment's trajectory.

A Best's Market Segment Outlook, like a Best's Credit Rating Outlook for a company, can be Positive, Negative, or Stable.

## Best's Market Segment Outlook

|          |                                                                                                                                                                                                                                    |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Positive | A <b>Positive outlook</b> indicates that market conditions are expected to improve or support operations and strong performance within the segment over the next 12 months.                                                        |
| Stable   | A <b>Stable outlook</b> suggests that market conditions are expected to remain broadly consistent with the current environment, with no material positive or negative shifts anticipated with the segment over the next 12 months. |
| Negative | A <b>Negative outlook</b> signifies that market conditions are expected to deteriorate or present challenges to operations and performance within the segment over the next 12 months..                                            |

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