



2025 **CIAB**



**PHILADELPHIA**  
INSURANCE COMPANIES

A Member of the Tokio Marine Group

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A Member of the Tokio Marine Group



**ONE** can be both the individual and the collective team  
**ONE** can be the accomplishment of the goals we set for ourselves  
And of course, **ONE** can be taking care of each and every client!

**ONE IMA** gives a depth to us as a whole

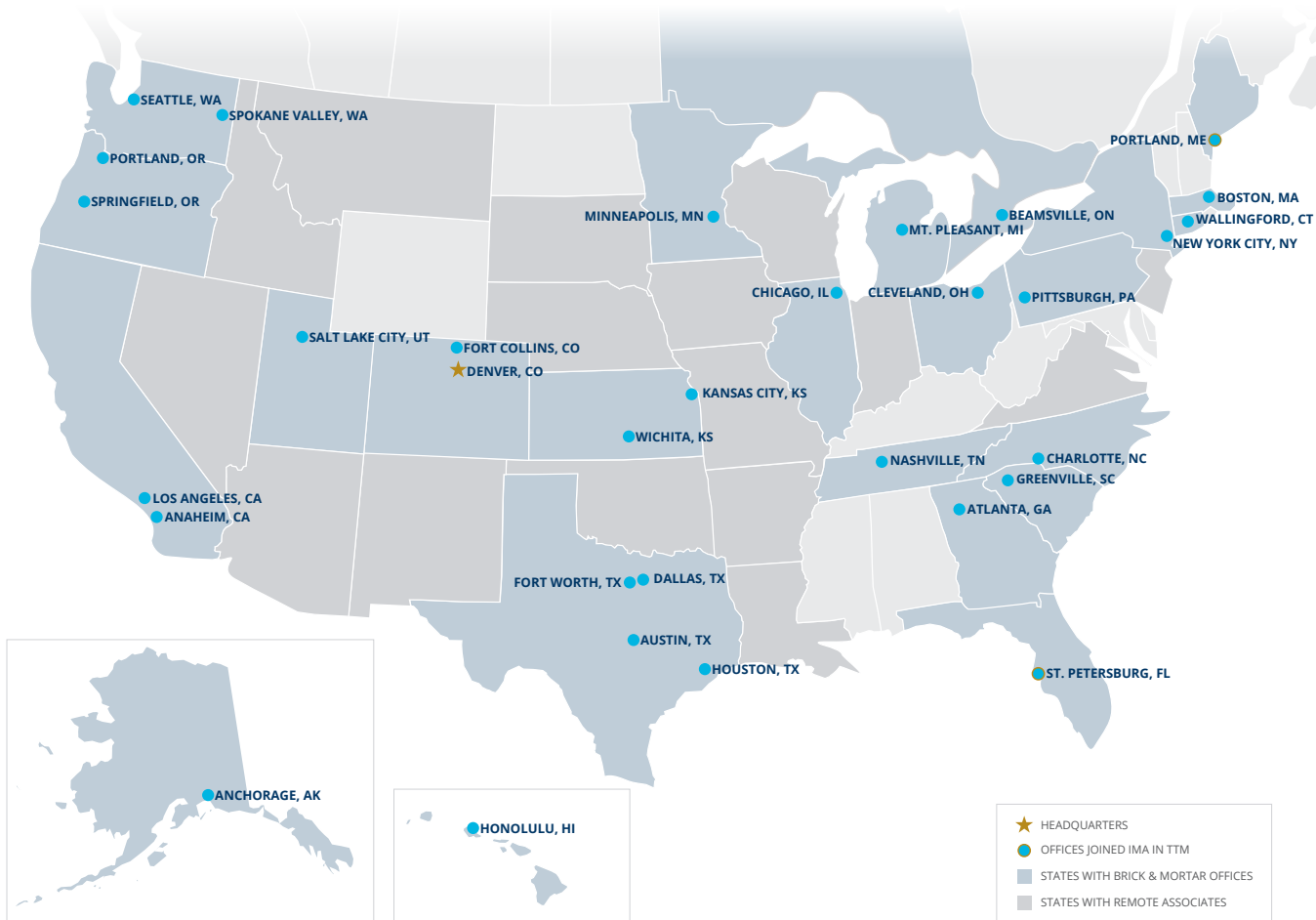
- + Our clients
- + Our associates and their families
- + Our communities

