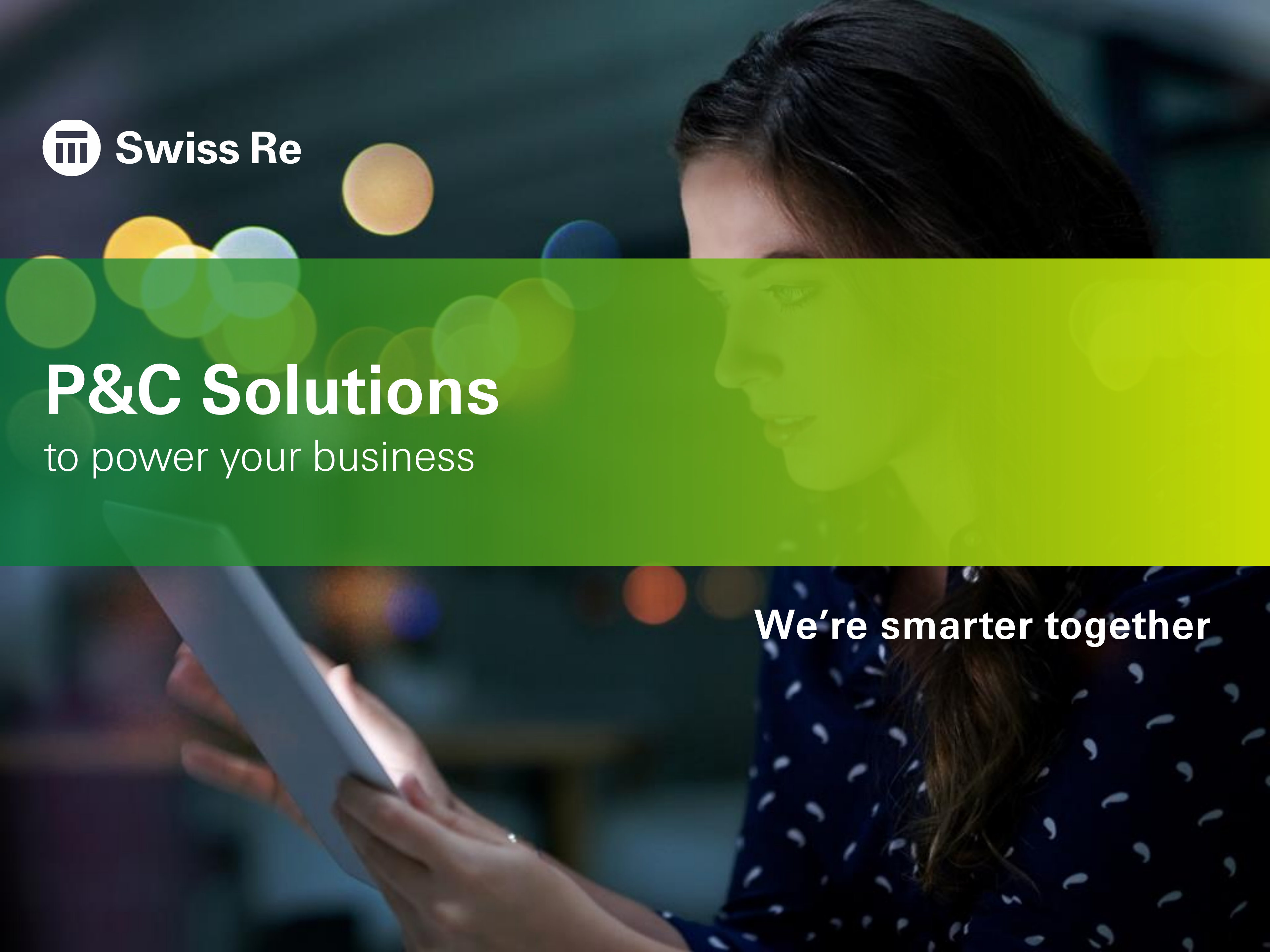
Swiss Re

P&C Solutions

to power your business



We're smarter together

The need to evolve and adapt to ever-changing environmental challenge is constant...

