

# Welcome to the Swiss Re Corporate Solutions Slide Hub

North America



## About us

---

**01**

Group  
Profile

**02**

Swiss Re  
Corporate  
Solutions

## Insurance Solutions & Services

---

**03**

Insurance  
Solutions  
North  
America

**04**

International  
Programs

**05**

Claims

**06**

Risk  
Engineering

## Innovative Risk Solutions

---

**07**

Innovative  
Risk  
Solutions





# 01

## Group Profile

Vision

Swiss Re  
at a glance

A knowledge  
company with  
top talent

Strategy

Swiss Re  
Foundation

Swiss Re  
Institute

Differentiation



# We make the world **more resilient.**

## **Our Vision**

Together, we apply fresh perspectives, knowledge and capital to anticipate and manage risk.

That's how we create smarter solutions for our clients, helping the world rebuild, renew, and move forward.



# Swiss Re at a glance

More than 150 years of experience in providing wholesale re/insurance and risk management solutions

We deliver both traditional and innovative offerings in Property & Casualty and Life & Health that meet our clients' needs.

A pioneer in insurance-based capital market solutions, we combine financial strength and unparalleled expertise for the benefit of our clients.

Standard & Poor's: AA-

Moody's: Aa3

A.M. Best: A+

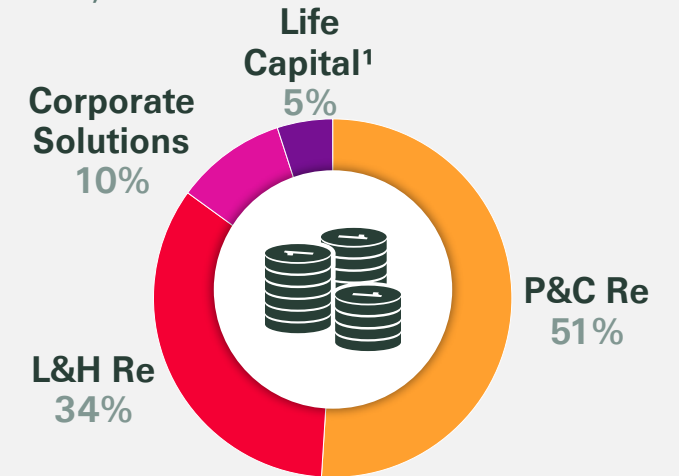


## Group results

in USD billions

	FY 2019	FY 2020
Premiums earned and fee income:	38.6	40.8
Net income:	.7	-.9
Comm. shareholder's equity:	29.2	27.1
Return on equity:	2.5%	-3.1%
Return on investments:	4.7%	3.5%
P&C Re combined ratio:	107.8%	109.0%
L&H Re return on equity:	12.4%	0.9%
Corporate Solutions combined ratio:	127.9%	116.5%

Premiums and fee income earned 2020  
(USD 40.8 bn)



<sup>1</sup> Following the successful sale of ReAssure, the Life Capital Business Unit was disbanded at the end of 2020. Corporate Solutions has assumed responsibility for elipsLife, while iptiQ is now operating as a standalone division.



# Our global presence

115 nationalities

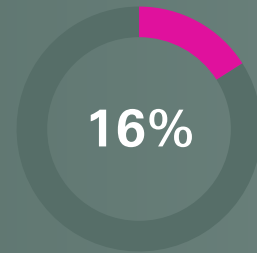
15 500 employees



Americas



EMEA



Asia-Pacific



Operations in **150** countries

Network of **80** offices in **31** countries

## AMERICAS

- Barbados
- Brazil
- Canada
- Mexico
- USA

## EMEA

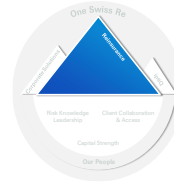
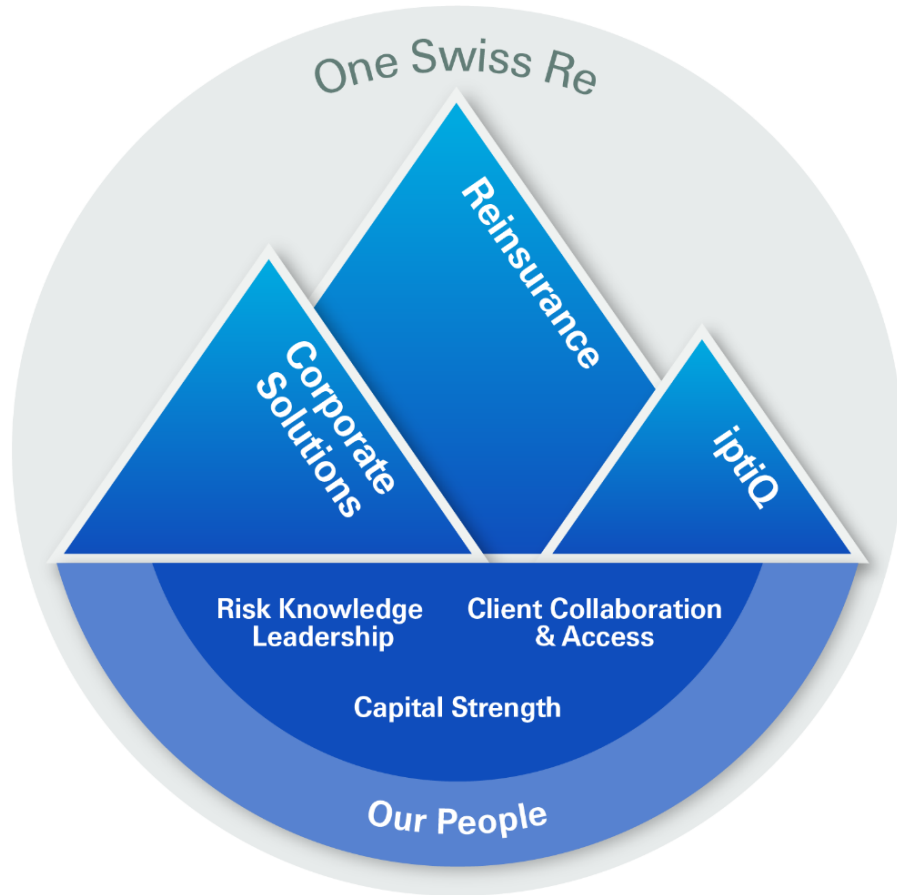
- Denmark
- France
- Germany
- Israel
- Italy
- Luxembourg
- Netherlands
- Slovak Republic
- Spain
- Switzerland
- United Kingdom
- South Africa

## APAC

- Australia
- China
- Hong Kong SAR
- India
- Japan
- Malaysia
- Singapore
- South Korea

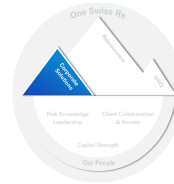


# We operate as 'One Swiss Re'



## Reinsurance

A leading global reinsurer



## Corporate Solutions

A specialised risk partner with direct access to corporate customers



## iptiQ

A globally leading digital B2B2C insurance platform



## Group foundation

A balanced approach to accountability, shared values and strengths



# A knowledge company with top talent

## A few examples

Pandemic risk modeler	Ageing societies expert	Medical researcher	Atmospheric perils expert
Trend spotter	ILS structurer	FinTech expert	Emerging risk specialist
L&H transactions structurer	Telematics specialist	Nuclear risks expert	Disaster risk financing specialist
Prospective modeller	Behavioural researcher	Terror risk expert	Data insights analyst
Sustainable development advisor	Flood expert	Driverless cars specialist	ILS trader
Cyber risks expert	External run-off specialist	Infrastructure investment specialist	P&C transactions structurer
Retrospective solutions expert	Medical doctor	Big data expert	Retakaful specialist





# Swiss Re is broadly diversified

Swiss Re benefits from geographic and business mix diversification and has the ability to swiftly reallocate capital to achieve profitable growth.

**Swiss Re Group** premiums earned and fee income 2020 USD 40.8 billion



## Key statistics (USD billions)

	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2020 Excl. Covid
Total revenues	43.8	42.5	34.5	38.6	<b>40.8</b>	
Net income	3.6	.3	.4	.7	<b>-.9</b>	2.2
Shareholders' equity	34.5	33.4	27.9	29.2	<b>27.1</b>	30.2



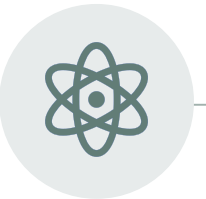
# Our strategy offers more than traditional risk transfer



Public sector risk transfer



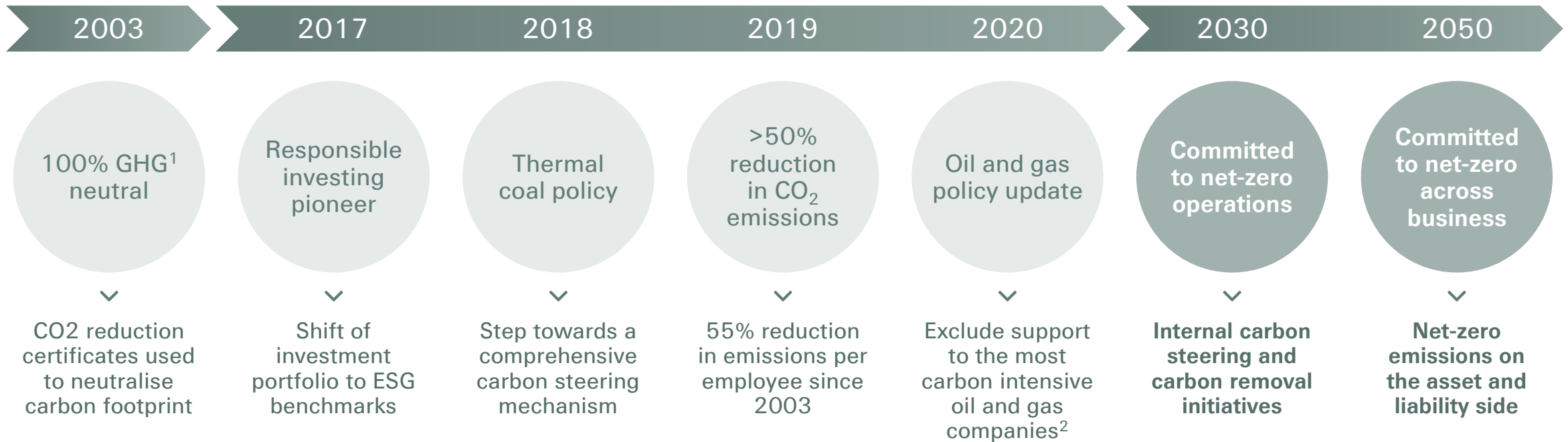
Traditional risk transfer



Large and complex transactions



# Swiss Re reinforces sustainability leadership with ambitious steps towards net-zero emissions



1. Greenhouse gas

2. From July 2021, Swiss Re will exclude business support to companies that produce the world's 5% most carbon intensive oil and gas. From July 2023, Swiss Re will exclude business support to companies that produce the world's 10% most carbon intensive oil and gas.

# Our goal is to address social and humanitarian problems worldwide and build local capacity to face them

## What we respond to

Threats to health, security, prosperity and opportunity

## What our priorities are

- Natural hazards and climate risk management
- Access to health and income opportunities
- Innovation for societal resilience

## Where we help

- Emerging and developing countries
- In regions where Swiss Re has offices

## Who we support

- Social entrepreneurs
- NGOs
- Academic institutions that help communities increase their resilience



## KEY FIGURES

**82**

partners in 29 countries granted Covid-19 support

**9,404**

volunteering hours by Swiss Re employees in 2020

**10,390,500**

CHF total commitments in 2020 (including Covid-19)



# Swiss Re Institute



Delivering powerful insights on current and future issues affecting the re/insurance industry – and the world at large

In many parts of the world, a sizeable and growing protection gap calls for fresh ideas inspired by deep understanding of the complex root causes.

## Swiss Re Strategic Council

Meetings of the Swiss Re Strategic Council explore emerging issues and provide strategic insights, advice and recommendations on the global economic, political, regulatory and societal environment.

By merging our high-quality research and outreach capabilities, and partnering with the world's leading experts, the Swiss Re Institute enables us to remain at the forefront of industry dynamics and innovation.

Swiss Re's research publications, including the industry-leading sigma, enable risk-focused decision-making and identify strategic opportunities in the re/insurance industry.

### Jean-Claude Trichet

Chairman of the board of directors, Bruegel Institute (Brussels)

### Senator Bill Bradley

Managing Director, Allen & Company

### Maulik Majmudar

Chief Medical Officer, Amazon Halo

### Fei-Fei Li

Sequoia Capital Professor and Co-Director Stanford Institute for Human-Centered AI, Stanford University

### Sir John Scarlett

Former Chief, British Secret Intelligence Service

### John Brennan

Former Director, CIA

### Trevor Manuel

Chairman, Old Mutual Ltd

### Tony Tan Keng Yam

Former President, Republic of Singapore

### Moises Naim

Distinguished Fellow, Carnegie Endowment for International Peace

### Robert B. Zoellick

Former President World Bank Group

### Masaaki Shirakawa

Professor, Aoyama Gakuin University



# What differentiates Swiss Re



## Capital strength

that provides us with great financial flexibility and enables us to seize opportunities quickly



## Client relationships

built through unique access and long-term partnerships



## Knowledge

which allows us to develop better products with and for our clients



02

Swiss Re  
Corporate  
Solutions

Our proposition

In a nutshell

Our journey

Our footprint

Diversification



# FAST FORWARD



F9

**Speeding up the Customer  
Experience**

Advancing Corporate Insurance Together.





# We want to advance Corporate Insurance together

## ADVANCING CORPORATE INSURANCE TOGETHER

Fresh & innovative perspectives

Analytics & tech driven solutions

Understands & delivers on customers' needs

Easy to do business with / no hassle

Applied knowledge & expertise

## EFFECTIVE HIGH PERFORMANCE

'We are here to protect and grow our customers' business by rethinking insurance with customers in mind.

We do this by combining risk expertise and customer understanding with a relentless focus on finding innovative solutions to address customer pain points and industry inefficiencies together.'