And creates a sense of belonging

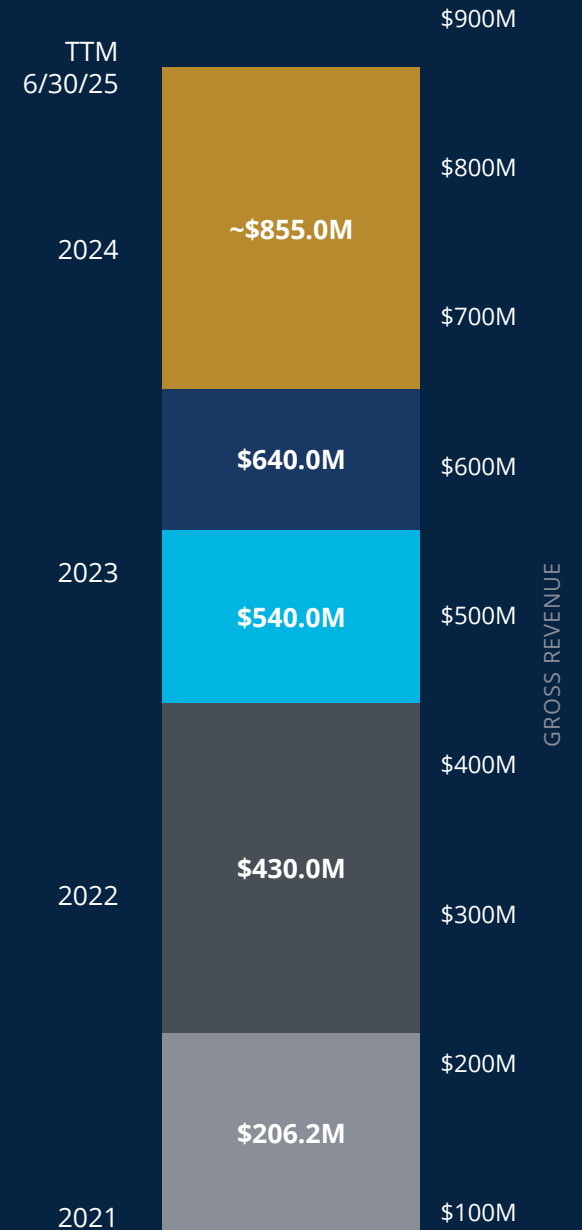
**This platform empowers IMA to be authentically who we are:**  
a collection of the best regional brokers in the country who are  
coming together to create the broker of the future.

- + That supports both personal and collective ambitions
- + That celebrates our accomplishments
- + That attracts diverse and talented associates
- + That is audacious and humble
- + That is confident and vulnerable

