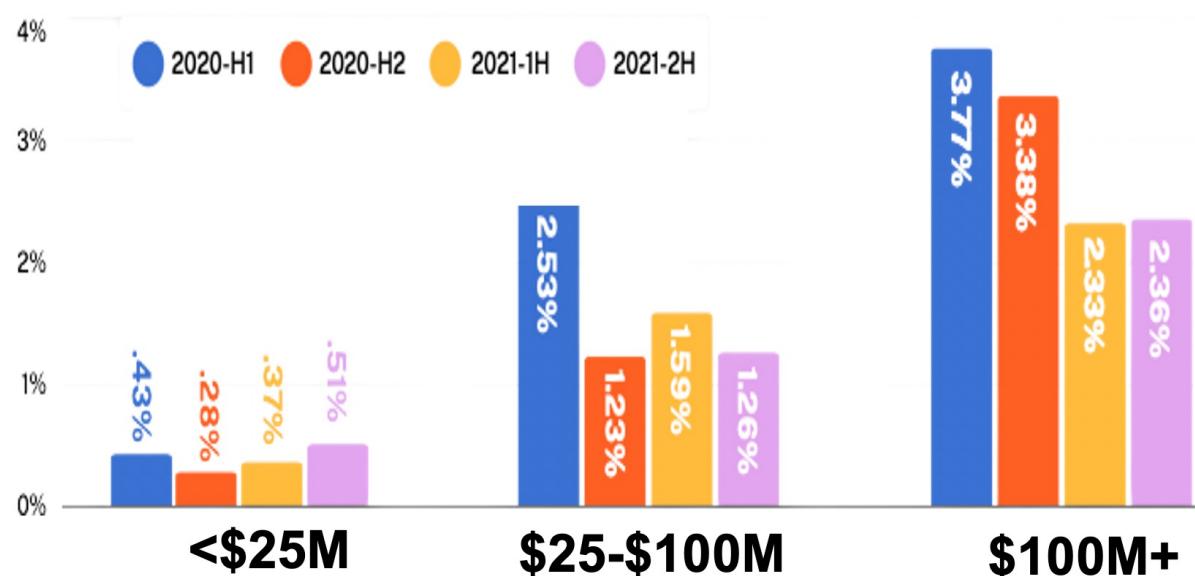


# Cyber Insurance: the best Statistics, March '22

## Cyber INSURANCE Claims

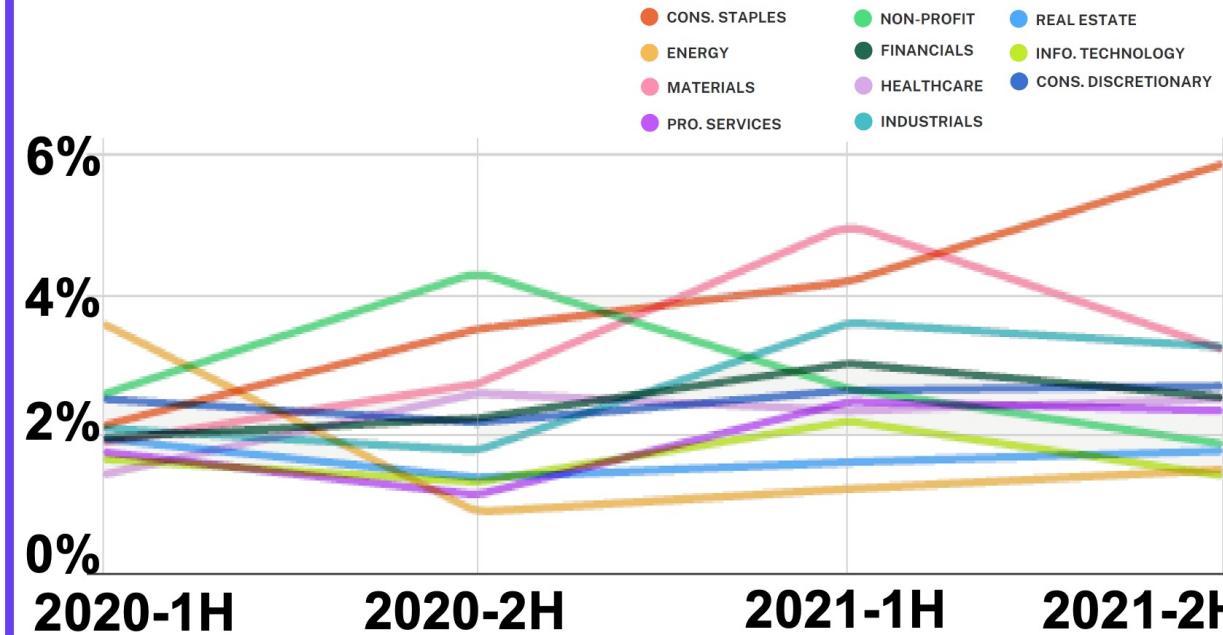
2.36% of largest firms Claimed on Insurance in H2