# Value proposition

## ADVANCING CORPORATE INSURANCE TOGETHER

Key Components

Key Components

**Fresh & innovative perspectives**

**Analytics & tech driven solutions**

**Understands & delivers on customers' needs**

**Easy to do business with / no hassle**

**Applied knowledge & expertise**

Key benefits

Key benefits

Advancing the industry by pushing the status quo & seeking better & more sustainable ways to manage risk through our thought-leading research & new perspectives

Creating state-of-the-art, highly scalable & innovative risk management solutions, powered by data and technology

Focusing relentlessly on the customer, providing a superior experience, as well as fit for purpose solutions that address our customers' needs

Working together with our customers & partners to develop holistic, integrated & easy-to-implement solutions & experiences

Using our unparalleled risk expertise & solid financial strength to ensure our customers' business is always protected in a changing world

### EFFECTIVE HIGH PERFORMANCE

Challenging ourselves & relentlessly going above & beyond to work more efficiently, commercially & customer-oriented – leading with courage, ownership, adaptability, speed & inspiring passion



# Value proposition

## ADVANCING CORPORATE INSURANCE TOGETHER

Key Components

Key Components

**Fresh & innovative perspectives**

**Analytics & tech driven solutions**

**Understands & delivers on customers' needs**

**Easy to do business with / no hassle**

**Applied knowledge & expertise**

Proof points

Proof points

- Access to Swiss Re Institute
- Awarded 2020 Global Programme Innovation of the Year
- Innovative products: 2020 awards for Captive Innovation of the Year, (Re)Insurance Transaction of the year, New Insurance Product of the Year

- Data & tech in International Programs
- Digital platforms
- New business models
- Digital offerings
- Technology based partnerships
- Awarded 2020 Insurtech Initiative of the Year

- Tailored Bespoke offering
- Innovative Standard offering
- Customer experience focus
- Highly rated key account management

- Best-in-class Claims service
- Capacity providing partnerships
- Ecosystem enabling partnerships
- Network expanding partnerships

- Expertise in specialised niche segments, markets & products
- Reduced volatility & managed risk appetite
- Swiss Re backing

# Swiss Re Corporate Solutions in a nutshell

## Key facts and figures



**Generating USD 4.8bn**  
Gross Written Premium in 2020

Network of **40+ offices**  
in **19 countries**



**Insurance licenses** in North America,  
selected European countries, Brazil,  
Colombia, Mexico, South Africa,  
Australia, China, Hong Kong, Japan and  
Singapore

**Reinsurance licenses**  
in most remaining countries  
for fronted business



Broad range of traditional  
and innovative **risk and**  
**insurance solutions**

Leading P&C **international** programs  
covering **150+ countries**

Backed by the **financial**  
**strength** of the Swiss Re Group

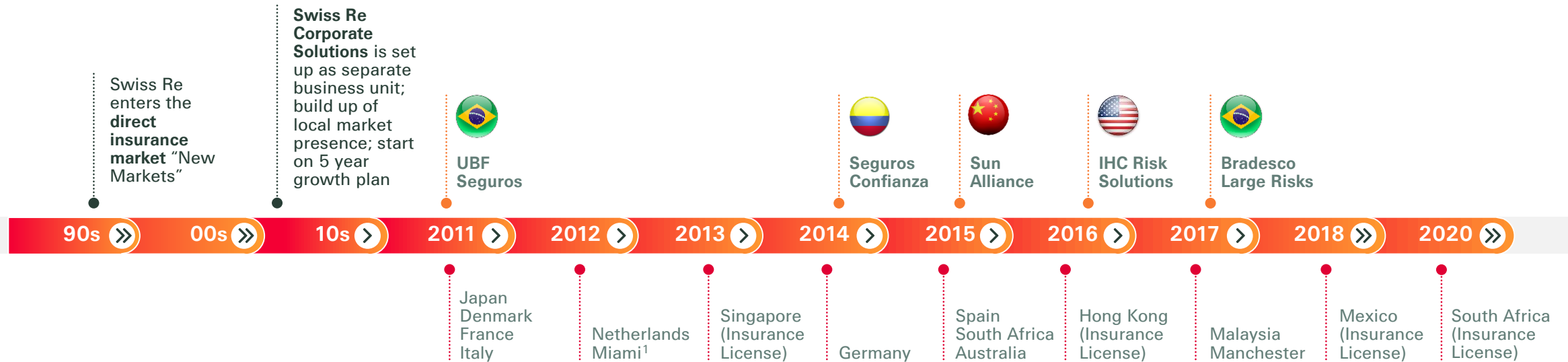


# Past acquisitions and greenfield operations were instrumental in broadening footprint to more than 40 offices in 19 countries

1863 - Swiss Re is a leading global reinsurer, founded in Zurich (Switzerland)

Acquisitions

Key greenfield operations



Swiss Re Corporate Solutions offices in 75% of major countries in international programs

Network partnerships play a decisive role in making our footprint fit for leading global master policies

Swiss Re Corporate Solutions offices and network partners to service 150+ countries

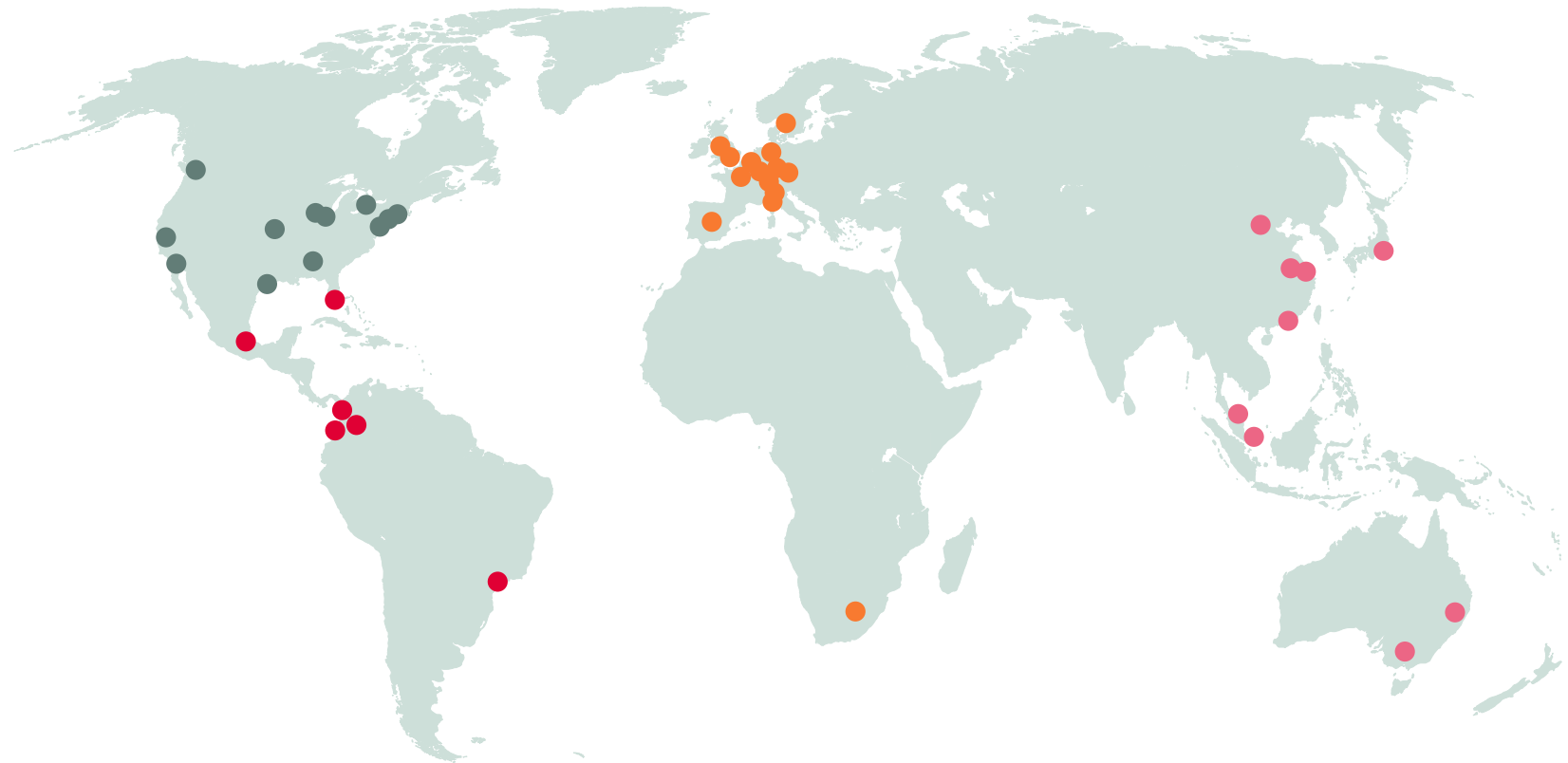


# A diversified commercial insurer with a global footprint

40+ offices<sup>1</sup> in  
19 countries

Employing local people  
to service local markets

- North America: 12 Offices
- Latin America: 6 Offices
- EMEA: 14 Offices
- Asia Pacific: 9 Offices



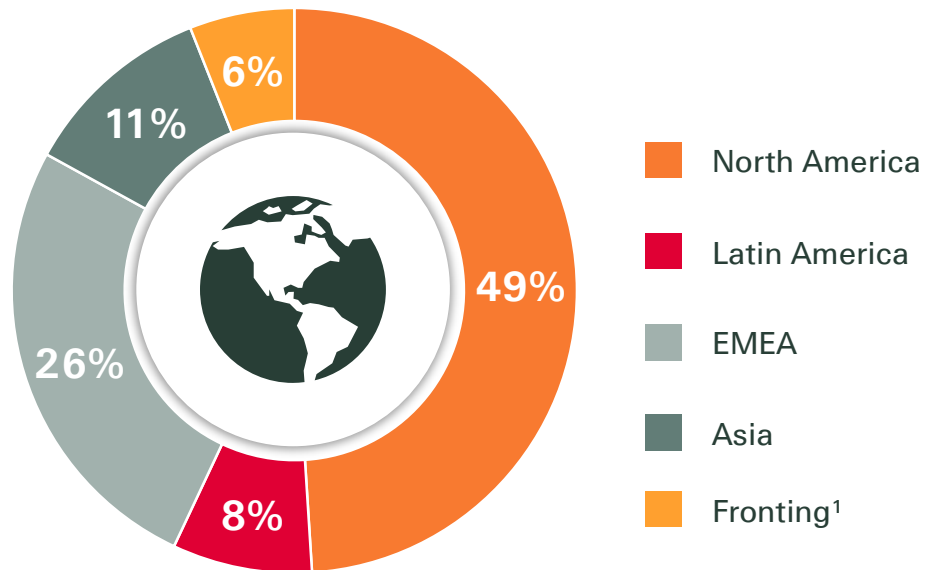


# Diversified player in terms of regions and products

2020: USD 4.8bn gross premiums written

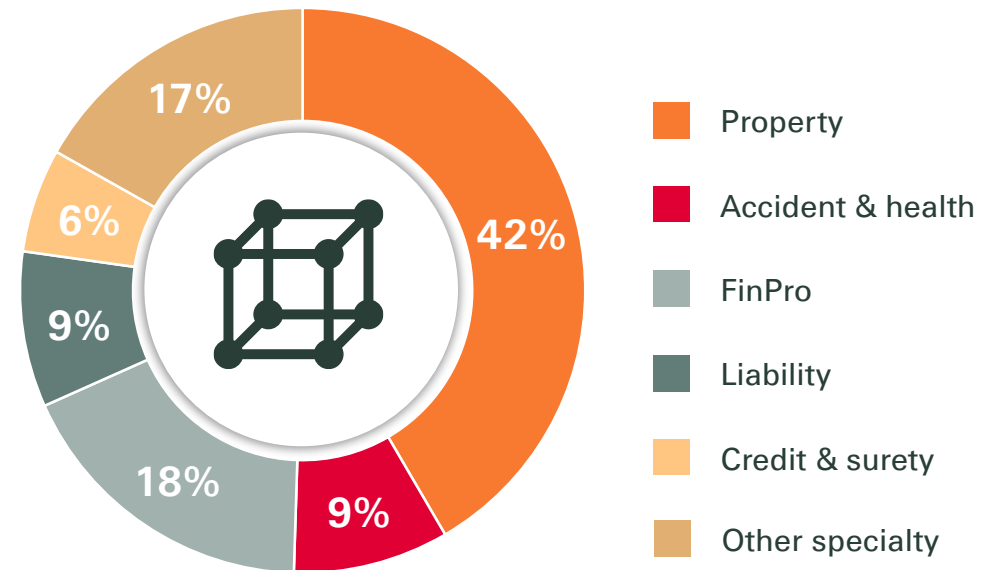
### Geographically diversified premium split

*% of gross premium written by geography 2020*



### Portfolio composition

*% of gross written premium by segment 2020*





03

Insurance  
Solutions  
North  
America

Property

Casualty

Credit, Surety &  
Political Risks

Special Lines

Financial &  
Professional Lines





# Property & Business interruption



Property &  
Business  
Interruption



Single Carrier  
Property



E&S Property



Elevate US  
Property



# Property & Business Interruption

*What makes us different?*



**Our key strengths**



## **The expertise to understand and mitigate risk**

With world-class risk knowledge we offer thought leadership and guidance as well as insurance.

We also have our own proprietary risk modelling tools, like CatNet®.



## **Financial strength to offer high capacity**

You'll get high capacity coverage, with worldwide single carrier capabilities.



## **Exceptional client service**

Your needs are central to how we operate. You will always have a single point of contact who is highly-skilled and responsive.

We are a fair and cooperative claims partner.



# Property & Business Interruption



## Key facts

USD 300m

Primary

Excess

Quota Share

USD 750m

Single Carrier

## Product

- ✓ All risk including Boiler and Machinery, Natural Catastrophe cover
- ✓ Admitted paper

## Preferred client segments

- |                        |                            |
|------------------------|----------------------------|
| Aerospace              | Retail                     |
| Automotive             | Technology and electronics |
| Biotechnology          | Real estate                |
| Chemical               | Public entity              |
| Manufacturing          | Healthcare                 |
| Pharmaceutical         |                            |
| Financial institutions |                            |



# Single Carrier Property











## Key facts

**Max Capacity**  
USD 750m

## Product

- Large all risk capacity including natural catastrophe perils
- Master global policies
- Broad All Risk coverage; proprietary **ONE Form**
- Full loss prevention servicing including boiler and machinery service

## Preferred client segments

-  Automotive
-  Educational
-  Healthcare
-  Metal workers
-  Plastic workers
-  Real estate
-  Retail
-  Stadiums/convention centers

# E&S Property










## Key facts

**Max Capacity**  
USD 25m (Core E&S)

## Product

All risk including Boiler and Machinery, Natural  
Catastrophe cover  
Non-admitted or Admitted paper  
Primary, Quota Share or Excess

## Preferred client segments

-  Public Entity
-  Public and Private Education
-  Dealers Open Lot
-  Chemical Mixing/Blending
-  Metal Fabricating
-  Retail Office Space
-  Retail Trade



# Elevate – US Property

*Our property offering for US small and middle-size businesses*



## Our key strengths

Our commitment is to Elevate the customer experience one engagement at a time



### Responsive

Our underwriters are empowered, decisive and consistent.