# IMA's Impact



# IMA's 5-year Growth



MORE THAN  
**\$8 BILLION**  
 — IN ANNUAL —  
**PREMIUMS**

IMA  
 REINVESTS  
**2X**  
 NATIONAL AVERAGE  
 IN CLIENT SERVICES

EMPLOYEE-OWNED  
 FOR OVER  
**50 YEARS**

# Philadelphia Overall Book

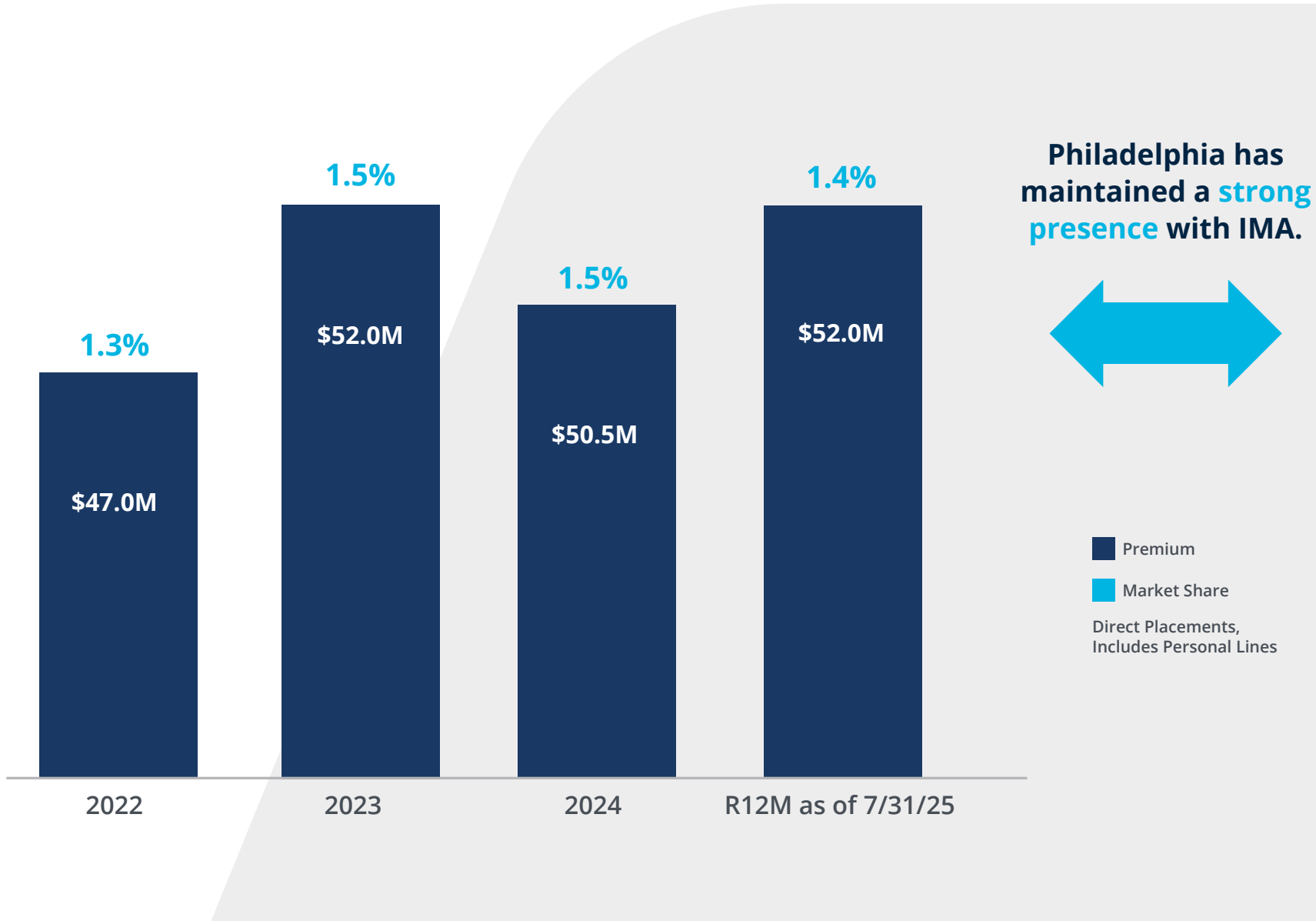
Ranking #9

## Total P+C Premium placed with Philadelphia by Effective Year

Strategic Carrier Partner

Includes IMA + Partners for all years shown, including pre-acquisition.