Published March 2022

## Cyber INSURANCE Claims

6% of Consumer Staples firms made Claim in H2



Published March 2022

**Good News** is shown in graph on the left, as the Percentage of Medium & Large Enterprises that have had to make a claim on their Cyber Insurance with Coalition fell in recent months. **But bad news** is shown on the right, for "Consumer Staples" firms like food and drink manufacturers.

# Cyber Insurance: the best Statistics, March '22

## Cyber Insurance Prices: x2

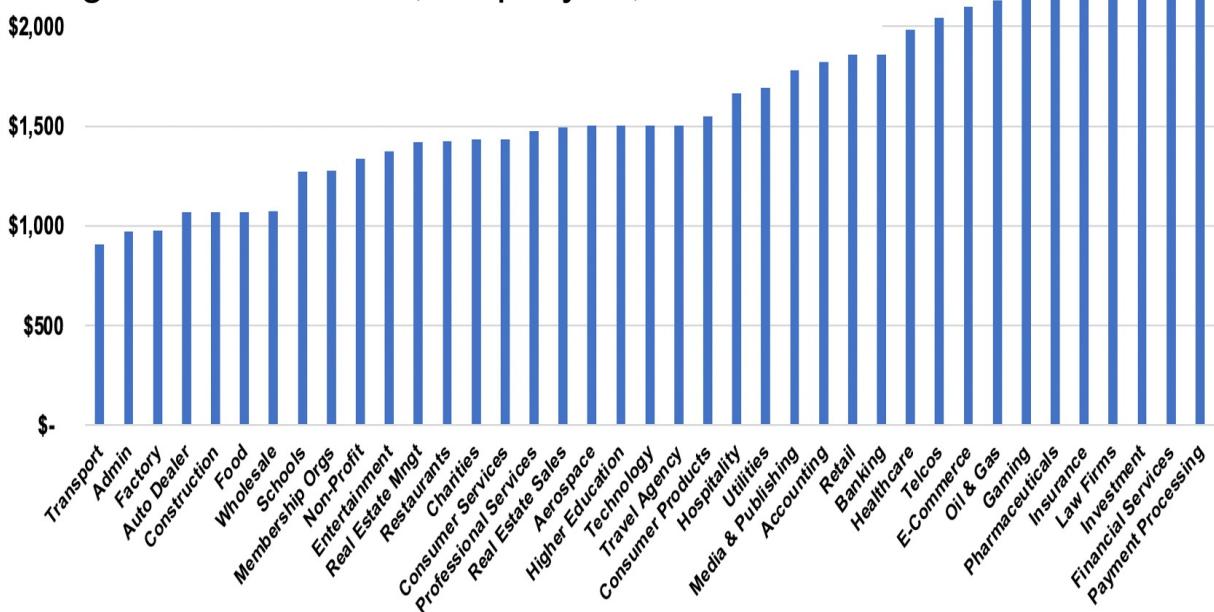
Price of Insurance rose 130% in 12 months in USA



Global Insurance Market Index  
Published February 2022

## Cyber Insurance Prices

Price of \$1m of Cyber Insurance Cover, by Sector with \$10k Retention, for typical firm with \$1m of Revenue ranges from \$909 to \$2,499 per year, in USA in Dec 2021



