As of March, 541 MGA conferences are approved for 2022 - 8% more than this time last year

- 104 total MGA conferences were held Mar-YTD – ~13% more than in prior two years but behind 2019, which was more front loaded
  - 72 TCS – up 13 or 22% vs 2021
  - 32 FCS – 1 fewer than 2021
- 3 cancelled conferences YTD

2022 conference submissions are at the highest level we have seen as of March, driven by a sharp increase in in Financial submissions (+20% MoM compared to ~13% prior 4y average)

- 717 2022 conference submissions Mar-YTD – 17% higher than prior year
  - 401 TCS – up 54 vs 2021 (+16%)
  - 316 FCS – up 52 vs 2021 (+20%)
- Conference submissions are tracked over a 24-month period - 12 months prior and throughout the subject year
  - Note: running total incudes submission not yet approved so the final count can be lower

Data from ICX as of March 31, 2022