Shifting **market dynamics**

- Competitive and mature conditions
- Regulatory landscape/focus
- Limited traditional growth
- Need for greater efficiency

Changing **consumer preferences**

- Increasing value expectations
- Dynamic engagement
- Emerging new protection needs
- More personalisation

Evolving **new technologies**

- The digital customer and robo advice
- Big data and block chain
- Predictive and artificial intelligence
- New engagement platforms

We have designed solutions around your needs and challenges

1. Adapt & respond

- **Change quickly** to market dynamics
- **Respond** to specific challenges or opportunities
- Keep up with insurance **digitisation** and technological advancements.

2. Be more competitive

- Grow sales and revenue via **new product solutions**
- **Differentiate** in existing channels with improved customer value proposition
- Access **new markets**

3. Get more value out of your data

- **Enrich** your client portfolio data with **external sources**
- Perform **detailed portfolio modelling** and analyse your **loss drivers** with help from our analytics tools and capabilities

Swiss Re solutions are designed to accelerate your business ambitions

Your **needs**		Your **challenges**		
To **grow** your customers & revenue	+	To **awaken demand** & need for insurance	=	**Growth**
To become **more efficient**	+	To make the **process of buying** easier	=	**Efficiency**
To **improve profitability** of your book	+	To **retain** your best customers	=	**Profitability**

P&C Solutions for your every need

Increase efficiency, steer portfolios and grow into new markets and segments

P&C Analytics

- Portfolio Insights interactive risk visualisation for steering and growth
- Tailored P&C Analytics consultancy services to solve your every need
- Behavioural Economics solutions to boost client conversion & retention

Property & Specialty

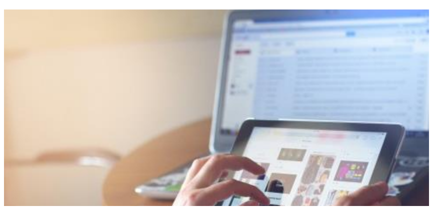
- CatNet® natural hazard risk analyser
- CatServer: NatCat modelling and expertise for your tools
- Sophisticated engineering underwriting with PUMA
- Agro Suite modular, end-to-end agriculture solutions

Cyber

- Cyber Product Suite for cyber insurance product development
- Cyber Analytics Platform: Score and manage portfolios & accumulation
- Identify and manage silent cyber exposures with Decrypt

Liability

- Analyse and model liability portfolios with Forward Looking Modelling (FLM) to grow into new markets and segments and provide input for your liability pricing tools
- Manage Casualty Accumulation risks



Parametric

- End-to-end pricing, risk monitoring, policy administration, automated claims pay out and real-time reporting for:
  - Flight delay
  - Earthquake
  - Tropical cyclone

Automotive & Mobility

- Insurance-relevant driver scoring with end-to-end telematics solution
- Grow strategically and steer portfolios with Motor Market Analyser
- Assess vehicle safety features with the ADAS Risk Score

SwiftRe®

- Online risk placement, claims and accounting platform
- Cost-effective risk management
- Full transparency into entire portfolio

Innovation

- Agile (co-)creation of next generation solutions
- Access to new risk pools and markets
- Fast development and time-to-market via Swiss Re's partner ecosystem

P&C Solutions: Support across your entire value chain

From innovative design to claims optimisation

Growth Efficiency Profitability

Portfolio Insights

Sophisticated visualisation tool that enables strategic portfolio steering and operational transparency. Powerful insights on risk accumulation, loss drivers and profitable business opportunities.