We respond quickly and clearly.



### Customer-centric

We listen to you and are constantly trying to improve.

Trust us to be honest and empathetic.



### Transparent

Clear risk appetite, easy-to-understand products and a simple, predictable underwriting process.



# Elevate – US Property



## Key facts

Up to USD 150m in total property exposures

USD 1,000 minimum deductible (all other perils)

User-friendly property form (<20-pages)

## Notable coverages & enhancements

- ✓ **Physical damage:** demolition and increased cost of construction, miscellaneous unnamed locations, newly acquired property, valuable papers and records
- ✓ **Time element:** attraction property, contingent time element, contract penalties, R&D costs
- ✓ **Coverage options:** boiler & machinery, earth movement, flood and inland marine
- ✓ **Replacement cost valuation**
- ✓ **Industry enhancements:** education, healthcare, hospitality, manufacturing, real estate, retail. More being developed.
- ✓ **Additional enhancements:** automatically quoted, purchase not required, 4 limit levels available, 7 standard coverages, sits excess of limits purchased, and applies per location

## Preferred client segments

- Commercial real estate
- Cultural institutions
- Education
- Entertainment
- Food & beverage
- Health services
- Hospitality
- Manufacturing
- Retail
- Tech and telecom
- Transportation



# Casualty



Casualty  
Canada



Elevate Casualty



Crisis  
Management



Casualty  
Construction



# Casualty - Canada

*What makes us different?*



**Your insurer  
of choice  
in any event**

Big corporations face greater risks than ever and exposures in today's increasingly litigious world can be enormous.



**Financial strength  
and a flexible  
approach**

We offer among the highest rated risk transfer capacities in the market.

We also have the risk experience and underwriting flexibility to create tailored casualty solutions.



**Extensive risk  
knowledge in  
your sector**

Our underwriting team has a wealth of experience in a wide range of sectors. We fully understand and mitigate your risks.



**A commitment  
to service across  
the globe**

When you work with us, you can expect a knowledgeable, local point of contact who is empowered to act decisively.



# Casualty - Canada

*Your insurer of choice in any event*
















## Key facts

**Max Capacity**  
USD 25m

**Min Premium**  
USD 1k per million of  
capacity provided

**Attachment**  
Lead, umbrella, excess

## Preferred client segments

-  Automotive suppliers, non-critical parts
-  Communication & information
-  Defense
-  Electronics
-  Food and drink manufacturing
-  Non-US hotels and casinos
-  Household and consumer goods
-  Iron and steel and metal primary production / products
-  Machinery
-  Manufacturers of motorcycles, bicycles, trains, trams, caravans & ships/boats
-  Oil & gas extraction (energy upstream) incl. contractors
-  Paper
-  Plastic and rubber products
-  Real estate
-  Restaurant
-  Retail / wholesale
-  Textile (incl. clothing)
-  Transportation services incl. railways
-  Wood production and processing



# Elevate – US Casualty



## Key strengths

**Responsive.**  
**Customer-centric.**  
**Transparent.**

Our commitment is to Elevate the customer experience one engagement at a time

## Insurance Services Office General Liability Policy

We use the US middle market industry standard, the ISO General Liability policy because it provides consistency in expected language:

- ✓ Used for over thirty years
- ✓ Many trading partners receive ISO-related training and education
- ✓ Tested language and policies that bring predictability and certainty

## Tech-enabled underwriting

We only ask need-to-know questions

## Preferred client segments

Revenues: USD 25m-500m

- Cultural Institutions
- Food & Beverage
- Hospitality
- Manufacturing
- Real Estate
- Retail & Wholesale



# Elevate – US Casualty

*Our casualty offering for US middle-size businesses*



Enhancement  
Options

Primary and  
non-contributory



Broad additional  
insured options



Transfer of  
waiver of rights



Per location  
aggregate available



Product completed  
operations aggregate  
**USD 2m**



General aggregate  
**USD 2m**



Advertising and  
personal injury  
**USD 1m**



Per occurrence  
**USD 1m**



Damages to premises  
rented to insured  
**USD 100k**



Medical expense  
**USD 10k**

**Available for select risks**



Primary capacity up to  
**USD 10m**  
for the policy aggregate



# Casualty – Crisis Management: Balance Sheet Protection



## Key facts

**Max Capacity**  
USD 25m

**Attachment**  
Primary, excess,  
quota share

**Largest Global Market**



## Products

- Product Recall and contamination
- Corporate and Academic Workplace Violence
- Restaurants: corporates, franchisees, single locations

## Differentiators

- Standard offering for mid-market
- Tailored solutions for tough classes (aviation, aerospace, construction and industrial equipment)
- Industry leading coverage innovations (refusal, rejection, mold, rancidity, impairment)
- Flexible capacity (co-insurance, corridor SIR's, captive support)
- Superior claims handling and service

## Preferred client segments

-  Automotive components industry
-  Industrial components manufacturers
-  Consumer goods
-  Cosmetics
-  Electronic and metal industry
-  Food & beverage
-  Aviation
-  Aerospace
-  Medical Products
-  Chemicals

# Casualty – Construction



## Key facts

**Max Capacity**  
USD 25m

Excess Liability  
Follow Form Liability  
Admitted & Non-Admitted

## Product






### Annual practice policies

- Excess & follow form liability
- Integrated excess GL/PI programs
- Alternative structured solutions

### Project policies

- Wrap ups – CCIP, OCIP (single project or rolling programs)
- Project specific – contractor JV's or owners

## Preferred client segments

-  General contractors - commercial, institutional, industrial
-  Heavy & civil contractors
-  Homebuilders
-  Broad appetite for commercial projects in excess of USD150M construction values
-  Limited appetite for commercial grade residential/habitational subject to jurisdiction and attachment point



# Credit, Surety & Political Risks



Bank Trade & Infrastructure



Trade Credit & Political Risks



Commercial Surety



Contract Surety



# Credit & Surety

*What makes us different?*



**We provide certainty in an uncertain world**

Globalization offers many opportunities for increased revenue and profit. Yet it also exposes you to many perils, risks like expropriation, nationalisation and payment default.



## **World-class risk knowledge**

With approximately 50 offices worldwide and 150 years experience our experts provide the insurance protection you need.

Our international team can handle bespoke and international (multi-jurisdiction) transactions.



## **Coverage for any need**

Whether you're an investor, an exporter, a multinational corporation or a bank, we tailor our coverage to your needs.

Our specialist underwriting teams have the know-how that matters.



## **Certainty in an uncertain world**

Credit, surety and political risks are subject to any number of unpredictable factors.

We promise a consistent and transparent claims process.





# Bank Trade & Infrastructure

*Flexible solutions for bank trade and infrastructure finance*



## Key facts

**Max Capacity**  
Trade credit: USD 100m

## Products

- ✓ We offer credit insurance in form of an unfunded risk participation to financial institutions.
- ✓ Our risk participation is a bi-lateral, silent agreement and represents an irrevocable, unconditional and on-demand obligation.
- ✓ We cover trade- and project-related credit facilities such as term and capex loans (construction and operation), working capital lines and trade support facilities (e.g. standby L/Cs).

## Preferred client segments



Financial institutions with core activities in:

- Energy & metals commodity finance
- Soft commodity finance
- Trade & supply chain finance
- Project & infrastructure finance



Financial institution clients in search for effective solutions from non-banking sector to manage credit limits and risk capital.



# Trade Credit & Political Risks

*Facilitating international trade and investment*



## Key facts

### Maximum Terms

Private obligors: up to USD 100m (5 yrs)

Sovereign obligors: up to USD 75m (15 yrs)

Political risks: up to USD 75m (15 yrs)

## Products

- ✓ Private obligor single risk credit insurance that protects the policyholder against obligor defaults
- ✓ Sovereign obligor credit insurance that protects the policyholder against non-payment by public sector obligors
- ✓ Political risk insurance that protects investors and financiers against specific political perils such as expropriation, political violence, and inability to convert and transfer funds

## Preferred client segments



Multinational and national corporates



Financial institutions and equity investment funds



Trading companies

# Commercial Surety



## Key Facts

Large Capacity: USD 400m

International bonding solutions

Responsive field staff

## Products/Offerings

- ✓ Commercial contract bonds (bid bonds, performance bonds, warranty bonds)
- ✓ Court bonds (appeal, replevin, release of lien)
- ✓ License/permit and tax bonds
- ✓ Agency authority to handle transactional bond needs
- ✓ Dedicated commercial surety underwriters based in NY, SC, IL, TX, and CA

## Preferred client segments

- Clients in the USA and Canada
- International clients with bond needs in the US and Canada
- Manufacturers
- Financial institutions
- Suppliers
- Service contractors

# Contract Surety



## Key facts

Capacity: we handle contractors with aggregate programs up to USD 500m

Limited Broker/Agency force of surety specialists

Service and relationship oriented approach

30 year track record of supporting contractor surety needs

## Products

- ✓ Bid bonds, performance and payment bonds, maintenance and warranty bonds.
- ✓ Selected partnerships with professional surety bond agents and brokers.
- ✓ We offer contract bonds for middle market to small sized construction companies.
- ✓ We have dedicated surety teams based in 15 locations throughout the U.S.

## Preferred client segments

Middle Market to small sized contractors throughout the U.S.

### Traditional Surety

-  Construction industries and related suppliers
-  General contractors
-  Engineering contractors
-  Subcontractors



# Special Lines



Energy



Engineering &  
Construction



Accident & Health

# Energy

*What makes us different?*



**Let's get energized!**

A trusted leader in the marketplace, Swiss Re Corporate Solutions provides large capacity risk transfer structures in the Oil & Gas, Power and Mining segments.



## Underwriting expertise

Our team of experts offers a wide range of risk transfer and risk financing products for clients constructing and operating in oil & gas, utilities & power, petrochemical and mining sectors.



## Capacity and financial strength

We offer among the highest capacity available in the marketplace, based upon the Swiss Re Group's diversified portfolio and strong financial rating.



## A commitment to service and lasting relationships

We seek to understand and meet the needs of our insureds and provide the highest quality of customer service.



# Energy - Mining Property



## Key facts

up to 20% share / USD 100m

**Min Premium**  
USD 50k

**Min Deductibles**  
Property Damage:  
USD 500k  
Business Interruption:  
30 days

## Product

- ✓ Property all risk and boiler & machinery coverages for surface and underground mining operations, including hardrock, softrock, primary smelting and refining.

## Moderate appetite

- 🔄 Underground hard-rock (bulk and precious metals)
- ⚡ Underground soft-rock (no appetite for thermal coal)
- 🏭 Aluminium Smelters (stand-alone)

## Preferred client segments

Large and mid-sized mining companies as well as growing junior companies

- 📊 Open cast precious metals (e.g. gold, platinum, silver, diamonds) and base metals (e.g. copper, zinc etc.), including smelting and refining
- 🏭 Open cast bulk materials (e.g. iron ore, bauxite)
- ⚡ Open cast soft-rock (except for thermal coal) solution / in situ mining

# Energy - Power & Utilities



## Key facts

**Capacity**  
up to USD 100m

**Min Premium**  
USD 50k

**Min Deductibles**  
depending on occupancy, e.g.

- Thermal: USD 250k/30 days
- Renewables: USD 50k/21 days

## Product

- ✓ Property all risk and boiler & machinery coverages for power and utility companies.

## Moderate appetite

- ⚡ Transmission & distribution lines
- ⚠ Unproven or prototypical technology
- 🌊 Tidal power plants

## Preferred client segments

- 🏭 Large and mid-sized power and utility companies
- 🔌 Independent power producers
- 🌿 Renewable energy companies





# Energy Onshore

*Your long-term energy protection ally*



## Key facts

**Capacity**  
up to USD 120m

**Min Premium**  
USD 50k

**Min Deductibles**  
High risk occupancy: USD 1m  
– 5m / 30 – 60 days



LRO: USD 50k / 21 days

## Product

- ✓ Property all risk and boiler & machinery coverage for the oil and gas industry (mid- and downstream sector)

---

## Moderate appetite

-  Non energy occupancies such as bio-diesel, ammonia plants, chemical plants.
-  Upgraders

## Preferred client segments

-  Downstream companies including oil refineries, gas processing and gas treatment plants (LNG), petrochemical plants
-  Midstream companies including pipelines, river crossing, production facility (without process) compression station, pumping station, hydrocarbon underground storage, oil and petro terminal, Tank farm



# Energy Offshore

*Your long-term energy protection ally*



## Key facts

**Capacity**  
up to USD 150m



**Min Premium**  
USD 100k (our share)

**Min Deductibles**  
USD 500k / 60 days


## Product

- ✓ Property damage, control of well, limited loss of production income (LOPI/LOTI/LOH)
- ✓ US Gulf of Mexico named windstorm
- ✓ Third party liability (but only as part of a package including property damage)
- ✓ Offshore construction

## Moderate appetite

-  Contractors
-  Floating, Production, Storage & Offloading vessels (FPSO's)

## Preferred client segments

-  Vertically integrated international oil companies
-  Independent E&P companies
-  Contractors (drillers, construction companies)
-  Service companies (geophysical, well service)

# Engineering & Construction

*What makes us different?*



## Working together to build engineering and construction solutions

We take a holistic approach to engineering and construction projects, staying involved throughout the entire project life cycle.

We'll work to identify gaps and overlaps in your cover so you have comprehensive, cost-effective protection.



## We perceive risks in the same way that you do

With engineering degrees from all disciplines we speak your language, and get to the heart of the matter more quickly.

We're often onsite too.



## We have the financial strength to protect any project

Swiss Re has an S & P rating of 'AA-'. As such, we have the financial strength, capacity and reliability to be involved with any project, anywhere.



## Doing business easily, anywhere in the world

We have experienced people in approximately 50 offices worldwide.

We expedite every claim, ensuring the resilience of your business and mitigating cash flow volatility.