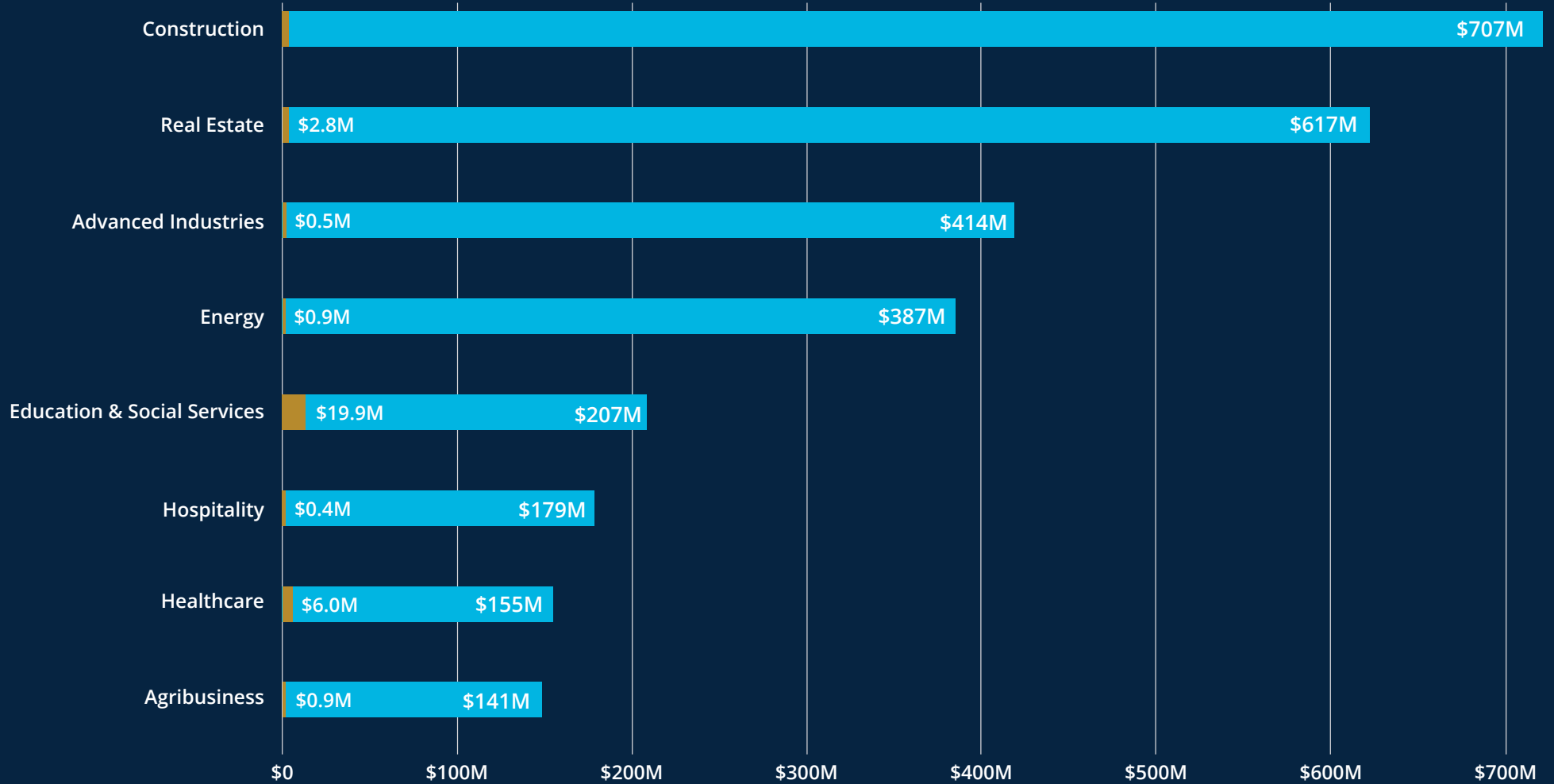
% shows Philadelphia's % of total IMA P&C premium



# IMA's 2024 Commercial Book by Specialty

IMA Top P&C Industries R12M as of 7/31/25 Premium

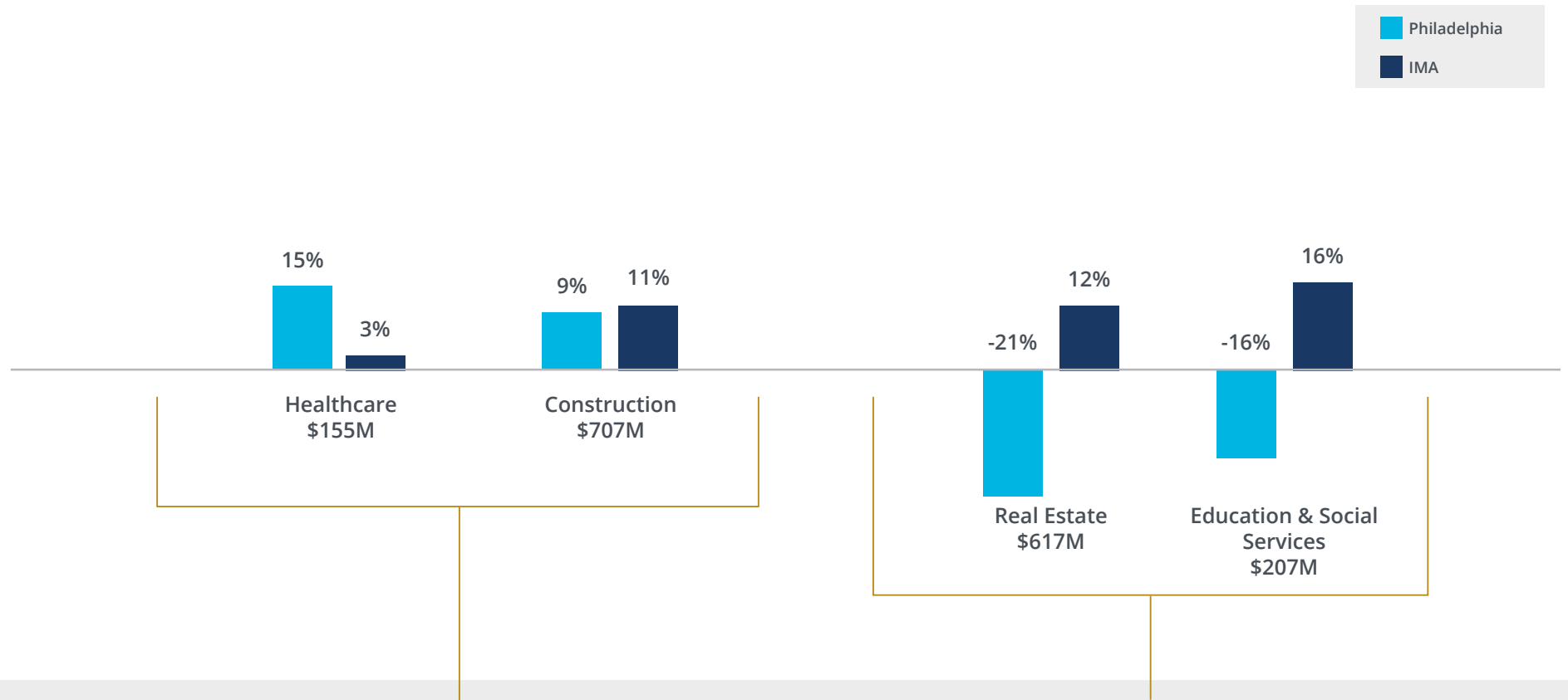
*Philadelphia's premium in each industry is shown in gold.*