Published December 2021

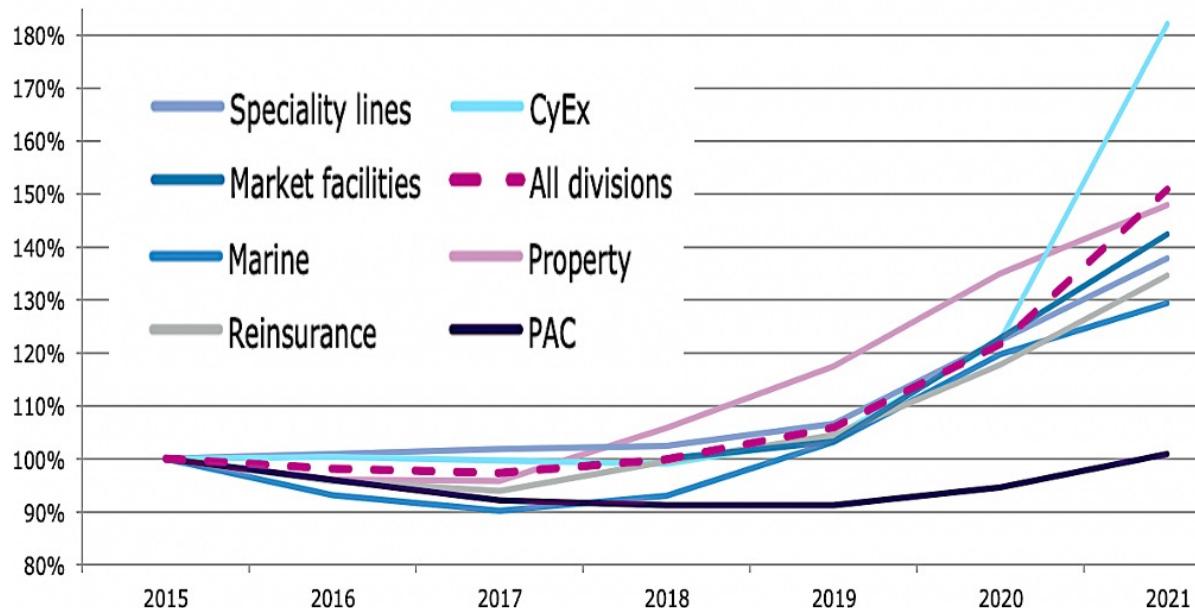
**Comment:** Imagine having to tell your customers that prices have doubled in the last year.

You'd want to offer them two things: (1) ways to keep the price increase down, eg Cyber Risk Ratings  
(2) a new complementary "value-add" that will increase value, eg Cyber Risk Ratings.

# Cyber Insurance: the best Statistics, March '22

## Cyber INSURANCE INFLATION

Cumulative rate change by type of Insurance



Published February 2022

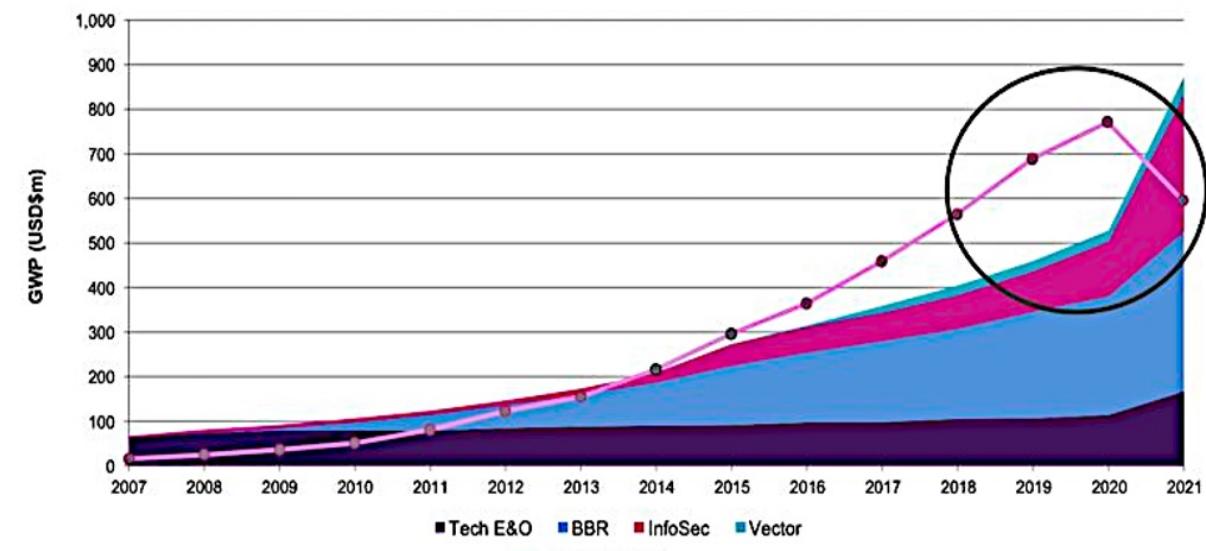
Annual Results by UK's leader in Cyber Insurance, with almost \$900m in Premiums