Portfolio Insights enables

- ✓ high transparency on risk volume, nature and trends to better manage portfolios
- ✓ embedded semi-automated actuarial analyses enabling improved assessment and strategic decision-making
- ✓ improved portfolio steering and avoidance of risk blind spots and accumulation coverage gaps

What Portfolio Insights clients say

Fast delivery	Efficiency	Strategic view
3 months	**Time saved**	**100%**
deployment of client specific platform with customised views	combining reports from all core functions to produce unified view	P&C portfolio integration enabling strategic steering and growth

“*Portfolio Insights enabled us to steer our P&C portfolio and substantiate strategic decision-making.*”

Growth

Efficiency

Profitability

P&C Analytics

Tangible data-driven business insights that help you grow your business, increase profitability and enhance efficiency. Comprehensive market analytics, detailed insights into loss drivers, refined customer segmentation approaches, behavioural economics analysis and other consultancy services to help you profitably grow.

P&C Analytics enables

- ✓ strategic insights on how to grow your business into new markets and segments
- ✓ granular insights into portfolio composition, loss drivers and predictors
- ✓ outside-in recommendations on most effective levers to improve business steering

What P&C Analytics clients say

Unlocked premium growth potential of

>10%

enabled by instant outside-in view on performance

Underwriting efficiency increase of

95%

through reduced time to underwrite commercial risks

Improved portfolio loss ratio by

6pp

through analysis of loss drivers and predictors

P&C Analytics brought market intelligence, tools and advisory to help us accelerate growth in new markets.

Growth Efficiency Profitability

Behavioural Economics

We apply concepts from behavioural economics into the way you communicate with your customers and agents to make purposeful changes designed to increase sales, reduce lapses, improve disclosure at underwriting and claims turn-around time.

Behavioural Economics enables

- ✓ insights into what unconscious biases motivate customers' and agents' decision-making
- ✓ actionable ideas that will drive favourable changes in customer and agent behaviour
- ✓ solutions that address every communication touch point – from retention and sales, to underwriting and claims

What Behavioural Economics clients say

Improved retention rate by

28%

through analysis of lapse drivers and change of messaging

Increased sales in new market by

180%

enabled by testing behavioural science biases

Increased claims acceptance by

27%

through standardising messaging and communication methods

"Adapting our communication using Swiss Re's Behavioural Economics solution is improving our conversion and retention rates without adding to cost – so it's pure gravy. Behavioural Economics brings fresh ideas that are different from those from people who grew up in the insurance or direct marketing business and are making a real difference to our bottom line."

Growth Efficiency Profitability

CatNet®

Online natural hazard atlas for efficient, accurate underwriting and risk management. One-stop-shop for scientific and industry data about hazards, catastrophic events, losses and exposure, globally.

CatNet® enables

- ✓ improved risk assessment for better bottom-line results
- ✓ easy integration into client platforms
- ✓ increased transparency over different markets and swift processes to reduce cost

What CatNet® clients say

Underwriting efficiency

50%

increase enabled by reduced risk assessment time

Productivity gain of

10%

through increased sales

Full coverage

100%

of markets covered and 12 most relevant perils

> *CatNet's risk assessments enabled us to improve our portfolio management and risk accumulation reporting, including compliance with Solvency II.*

Growth Efficiency Profitability

CatServer API

Access new risk pools efficiently via a tailored solution that inputs Swiss Re's global NatCat modelling and expertise into your tools and processes. Pick and choose risks that are consistent with your risk appetite. Grow your business and profitably steer your property books by combining your know-how and tools with Swiss Re's NatCat expertise.

CatServer API enables

- ✓ Pricing NatCat business on an individual risk level using Swiss Re's 167 global, multi-peril NatCat models
- ✓ Integration of Swiss Re NatCat data into your pricing tools via highly customisable API or white-labelled consumer front end
- ✓ Accessing previously inaccessible risk pools thanks to enhanced data and risk knowledge

What CatServer API clients say

Premium growth

+100%

achieved over the last 3 months

Quotes per day

>6000

generated instantly and provided to consumers

Expansion

>25%

take up rate of existing property insurance policy holders who expanded their coverage to flood

"Before this partnership we had to exclude flood from our homeowners policy. With Swiss Re's underwriting expertise and reinsurance support, we've eliminated the uncertainty around flood and can offer enhanced storm surge and heavy rain coverage to more Floridians."