# Engineering & Construction

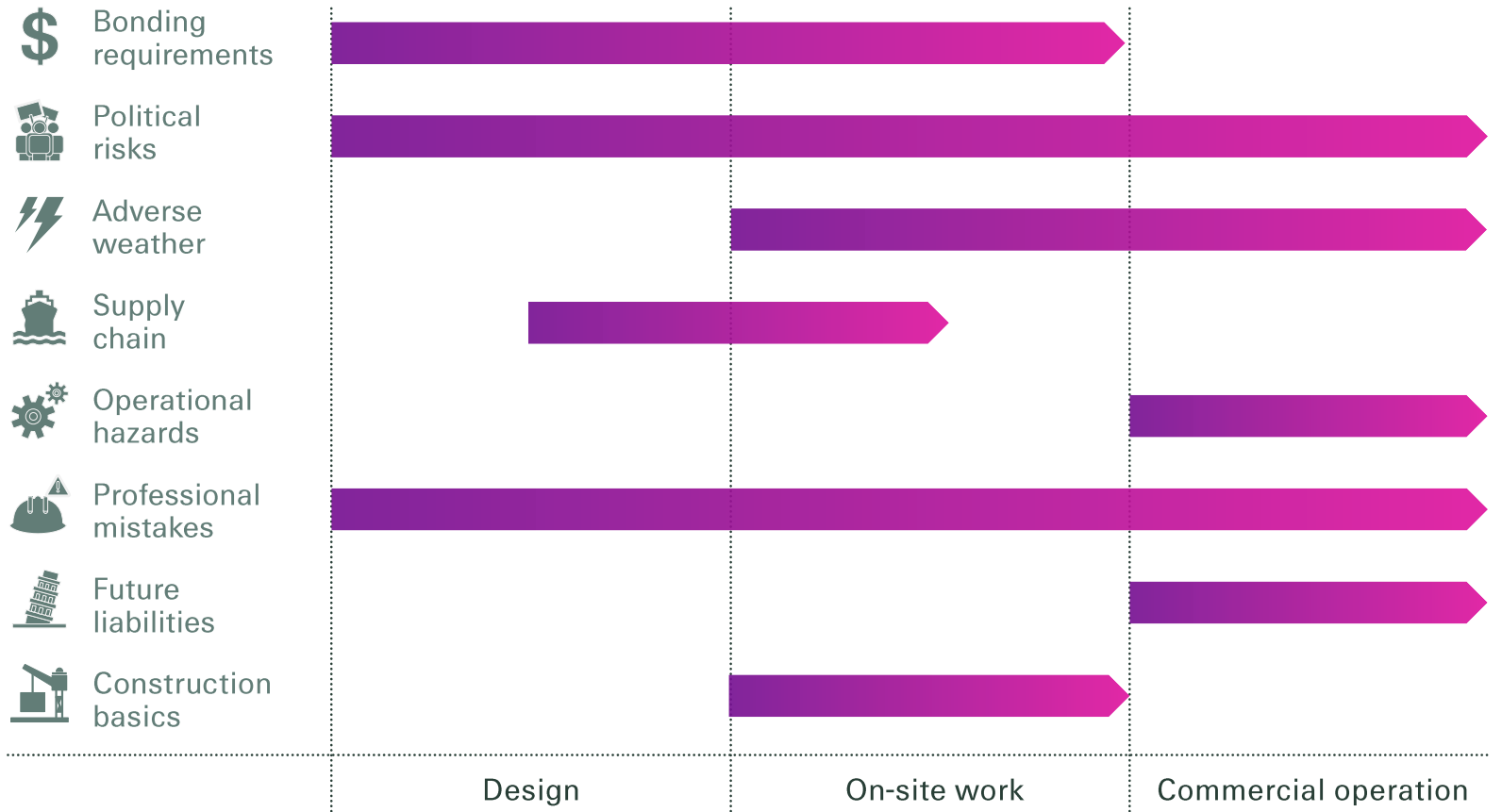
*What makes us different?*



## One Construction

Your end-to-end source for all your insurance needs

Video



# Engineering & Construction



## Key facts

**Target capacity**  
USD 100m\*

**Min Premium**  
USD 20k-50k  
(country specific)







**Attachment**  
Primary  
Excess

\*Capacity on MPL Basis; USD200m on offshore wind

## Product

- ✓ Contractors all risks
- ✓ Erection all risks
- ✓ Machinery breakdown
- ✓ Advanced loss of profits
- ✓ Business interruption
- ✓ Inherent defects
- ✓ Third party liability
- ✓ Rolling stock/contractor's equipment

## Preferred client segments

-  All contractors and manufacturers
-  Municipalities
-  Dredging companies
-  Harbours and infrastructure
-  Energy, mining, petrochemical
-  Offshore wind farms and submarine cables



# Accident & Health – Stop Loss



## Key facts

Unlimited (Specific)

USD 1m – USD 10m  
Limits (Aggregate)

Primary

## Products

- ✓ Employer stop loss
- ✓ Group captive solutions
- ✓ Organ transplant solutions

## Preferred client segments

- 🌐 Open to all industries that self fund their medical benefit plans



# Financial & Professional Lines



Executive Risks



Agents & Brokers



Construction Professional Liability



Cyber



Professional Indemnity

# Executive Risks

*Peace of mind for executives*



## Key facts

**Max Capacity**  
USD 25m

**Attachment**  
Primary  
Excess

## Product

- ✓ D&O (Directors & Officers Liability)
- ✓ PTL (Pension Trust Liability)
- ✓ EPL (Employment Practice Liability)

## Preferred client segments

- All publicly traded companies, with the exception of financial institutions
- All private non-profit companies, with the exception of financial institutions



# Agents & Brokers



## Key facts



**Capacity**  
USD 30m

**Attachment**  
Primary  
Excess  
Umbrella

## Product

- ✓ Professional liability for insurance agents & brokers (E&O)

## Preferred client segments

-  Insurance agencies of all sizes with the exception of national brokers
-  Agency aggregators/ clusters/ alliances



# Construction Professional Liability

*Your preferred partner for construction liability coverages*



## Key facts

**Capacity**  
USD 10m  
Primary

USD 25m  
Excess

## Product

- ✓ Annual professional liability for architects, engineers, and contractors
  - Primary
  - Excess
  - Integrated Excess Programs
- ✓ Project professional indemnity policies
  - A & E Design Team
  - CPPI (Contractors)
  - OPPI (Owners)
  - Rectification and protective coverages available for contractors and owners

## Preferred client segments



Architects and engineers with fees in excess of USD 50M annually



Contractors with gross revenues in excess of USD 250M annually



Project owners



Project policies with project values in excess of USD 250M or professional fees in excess of USD 20M



# Cyber

*What makes us different?*



## Key facts

**Max Capacity**  
USD 25m

Primary or Excess



### Covering the cyber threat

Financial protection from a wide range of cyber and tech risks including privacy events, network security breaches and media liabilities, as well as data breach expense, cyber extortion & ransomware, network business interruption cover and damage to digital assets.



### Insurance knowledge & service

Offering customized and standard insurance solutions designed to match your risk profile. Coverage is available across a broad range of industry segments.

Our risk engineers can assist with assessing security posture and exposure levels.



### Our claims commitment

How a claim is handled can be as important as the outcome. We pride ourselves on dealing with every claim fairly and efficiently. Our Claims Commitment gives you the confidence and peace of mind you need to run your business. We partner with leading breach coaches and incident response firms to provide rapid and expert handling of your incident.



# Professional Indemnity

*Peace of mind for professionals*



## Key facts




**Max Capacity**  
USD 25m

Excess

## Product

- ✓ Professional indemnity for lawyers, accountants and consultants.

## Preferred client segments

-  Top quality law firms
-  Big 4 firms - accounting
-  Management – strategy and actuarial consultants



# 04

## International Programs

Our journey

Service excellence

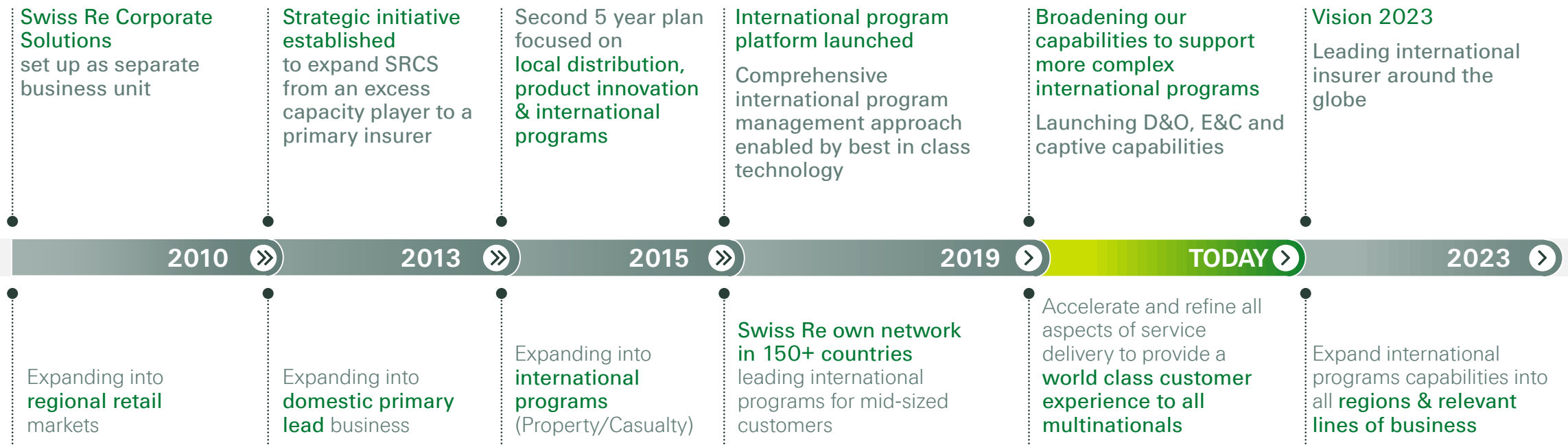
Key facts & capabilities

Global network

Technology



# Advancing international programs together – our journey so far



Swiss Re Corporate Solutions offices in 75% of major countries

Network partnerships play a decisive role in making our footprint fit for leading global master policies

We can lead international programs in the US, Canada, Denmark, France, Germany, Italy, Netherlands, Spain, South Africa, Switzerland, UK, Australia, China, Japan and Singapore

**Today**

Swiss Re Corporate Solutions offices and network partners to cover 150+ countries

**Next steps**

Appointment of additional strategic network partners



# Five pillars for service excellence

150 years of knowledge and expertise in the global risks space



## International Program Excellence

Providing expert advice directly to customers and brokers focused on compliance, coordination and control



## International Financial Management

Controlling and reporting on premium and claims flows around the world



## Global Network

Territorial coverage through a robust, well-managed network of local offices, leveraging our longstanding partnerships around the world



## PULSE. Simplifying data, work and information flow

Our lack of IT legacy is a key advantage and it allows us to build a unique technology platform to manage complexity



## People & Processes

Experienced people have designed superior processes and are committed to building a best in class proposition





# International programs: key facts and figures



**45 days**

target local policy issuance time

**37.3 days**

average issuance time



We can insure international programs out of

**15 countries**

US, Canada, Denmark, France, Germany, Italy, Netherlands, South Africa, Spain, Switzerland, UK, Australia, China, Japan and Singapore



Our largest Property program has

**46 local policies**

Our largest Casualty program has

**20 local policies**



Our international network covers

**150+ countries**

including **21** from our own offices

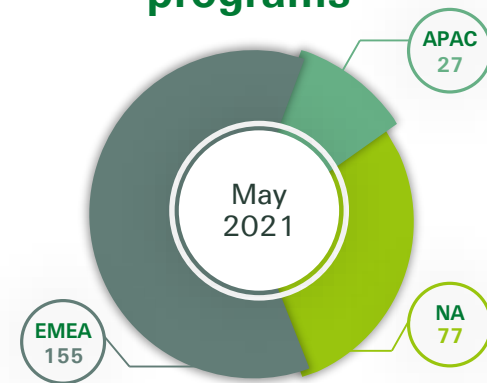
**150+ years of knowledge**

and expertise in global risks



**1,166 local policies**

**259 international programs**







# International program capabilities – overview and outlook

We launched PULSE our international program platform in 15 producing countries. Our next step is to focus on further improving our service delivery and getting ready for large corporates (including captives)

	Now	Ongoing developments
<b>Technology</b>	<p><b>PULSE, our international program platform includes:</b></p> <ul style="list-style-type: none"> <li>✓ International program administration tool</li> <li>✓ Portal including Nat Cat alerts</li> <li>✓ Knowledge tool: compliance requirements</li> <li>✓ Network partner portal</li> <li>✓ ONE Form: global property wording framework</li> </ul>	<p><b>PULSE technology:</b></p> <ul style="list-style-type: none"> <li>▪ Build interaction with Network Partners through interactive portal and platform integration</li> <li>▪ Broader accessibility of Local Policy requests to build alignment between broker, customer, &amp; insurer</li> <li>▪ Enhanced cashflow mechanisms to accelerate premium collection and disbursement</li> </ul> <p><b>Customer portal:</b> Performance alerts on international programs &amp; customer service plan</p>
<b>Network</b>	<p><b>Launch of our own network:</b> 150+ countries</p>	<p>Network expansion to additional strategic partners</p>
<b>Target customer segments</b>	<p>Multinationals requiring up to 20-25 local policies. We can manage a higher number of local policies on a case by case basis.</p>	<p><b>Large multinationals:</b></p> <ul style="list-style-type: none"> <li>▪ 25+ local policies</li> <li>▪ Captive fronting</li> <li>▪ Non-Proportional coverage</li> </ul> <p><b>Middle-market:</b> continued efficiency improvements <b>Engineering &amp; Construction</b></p>

<b>North America</b>	<p>United States, Canada <b>Property, D&amp;O</b></p>
<b>EMEA</b>	<p>France, Germany, Italy, Netherlands, Switzerland, United Kingdom <b>Property, Casualty, D&amp;O, E&amp;C</b></p> <p>Denmark, Spain: <b>Property, Casualty</b> South Africa: <b>Property</b></p>
<b>APAC</b>	<p>Australia, China, Singapore <b>Property, Casualty, D&amp;O</b> Japan: <b>Property</b></p>
<b>Latin America</b>	<p>Mexico to start producing in 2021</p>



It's not just our knowledge, technology and 'what' we do that matters, but also 'how' we do it



We put our customers and brokers at the heart of everything we do

## Responsive

We care and are available to our customers and brokers and prioritise your needs

We reach out first and keep you informed

We handle things in a personal way



## Reliable

Customers see us a valued partner who understands their business,

who is transparent about what we're able to do and by when,

who delivers on what we promise

and offers superior service



## Results focused

To offer solutions that meet our customers' and brokers' needs

We strive to define our appetite, innovate, and share and apply our expertise and knowledge in ways that add value to your business