## Cyber INSURANCE GROWTH

UK Market Leader sold almost \$900m in last year

- 20% ransomware frequency reduction per policy
- 60% ransomware frequency reduction per premium



Published February 2022

Annual Results by UK's leader in Cyber Insurance, with almost \$900m in Premiums



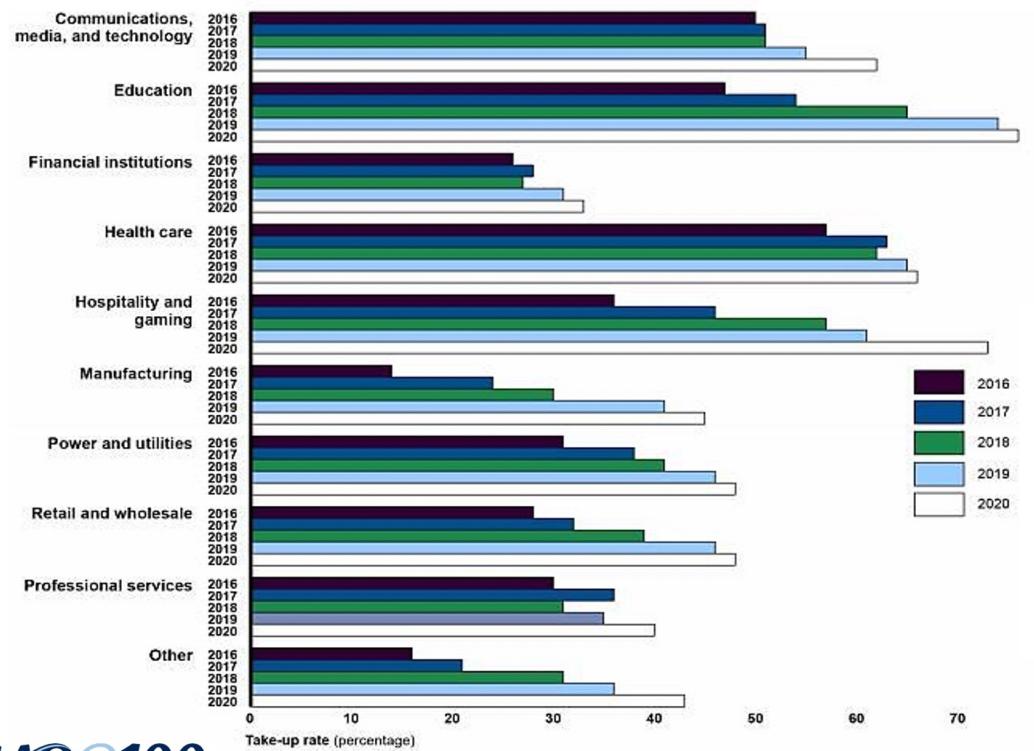
**Comment:** This increase in pricing is unique: it is not seen in other areas of insurance, like Property.

It means that Insurers are reducing the number of customers ("policy holders") even while revenue increases.

Imagine how dis-heartening it must be to lost as many customers in 1 year as you acquired in the 2 years before.