# Philadelphia/IMA Industry Trends 18 Month Review

## Commercial Premium % Change from 1/1/24 to R12M 7/31/25

For selected specialties, based on effective date

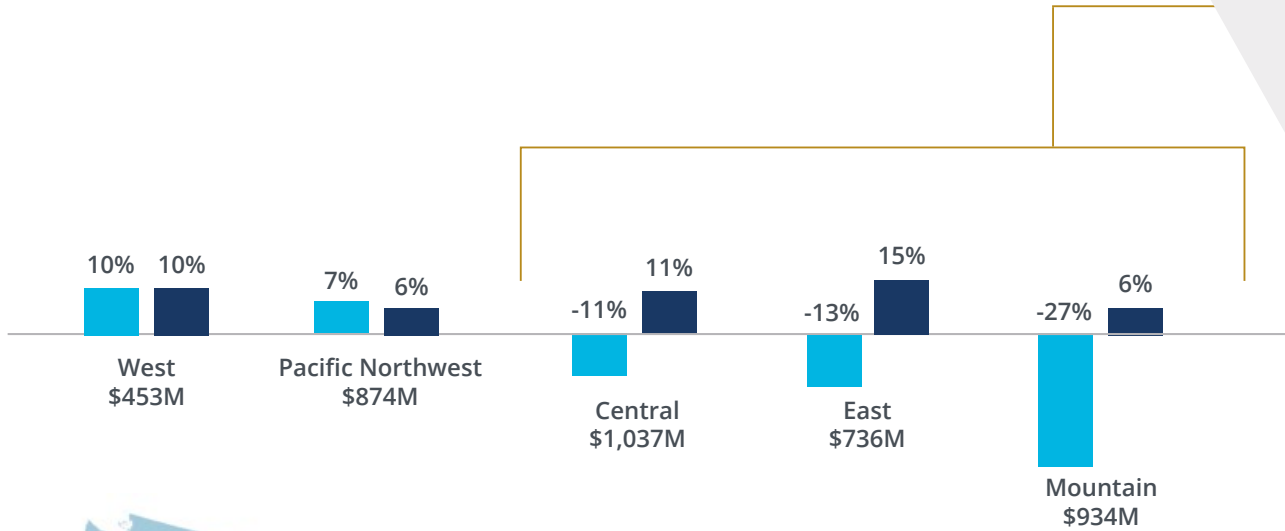


Philadelphia has outpaced IMA's **strong growth** in these industries. **How can we ensure we continue this momentum?**