Growth Efficiency Profitability

Parametric

End-to-end, fully digital parametric solution for natural catastrophes and flight delay insurance. Easy to customise platform solution that brings consumers and companies instant, hassle-free payouts based on predetermined triggers.

Parametric insurance enables

- ✓ simple and transparent natural catastrophe and travel insurance products
- ✓ instant, hassle-free payouts based on predetermined triggers
- ✓ easy integration and set up of a cost-efficient tool into your sales process and/or your distribution partners'

What Parametric clients say

Quotes are sent out in less than

1 sec

enabled by instant and automated underwriting engine

Claims settlement process

67%

faster through live event tracking and automated claims settlement

New product launch time

3 months

as the platform has pre-built modules for the entire consumer lifecycle which can be deployed with just an API integration

> *Swiss Re's parametric platform allows us to efficiently underwrite parametric hurricane risks. Its fully automated quoting and claims processes simplify insurance, meeting the needs of an increasingly digital generation.*

Growth Efficiency Profitability

PUMA

Swiss Re's PUMA (Project Underwriting Management Application) platform supports you in the assessment and underwriting of construction and engineering projects. Reference global framework for complex engineering risks enabling profitable business steering and growth.

PUMA enables

- ✓ a comprehensive rating, costing and pricing approach based on long-term experience, underwriting expertise and industry insights
- ✓ the ability to store, retrieve, copy and access quotes across an entire book of business, globally
- ✓ data-driven steering and management of construction and engineering portfolios with flexibility to parametrise according to your data landscape needs

What PUMA clients say

Underwriting efficiency increase of

20%

from standardizing and centralising underwriting procedures on a common platform

Cost benefit of up to

5%

from the decrease of total operating costs per annum

Productivity gain of

10%

thanks to online processing and reporting

PUMA helps our underwriters and actuaries accurately quote engineering risk covers. Its global scope, proven methodology and ease of use enables us to manage complex engineering risks quickly and confidently.

Growth Efficiency Profitability

Agro Suite

Full-stack agriculture insurance offering with embedded product design in a lean, modular ecosystem. Features include real-time index tracking, pricing, portfolio steering, claims management.

Agro Suite enables

- ✓ growing efficiently by structuring state of the art soil moisture products
- ✓ real-time high resolution insights into the vegetation conditions of your crop portfolio
- ✓ building trust and broadening your customer base through innovative and transparent products

What Agro Suite clients say

Efficiency increase of claims process	Productivity gain of	Improved portfolio loss ratio by
70%	**15%**	**6%**
enabled by reduction in processing time	through decrease in loss adjustment expenses	through analysis of loss drivers and predictors

> *Agro Suite´s opti-crop application brings enhanced transparency to drought index products. Its soil moisture based index tracker enables us to better steer our agriculture portfolio and manage risks.*

Growth Efficiency Profitability

Cyber Product Suite

Comprehensive product development toolkit for personal and commercial cyber insurance. Customisable offering including policy wording, risk assessment questionnaire and scoring, costing tool, third-party service provider selection and claims handling best practices.

Cyber Product Suite enables

- ✓ sustainably growing your cyber portfolio through a long term partnership and risk sharing
- ✓ accurate costing for the SME and Personal Lines segments
- ✓ building your product offering and accessing the rapidly growing cyber insurance market

What Cyber Product Suite clients say

Efficiency increase of

>50%

enabled by reduction in cyber product development time

Cost benefit of

75%

through reduction in product development staff costs

Annual growth rate of

15-30%

through access to rapidly growing insurance market

> *To meet the needs of our SME customers we needed to build a solution that is easy, cost effective and meets the needs of small businesses. Cyber Product Suite gave us all the elements to develop a SME cyber cover quickly that incorporates the fast changing needs of an increasingly digital marketplace.*

Growth

Efficiency

Profitability

Cyber Analytics Platform

Outside-in cyber risk scoring of individual companies and commercial portfolios. Identification of cyber risk exposures, accumulation paths and growth opportunities to help you steer portfolios and sustainably grow your cyber book of business.