# Cyber Insurance: the best Statistics, March '22

## Report to Congress: Cyber Insurance Cyber Insurance Take-up by Sector in USA

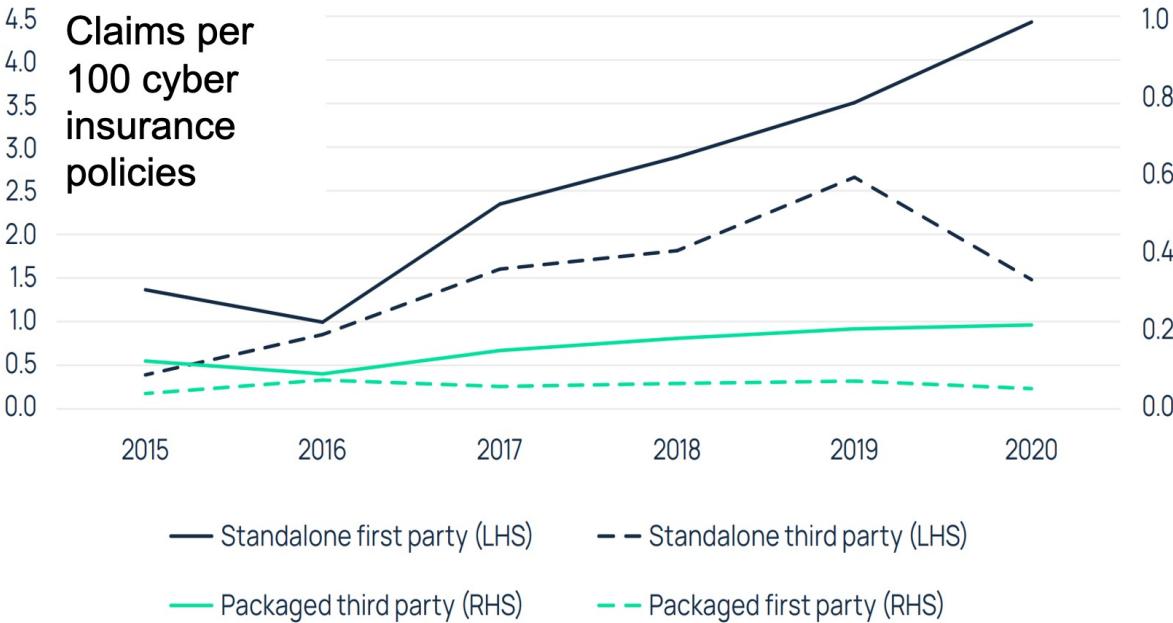


GAO@100  
A Century of Non-Partisan Fact-Based Work

Published May 2021

## Claims on Cyber Insurance

4.5% of firms with 1st party cover now make a claim



II howden

Published July 2021

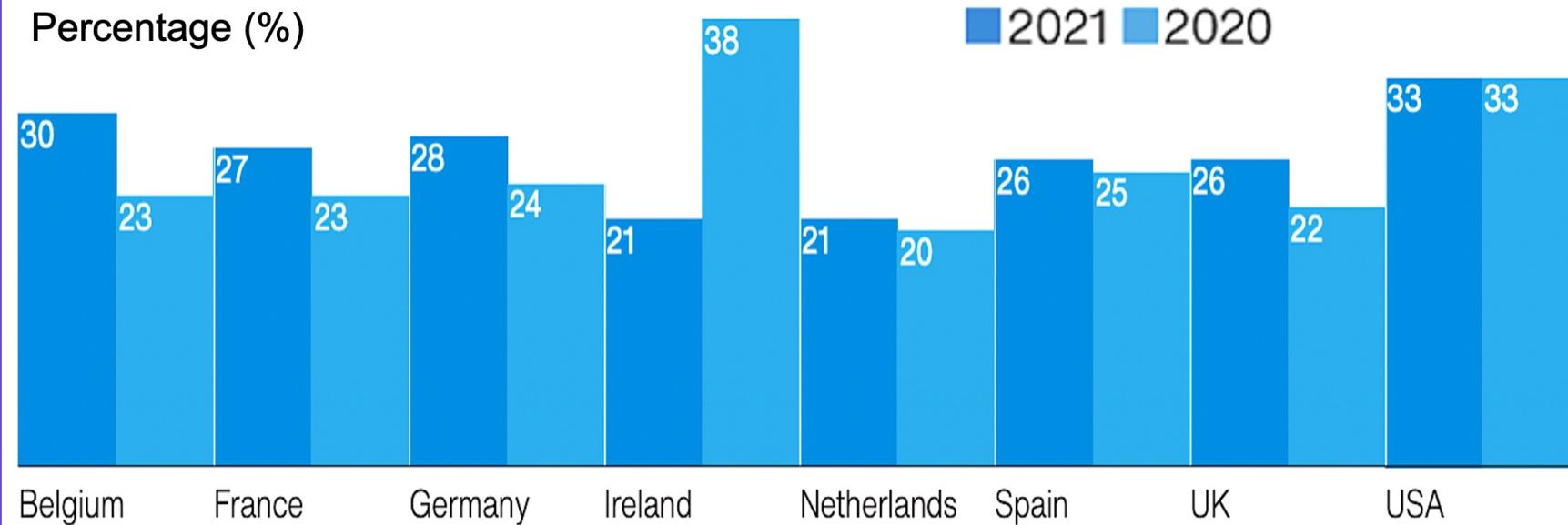
**Comment:** The strong increase in Cyber Insurance Take-Up seen over the last five years has stalled. That's because prices have had to go up so fast, because claims have exploded. The graph on the right shows that the number of claims quadrupled, from 1% to 4.5% of 1<sup>st</sup> Party Cover customers each year.



