

# Welcome to Slide Hub North America

Advancing Corporate Insurance Together



About us

Insurance Solutions & Services

Innovative Risk Solutions

Swiss Re Corporate  
Solutions

International  
Programs

Risk  
Engineering

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Group  
Profile

Insurance Solutions  
North America

Claims

Innovative  
Risk Solutions





# 01 Group Profile

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Sustainability





# We make the world more resilient.

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## 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+

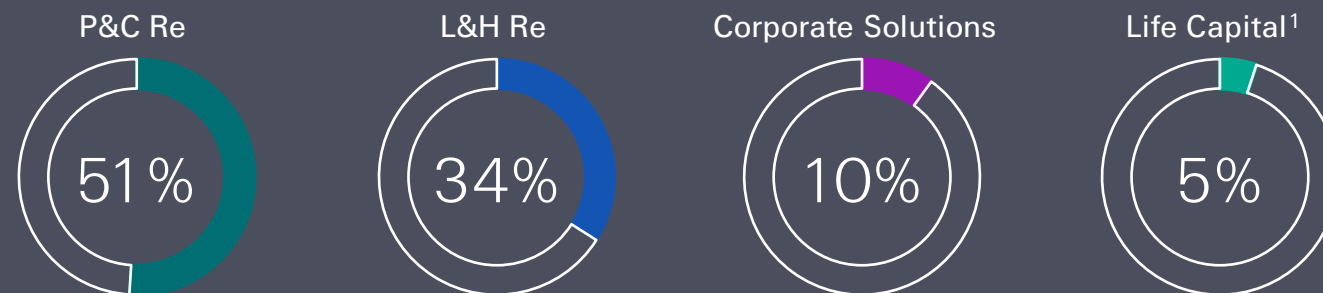


## Group results

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%

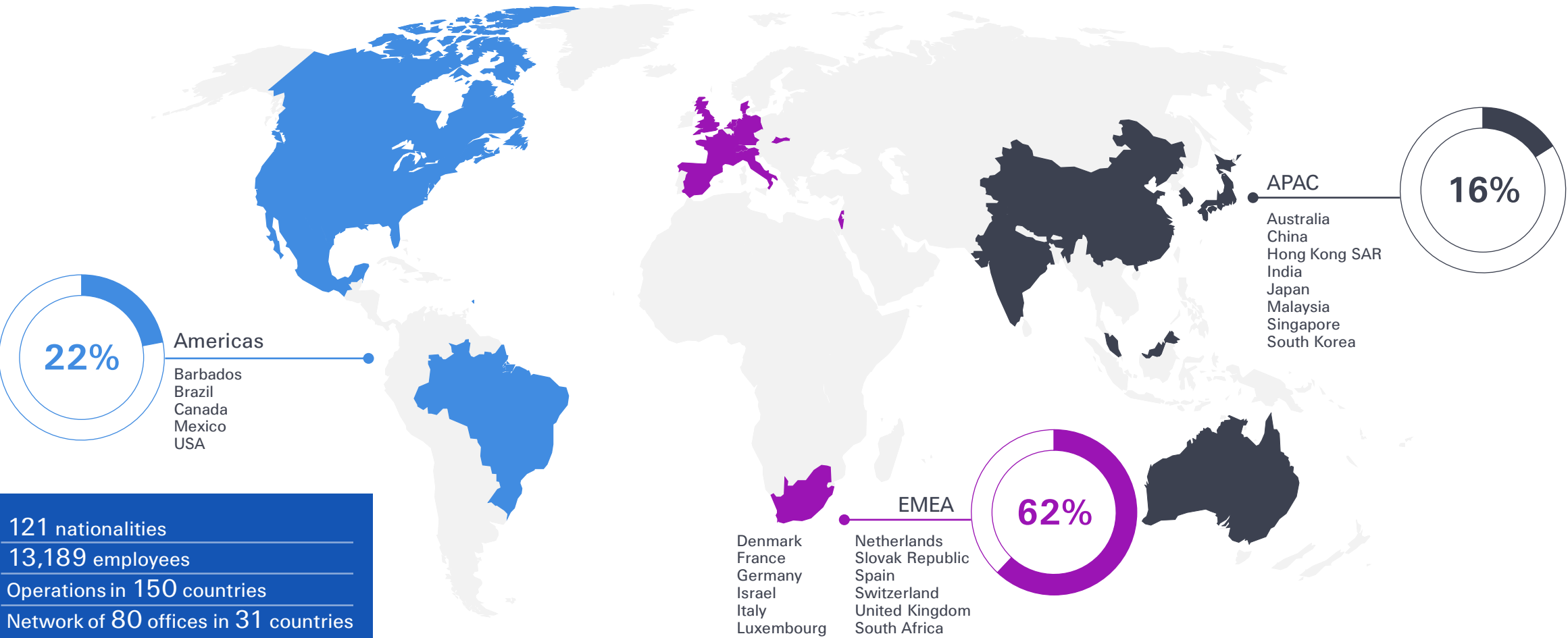


## Premiums and fee income earned 2020 (USD 40.8 bn)



<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



121 nationalities  
 13,189 employees  
 Operations in 150 countries  
 Network of 80 offices in 31 countries

% refers to the number of employee / employee split

# We operate as 'One Swiss Re'

A leading global reinsurer



Reinsurance

A specialised risk partner with direct access to corporate customers



Corporate Solutions

A globally leading digital B2B2C insurance platform

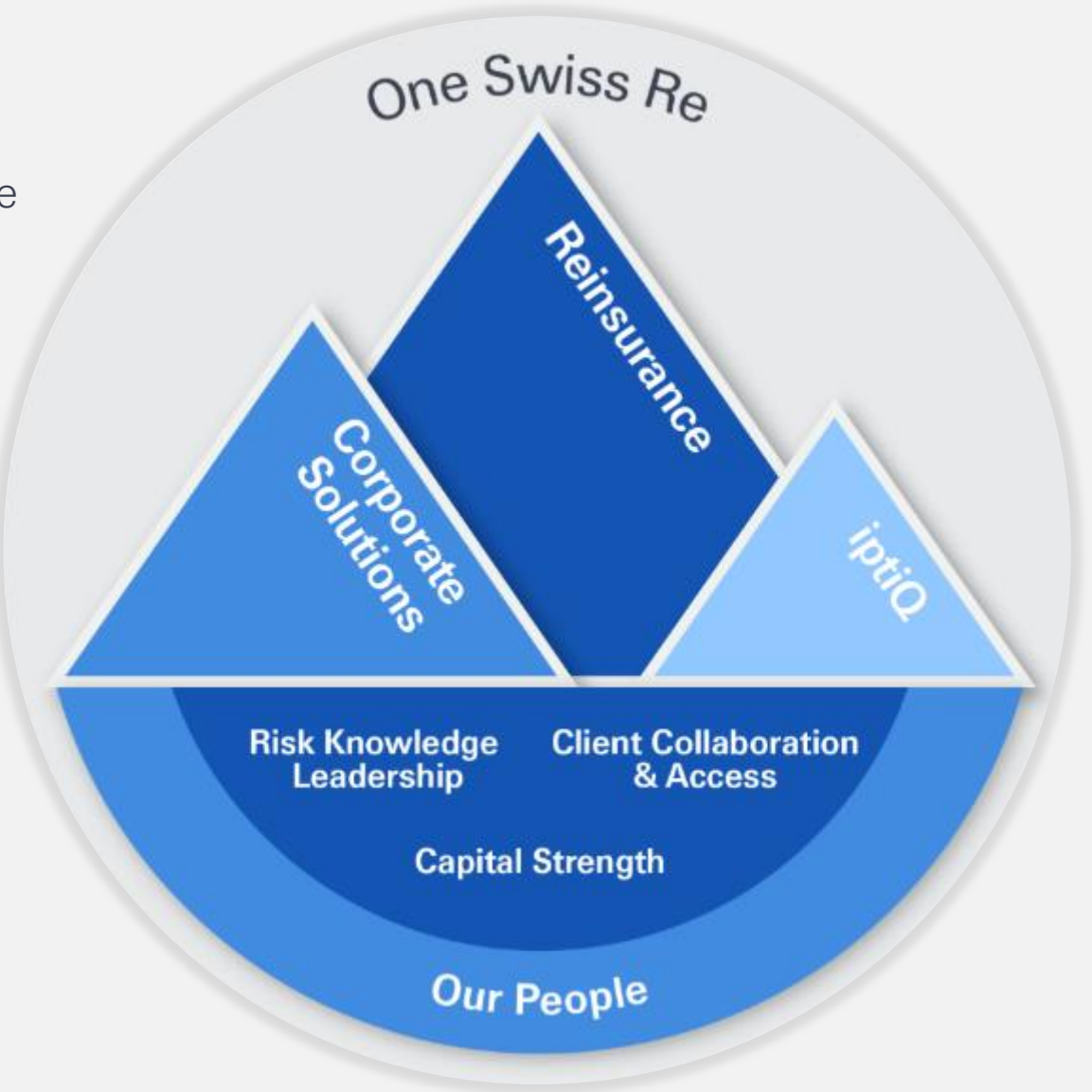


iptiQ

A balanced approach to accountability, shared values and strengths



Group foundation



A low-angle shot of a person holding a smartphone, with the Freedom Tower in the background under a blue sky with clouds.