Cyber Analytics Platform enables

- ✓ assessing cyber risk quality of an individual account as part of the underwriting process
- ✓ understanding your portfolio composition and performance drivers
- ✓ defining target markets and industry segments to steer your portfolio

What Cyber Analytics Platform clients say

Fast evaluation

<2min

to score a company

Risk scoring database with factors for over

250K

companies

SME coverage of

100%

relevant to assess small and medium enterprises

"Thanks to the Cyber Analytics Platform we are able to make faster underwriting decisions and grow our cyber book."

Growth

Efficiency

Profitability

Decrypt

Swiss Re and Capsicum Re have joined forces to offer a holistic cyber solution. Decrypt's scenario-based approach and uniform, transparent identification process provides effective portfolio cyber risk evaluation. We partner with you, offering analytical and actuarial services and reinsurance capacity, to help you manage the ever-changing cyber exposures in your portfolios.

Decrypt offers

- ✓ Valuable portfolio insight through best-in-class cyber risk evaluation
- ✓ Bespoke risk transfer solution
- ✓ Long-term cyber risk management partnership

Co-created by:

CAPSICUM RE
Innovate | Advocate | Inspire

Why Decrypt is important

Hidden cyber exposures

90%

of industry cyber event losses are silent[1]

Exposure perception amongst insurers

0-100%

portfolios thought to be exposed[2]

Decrypt supports insurers through

3 steps

1. Identification
2. Quantification
3. Risk transfer

"Silent cyber exposures and their accumulation potential are an increasing concern for the insurance industry. To safeguard our business, our customers, and to comply with regulations, we need a solution that gives us visibility into unknown cyber exposures, advisory on portfolio steering, and coverage to share the risks."

[1] Based on >$3bn industry loss from NotPetya
[2] According to 2017 UK PRA survey of insurers

Growth

Efficiency

Profitability

Forward-Looking Modelling

Exposure-based approach to cost liability business. Anticipates and incorporates changes in the risk landscape into the quantitative assessment of risks without having to wait for claims data.

Forward-Looking Modelling enables

- ✓ quantifying the impact of changing risk landscapes and anticipating the effect that legal, technological, economic and social changes will have on liability portfolios
- ✓ accurate pricing and liability risk pricing validation
- ✓ portfolio steering to drive profitable growth in new geographic territories and business lines

What Forward-Looking Modelling clients say

Underwriting profit growth of

5%

enabled by more accurate pricing

Underwriting efficiency growth of

10%

through more automated pricing process

Fast time-to-market

1 month

for pricing parameters to be updated for one market

> *Forward-Looking Modelling helped us strategically plan, grow and build customised new products.*

Growth Efficiency Profitability

Accumulation Manager

Tailor-made liability accumulation solution to help identify and manage portfolio accumulation risk. Data analytics, liability catastrophe and scenario modelling to mitigate and quantify accumulation exposure.

Accumulation Manager enables

- ✓ identification of relevant accumulation scenarios tailored to your portfolio
- ✓ active management of accumulation risk and identification of business opportunities
- ✓ portfolio protection from volatility while supporting your growth strategy

What Accumulation Manager clients say

Long term result volatility cut by

10%

through better diversification

Underwriting profit growth

2%

enabled by better pricing of large loss potential

Fast time- to-market

3 months

for accumulation analysis for client portfolio

> *Swiss Re's Accumulation Manager enabled us to identify and quantify the largest accumulation risk scenarios in our portfolio and to take actions to mitigate risks. The solution provides multiple value add avenues for us to explore, including: optimising our reinsurance protection, APRA regulatory compliance reporting enhancements, and identifying risk management opportunities with clients.*

Growth Efficiency Profitability

Telematics

A scalable, modular, end-to-end telematics solution to cut cost, improve risk selection, increase client loyalty and prepare for the connected car future. Complete and flexible with a device-agnostic, IoT telematics platform, a mobile app and an insurer portal with powerful analytics.