# Cyber Insurance: the best Statistics, March '22

## Firms with Standalone Cyber Insurance

Over 20% of firms now have Standalone Cyber Insurance



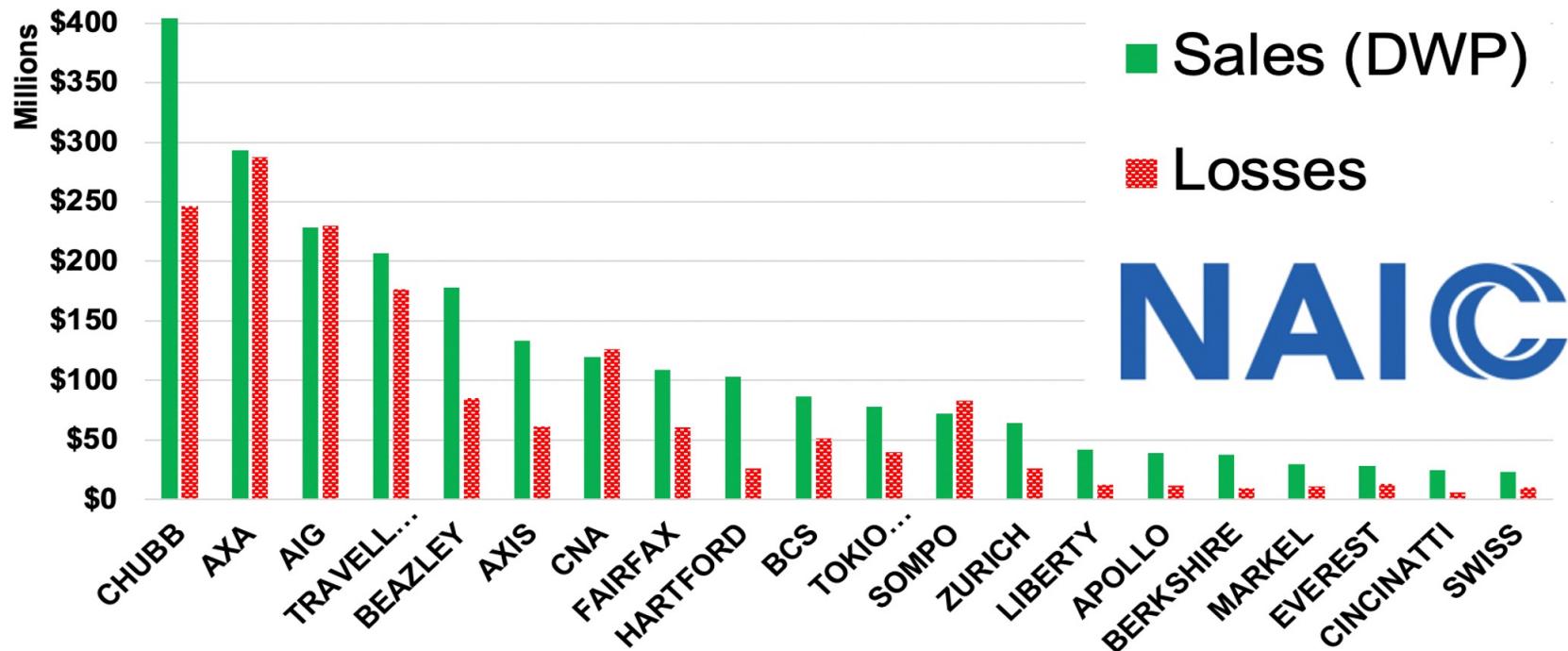
Survey of over 6,000 organisations, published April 2021

**Comment:** The strong increase in Cyber Insurance Take-Up seen over the last five years has stalled. The percentage of Hiscox customers with Standalone Cyber Insurance last year was flat at 33% in USA. In Ireland, there was a large fall (possibly driven by breaches at the many IT firms now based in Ireland).