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

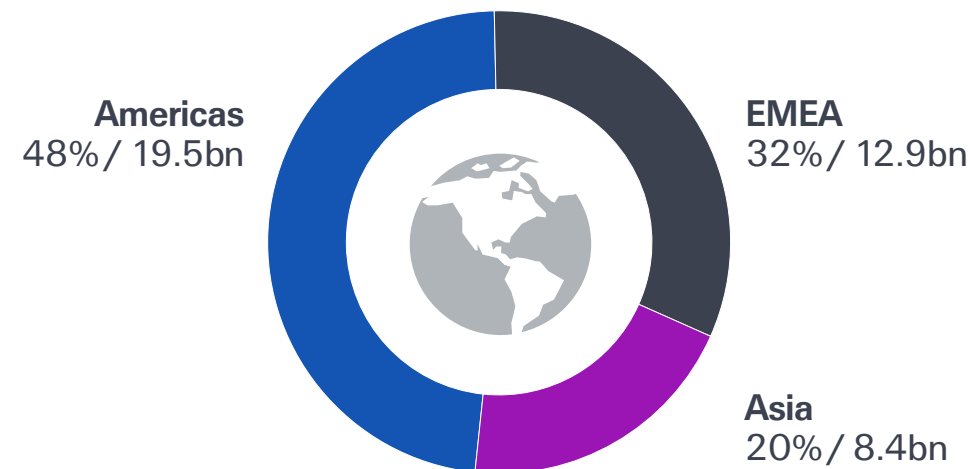


# Swiss Re is broadly diversified

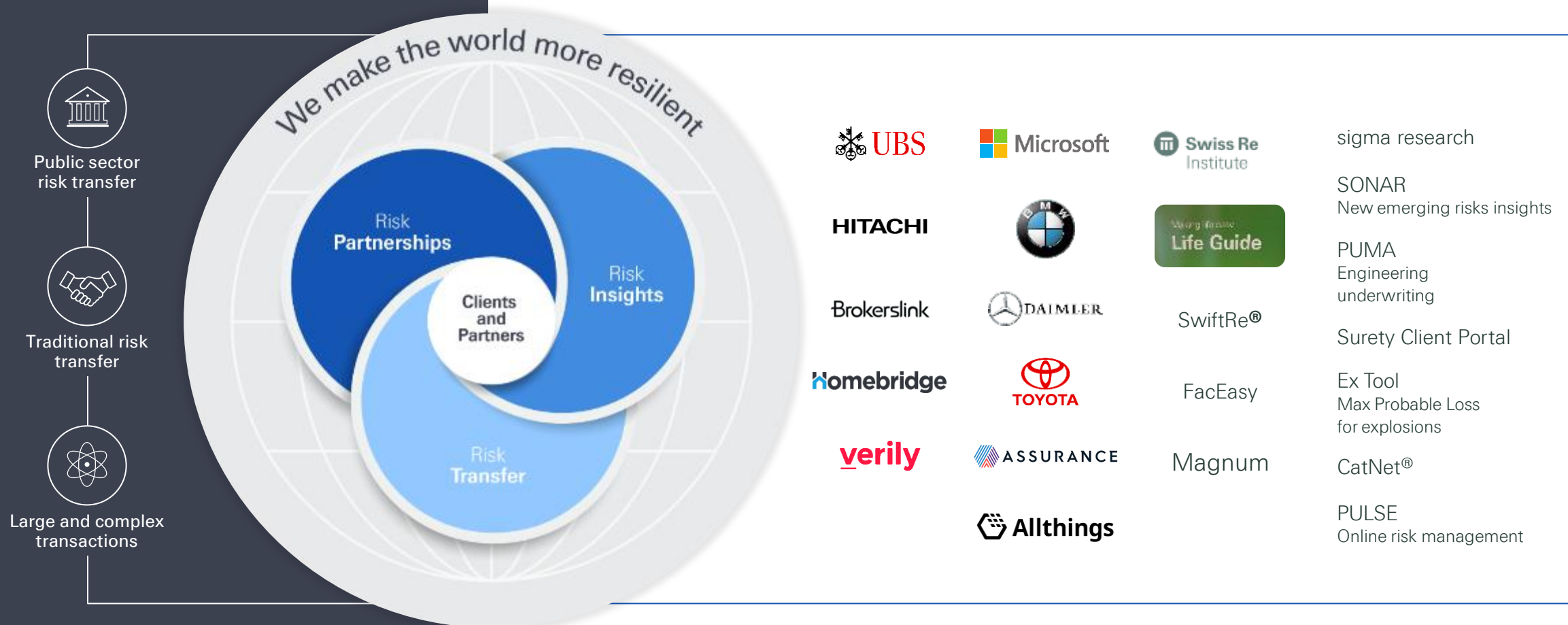
Swiss Re benefits from geographic and business mix diversification and has the ability to swiftly reallocate capital to achieve profitable growth.

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	40.8	
Net income	3.6	.3	.4	.7	-.9	2.2
Shareholders' equity	34.5	33.4	27.9	29.2	27.1	30.2

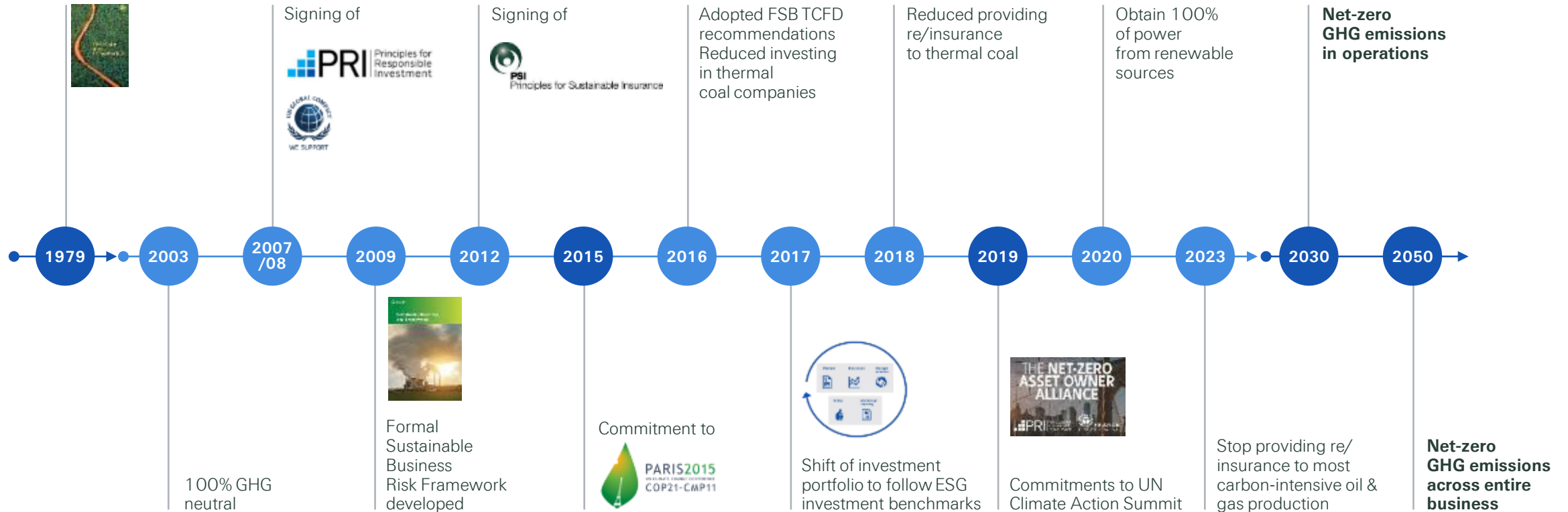
Swiss Re Group premiums earned and fee income 2020 USD 40.8 billion



# Our strategy offers more than traditional risk transfer



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





# Our progress towards net-zero emissions



1. Swiss Re will exclude business support to companies producing the world's 5% and 10% most carbon intensive oil and gas from July 2021 and July 2023, respectively  
 2. 50% average carbon intensity reduction across credits and listed equities as at FY 2019 vs. FY 2015  
 3. 100% renewable power used for Swiss Re's own operations since September 2019; CO<sub>2</sub> reduction target relative to air travel levels as at FY 2018





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

## 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)



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





# Swiss Re Institute

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

Swiss Re Institute harnesses Swiss Re's risk knowledge to produce data driven research across the company and with partner organisations. We foster knowledge sharing and support decision making with our industry focused publications, client programmes and conferences.

Our research publications enable risk-focused decision-making and identify strategic opportunities in the re/insurance industry.

1. [Sigma research](#)

2. [SONAR](#)

3. [Focus topics](#)

- Climate and natural catastrophe risk
- Health and longevity
- Digital business models and cyber risk
- Economic and insurance outlook
- Casualty risk
- China

## 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.

**Jean-Claude Trichet**

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

**Senator Bill Bradley**

Managing Director, Allen & Company

**Ángel Gurría**

Former Secretary-General Organisation for Economic Co-operation and Development (OECD)

**Tony Tan Keng Yam**

Former President, Republic of Singapore

**John Brennan**

Former Director, CIA

**Trevor Manuel**

Chairman, Old Mutual Ltd

**Maulik Majmudar**

Chief Medical Officer, Amazon Halo

**Moises Naim**

Distinguished Fellow, Carnegie Endowment for International Peace

**Robert B. Zoellick**

Former President World Bank Group

**Masaaki Shirakawa**

Professor, Aoyama Gakuin University

Video





# What differentiates Swiss Re



## Capital Strength

Provides us with great financial flexibility and enables us to seize opportunities quickly



## Client Franchise

Built through unique relationships and long-term partnerships



## Risk Knowledge

Allows us to develop better products with and for our clients



# 02 Swiss Re Corporate Solutions

01

Our proposition

04

Our footprint

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In a nutshell

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Diversification

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Our journey





# 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

- Access to Swiss Re Institute
- International Program awarded in 2020: Global Program Innovation
- Innovative Risk solutions awarded in 2020 for Virtual Captive, POP STORM, Quake and in 2021 for Parametric Hail

- 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

Proof points





# 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

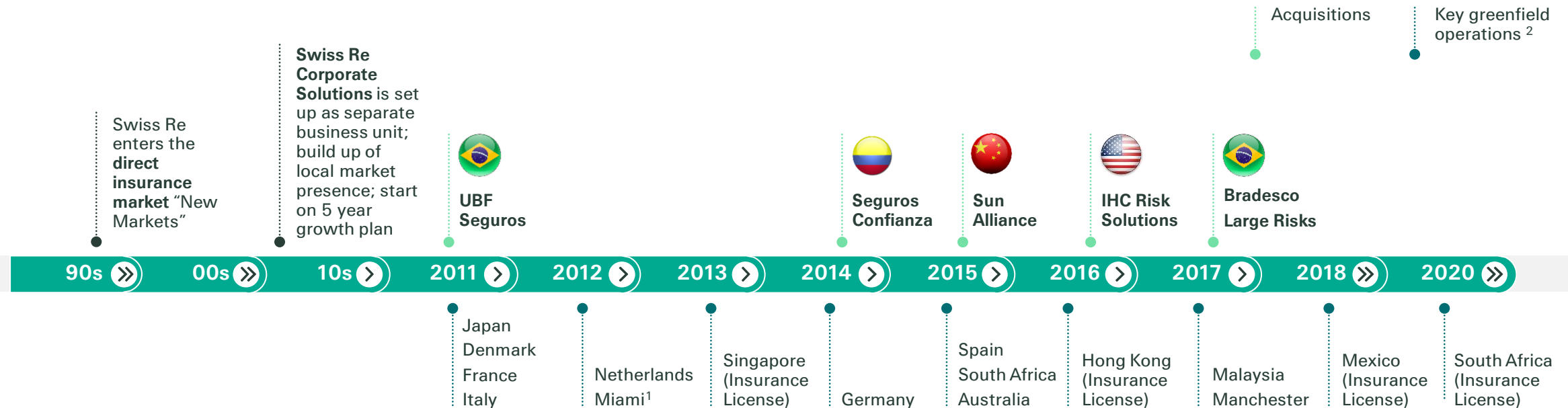


Broad range of traditional and innovative **risk and insurance solutions**  
Leading P&C **international** programs covering **150+ countries**  
Backed by the **financial strength** of the Swiss Re Group