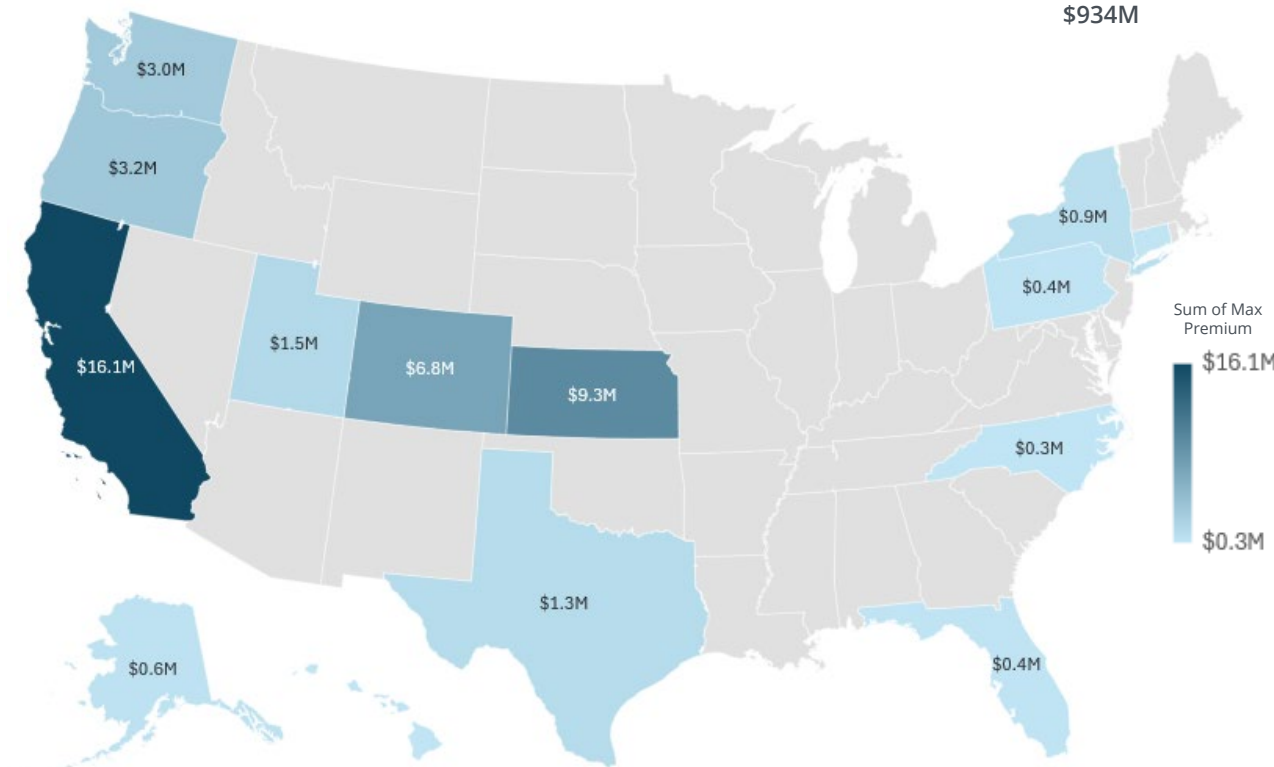
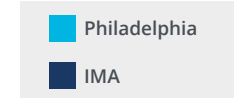
Philadelphia has lagged IMA's growth in **Real Estate and Education & Social Services** presenting an **opportunity to re-engage** in these industries.

# Philadelphia/IMA Regional Trends 18 Month Review

Commercial Premium % Change from 1/1/24 to R12M 7/31/25



Philadelphia's book in these regions suggest an **opportunity to further engage with IMA in these offices.**



Philadelphia Premium by IMA Office  
R12M as of 7/31/25

## Philadelphia Premium by IMA Office

Region	IMA Office State	R12M Premium
West	California	\$16.1M
Central	Kansas	\$9.3M
Mountain	Colorado	\$6.8M
PNW	Oregon	\$3.2M
PNW	Washington	\$3.0M
Mountain	Utah	\$1.5M
Central	Texas	\$1.3M
East	New York	\$0.9M
PNW	Alaska	\$0.6M
East	Florida	\$0.4M
East	Pennsylvania	\$0.4M
East	North Carolina	\$0.3M
PNW	Hawaii	\$0.3M
East	Connecticut	\$0.3M

# IMA Leadership at ILF



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The IMA Foundation is the nonprofit arm of the IMA Financial Group. We proudly support more than 100 nonprofit organizations annually across IMA's footprint. Fulfilling our desire to make even more contributions in the communities where we operate, the IMA Foundation will host fundraising events in ten of our key markets – Bellevue, Charlotte, Dallas, Denver, Kansas City, New York, Pasadena, Salt Lake City, Springfield, and Wichita.

Our carrier partners have been key to our success in raising additional funds for many great causes and we are looking to you for your support in 2025.

Learn more: [imacorp.com/foundation](https://imacorp.com/foundation)





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