# The Swiss Re global network

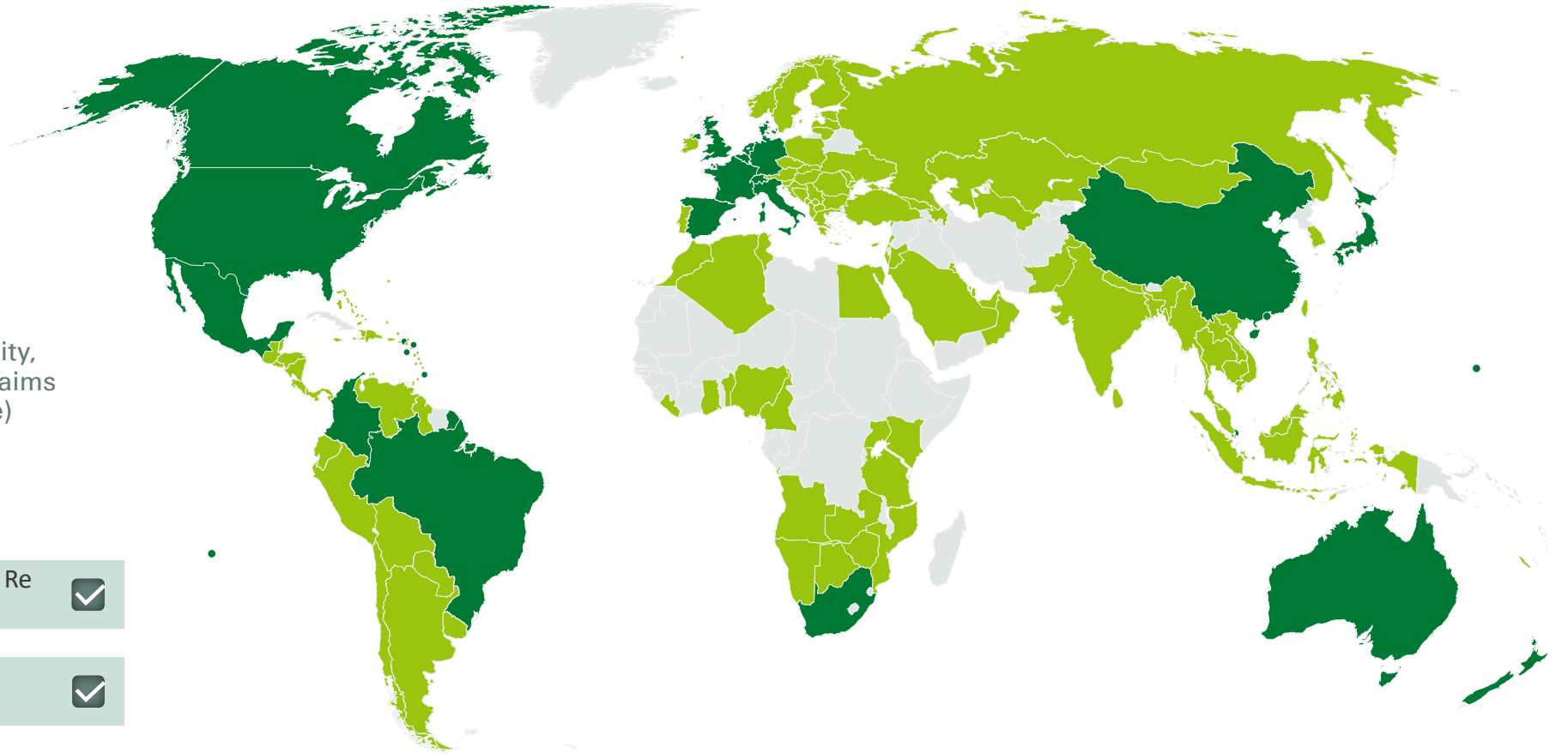
150+ and growing



- Operational capability (licensing, workforce capacity, international experience, claims and reinsurance experience)
- Local credibility
- Financial stability

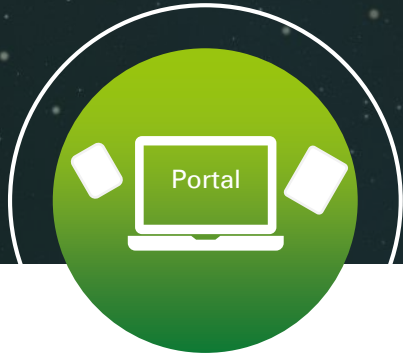
 countries covered by Swiss Re Corporate Solutions offices

 countries covered by Network Partners (2021)





# Our lack of IT legacy allows us to offer PULSE - a unique technology solution that manages the complexity of international programs



## Program Transparency

Our portal, provides an **online, real-time overview** of your international program, including policy issuance, premium collection and claims.



## Program Structuring

Our **PULSE** technology supports international program structuring. **Full integration** into our underwriting systems enables a **fast turn around** of quotes and policies.



## Knowledge Management

An **integrated knowledge tool** allows for compliance standards, tax and business rules to be incorporated directly into the underwriting and structuring process.



## Information Exchange

The network partner portal with rule-based, guided workflow will allow for **easy and consistent exchange of information** with all stakeholders.



## Integrated wording

**ONE Form** is a property wording, a framework and an IT solution. It offers you a broad state-of-the-art property coverage, faster service/response times, compliant solutions and a straight-forward governance of your international programs.

# PULSE portal

One comprehensive platform,  
multiple insights at your fingertips



Manage all aspects of your insurance program quickly and seamlessly from one secure place.



## Insightful

Easy access to real-time policy, claim and risk improvement information.



## In control

Review your policy, submit loss notifications, track progress of a risk improvement or monitor natural hazard exposure for your risks worldwide.



Swiss Re  
Corporate Solutions



Request a [demo](#) today by emailing:  
[corporatesolutions\\_PULSE@swissre.com](mailto:corporatesolutions_PULSE@swissre.com)

Or visit our [website](#)

Video





# PULSE - Our interactive platform for all stakeholders involved in your program



## PULSE supports

Structuring and administration of your program from one central location

Access to all relevant program data and status updates in a click

Facilitated communication and information exchange

Integration with multiple data sources to ensure full transparency at all stages



## You can

Get a full overview of your global program information from a single, easy to use platform

Track program progress and updates

Access relevant reports



## Network partners receive

Program compliant instructions to issue local policies in a timely, efficient way

Access to our online platform to:

Manage tasks and services

Check policy status

Check claim notifications/reports

Monthly reinsurance premium

Store and manage documents

Share local knowledge, e.g. regulatory changes, capabilities



# Knowledge Tool is core to our international programs value proposition

Providing a wealth of research, insight and expertise to support all stages of your program



## Submission

Network capability assessment



## Quote

Program Structuring  
Pre-quote engagement  
Premium allocation



## Bind

Pre-bind engagement  
Local policy requests



## Post Bind

Program Tracking  
FNOL claims  
RI premium tracking  
Claims Loss Runs

## Key functionalities

Producing country capabilities

Local Country servicing capabilities & market regulations

Producing & Local country Contact Management Database

Master Policy Options (non-admitted regulations)

Network Management Due Diligence Workflow

Local country Retentions & Deductions including Tax data

Reinsurance Agreement T&C's & SLA's

Local policy coverage / exclusion / extension information



# Network Partner Portal

Our digital interface with Network Partners



## Key features and services



Task Management with Service Level Expectations



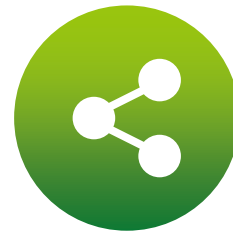
Policy Status reporting



Claims and Premium notification and reporting



Document storage and management



Local knowledge sharing, e.g. regulatory changes, servicing capability



Communication and information exchange





# ONE Form – 2020 Global Programme Innovation of the year<sup>1</sup>

Customers get a broad state-of-the-art property coverage, faster service/response times, compliant solutions and straight-forward governance of their programs



**ONE Form is a Wording**

**Broad state-of-the-art property coverage**

**All Risks approach**

(named perils structures if desired)

**Flexible to meet customers' coverage and limits needs**

**Globally consistent whilst respecting local specifics**



**ONE Form is a Framework**

**Highly flexible coverage solution with a modular Master & Local policy concept**

**Congruence between Master and Local policy facilitating tax & legal compliance around the globe**

**Increased contract certainty:** higher policy accuracy, faster issuance, reduction in unexpected claims from local policies due to unclear content



**ONE Form is an IT-solution**

**Highly automated policy issuance of Master and Local policies and timely policy issuance around the globe**

**Enhanced data flow** between systems, reducing error rates, increasing speed of policy issuance and allowing customers access to account specific flood exposure via our customer portal and its proprietary CatNet<sup>®</sup> module



# 05

Claims

Our Claims  
Commitment

TPAs and adjusters

Knowledge, expertise  
and complex claims

Claims in International  
Programs

A great service  
example



# Why do we provide you with a Claims Commitment?



Our mission is to deliver **exceptional claims service** that gives you confidence and peace of mind and, quite simply, makes you want to keep doing business with us.

We're committed to making your business resilient

We're committed to helping you provide reassurance to your board about how the claims are being handled and when payment can be expected



We strive to deliver on our insurance promise

We believe how the claim is handled is sometimes more important than the outcome of the claim itself



# Global Claims Commit - The Promise of our Claims Commitment



Your claim will be managed proactively, fairly and with great care



We will listen to, and respect your point of view, look to understand your needs and be there when you need us.



We're committed to building a foundation of trust based on open, transparent communication, even before a claim occurs.



We'll work collectively and collaboratively across regions to assure your global needs are met.



# What can you expect from our Claims Commitment?



Accessible  
Responsive  
**No Surprises**



**30 days** –  
Completion  
of initial  
investigations



**24 hours** response  
to initial notification  
Available **24/7 - 365**  
days via help line



**50%** upfront  
payment in  
some situations



**5 business**  
**days** - payment  
time after  
settlement is  
agreed



**Regular updates**  
and constant  
communication  
with you

# Management of TPAs and Adjusters



## Global Service Providers



Swiss Re has identified and developed a number of global service provider relationships



Selection process conducted via appointed dedicated relationship managers



Global experts who are aligned with our Claims Commitment vision of delivering exceptional claims service



Service level agreements – create governance & oversight of the service provider

## How will we measure performance?

Carefully drafted KPIs aligned with our Claims Commitment – in other words, we apply the same service standards and expectations on service provider as we would to our own claims managers

---

We conduct annual TPA audits where delegated claims authority is granted and we rate performance and identify areas for continuous improvement

---

Reserving – a global approach, both within Swiss Re Corporate Solutions and with our outsourced vendors, provides consistency in our claim reserving practices



# Complex claims: how we apply our expertise



Swiss Re  
Engagement

Proactive claims management

Early intervention

Assistance in terms of media management

Quick coverage decision and interim payment

Full transparency throughout

Regular catch up calls and support for cash flow

Early settlement prior to repairs being completed



# How we share our knowledge and insights



## Swiss Re industry insights and data analytics

We support our customers in today's fast changing environment with informed emerging claims trends with a combination of facts & data.



## Leveraging our global claims network

We have a global network of leading claims experts with many years of insurance experience.



## Lessons learned

We're actively committed to delivering claims service excellence, and documenting actual claims experiences both positive & negative, and sharing these lessons learned with others to make your business more resilient.



## Cyber & technology expertise

We have global leading experts who offer insights and trends in this developing industry sector.



## Scenario planning

Peace of mind means not only having the right coverage, but also an understanding of what to expect when a claim happens. We can sit together to run through claim scenarios and our processes, so you never have to guess.



## Claim debrief

At the end of a claim we want to hear about your experience with our services. What went well, areas where we can improve.





# How we service our International Programs Claims

## The Claims Commitment

Accessible  
Responsive  
No surprises

## Claims Relationship Manager

Your dedicated single point of contact

## Claims Implementation Meetings

Build a tailored claims handling plan

## Claims Protocol Documents

Document alignment on claims handling

## Network Partner Management

We understand the importance of the end-to-end service experience

## Service and communication tailored to your needs

We know that a one size does not fit all

## 24/7 access via our online portal

Claim hotline, FNOL and status of my claim



# Dedicated Claims Customer Relationship Manager

## 01. Customer relations

Dedicated key contact for all claims matters, including liaising with network partners on claims with local policies

Agreed meeting frequency as per Claim Handling Agreements

Claim review coordinator: facilitate, manage and provide claims reports on an agreed basis

Broker relationship partner ensures an open dialogue on all customer claim matters and acts as key contact for broker inquiries

## 02. Claim technical

Adjudication of master policy claims including DIC/DIL claims

Provide input on investigation and evaluation of local policy claims handled by our Network Partners

Manage external business partners - TPAs, loss adjusters and law firms

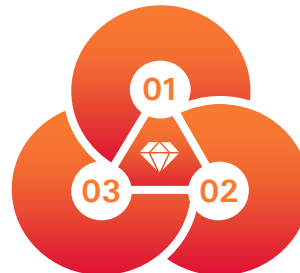
## 03. Claim Processes

Coordinate claims handling for the customer's International Program, ensuring proper method(s) of reporting new losses is applied

Develop individual customer claim handling instructions

Coordinate/facilitate claims handling and service level agreements with service provider

Liaise with co-insurers and reinsurers: where applicable, consolidate and coordinate claim data as part of International Program management





# Oversight and management of our Network Partner claims services



## Due Diligence Call

Pre-appointment Claim Due Diligence call with key claim personnel at the Network Partner to review service expectations



## Key Claim Contact

We require all Network Partners on your International Program to designate a key claim contact to escalate any issues or questions



## Claim Notification

Individual notifications of all reported claims within one business day of receipt by Network Partners



## SLAs and reporting

Service Level Agreements built into reinsurance contract with mandatory reporting:

- Expectation to deny or partially deny any part of a claim
- Payment above Network Partner authority (\$50k or less)
- Claims involving fatality, or pre-defined serious injury
- Claim estimated at 50% of original coverage limit regardless of coverage or liability assessment
- All financial transaction noticed within one business day of completion by Network Partner



## KPIs and audits

Network Partner KPI reports and audit processes being developed

# Network Partner claim scenarios



**Type of Claim:**  
Local Policy Claim within reporting thresholds



**Type of Claim:**  
Local Policy Claim excess of reporting thresholds

**Type of Claim:**  
Local Policy Claim also/ instead impacting Master Policy (DIC/DIL)



**Type of Claim:**  
Master Policy Claim

## Scenario:

SR/Network Partner handles and settles claims

Reinsurance reporting and recovery for Network Partner through loss run and bordereaux

SR Local Office/Network Partner handles and settles claims

Individual notification from local office to Master policy Claim Relationship Manager (CRM)

CRM access to claim details

Collaborative effort between Network partner and CRM to agree on claim resolution

Individual notification to local and producing office

Producing Office CRM coordinates claim with SR Local/Network Partner and with Customer

Access to local claim details for CRM

Each claim settled separately in a coordinated approach with full transparency to producing office and local customer