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

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



**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

1. Our Miami office serves as a hub for Latin America

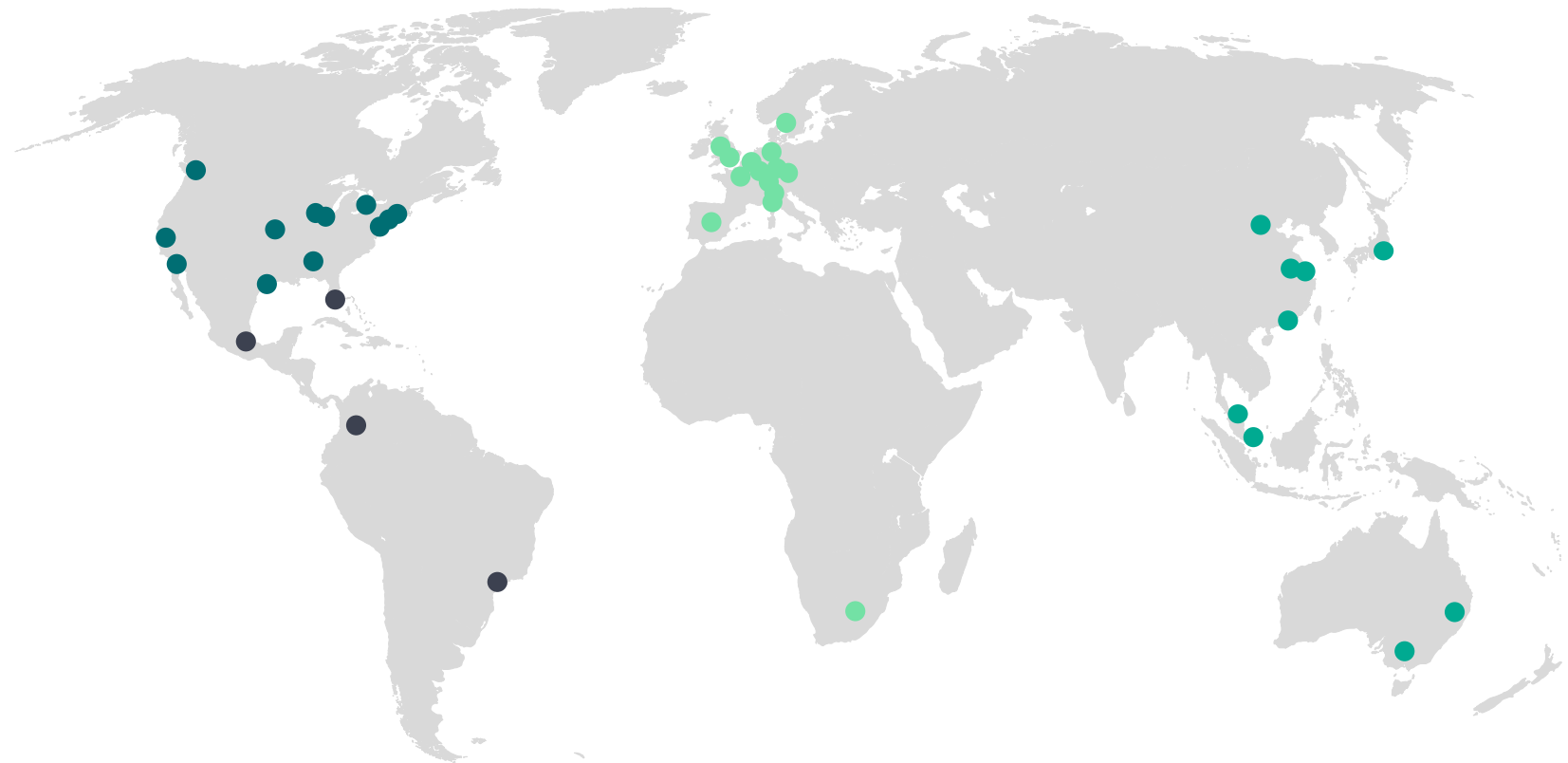
2. Greenfield operations are defined as the start of new operations in a given country or a significant uplift of an existing presence

# A diversified commercial insurer with a global footprint



**Employing local people to service local markets**

North America:	✓
12 Offices	
Latin America:	✓
4 Offices	
EMEA:	✓
14 Offices	
Asia Pacific:	✓
9 Offices	

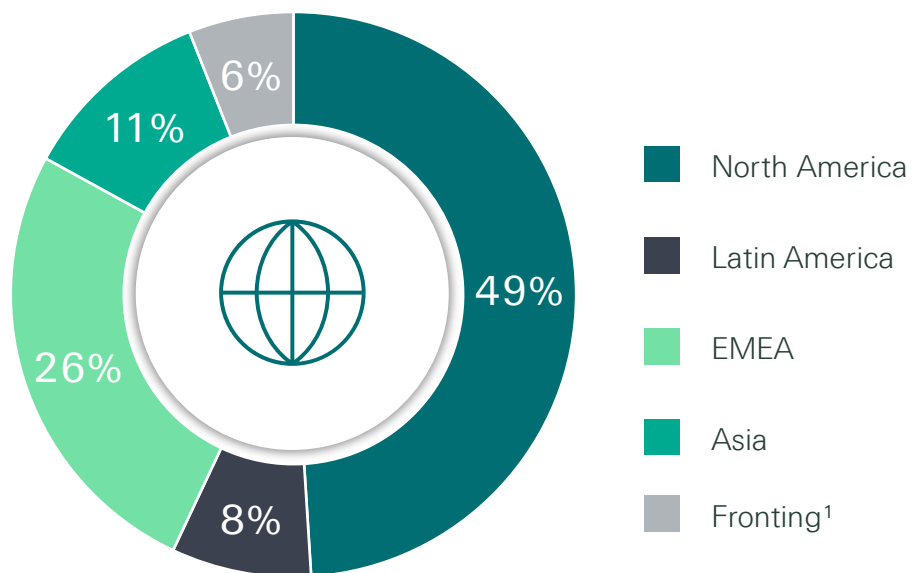


# Diversified player in terms of regions and products

2020: USD 4.8bn gross premiums written

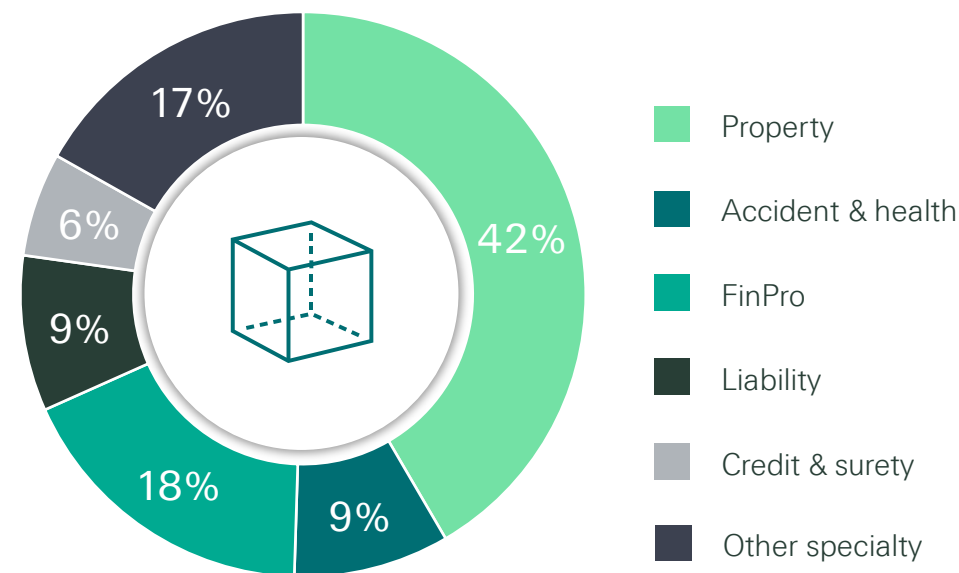
## Geographically diversified premium split

*% of gross premium written by geography 2020*



## Portfolio composition

*% of gross written premium by segment 2020*



Note: Numbers may not add up due to rounding  
1. Fronting with Reinsurance Business Unit, excludes Third Party fronting which is included in the regional numbers.



# 03 Insurance Solutions North America

01

Property

04

Special Lines

02

Casualty

05

Financial &  
Professional Lines

03

Credit, Surety &  
Political Risks





# 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 customer 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

**Capacity**  
**USD 300m**













Primary  
Excess  
Quota Share

**USD 750m**  
Single Carrier

## Products

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

## Preferred client segments

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



# Single Carrier Property











## Key Facts

**Max Capacity**  
USD 750m

## Products

- ✓ 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



## Key Facts









### Max Capacity

USD 25m (Core E&S)

## Products

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

## Preferred client segments

-  Clients in the USA
-  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



### Simplicity

Our clear risk appetite, unambiguous product offering and transparent processes make it easy to do business with us.



### Speed

Supported by our technology and third-party data, our underwriting and claims teams are empowered to respond to your needs quickly and consistently.



