



A high concentration of talent *and* a long history of success

Since The Hartford became the first property/casualty insurer authorized by a State General Assembly back in 1810, Connecticut has been considered an insurance capital of the world. Today, leading insurers continue to leverage our highly skilled workforce to pioneer new approaches and technologies. But insurance is just one of the financial sectors that is thriving in Connecticut. Our firms also rank among the largest — and top-performing — investment managers in the world.

National leaders in insurance talent

Thanks to its density of leading insurers, Connecticut has one of the highest concentrations of financial services professionals in the nation. As a percentage of employment across the state, Connecticut ranks:

- #1 in the U.S. for actuaries
- #1 in the U.S. for insurance employees

All totaled, nearly one out of every five workers in the state is employed in the finance and insurance sectors.



Source: Bureau of Labor Statistics, *Occupational Employment and Wages*, May 2013.



Source: Connecticut Economic Resource Center, *Connecticut's Finance & Insurance Industry*, June 2014; Institutional Investor, 2014.

Global leaders in asset management

Connecticut also serves as the headquarters for some of the world's largest money management firms, ranking:

- #2 in the U.S. for assets under management
- #3 in the world in U.S. equity assets under management

In fact, after New York and London, Greenwich, Connecticut, is considered one of the three top hedge fund hubs in the world.

Source: Institutional Investor, 2014

A huge asset to the state's economy

Nearly 200,000 people in Connecticut are employed in this sector, helping to propel the state's insurance payroll to #1 in the country as a percentage of total pay.

Success in this sector also serves to stimulate growth in other areas of the Connecticut economy, including legal, accounting and technology services.

In fact, every one new job in the insurance industry adds 1.5 jobs to the overall Connecticut economy.

Insurance and financial services accounts for nearly one-fifth (19.4%) of Connecticut's Gross State Product.



Source: U.S. Bureau of Labor Statistics, 2014.

A well-diversified industry sector

While a high percentage of the state's financial services jobs are in the insurance field (33%), there are many specialties represented both *within* the insurance industry, as well as *across* the broader financial services segment. Overall, there are more than 6,500 insurance and financial services companies across the state.

A who's who of financial leaders

Not only do Connecticut insurers drive the state's economy, they lead the global insurance industry. Here are just a few of the leaders that employ significant numbers of employees in Connecticut:

- The Hartford
- Travelers
- Aetna
- CIGNA
- United Healthcare
- Prudential
- Voya Financial
- MassMutual



On the financial services front, six hedge funds headquartered in Connecticut place among the world's largest funds. They are:

- AQR Capital Management
- Bridgewater Associates Inc.
- Discovery Capital Management LLC
- Graham Capital Management
- Structured Portfolio Management
- Wexford Capital LP

Source: Institutional Investor, 2014.

See for yourself why Connecticut continues to serve as such a global hub of financial services — from those who help individuals and institutions minimize risk to those who help them maximize opportunities. For more information on what advantages the state can offer you, simply visit CTforBusiness.com or call (800) 392-2122.