Producing Office Claims Handler handles claim

Claims settled on an individual basis

Coinsurance handled per market practice



**Dependent on the size, nature and location of the claims**



# A great service example





06

Risk  
Engineering  
Services

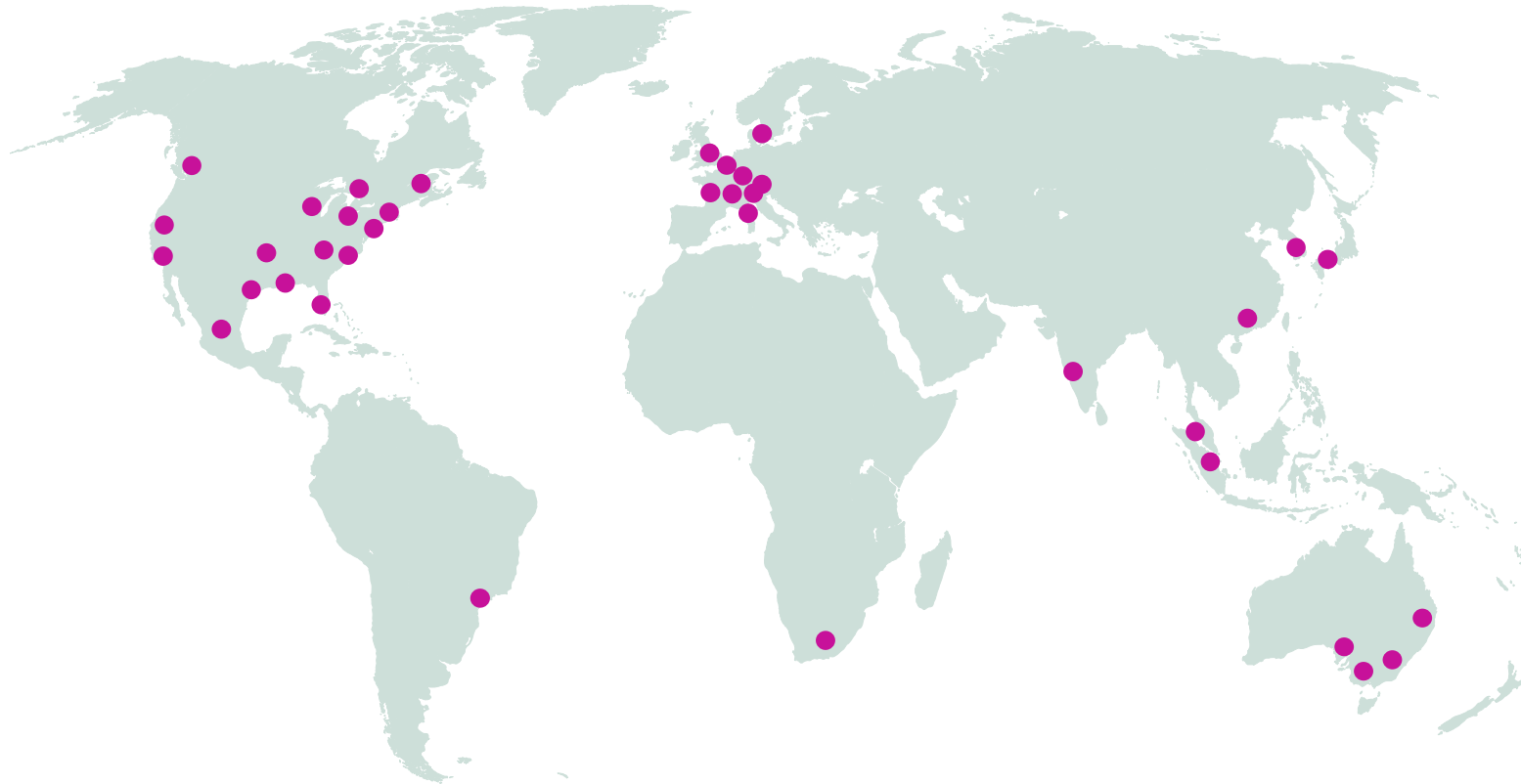
Our risk engineering  
proposition

Risk Engineering  
Services

Service examples

Tools and  
know-how

We can partner with you in new and innovative ways to identify and mitigate complex risks across the globe



## Global approach

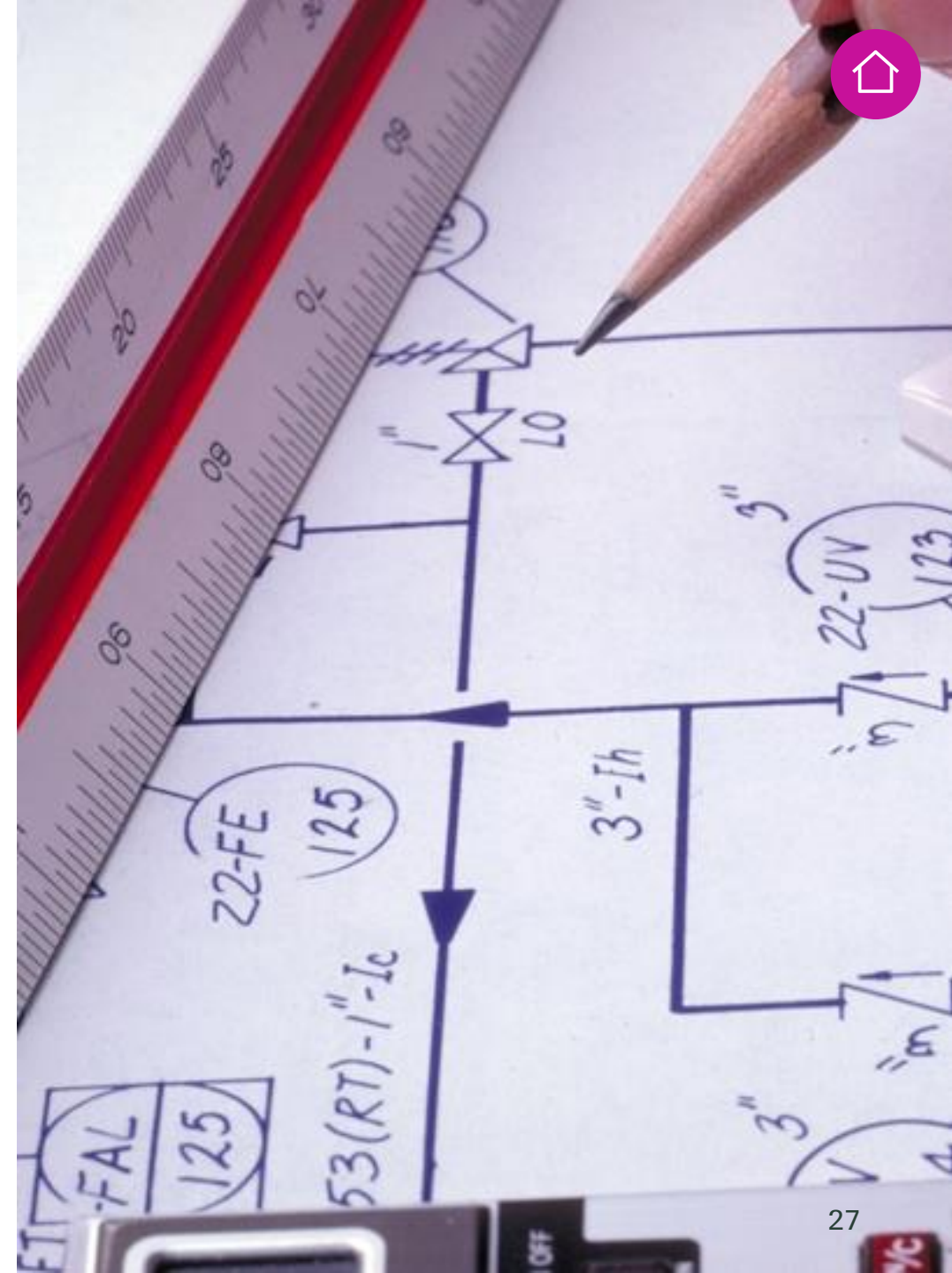
### Our expertise – your benefits

- Providing engineering services for 40 years
- 130 engineers (worldwide) P&C
- Experienced team with an entrepreneurial spirit, fresh ideas and leading edge tools
- Two external field service providers on a global level and network partner engineers
- Dedicated customer engagement team
- Standard or tailor-made services
- Access to our customer portal (PULSE)

# Risk Engineering Services: Expertise and capabilities

We provide loss prevention and risk improvement expertise (property, casualty, special lines) to help insured corporate customers manage their risks around the globe

- Combining **customers' expertise** with our technical knowledge
- Applying global **industry best practices** to develop bespoke solutions to meet our customers' needs
- Appointing a dedicated **account engineer** to tailor a mutually agreed servicing plan to manage risk engineering activities
- Appointing a **customer engagement team** including RES, UW, Claims on every single account.
- Providing a range of **risk reducing tools** such as hot work permits, impairment handling kits and loss prevention checklists
- Delivering **standard and tailored services** to support 'out of the box brainstorming & ideation', NatCat assessments, Employer/ Product/ Environmental Liabilities, Professional Indemnity and General/ Public/ Cyber Liability







# Risk Engineering Services Property example

**Ice Plug  
X-Ray  
analysis**

**Thermal  
infrared imaging  
& X-Ray  
capabilities  
applied via drone  
technology**

- Eliminate the need to disassemble piping to perform visual inspections for ice plugs
- Reduced time to perform the inspection (<1 hour)
- Reduce disruptions to freezer distribution operations



Sprinkler pipes at temperature transition point

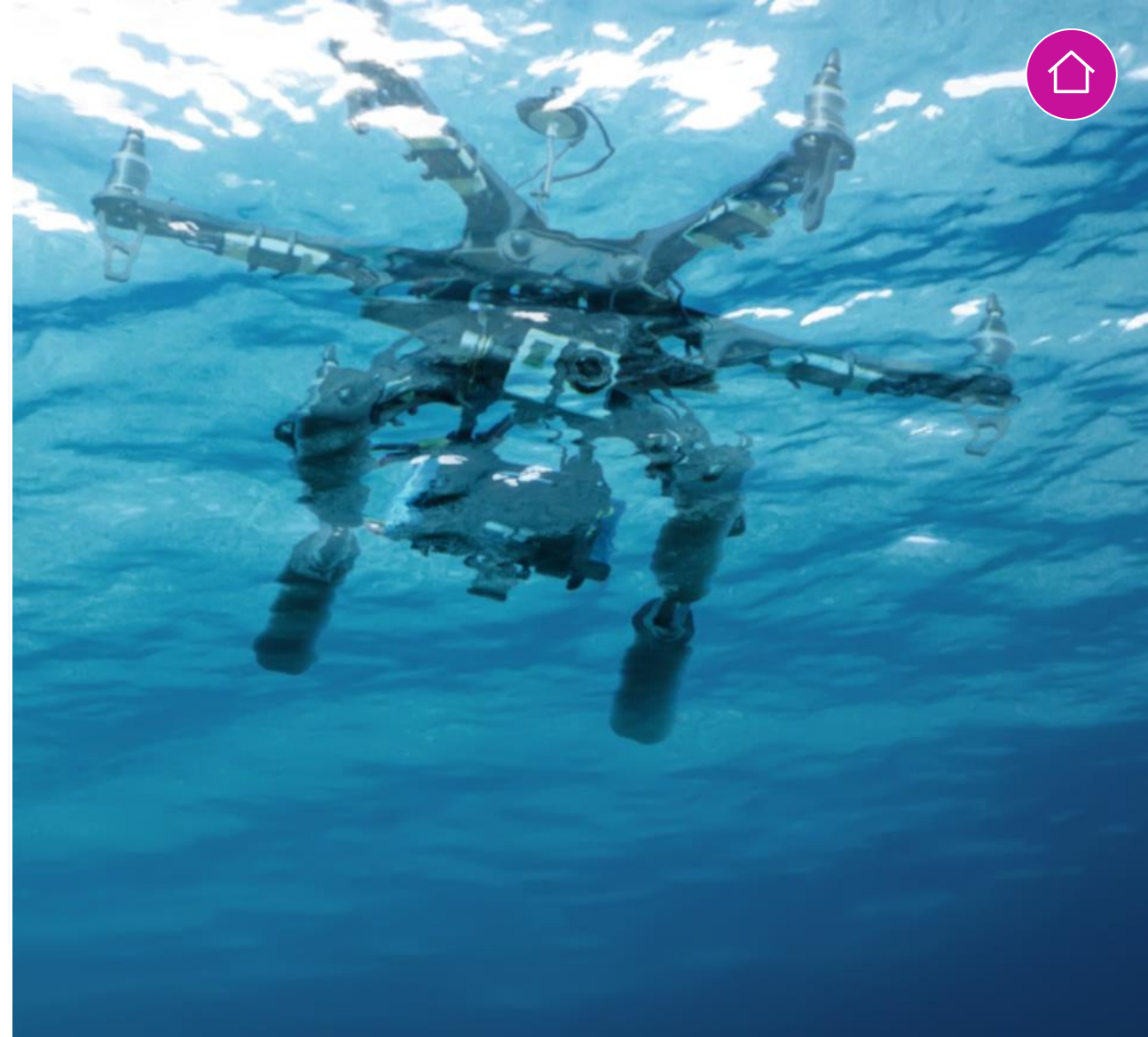


X-ray confirming ice blockage in one of two sprinkler mains



## Risk Engineering Services – Property FLOAT: Accurate Flood Risk Assessment with Drone Technology

- Current flood modelling is limited to 2D view
- 3D digital models with accurate elevation data, generated within a few days, creating a realistic flood simulation out of drone data
- **Advantages of the technology**
  - Better understanding of flood risk exposures
  - Global capabilities
  - Improvement of risk assessment
  - Reduction in costs
  - Efficient planning and implementation of flood protection
  - Risk mitigation strategies with clear priorities
  - Innovation in combination with natural catastrophe expertise



Video





# Risk Engineering Services – Casualty

## Risk dialogues

**Systematic risk identification using our expert knowledge around the globe**

- Connecting your business with the risks & loss drivers
- Cross-industry knowledge and experience
- New emerging trends and technologies
- Reducing man-made losses
- Improving the efficacy of follow-up services

## Innovative services

**Tailored services on key areas**

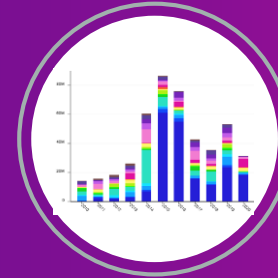
- General – and Products Liability (GL/ PL, including Employer’s Liability)
- Recall
- Cyber
- Construction (GL/PI)
- Environmental Liability (EIL)

## Benchmarking your risks

**Setting the scene**

- How do I compare with my peers?
- Do I understand the risk - / loss drivers?
- Where can I improve?
- How can I improve?

