Cyber Product Suite

Cyber insurance product development for Personal Lines

EN

Facing global risks

Two-thirds of global losses are uninsured

Road safety
There are 1.2 million road casualties a year. Driver and vehicle scoring, as well as technologies like driver assistance (ADAS), can help us dramatically reduce road casualties and develop a safer mobility future.

Cyber risk
The annual cost of cyber crime to the global economy exceeds USD 600 billion. Cyber solutions help us better manage and mitigate risks.

Natural catastrophes
The natural catastrophe protection gap totalled USD 193 billion in 2017. Parametric solutions can make insurance more accessible, affordable and provide immediate pay out for individuals and businesses to bounce back quickly.

Food security
With only 25% of the agricultural market insured, the market is full of opportunities to grow. Agricultural re/insurance solutions leverage latest technologies to help farmers best manage crops and recover from losses faster.

Solutions for a more resilient world

We help you grow your business and improve your profitability

By leveraging our risk expertise, strong capital base and new technology, we help you **grow your business** and **improve your profitability** by developing innovative solutions and by sharing the risk.

P&C Solutions: Support across your entire value chain

From innovative design to claims optimisation

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
- 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

01

Opportunity

Building your book

Develop your own cyber insurance product offering for the Personal Lines segment.

What is it?

A comprehensive and customisable cyber insurance **product development toolkit** for the Personal Lines segment addressing **key steps across the entire value chain** such as policy wording design, costing methodology, third-party service provider selection and claims handling best practices.

How do you benefit?

We provide you with **access to Swiss Re's global cyber expertise** and **save you time and resources** by absorbing the initial cyber insurance product development effort while **sharing the risk.**

Joint product development to access a rapidly growing cyber market

The opportunity

Experts estimate that more than 978 million adults were affected by cybercrime in 2017:

- Cyber risks affect not only the corporate world but also the whole society. Cyber insurance for individuals and families is expected to be a fast-growing market segment in the near future
- To tap into this growth, insurers need to better understand cyber risks and develop insurance solutions that meet the needs of a growing digital consumer market

The solution

We support you in the development of cyber insurance products by helping you:

- Develop your individual cyber policy wording
- Build up a cyber costing approach and tool
- Identify and select third-party vendors for pre- and post-breach services
- Establish best practices in cyber claims handling
- Manage cyber risk through reinsurance support and risk sharing

Your benefits

We help you confidently expand your business in a rapidly growing cyber insurance market through:

- Jointly developing cyber insurance products
- Supporting you with Swiss Re's global cyber expert network
- Working together to better understand complex cyber risks
- Saving you time and resources through the comprehensive Cyber Product Suite
- Enabling the sustainable growth of your cyber portfolio through long-term partnership and risk sharing

02

Value Proposition

A strong proposition across your value chain

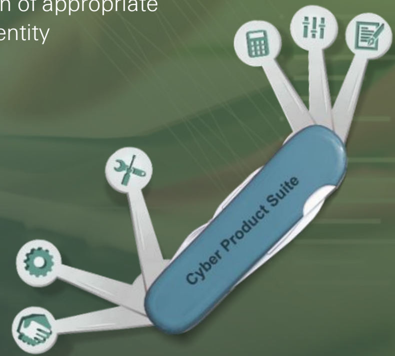
Product design
Swiss Re's modular Personal Lines cyber insurance policy wording allows you to choose from various first-party and third-party coverage modules to build your own tailor-made policy wording in line with your risk appetite and underwriting strategy.

Costing
Swiss Re's Personal Lines cyber costing methodology supports you in the development of your own cyber costing approach and tool, in line with your selected coverage modules.

Service Providers
Swiss Re's shortlist of third-party service providers facilitates your search and selection of appropriate partners to enrich your cyber insurance product with value added services such as identity monitoring, IT forensics, legal or psychological advice.

Claims handling
Swiss Re's cyber claims handling expertise and best practices help you best manage cyber claims.

Risk sharing
Swiss Re´s reinsurance capacity enables you to grow your cyber portfolio sustainably.