### Service

We commit to delivering the highest standard of service, and our team is always willing to listen and adapt



# Elevate – US Property



## Key Facts

**Up to USD 150m in total**  
property exposures

**Up to USD 50m in total** insured  
values per location

**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



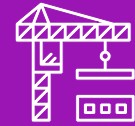
Casualty Canada



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



Your insurer  
of choice  
in any event

## Max Capacity

USD 25m

## Min Premium

USD 1k per million of capacity  
provided

## Attachment

Lead, umbrella, excess



**Swiss Re**  
Corporate Solutions

## 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 Facts

**Simplicity.  
Speed.  
Service.**

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



**Swiss Re**  
Corporate Solutions

## 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

**Attachment**  
Excess Liability  
Follow Form Liability  
Admitted & Non-Admitted

## Products

### 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/habitation subject to jurisdiction and attachment point





## Credit, surety & political risks



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Bank Trade &  
Infrastructure



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Trade Credit &  
Political Risks



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Commercial  
Surety



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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 more than 40 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:

- Trade Finance
- Commodity Finance
- Project & Infrastructure Finance



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



# Trade Credit and 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



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Corporate Solutions

## Products

- ✓ 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



**Swiss Re**  
Corporate Solutions

## 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 and  
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

### Capacity

up to 20% share / USD 100m

### Min Premium

USD 50k

## Products



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

## Products



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



**Swiss Re**  
Corporate Solutions



# Energy Onshore

Your long-term energy protection ally



## Key Facts

**Capacity**  
up to USD 120m

**Min Premium**  
USD 50k

## Products



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



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Corporate Solutions

# Energy Offshore

Your long-term energy protection ally



## Key Facts

**Capacity**  
up to USD 150m

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

## Products

- ✓ 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)



**Swiss Re**  
Corporate Solutions



# 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

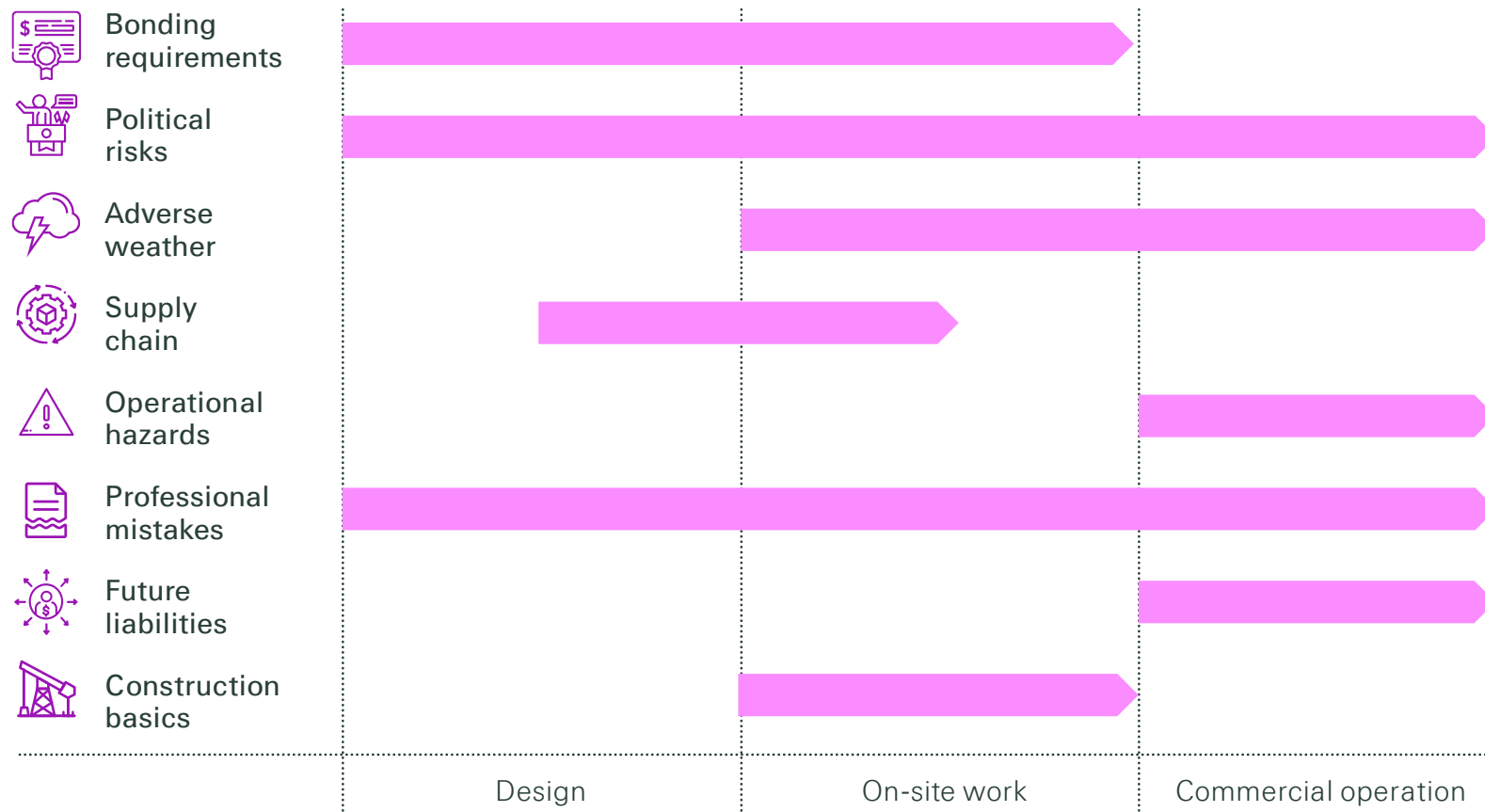
## What makes us different?



One  
Construction

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

Video



# Engineering & Construction



## Key Facts

**Target capacity**  
USD 100m<sup>1</sup>

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

**Attachment**  
Primary  
Excess

1. Capacity on MPL Basis; USD200m on offshore wind

## Products

- ✓ 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



**Swiss Re**  
Corporate Solutions

# Accident & Health – Stop Loss



## Key Facts

### Unlimited (Specific)

USD 1m – USD 10m Limits  
(Aggregate)

### Attachment

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

### Products

- ✓ 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



**Swiss Re**  
Corporate Solutions



# 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



**Swiss Re**  
Corporate Solutions

# Construction Professional Liability

Your preferred partner for construction liability coverages



## Key Facts

### Capacity

USD 10m  
Primary

### Attachment

USD 25m  
Excess

## Products



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



Swiss Re  
Corporate Solutions



# Cyber

## What makes us different?



### Key Facts

**Max Capacity**  
USD 25m

**Attachment**  
Primary  
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



**Swiss Re**  
Corporate Solutions



# 04 International Programs

01

Our  
Journey

04

Key Facts &  
Capabilities

02

Service  
Excellence

05

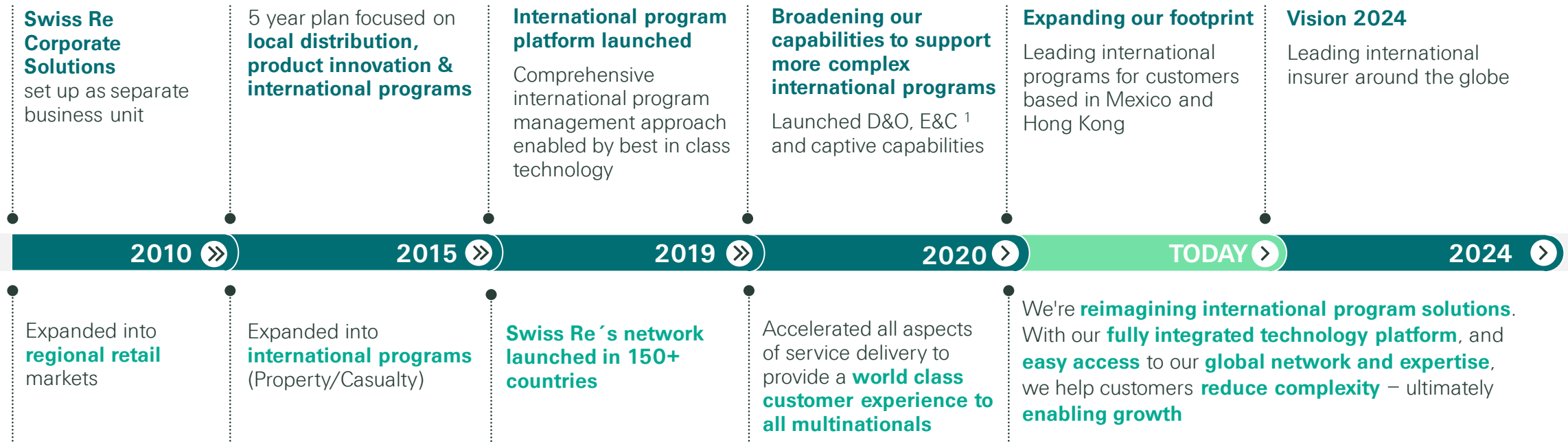
Technology

03

Global Network



# Advancing international programs together – our journey



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, Hong Kong, Japan, Singapore and Mexico**