## Automotive supplier industry – diverse risk profiles

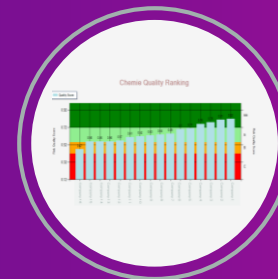


Automotive parts: benchmark highly fragmented product segments

## Chemical industry – understanding key risks



Risk benchmarking of product categories and premises



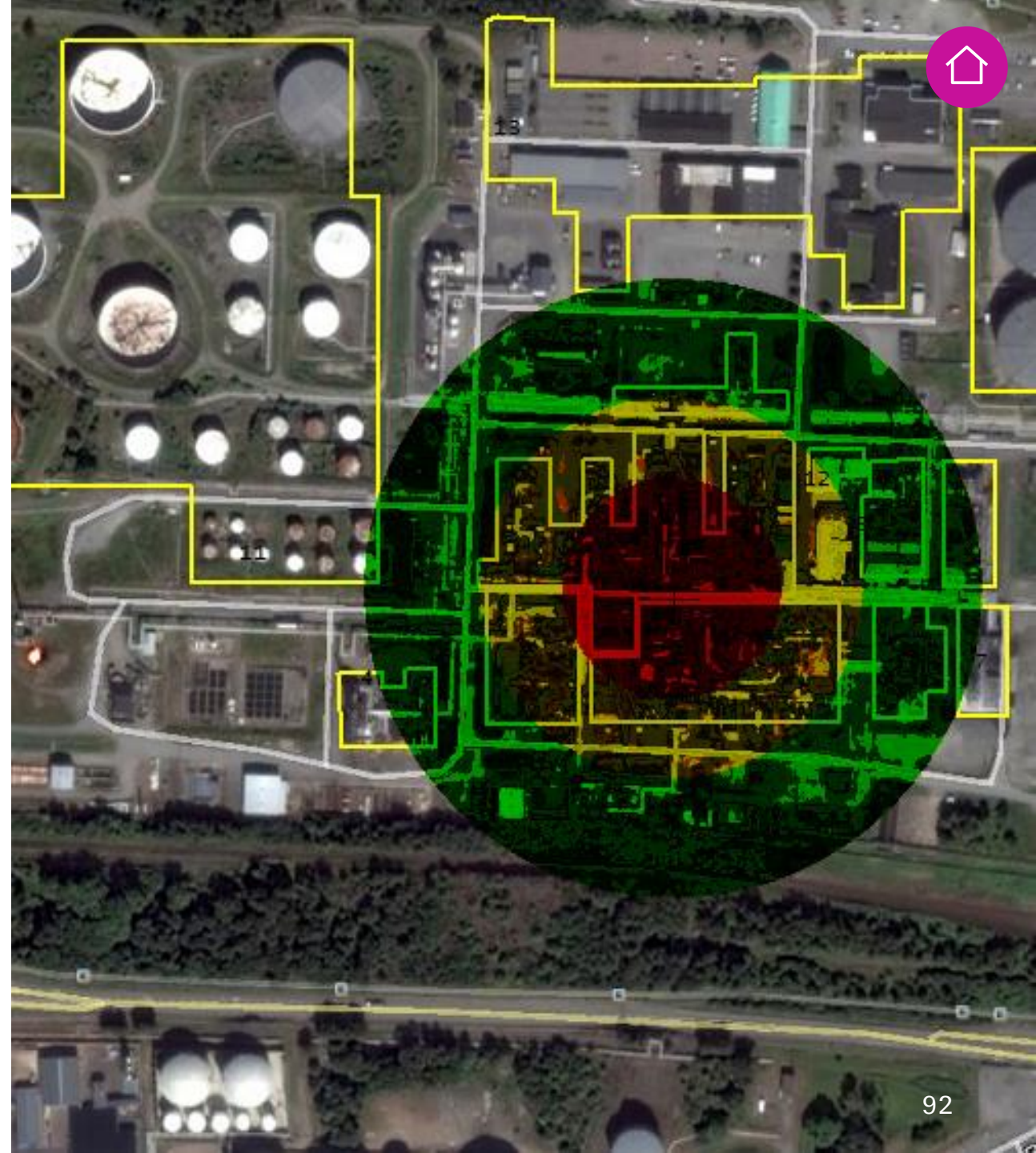
Product	Quantity	Product Name	Unit	Volume	Comments
Product 1	1000	Acetic Acid	L	1000	High Risk
Product 2	500	Hydrochloric Acid	L	500	Medium Risk
Product 3	200	Sulfuric Acid	L	200	Low Risk
Product 4	100	Nitric Acid	L	100	High Risk
Product 5	50	Phosphoric Acid	L	50	Medium Risk

Qualification of risk reduction measures

# Risk Engineering Services

## Our tools

- **RES Next Generation** provides a **single industry specific platform** for our engineers to manage workloads, complete loss prevention & control assessments for all occupancies, and monitor customer risk improvement.
- **ExTool** estimates the **maximum possible monetary losses (MPLs)** due to property damage arising from vapor cloud explosions in open steel structures such as in the oil and petrochemical industry
- **SMAPI (Safety Management Audit in the Process Industry)** is a **guided structured interview** with key departments responsible for a process plant (safety management process, lessons learnt from large losses, benchmark between departments).
- **RES Casualty** offers **dedicated risk assessment modules** reflecting specific risk drivers per industry segment
- **Pharma business interruption tool** evaluates supply chain risks for pharmaceutical products.





# A wide collection of risk publications available

**Swiss Re Corporate Solutions**

**Loss prevention expertise**

Swiss Re Corporate Solutions has long been known as a leader in loss prevention expertise. Our experts have developed a range of tools and services to help you prevent and mitigate risks.



**Swiss Re Corporate Solutions**

**Fire protection impairment kit**

This kit provides a comprehensive overview of fire protection measures and helps you identify areas for improvement.



**Swiss Re Corporate Solutions**

**Hot work permit kit**

This kit provides a comprehensive overview of hot work permit requirements and helps you ensure compliance.



**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Customer Service Plan**

This plan outlines the services and support provided by Risk Engineering Services to ensure your business is protected.




**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Windstorm preparation guide**

This guide provides essential information on how to prepare your property for windstorms and tropical cyclones.



**Swiss Re**

**Risk Engineering Services**

**Flood Assessment Tool FLOAT**

This tool helps you assess the flood risk to your property and provides recommendations for mitigation.



**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Tool-mounted photovoltaic systems – fire risks**

This publication discusses the fire risks associated with tool-mounted photovoltaic systems and provides mitigation strategies.




**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Flood Preparation Guide**

This guide provides essential information on how to prepare your property for flooding and protect your assets.



**Swiss Re Corporate Solutions**

**Industry focus – manufacturing**

This publication focuses on the specific risks and challenges faced by the manufacturing industry.




**Swiss Re Corporate Solutions**

**Casualty Risk Trends**

**Machinery & Technology**

This publication discusses the increasing risks associated with machinery and technology in the manufacturing sector.



Article

**What are the increased risks for the Energy Industry arising from COVID-19?**

May 13, 2020

**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Sustainability Series: Green Roofs**

This publication explores the benefits and risks of green roofs for sustainable building practices.



**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Earthquake Preparation Guide**

This guide provides essential information on how to prepare your property for earthquakes and seismic activity.




**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Restarting Operations Following Idle Periods**

This publication discusses the risks and challenges of restarting operations after a period of inactivity.



**Swiss Re Corporate Solutions**

**Risk Engineering Services**

**Restarting Operations Following Idle Periods**

This publication discusses the risks and challenges of restarting operations after a period of inactivity.





# 07

## Innovative Risk Solutions

Value proposition	Do you need innovative risk solutions?	Growthsurance™	Non Physical Damage BI	Parametric Solutions	Captive Solutions	Weather Solutions
-------------------	--	----------------	------------------------	----------------------	-------------------	-------------------



# Value proposition

- 1. We think creatively** and have an innovative approach towards risk and the possibilities of insurance. We see complex risks as an opportunity and thrive on the challenge of creating a tailored insurance, reinsurance or other non-traditional risk management solution.
- 2. While some of our solutions are unique and tailored to a specific customer situation, others are applicable for broader markets** and can be used either on a stand-alone basis or as part of an established insurance strategy. We are a global team with local hubs that understand and execute reflecting your unique needs.
- 3. Innovation is in our DNA** and we have an impeccable track record across all industry segments. An in-depth discussion with the Innovative Risk Solutions team about your particular situation is the first step to new opportunities.

# 2020 Innovation Risk Solutions Awards

## Virtual Captive

Captive Innovation of the Year Award  
European Captive Review Awards



## QUAKE

(Re)Insurance Transaction of the Year  
Insurance Insider Honours



## POP STORM

Insurtech Initiative of the Year Award  
Business Insurance US Insurance Awards



## Parametric earthquake cover

New Insurance Product of the Year HK  
Insurance Asia Awards



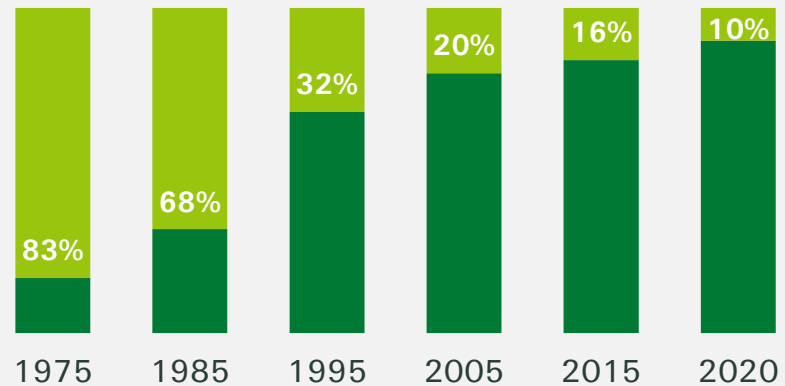


# Do you need innovative risk solutions?

Because the corporate landscape is changing and there are emerging risks...

“Uber, the world’s largest taxi company, owns no vehicles. Facebook, the world’s most popular media owner, creates no content. Alibaba, the most valuable retailer, has no inventory. And Airbnb, the world’s largest accommodation provider, owns no real estate. Something interesting is happening.”

Source: “The Battle Is For The Customer Interface”, by Tom Goodwin of Havas Media on Tech Crunch Network.



Source: Ocean Tomo, LLC. 2021

■ Tangible assets  
■ Intangible assets

## Business interruption

incl. supply chain disruption and vulnerability

## Market developments

volatility, new entrants, M&A, market stagnation

## Cyber risks

IoT + IIoT, cyber attacks, cyber crime, IT failure, data breaches

## Natural catastrophes

## Regulatory uncertainty

BEPS, protectionism, sanctions

## Macroeconomic developments

austerity, deflation, inflation, commodity prices

## Fire, explosions

## Political risks and violence

war, terrorism, populism, changing political landscape

## Loss of reputation and brand value

## New technologies

3D printing, IoT + IIoT, AI, drones, etc.





# A changing environment: Hard market trends

Corporations are looking for alternatives



## Observed trends

- ✓ Economic Uncertainty and Budget Constraints
- ✓ Insurance Market Tightening and Price Increases



## Changing needs

- 1 Filling the Protection Gap
- 2 Certainty of Price and Capacity
- 3 Optimizing Self Insured Retentions



## Insurance solutions for a hardening market

- ✓ Parametric or Index-based insurance
- ✓ Structured Multi-Year Solutions
- ✓ Captives
- ✓ Virtual Captives



# Do you need innovative risk solutions?

## You require new approaches

### AREAS



**Growthinsurance™**

### APPLICATIONS

- Insurance for sales promotions
- Reimbursement for adverse weather
- Product outage
- Over-redemption

### NEEDS

- Promoting a product or sales campaign
- Revenue protection



**Non Physical Damage BI**

- NatCat / Weather
- Regulatory actions
- Terror
- Negative press

- Protection of a (critical) business plan
- Protection against sensitive revenue fall



**Parametric Solutions**

- NatCat exposed assets
- Weather exposed assets
- Objective triggers using big data and/or 3<sup>rd</sup> party indices
- Simplified claim determination

- Avoid loss adjusters and complex loss investigation
- Ensure immediate cash after a loss



**Structured Solutions**

- Captive protections
- Fronting for the captive
- Capital relief solutions
- Captive alternatives
- Virtual Captive

- Setting up an efficient self insurance concept
- Increase efficiency of running a captive



**Weather Solutions**

- Volume related solutions based on cumulative weather indices
- Volume and commodity price related solutions (quanto)

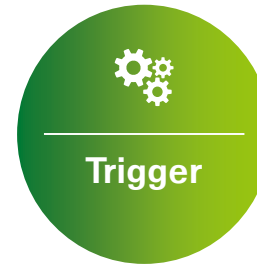
- Loss of revenues and/ or profits caused by extreme weather (temperature, rainfall, wind, solar irradiation...)
- Generation outage protection



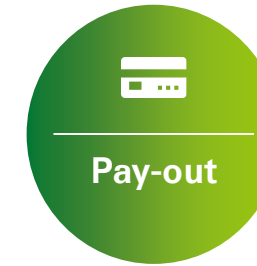
## Loyalty scheme for utility company



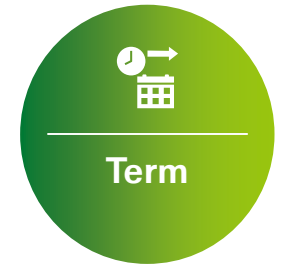
Utility company



Earthquake and flood parameters



Variable amount based on an event parameter / index value and number of customers affected.  
Customers receive remission of future invoices



36 months

## What makes it Innovative?

- Parametric cover. No proof of direct physical loss required
- Marketing instrument to differentiate policyholder's offering. Use insurance as an added benefit to the product to attract new customers. The policyholder offers their customers a "payment holiday" in case they are affected by an earthquake or flood event
- Directly supports future income growth.  
Expense is an acquisition cost not a cost of risk

# »»» ICAB

**TO BUSINESS FASTER**

**Innovative Risk Solutions: Flexible.  
Transparent. Fast Payouts**

Advancing Business Interruption  
Protection Together.