Swiss Re Personal Lines cyber policy wording

Seven coverage modules for your individual and tailor-made combination

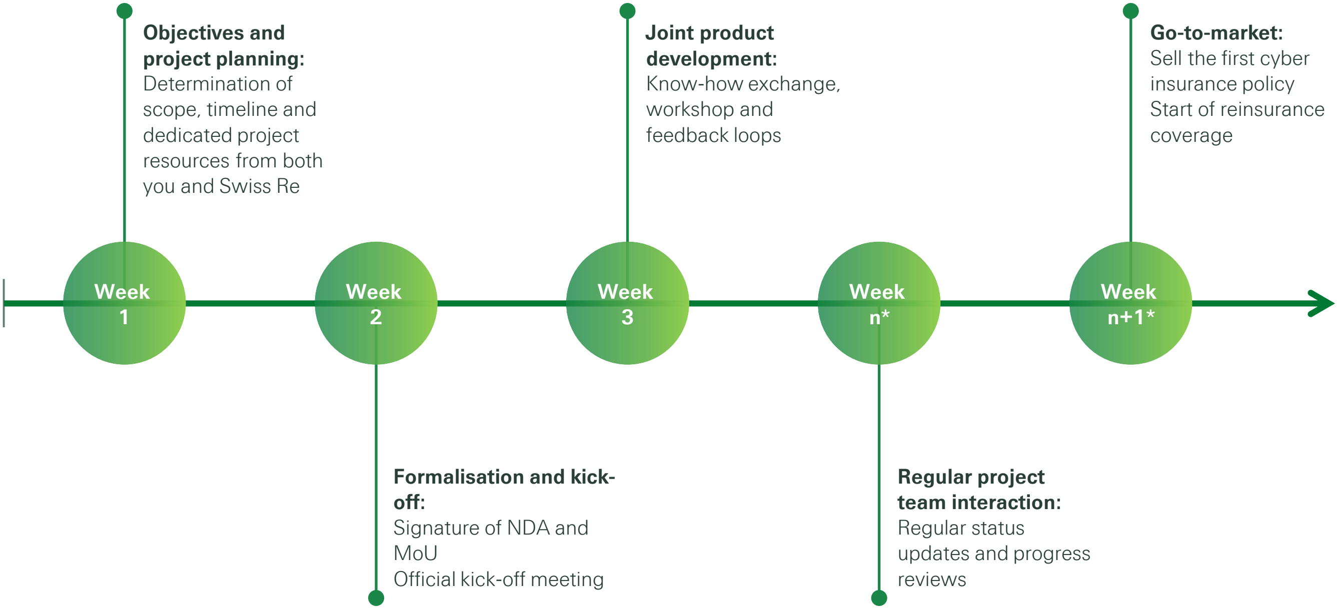
Coverage module:	Trigger/peril:
Online shopping	Non-delivery, wrong delivery, damaged delivery
E-payment transactions	Phishing, pharming, social engineering, hacking
Cyber extortion	Ransom demand for regaining access, recovery and non-publication to/of data and IT systems
Data restoration	Malicious software infection, hacking
Cyber liability	Liability through exchange and provision of data violation of copyright / personal rights
Cyber mobbing	Passive and active cyber mobbing/-stalking
Smart Home cyber protection	Malicious software infection, hacking

03

Rollout

Project scope and duration tailored to your needs

We work closely with you to adjust to your preferences



* Exact timing depends on project scope

Contact us
PC_Solutions@swissre.com

Swiss Reinsurance Company Ltd
Mythenquai 60
8002 Zurich
Switzerland

Telephone +41 43 285 2121
Fax +41 43 285 2999
www.swissre.com

We're smarter together

©2019 Swiss Re. All rights reserved.

You are not permitted to create any modifications or derivative works of this presentation or to use it for commercial or other public purposes without the prior written permission of Swiss Re.

The information and opinions contained in the presentation are provided as at the date of the presentation and are subject to change without notice. Although all the information used in this presentation was taken from reliable sources, Swiss Re does not accept any responsibility for the accuracy or comprehensiveness of the information given or forward looking statements made. The information provided and forward-looking statements made are for informational purposes only and in no way constitute or should be taken to reflect Swiss Re's position, in particular in relation to any ongoing or future dispute. In no event shall Swiss Re be liable for any loss or damage arising in connection with the use of this information and readers are cautioned not to place undue reliance on forward-looking statements. Swiss Re undertakes no obligation to publicly revise or update any forward-looking statements, whether as a result of new information, future events or otherwise.

Swiss Re