## Today

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

## Next steps

Appointment of additional strategic network partners

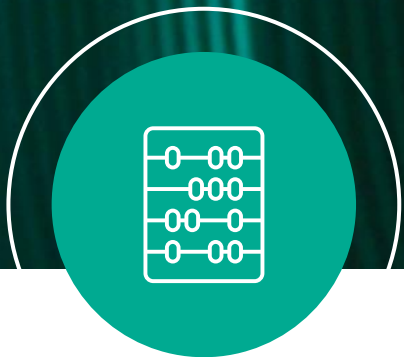
# Five pillars for service excellence

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



# The Swiss Re global network

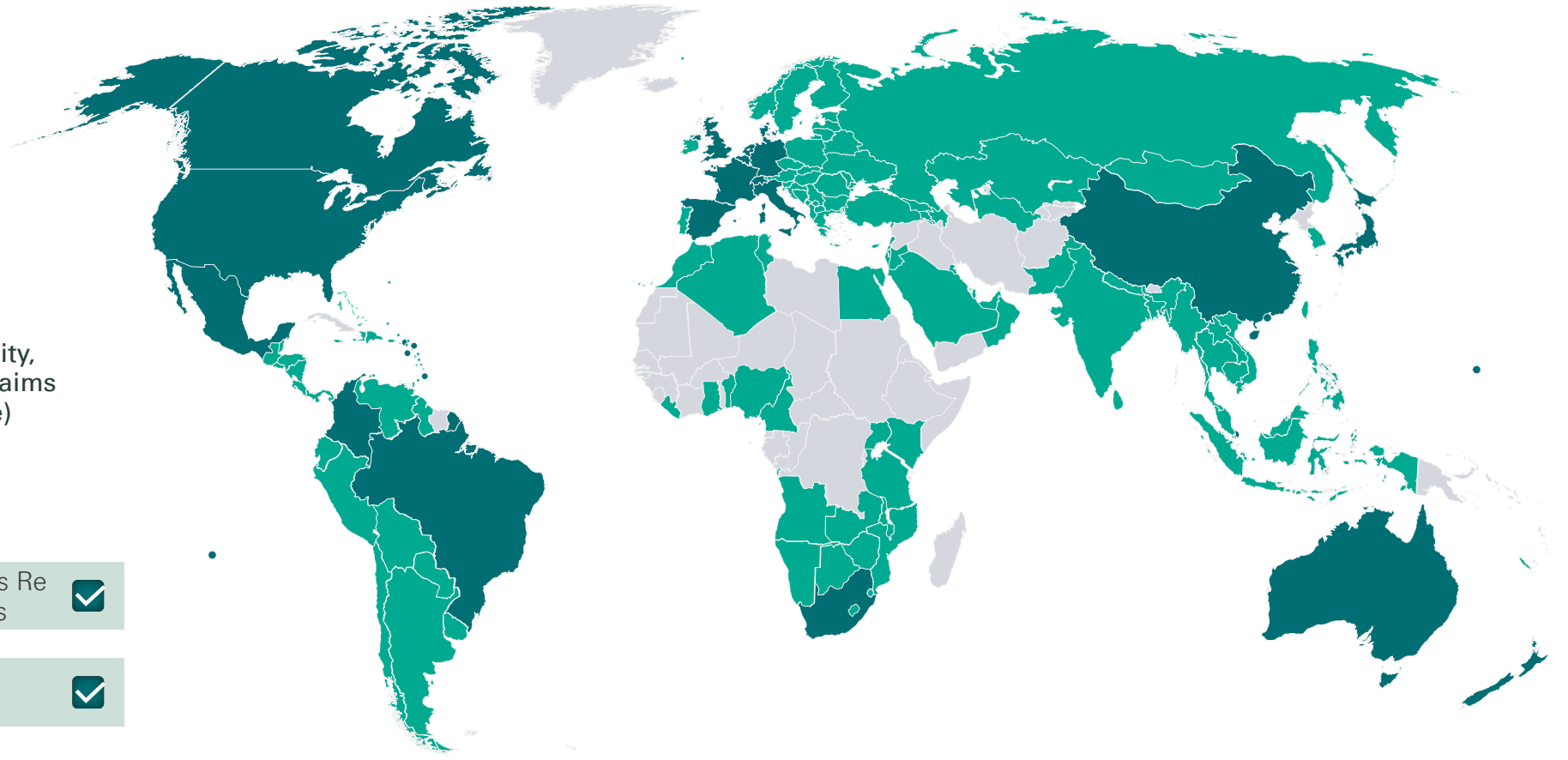
150+ and growing



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

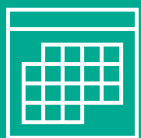
countries covered by Swiss Re  
Corporate Solutions offices

countries covered by  
Network Partners (2021)





# International programs: Key facts and figures



We can insure international programs for large corporate accounts out of

17 countries

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



45 days

target local policy issuance time

37.3 days

average issuance time

USD 80bn

in insured values



Our largest Property program has

46 local policies

Our largest Casualty program has

20 local policies

Our largest client has

USD 50bn+ turnover



Our international network covers

150+ countries

including 21 from our own offices

150+ years of knowledge

and expertise in global risks



1,342 local policies

302 international programs



# International program capabilities – overview and outlook

We launched PULSE our international program platform in 17 producing countries. Our next step is to focus on further improving our service delivery and expand into additional countries and lines of business

## Technology

### Now

**PULSE, our international program platform includes:**

- ✓ International program administration tool
- ✓ Portal including Nat Cat alerts, tailored notifications & customer service plan
- ✓ Knowledge tool: compliance requirements
- ✓ Network partner portal
- ✓ ONE Form: global property wording framework

## Network

**Launch of our own network:**  
150+ countries

## Target customer segments

Multinationals requiring up to 20-25 local policies.

We selectively target large multinationals with 25+ local policies and captives.

## Ongoing developments

**PULSE technology:**

- ✓ Integrating our platform with network partners
- ✓ Improving alignment between broker, customer, & insurer
- ✓ Accelerating premium collection and disbursement

**Portal:**

- ✓ Impairment handling
- ✓ Knowledge & insights section

Network expansion to additional strategic partners

**Casualty:**

Coverage in Canada will be available in 2022

**Engineering & Construction:**

Single projects international programs are available.  
Open covers will be available in 2022.

**Energy:** expanding property international program offering to energy risks on a selected basis

## North America

United States, Canada:  
**Property, D&O**

## EMEA

France, Germany, Italy, Netherlands, Switzerland, United Kingdom:  
**Property, Casualty, D&O, E&C**

Spain: **Property, Casualty, E&C**

South Africa, Denmark: **Property**

## APAC

Australia, China, Singapore:  
**Property, Casualty, D&O**

Japan: **Property**

Hong Kong: **Property, Casualty**

## Latin America

Mexico: **Property**

Brazil to start in 2022

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

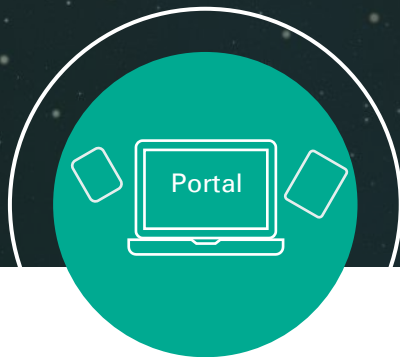
We strive to define our appetite, innovate, and share and apply our expertise and knowledge in ways that add value to your business





# PULSE Simplifying data, work and information flow

## 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



If you're interested to learn more,  
watch our video [here](#),  
request a demo by emailing:  
[corporateolutions\\_PULSE@swissre.com](mailto:corporateolutions_PULSE@swissre.com)  
or visit our [website](#)



Video



# PULSE Our technology 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

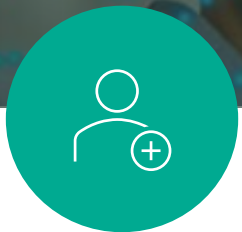
Store and manage documents

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

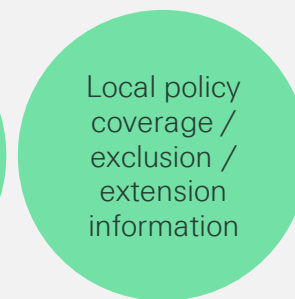
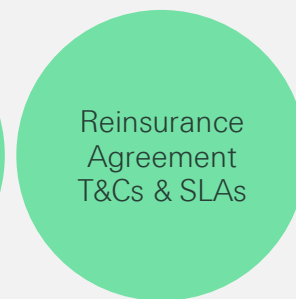
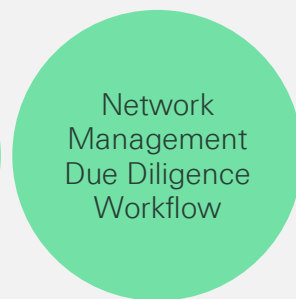
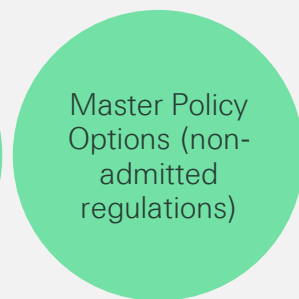
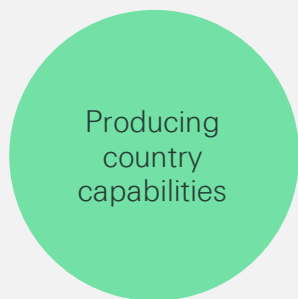
Pre-bind engagement  
Local policy requests



### Post Bind

Program Tracking  
FNOL claims  
RI premium tracking  
Claims Loss Runs

## Key functionalities



# 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



**Swiss Re**  
Corporate Solutions

# ONE Form – Global Program 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 portal and its proprietary  
CatNet® module







# 05 Claims

01

Our Claims  
Commitment

04

Claims in  
International  
Programs

02

TPAs and  
adjusters

05

A great service  
example

03

Knowledge,  
expertise and  
complex claims



# 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.

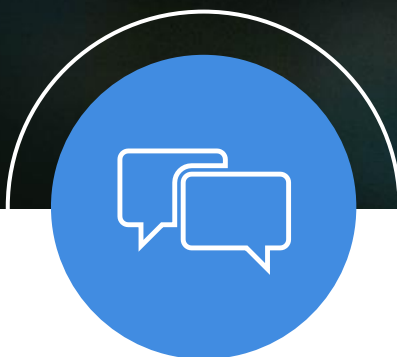


# Global Claims Commitment

## The Promise of our Claims Commitment



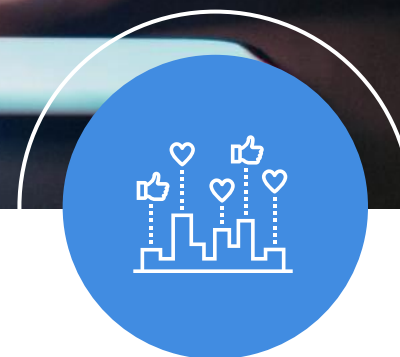
Your claim will be managed proactively, fairly and with great care.



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: 'Technical Excellence and Large Loss Management



Swiss Re  
Engagement

Proactive claims  
management

Early  
intervention

Strategic  
collaboration  
with all  
stakeholders and  
service providers

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



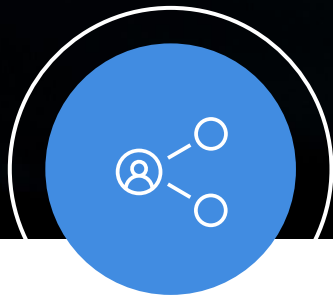


# How we share our knowledge and insights



## 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.



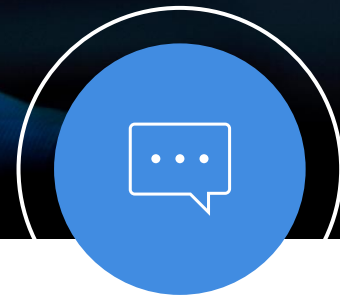
## Lessons learned

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.



## 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



Dependent on  
the size, nature  
and location of  
the claims

	<b>Local Office SR</b> Office or SR Network Partner	<b>Combined Approach</b> Swiss Re Corporate Solutions / SR Network Partner	<b>Producing Office</b> Swiss Re Corporate Solutions
Type of Claim	Local Policy Claim within reporting thresholds	Local Policy Claim excess of reporting thresholds	Local Policy Claim also/ instead impacting Master Policy (DIC/DIL)
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