Telematics enables

- ✓ a solid database for decision making on driver risks and the development of corresponding tariffs or products
- ✓ scoring, analysis, product design and claims management
- ✓ turnkey solution with minimal in-house development efforts boosting your profitability and time-to-market

What Telematics clients say

Combined ratio reduced by

2-4pp

through better risk selection and improved driving behaviour

Upfront cash-out reduction of

100%

by covering technology spend via the reinsurance relationship

Increased customer loyalty by

3pp

through retention rate improvement

“Telematics enables us to attract and retain a better portfolio and help us remain relevant in the market.”

Growth Efficiency Profitability

Motor Market Analyser

Suite of analytical tools to assess motor markets globally. Motor Market Analyser fills missing information gap around geographical aspects of motor risk by modelling frequency and severity per location upfront and outside-in. Using the predictive model offers tangible insights on how to profitably steer your motor business, gain profitable market share and grow your portfolio.

Motor Market Analyser enables

- ✓ market segmentation, portfolio benchmarking and strategic planning
- ✓ leveraging the differences in the risk landscape and identifying profitable growth opportunities
- ✓ tariff design verification taking into account geographical aspects that complement, and can replace, portfolio data

What Motor Market Analyser clients say

Tackle cost base by

3-7%

by identifying overlapping sales points infrastructure

Reduced marketing spend by

10-15%

through targeting marketing better geographically

Reduced loss ratio by

1.5-3pp

through better sales and UW steering, and/or through pricing refinement

> *“Motor Market Analyser allowed us to design a tariff that makes auto insurance easier to understand, quick for consumers to buy and the risk selection more precise for us.”*

Growth Efficiency Profitability

ADAS Risk Score

Our scoring models help insurers continuously assess the risk impact of evolving car safety features and integrate risk scores into their pricing.

ADAS Risk Score enables

- ✓ portfolio analyses assessing effectiveness of ADAS features and their impact on insurers' motor books
- ✓ API access to scores in near real time for enhanced motor pricing granularity
- ✓ OEM/ADAS specific motor insurance growth campaigns

What ADAS Risk Score clients say

Fast delivery

>6 weeks

for first insights on the impact of ADAS on an insurer's motor book

Pricing impact

>30%

fewer rear-end accidents due to Automated Emergency Brake systems (AEB)

Comprehensive methodology

3 pillars

form the basis of the assessment methodology, combining Swiss Re's actuarial experience and car makers' engineering know-how

> *ADAS Risk Score and Swiss Re's partnerships with global car makers give us the right tools and support to understand the impact of car safety features and reflect that on our rating models.*

Growth

Efficiency

Profitability

SwiftRe®

Online facultative reinsurance risk placement, claims and accounting channel. Offers automatic capacity and greater underwriting efficiency for clients seeking to manage risk portfolios more effectively.

SwiftRe® enables

- ✓ automatic approval to Swiss Re capacity for pre-agreed medium-sized single risks or facilities
- ✓ faster turnaround of submission requests to allow clients to spend more time focusing on business growth.
- ✓ a reduction of administration costs for managing small to medium-sized (mid-market) risk portfolios

What SwiftRe® clients say

Access to new risk pools in only

5 min

enabled by fast response time and access to reinsurance capacity

Efficiency increase of

90%

through reduced underwriting processing time

Manage your portfolio real-time, anytime

24/7

access to online automated underwriting and Swiss Re reinsurance capacity

> *SwiftRe® is a core part of our offering and gives us an advantage in a highly competitive market.*

SOLUTIONS TO POWER YOUR BUSINESS

Let's work together to grow your business

Get in touch with your Swiss Re local representative to co-create the future.

Swiss Re