# We are taking a leadership role in Non-physical damage business interruption (NDBI)

## Understanding NDBI

We design insurance solutions to cover “non-core” business interruption (BI) risks resulting from events that may not produce physical damage to insured property



**NDBI is not covered under traditional property damage and business interruption Insurance**



## Examples of NDBI Triggers

- **Withdrawal of regulatory approval** or license to produce
- **Closure of production facility** by order of an official regulatory body
- **Contingent business interruption** due to non-physical damage affecting a key supplier
- **Financial collapse** of a key supplier
- **Failure of Internet access**; software errors and mistakes
- **Cyber attacks** (malware, virus, denial of access, hacking, etc)
- **Political risks such as strikes**, planned blockade, government actions, civil unrest
- **Terrorism** affecting trade in a wide area
- **Blackout** (no electricity)
- **Product recall**
- **Theft, corruption** and other criminal acts
- **Environmental contamination**
- **Murder / suicide / bad press**
- **Transportation interruption** causing serious delay of delivery of goods or services
- **Natural hazards** and other events affecting a wide area, regardless of damage to insured locations

# Non-physical Damage Business Interruption Named perils

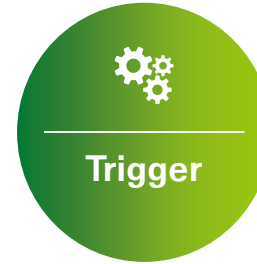


## NDBI cover for transportation company



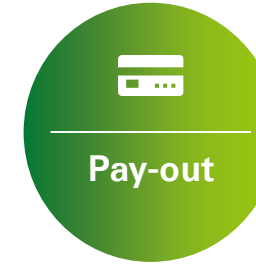
Policyholder

Railway company



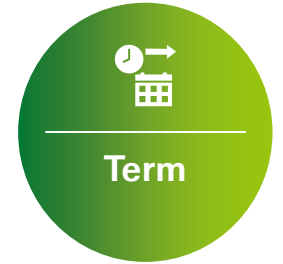
Trigger

Cyber, NatCat and  
regulatory ordinances  
(named perils)



Pay-out

Loss of income and extra  
expenses after non-  
physical damage events;  
EUR 50/100m



Term

36 months

## What makes it Innovative?

- Covers loss of income without the precondition of a direct damage to physical assets
- Regulatory risk concept is adapted from the casualty line of business
- Broad cover protects the income statement against several "black swan" type of events. Costing is based on comprehensive exposure and scenario analysis as well as actuarial modelling

# Non-physical Damage Business Interruption

Loss of revenue from  
travel disruption

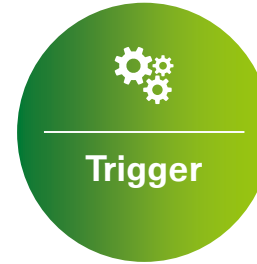


## NDBI cover for hospitality company



**Policyholder**

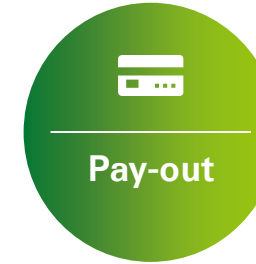
Hotel chain



**Trigger**

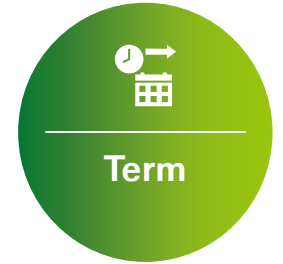
Occupancy index drops by  
more than 10% caused by one  
of the following events:

- Airport closure
- Terrorism



**Pay-out**

Excess occupancy  
index drop multiplied  
by revenue loss per  
index point



**Term**

3 years

## What makes it Innovative?

- Parametric trigger and cover: Revenue loss is measured by using an index
- Covers Non Damage Business Interruption losses from severe events
- 3rd party declares event

# Parametric Solutions

## Windstorm

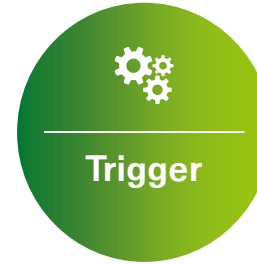


### Cover for T&D lines



Policyholder

Electricity distribution company



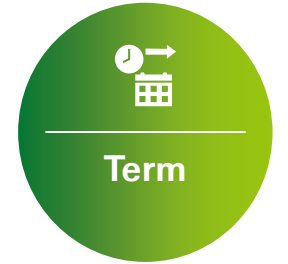
Trigger

Windstorm exceeding tailored windstorm strength index point



Pay-out

Fixed amounts dependent on actual index; EUR 200m



Term

5 years

### What makes it Innovative?

- Pays fixed amount on a parametric basis as opposed to an indemnity based insurance
- Windstorm index is tailored using multiple measure locations
- Large capacity paid out immediately after a loss

Video





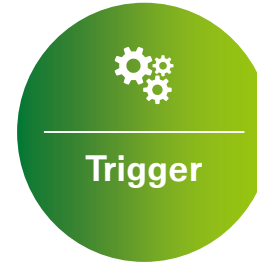
# Parametric Solutions Earthquake



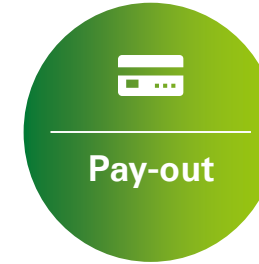
## Revenue and liquidity



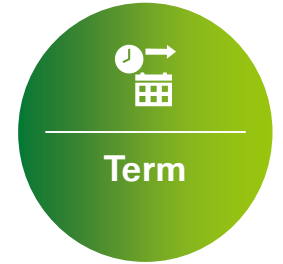
Luxury goods company



Earthquake



Pays amount depending on parameter / index such as shake intensity



36 months

## What makes it Innovative?

- Broad coverage, no physical damage required
- Large block of supplemental capacity protects revenue from sales in case of changes in buying behaviour of consumers after NatCat shock
- Quick, formulaic pay out and discretionary use of pay-out funds protects customer's liquidity



# Structured Solutions

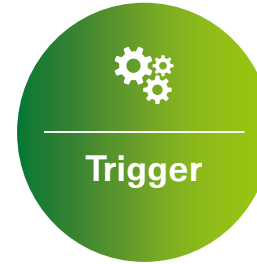
Custom-made retention protection

## Efficiency cover



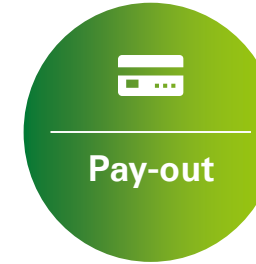
**Policyholder**

Customers looking to protect their retention and rethink their overall insurance strategy ; all industries



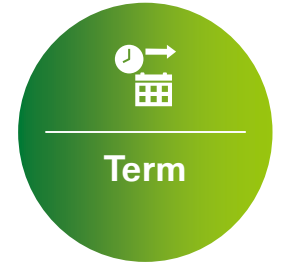
**Trigger**

Insured loss from any covered line of business in excess of BU deductible



**Pay-out**

Indemnity based up to defined limits per line of business



**Term**

36 months or longer

## What makes it Innovative?

- Innovative and custom-made solutions to fit the customer's specific needs and requirements
- Single/ Multiline and multiyear custom-made captive covers, such as aggregate stop loss and excess of loss, retention financing or floating retention concepts, and many more
- The Innovative Risk Solutions team is comprised of professionals with technical, finance and structuring expertise to ensure we meet the customer's demands in today's environment, with an eye on tomorrow's risks



# Our award-winning Virtual Captive emulates the mechanics of a traditional captive, with its well-established risk financing mechanism



Who is it for?

A Virtual Captive could suit those corporates who have decided that a captive would be the right answer to their insurance needs.

- Evaluating alternatives to setting up a captive
- Time needed, cost and complexities are a hurdle
- Exit options are part of the considerations
- Bridging time until captive is established



How does it work?

A Virtual Captive is a multiyear insurance agreement that emulates the mechanics of a traditional captive.

- Multiyear: the risk financing happens over time, as is with a real Captive
- Premium contribution to the Virtual Captive implicitly finances a larger part of the risk over time
- A “low claims bonus” to the client becomes due at the end of the period
- If losses exceed original premium, an “additional premium” can become due



Benefits

- No set-up cost and no need to navigate the regulatory complexities
- No expenses for captive management services, actuarial, audit and other fees
- No capital injection and no collaterals (standard situation)
- Speedy implementation
- Simple, clean exit options
- Swiss Re Group financial strength



Context

A Virtual Captive structure matches all developments in the captive and wider insurance industry over the past 20 years.

### Motivation

- Need for setting up a captive
- Ease of process compared to setting up a regulated legal “Captive” entity

### Transparency

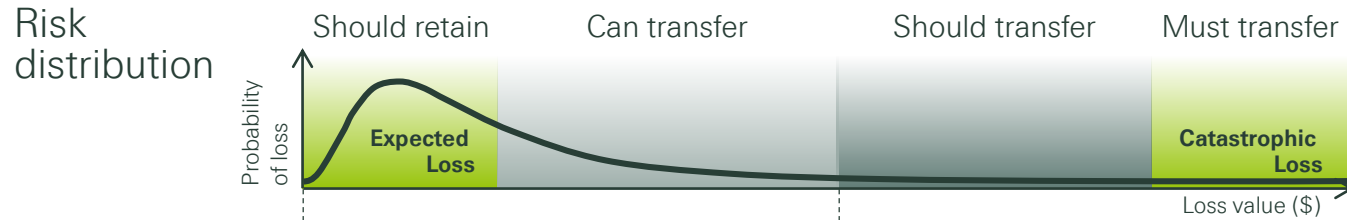
- Agreements and their interaction are clear and explicitly connected to each other: no “side letters”, no implicit agreements

### Warranties

- Appropriate disclosure, reporting and accounting treatment are strict obligations in the policy



# Virtual Captive - Example



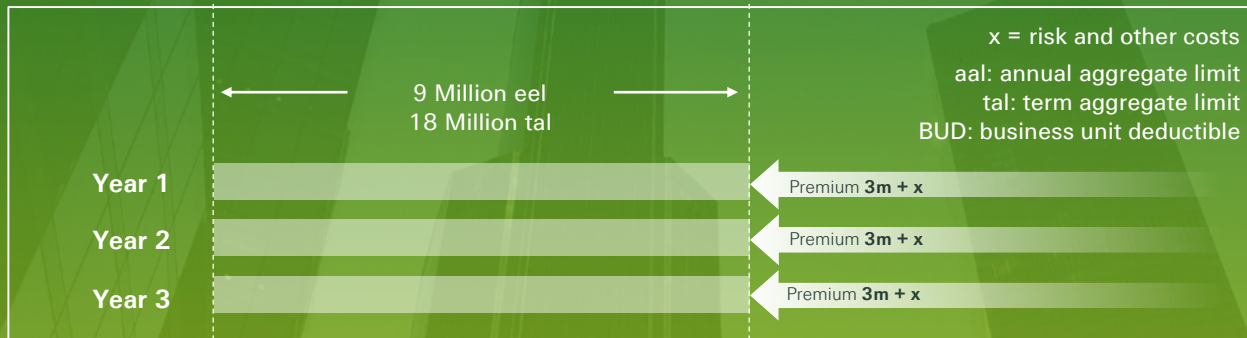
Today



New

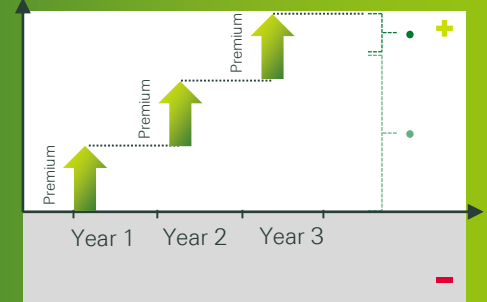


Virtual Captive  
9 Million x 1 Million eel with  
term aggregate limit of 18 Million

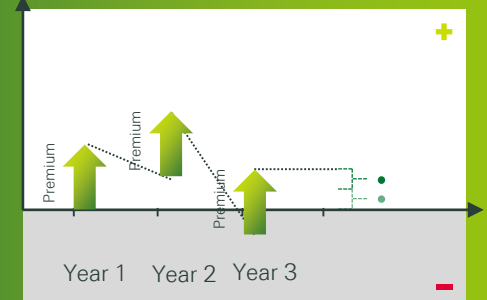


Cumulative premium minus losses

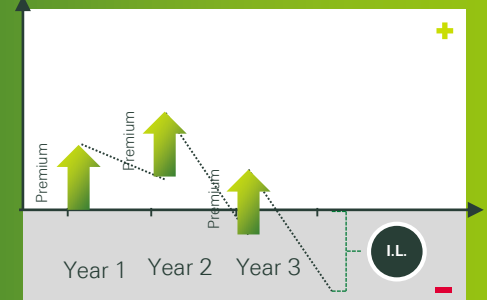
No Loss Scenario



Loss Scenario



Full Loss Scenario



- Deductions (x)
- Low Claims Bonus (LCB)
- Insurer's loss



# Weather

## Weather and electricity price contingent outage risk (ELPRO)



Capacity

Up to \$100m

Primary

Excess

### Product

- ✓ Index-based protection based on temperature, rainfall, wind and solar irradiation. Generation outage protection.

### Target customers

- ✂ Utilities
- ☀ Renewable energy producers
- 🛒 Retail
- 🎒 Tourism and leisure
- ⚡ Electricity generators

Video



# Weather Solutions

## Snowfall

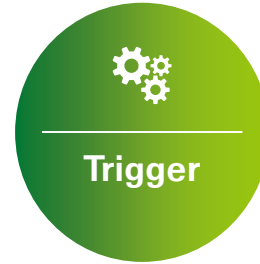


### Flight cancellation cover



Policyholder

Airline



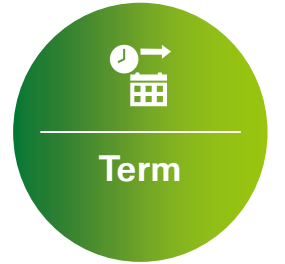
Trigger

Snow fall and flight cancellations



Pay-out

Variable pay-out depending on % of cancelled flights



Term

12 months

### What makes it Innovative?

- Parametric weather risk cover. Payout based on index levels
- Snowfall and flight cancellations. Protects an airline from losses from flight cancellations due to severe weather on specific named days. Customer advises the named days during a year and the amount of snowfall that would trigger such an event
- Costing is based on a public data source (flight cancellations)

# Thank you!

## Contact us



**Daniel Combes**  
Head Distribution Management  
daniel\_combes@swissre.com  
+1 917 250 0903



**Allen Kwan**  
Head Customer Management  
allen\_kwan@swissre.com  
+1 415 712 3887

## Follow us







# Legal notice

©2021 Swiss Re. All rights reserved. You may use this presentation for private or internal purposes but note that any copyright or other proprietary notices must not be removed. 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 may change. Although the information used was taken from reliable sources, Swiss Re does not accept any responsibility for its accuracy or comprehensiveness or its updating. All liability for the accuracy and completeness of the information or for any damage or loss resulting from its use is expressly excluded.