# Cyber Insurance: the best Statistics, March '22

## Cyber Insurance Sales (DWP) in USA

Direct Written Premium & Losses - Top 20 in USA, 2020



Published [here](#) Nov 2021 by National Association of Insurance Commissioners



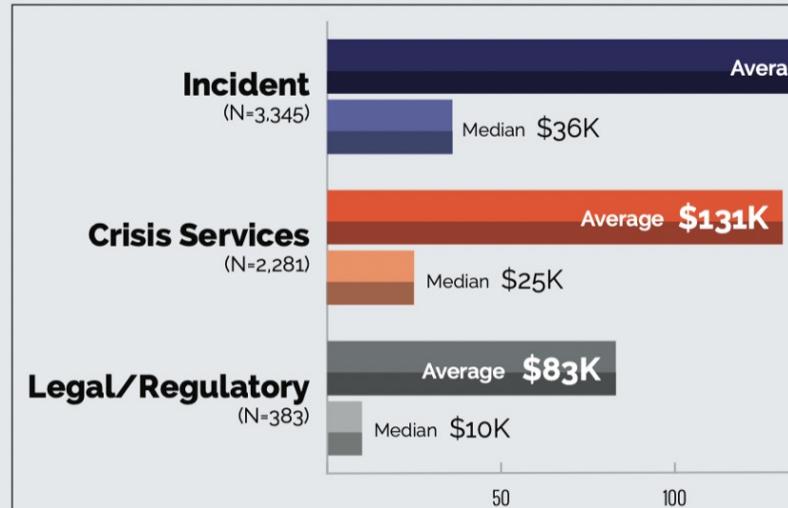
**Comment:** The red line for each firm shows how costs ("losses") equaled revenue for many firms. AXA, AIG, CNA & Sompo paid out as much in losses as they took in sales of premiums in 2020. This graph also shows us the largest players dominate: Chubb, Axa, AIG, Travellers, Beazley.

# Cyber Insurance: the best Statistics, March '22

## What Cyber Insurance *actually* Pays For

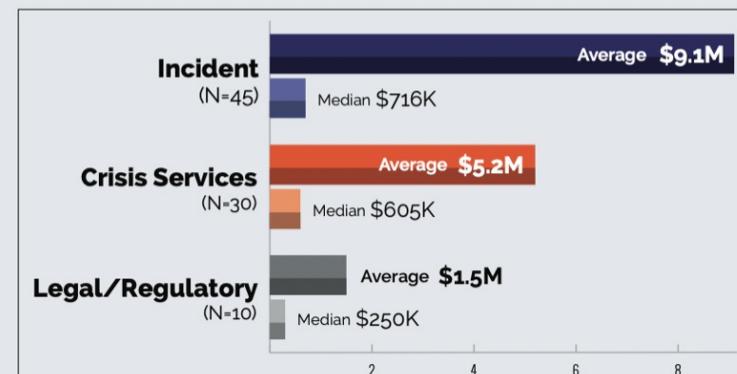
Axa, Beazley, Chubb, Hiscox among firms sharing this new data

### SMEs



National Leader,  
Security and Privacy Services  
RSM US

### Large Companies



NetDiligence®

Published  
November 2020

**Comment:** The average “loss” for an Insurer when a Small & Medium Sized Enterprise is breached = \$290k. In about half of cases, that includes paying the criminals a ransom in crypto-currency, of about \$150k. Note that the typical firm that is breached by Ransomware has about 150 staff.

# Cyber Insurance: high level overview, March '22



## Appetite

To help you better service your clients, we have created the following summary of our appetite. This is not an exhaustive list, but provides general guidance. For unique risks or industries not listed below, contact our underwriting team to discuss your requirements.

