



Re-Imagine Reinsurance.

ICMIF MEETING OF REINSURANCE OFFICIALS

*How Cyber Liability insurance is different and
what that means for the Reinsurance Buyer*

Samuel T. Broomer, EVP & COO

Wednesday, 25 April 2018

LET'S GET STARTED...

Cyber **isn't** like Property where the risks are generally known and products haven't changed very much.

Cyber **is** a complex, evolving and potentially dangerous risk that's moving companies & brokers to find a responsible, sustainable and competitive **partnership** approach to a Cyber insurance offering.

Cyber is a global and critical skillset for the Reinsurance Official



- ✓ Discuss how Cyber purchasing is different
- ✓ Offer suggestions to enhance your internal contributions
- ✓ Increase your knowledge to be more effective with outside partners
- ✓ Gain additional confidence in your Cyber decision-making

HOW IS CYBER DIFFERENT?



PARTNERSHIP SELECTION

- Primary company capabilities vs. balance sheet capacity
- Limited # players vs. subscription placements
- Higher degree of on-site broker and re company engagement
- Longer lead time for decision-making
- Higher degree of company-to-company alignment vs. capital

IMPLEMENTATION

Directly touches many aspects of your company

Project management abilities are critical

I/T and regulatory environments drive time

Reinsurance Official: Team vs. Individual owner

Active engagement, including distribution



SERVICES

Important as
Coverage

Highly
Customizable

Enhance Value

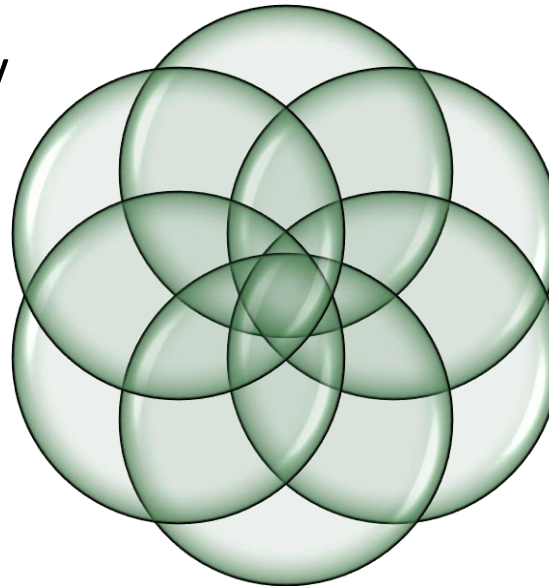
Required Loss
Adjustment

Additional
Layer of Buying
Decisions

EXPOSURES

Earns increased board
& regulatory oversight

Offerings are typically
long-lived vs. YOY



Generally driven by
reinsurance partner

Systemic and
accumulation
considerations

Cyber threat vectors may
change [more] quickly

Insurability may create
future impairments

COLLABORATION

- Creating a true “primary company” vs. “capital” partner
- Active client advocacy and stewardship
- Responsible and aligned product development
- Joint industry engagement
- Tangible value creation making your company better



Did we reach our Objective?



Q&A?



ON A *MUCH* LIGHTER NOTE...



**"I'm no expert, but I think it's
some kind of cyber attack!"**

**"Needing insurance is like needing a
parachute.**

**If it isn't there the first time,
chances are you won't be needing
it again."**

THOUGHTS TO CONSIDER...

How will you use
Cyber points of
differential to
your benefit ?

Are there any
gaps in your
current offering
or product
exploration ?

What are some
key items that
we've not
addressed ?

Cyber may be complex, evolving and potentially dangerous, but:

- Trusted & tested ICMIF partners allow for strong education & choice
- Technology has changed exposures – *this may be our “new normal”...*

FINI – CONTACT INFO



**SAMUEL
BROOMER**

*Executive Vice President &
Chief Operating Officer*
SBroomer@berkleyre.com
+1 (203) 905-7008