# A great service example







# 06 Risk Engineering Services

01

Our risk  
engineering  
proposition

03

Service examples

02

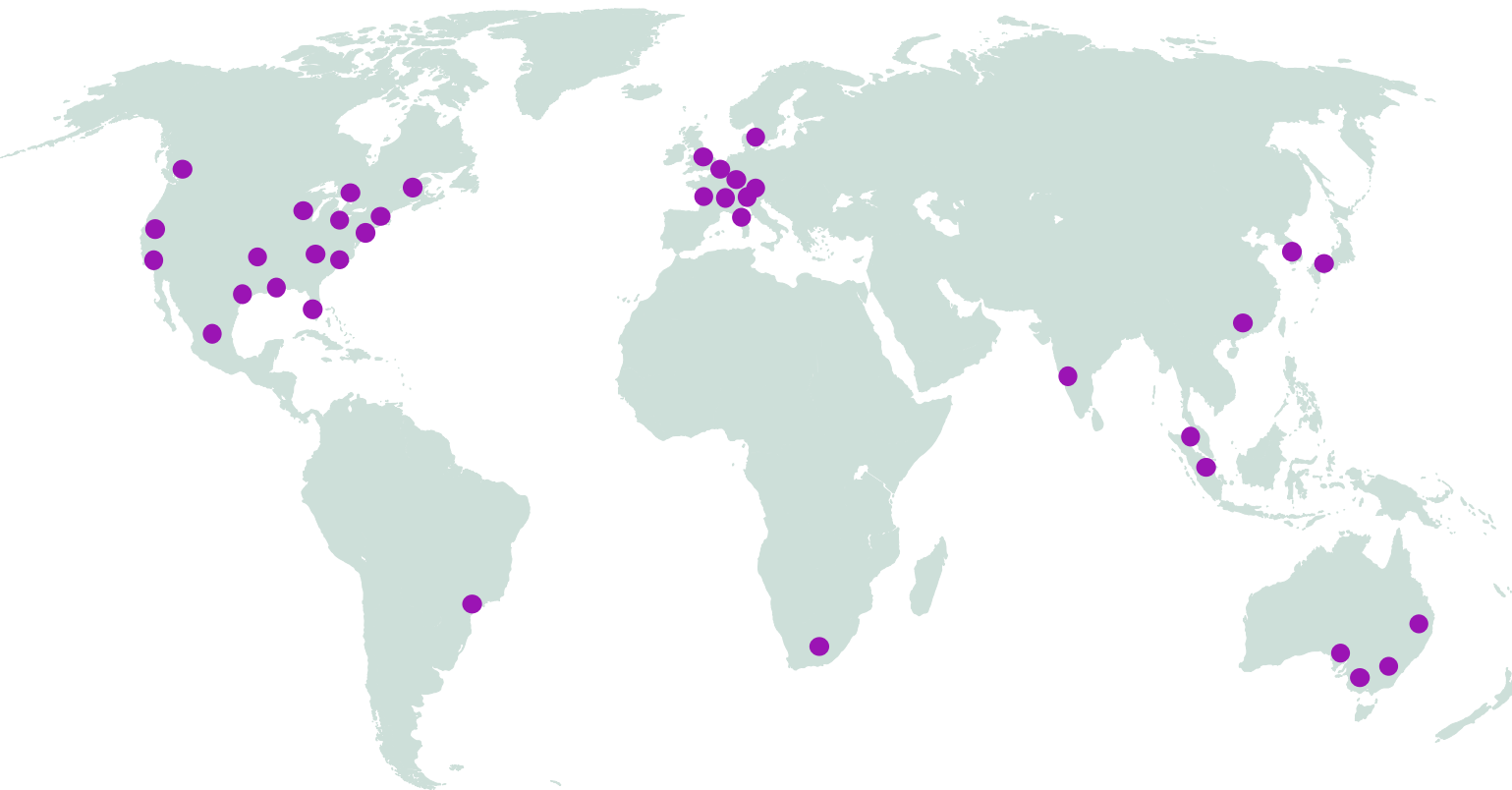
Risk Engineering  
Services

04

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

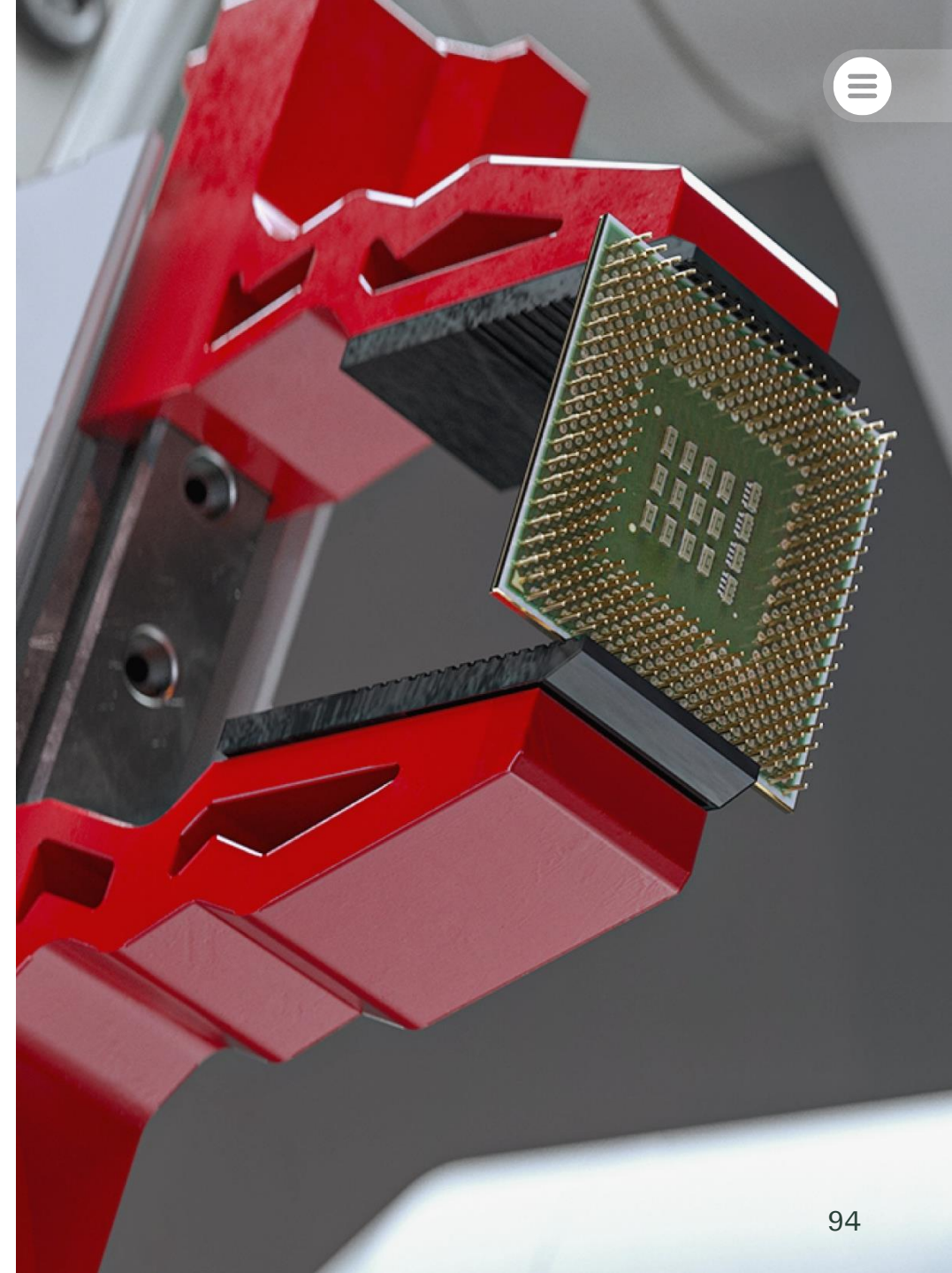
Our expertise – your benefits

- Providing engineering services for 40 years
- 140 engineers, globally supporting customers' needs across various lines of business, including Property, Energy, Engineering & Construction, Casualty and Cyber
- Experienced team with a wide range of skills, language capabilities, leading edge tools and fresh ideas
- Trusted external partners for providing field engineering and other services on a global level
- Dedicated customer engagement team
- Standard or tailor-made services
- Access to our customer portal

## Risk Engineering Services: Value beyond risk transfer

Our tailored risk insights combine global and industry specific expertise with powerful data & analytics to help our customers manage risks, advance their business and build a more sustainable future.

- Powerful **global analytics** for forward looking risk management
- **Flexible and collaborative approach** designed to suit customers' needs, delivering standard and tailored services
- Out-of-the-box brainstorming & ideation, Property and NatCat assessments, Employer/ Product/ Environmental Liabilities, Professional Indemnity and General/ Public/ Cyber Liability evaluations
  - **dedicated account engineer** to tailor a mutually agreed servicing plan to manage risk engineering activities
  - **customer engagement team** including RES, UW, Claims on every single account
- Deep **industry expertise**, providing loss prevention advice using a range of automated tools and procedural standards to promote risk improvement
- **Risk Insights** to control and shape the risk landscape, combining customer's expertise with our technical knowledge in applying global industry best practices





# Risk Engineering Services

## Property

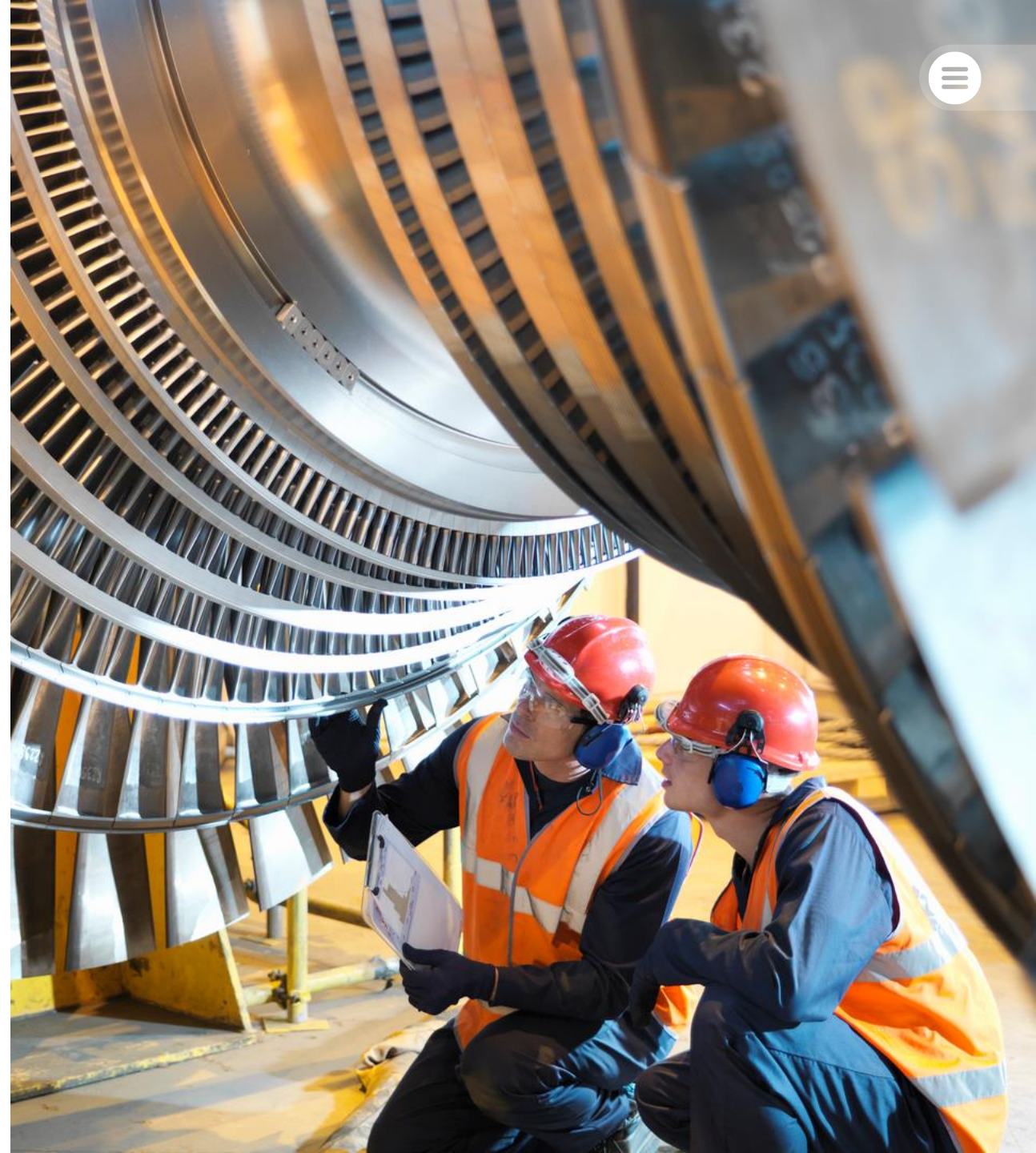
### Traditional Property Loss Prevention and Control