Preferred	Accepted	Selective	
Advertising* Agriculture Architects & Engineers Art Galleries & Museums Automotive Dealers & Service Stations Chemicals and Allied Products Communications* Construction Engineering and Management / Services Manufacturing Food Production / Manufacturing General Contractors  Industrial Manufacturing Management Consultants Marketing Consultants Mining Non-Profit Printing and Publishing* Products Manufacturing Real Estate Technical Consultants TV/Radio/Movie Production* Wholesalers	Accountants Allied Health Providers Asset Managers Computer Hardware / Software Depository Institutions Doctor's/Dentist's Offices Employment Agency /Personnel Agency Financial Institutions - Not Otherwise Listed Investment / Fund Managers	Law Firms - Corporate Based Mortgage Brokers Performing Arts & Theatre* Personal Services Professional Services - Not Otherwise Listed Restaurants / Hospitality Retail Trade Associations Transportation Services - Not Otherwise Listed	Assisted Living Facilities Billing Services Broadcasting* Call Centers Collection Agencies Colleges and Universities Commodities Traders Currency Exchanges Government Hospitals Insurance - Non-Personal Lines Notaries  Nursing / Retirement Home Public Administration Public Authority / Special District Retail Savings Bank Securities and Commodities Brokers Small Schools / School Board Pre-K to 12 Telecommunications Telemarketing Services* Title Agents Utilities

**Comment:** With losses rising so fast, each insurer is becoming more “selective” about firms they sell to. Insurance sales people (Brokers) are being encouraged by Chubb to avoid selling cyber insurance to firms in Broadcasting, Education, Government, Insurance, Retail Banking, and Utilities.



# Cyber Insurance: high level overview, March '22



## Cyber Loss Mitigation Services

### Service - Cyber risk dashboard

In partnership with DynaRisk

DynaRisk offers a personalised cyber risk dashboard with risk improvement recommendations.

Included free with our Cyber ERM policies, the service provides online risk assessment; device scans for vulnerabilities and data breaches, and on the basis of the information gained, a tailored action plan to help clients protect their business.

With DynaRisk it is possible to reduce a clients' risk of cyber fraud, stalking, privacy breaches and help them feel safe and secure:

**Comment:** So Cyber Insurers are very keen to offer two things to all their customers:

- (1) ways to keep the price of cyber insurance down, eg with Cyber Risk Ratings
- (2) new complementary “value-adds” that will increase value, eg Cyber Risk Ratings



# Cyber Insurance: high level overview, March '22

## AIG Cyber Differentiators

### Cyber Loss Prevention

- A range of complementary services with annual premiums of £5,000 or more.
- Includes vulnerability scanning, malicious IP blocking, cyber prevention training.
- Aims to prevent a cyber loss from happening in the first place.

### Smart Cyber Application

- Smart cyber proposal form adapts to clients' sector, size, and cyber exposures.
- Generates summary report of the client's cyber maturity.
- More detail post-bind including cyber risk scores, scenario likelihoods and priorities.



**XL Insurance  
Reinsurance**

AXA XL and Accenture (NYSE: ACN) are partnering to offer global cybersecurity expertise to AXA XL's underwriters, brokers and clients to strengthen their cyber capabilities and combat and recover from cyberattacks.

AXA XL — AXA's property & casualty (P&C) and specialty risk division — will tap into Accenture's global cybersecurity capabilities, including its iDefense threat intelligence team, to help its clients gain a deeper understanding of their cyber risks and provide them with actionable bespoke reports on cyber threats.

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# Cyber Insurance: high level overview, March '22



## Travelers Pre-Breach Services Provided By Symantec™

Travelers and Symantec – a real plus for agents and customers alike. By working with a leading provider of cyber security, Travelers now offers pre-breach services through Symantec, in addition to the cyber coverage and post-breach services that are already provided to customers. That's good news for policyholders worried about cyber attacks that can shut down their organisations. Travelers plus Symantec. Better together when it comes to cyber protection.

**Comment:** So Cyber Insurers are very keen to offer two things to all their customers:

- (1) ways to keep the price of cyber insurance down, eg with Cyber Risk Ratings
- (2) new complementary “value-adds” that will increase value, eg Cyber Risk Ratings

# Cyber Insurance: high level overview, March '22

Take action now:

See how Cyber Rescue works with SecurityScorecard to help firms measure & manage their cyber risks

1. **Watch this 60 second video** of CISOs and Chief Risk Officers

<https://www.linkedin.com/feed/update/urn:li:activity:6900104768899866624/>

2. **Contact us for a complementary demo** of how we help brokers, underwriters & insured firms

[Assistance@CyberRescue.co.uk](mailto:Assistance@CyberRescue.co.uk)

3. **Read the detailed reports that the previous slides comes from.** Clicking on each box, that is hyperlinked to the original source. (Download this file, view in presentation mode, and hover your cursor over each box.)

Stay safe!