Through site surveys by a certified vendor partners or by one of our risk engineers, we provide tailored risk assessment reports aimed at assisting customers with their risk identification and mitigation needs. This includes:

- assessment of key man-made loss exposures
- natural catastrophe exposure and protection evaluation
- human element and property conservation management programs assessment
- estimation of loss expectancies
- development and follow-up on risk improvement recommendations

Also, our traditional services offering include:

- Tailored stewardship meetings and reports
- Impairment handling – monitoring and managing impairments to fire protection systems
- Jurisdictional inspections – key object inspections in order to meet statutory requirements (US and Canada)
- Project & plan review





# Risk Engineering Services Property

## Tailored Services

In co-collaboration with our customers, we can use our industry expertise in combination with modern risk assessment and data & analytics tools to provide customers with a variety of risk insights aimed at assisting them with their risk challenges. This includes:

Property Risk  
Benchmarking

Natural Perils  
Assessment

Business  
Continuity  
Planning

Supply Chain  
Assessment

Business  
Interruption  
Evaluation

Virtual  
Surveys





# Risk Engineering Services

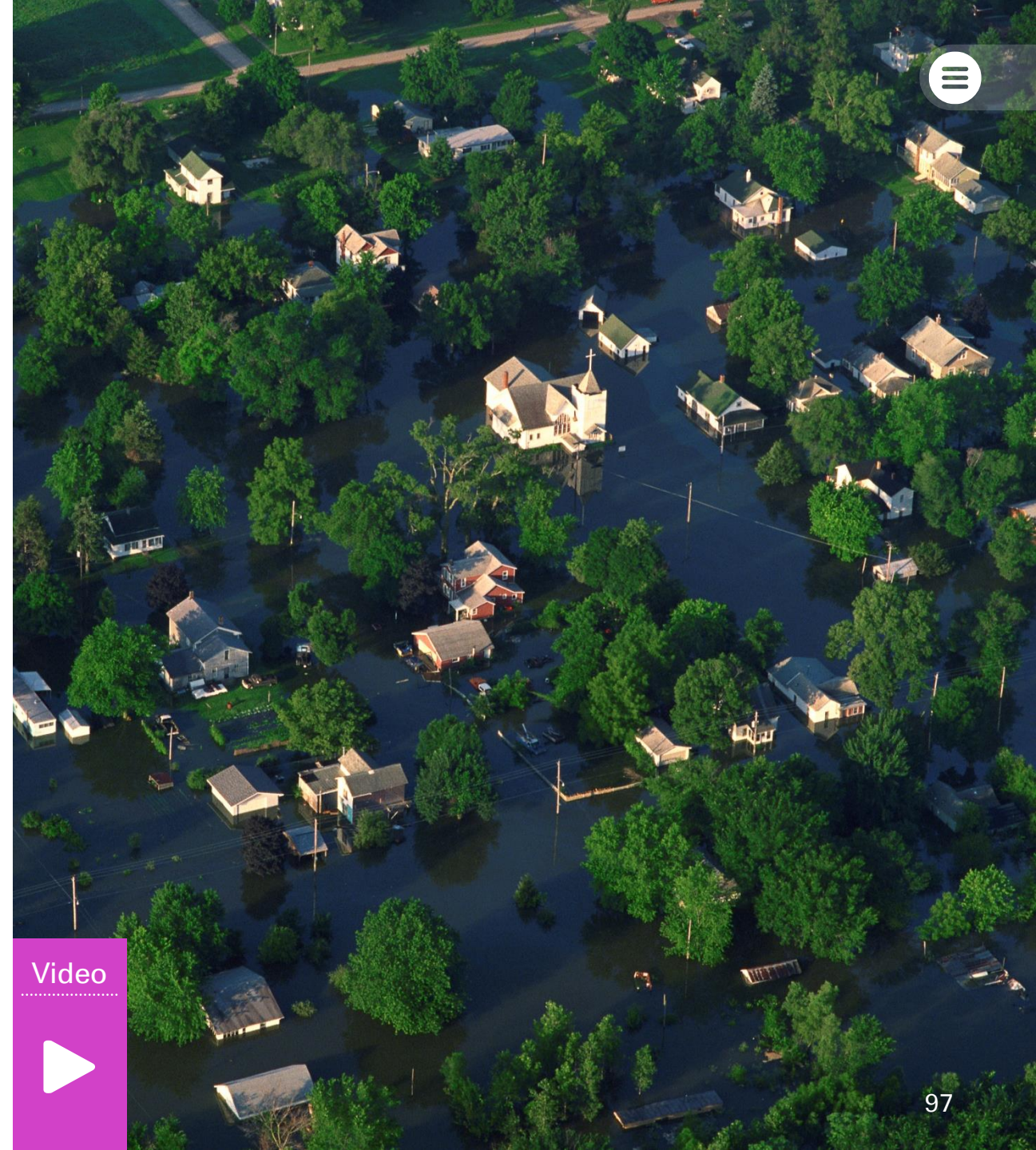
## Property Service Example: FLOAT

### Accurate Flood Risk Assessment with Drone Technology

Current flood modelling is limited to 2D view. With FLOAT we use 3D digital models with accurate elevation data, allowing us to create a realistic flood simulation out of drone data, all within only a few days

### 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





# Risk Engineering Services

## Casualty

### Risk dialogues

Systematic risk identification using our expert knowledge around the globe

- Connecting your business with the risks & loss drivers
- Leverage cross-industry knowledge and experience
- Understand new trends and technologies, scope emerging risks and create new risk insights
- Reducing man-made losses
- Improving the efficacy of follow-up services

### Innovative services

Tailored services on key areas

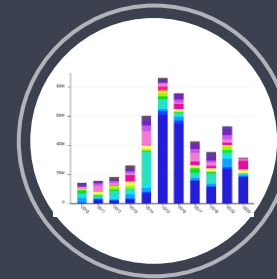
- General – and Products Liability (GL/ PL, including Employer's Liability)
- Products recall
- Cyber
- Construction (GL/PI)
- Environmental Liability (EIL)

### 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

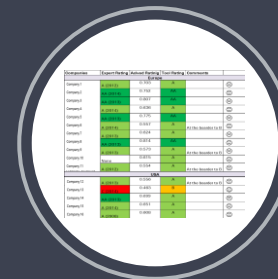
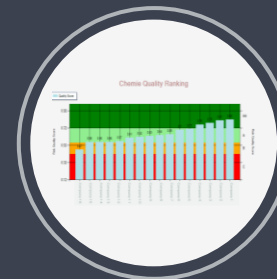


Automotive parts: benchmark highly fragmented product segments

Chemical industry – understanding key risks



Risk benchmarking of product categories and premises

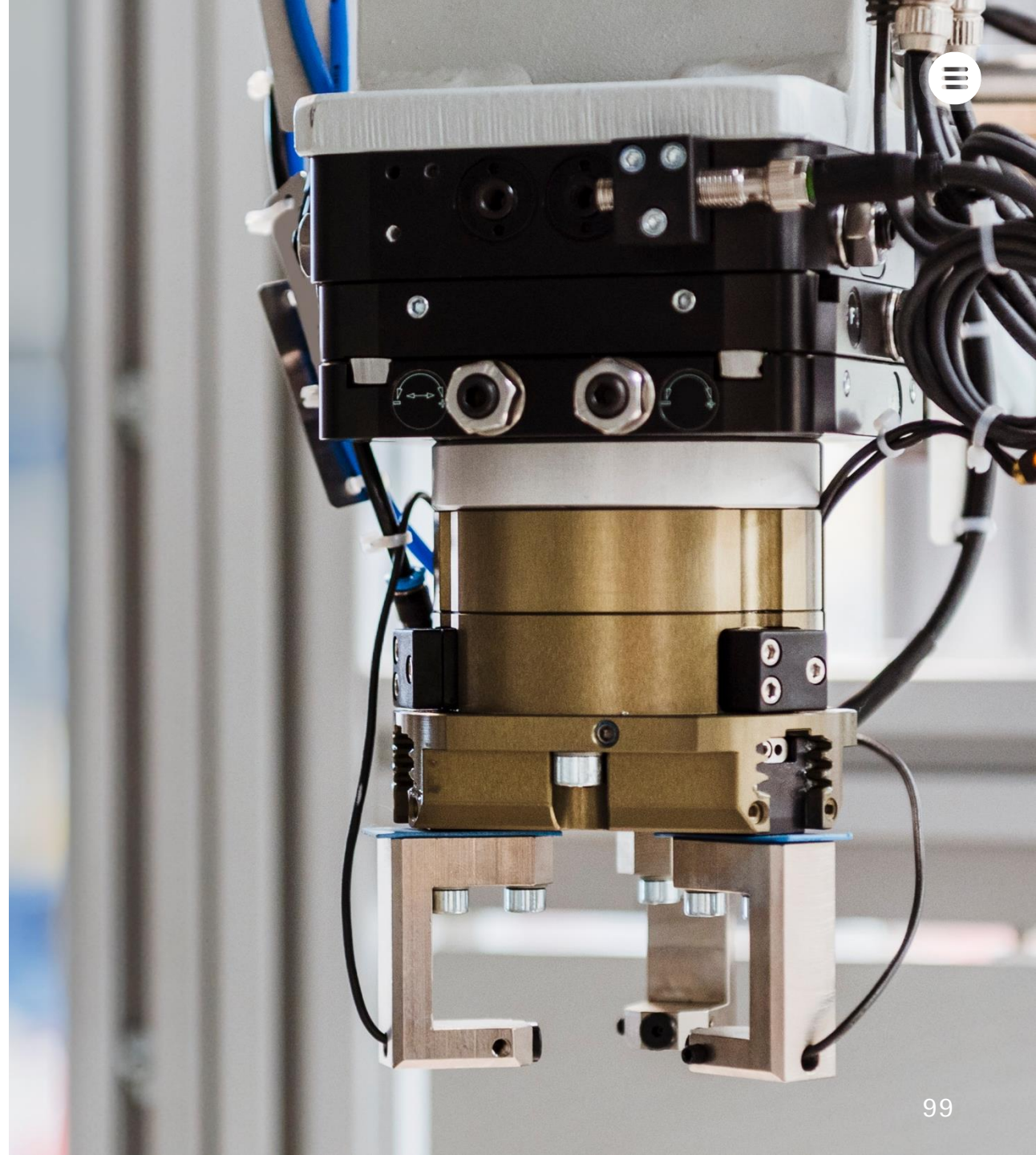


Qualification of risk reduction measures

# 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 (update available in Q4 2021).
- 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.
- Remote risk assessment, collecting and analysing risk data off sites, in particular at times with limited access to sites.







# A wide range of risk insights available

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Loss prevention expertise**

Swiss Re Corporate Solutions Risk Engineering Services (RES) provides loss prevention expertise to help corporate clients manage their property risk around the globe.

**No other specialist**  
The only loss prevention specialist in the world with a dedicated team of experts who can provide a full range of services to help you manage your property risk.

**Robust expertise**  
Our experts have a wealth of experience in loss prevention, including fire, theft, and other risks. We have a proven track record of helping clients reduce their risk and improve their resilience.

**With almost 100 years of experience**  
We have a long history of providing loss prevention services to clients around the world. Our expertise is based on a deep understanding of risk and a commitment to excellence.

**Swiss Re Corporate Solutions**  
**FIRE PROTECTION IMPAIRMENT PERMIT**

Permit and location details

Company name: \_\_\_\_\_ Internal permit number (as required): \_\_\_\_\_

Address: \_\_\_\_\_

Authorized manager: \_\_\_\_\_ Phone number: \_\_\_\_\_

**Fire protection system details**

Describe the system and area impacted:

☐ Fire alarm system ☐ Fire alarm control panel ☐ Fire alarm bell ☐ Fire alarm siren ☐ Fire alarm horn ☐ Fire alarm bell ☐ Fire alarm siren ☐ Fire alarm horn

**All required precautions and temporary protection**

☐ Additional fire extinguishers ☐ Additional fire extinguishers ☐ Additional fire extinguishers

**Start date and time**

Start date: \_\_\_\_\_ Start time: \_\_\_\_\_

**Authorized manager signature**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Swiss Re Corporate Solutions**  
**HOT WORK PERMIT**

Permit and location details

Company name: \_\_\_\_\_ Internal permit number (as required): \_\_\_\_\_

Address: \_\_\_\_\_

Authorized manager: \_\_\_\_\_ Phone number: \_\_\_\_\_

**Hot work description**

Describe the hot work activity:

**Hot work safety details**

☐ Hot work safety details ☐ Hot work safety details ☐ Hot work safety details

**Hot work safety precautions**

☐ Hot work safety precautions ☐ Hot work safety precautions ☐ Hot work safety precautions

**Hot work safety signature**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Customer Service Plan**

Our experts have a wealth of experience in loss prevention, including fire, theft, and other risks. We have a proven track record of helping clients reduce their risk and improve their resilience.

**With almost 100 years of experience**  
We have a long history of providing loss prevention services to clients around the world. Our expertise is based on a deep understanding of risk and a commitment to excellence.

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Windstorm preparation guide**

Windstorms, hurricanes and tropical cyclones cause a significant threat to coastal areas around the globe. Use this guide to ensure you are prepared to withstand a high wind event.

**Preparation steps**

☐ Preparation steps ☐ Preparation steps ☐ Preparation steps

**Windstorm safety precautions**

☐ Windstorm safety precautions ☐ Windstorm safety precautions ☐ Windstorm safety precautions

**Windstorm safety signature**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Flood Assessment Tool FLOAT**

Floods around the world are both frequent and costly and being prepared can dramatically change the outcome. **Are you prepared?** Use the guide to help you understand your flood risk and to develop plans for mitigating flood damage.

**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Flood Assessment Tool FLOAT**

☐ Flood Assessment Tool FLOAT ☐ Flood Assessment Tool FLOAT ☐ Flood Assessment Tool FLOAT

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Flood mounted photovoltaic systems – fire risks**

Flood mounted photovoltaic (FPV) systems are on the rise. When they do happen, however, as a combination of electrical faults, combustible components and limited access can result in significant issues. As the technology becomes more common, this paper discusses how building owners and occupiers should approach and minimise the risk of FPV systems.

**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Flood mounted photovoltaic systems – fire risks**

☐ Flood mounted photovoltaic systems – fire risks ☐ Flood mounted photovoltaic systems – fire risks ☐ Flood mounted photovoltaic systems – fire risks

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Flood Preparation Guide**

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**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Flood Preparation Guide**

☐ Flood Preparation Guide ☐ Flood Preparation Guide ☐ Flood Preparation Guide

**Swiss Re Corporate Solutions**  
**Industry focus – manufacturing**

Manufacturing is a key sector for the Swiss economy. It is a sector that is highly innovative and that is constantly evolving. This guide provides an overview of the risks facing the manufacturing sector and offers advice on how to manage these risks.

**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Industry focus – manufacturing**

☐ Industry focus – manufacturing ☐ Industry focus – manufacturing ☐ Industry focus – manufacturing

**Swiss Re Corporate Solutions**  
**Casualty Risk Trends Machinery & Technology**

The manufacturing industry finds itself in a period of substantial change, brought about by new technologies and new opportunities of existing technologies. The industrial internet of things, artificial intelligence, 3D printing and 5G networks combine to present manufacturers with both tremendous opportunities and risks not considered before.

**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Casualty Risk Trends Machinery & Technology**

☐ Casualty Risk Trends Machinery & Technology ☐ Casualty Risk Trends Machinery & Technology ☐ Casualty Risk Trends Machinery & Technology

**Swiss Re Corporate Solutions**  
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**Understanding the Flood Exposure**

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**Casualty Risk Trends Machinery & Technology**

☐ Casualty Risk Trends Machinery & Technology ☐ Casualty Risk Trends Machinery & Technology ☐ Casualty Risk Trends Machinery & Technology

**Swiss Re Corporate Solutions**  
Risk Engineering Services  
**Sustainability Series: Green Roofs**

With increased urbanisation, there is a growing interest in green roofs on buildings. Green roofs offer many advantages to building owners and occupiers, the general public, and the environment. These include better insulation, reduced power consumption, stormwater retention, green roofs for quality, and a bio-diverse environment offering aesthetic, diversity, and health benefits. Green roofs can also provide a natural habitat for birds and insects, and can help to reduce the urban heat island effect.

**Understanding the Flood Exposure**

☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure ☐ Understanding the Flood Exposure

**Sustainability Series: Green Roofs**

☐ Sustainability Series: Green Roofs ☐ Sustainability Series: Green Roofs ☐ Sustainability Series: Green Roofs

Click here to explore our risk insights digital hub







# 07 Innovative Risk Solutions

01

Value  
Proposition

05

Parametric  
Solutions

02

Do you need  
innovative risk  
solutions?

06

Captive  
Solutions

03

Growthsurance™

07

Weather  
Solutions

04

Non Physical  
Damage BI



## Value proposition

- 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.
- 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.
- 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.

## Recent Innovation Risk Solutions Awards

### Virtual Captive 2020

Captive Innovation of the Year Award  
European Captive Review Awards



### POP STORM 2020

Insurtech Initiative of the Year  
Award Business Insurance US  
Insurance Awards



### QUAKE 2020

(Re)Insurance Transaction of the  
Year Insurance Insider Honours



### Parametric earthquake cover 2020

New Insurance Product of the Year HK  
Insurance Asia Awards



### Parametric HAIL 2021

Business Insurance Innovation Awards

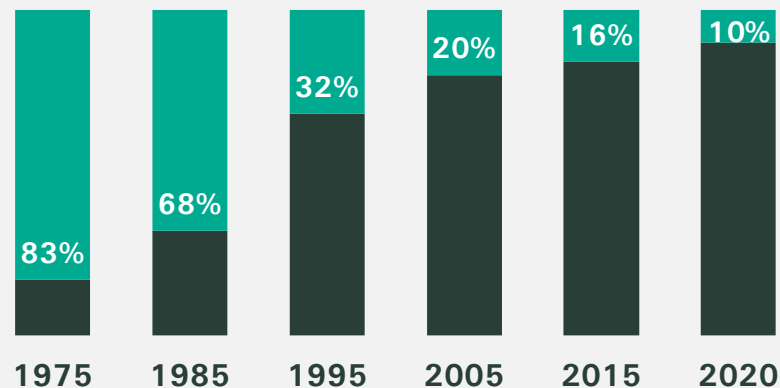


# Do you need innovative risk solutions?

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



Growthsure™



Non Physical Damage BI



Parametric Solutions



Structured Solutions



Weather Solutions

### APPLICATIONS

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

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

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

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

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

### NEEDS

- Promoting a product or sales campaign
- Revenue protection

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

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

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

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

# Growthsurance™

Supporting revenue growth

## Loyalty scheme for utility company



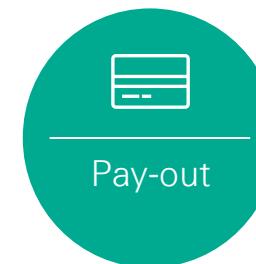
Policyholder

Utility company



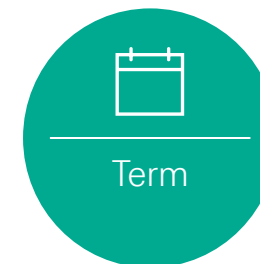
Trigger

Earthquake and flood parameters



Pay-out

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



Term

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



Swiss Re  
Corporate Solutions



## 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



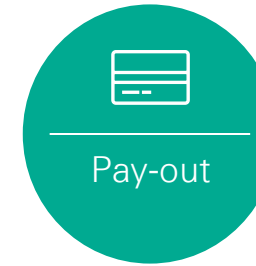
Policyholder

Railway company



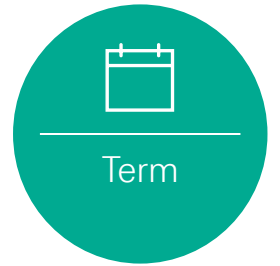
Trigger

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



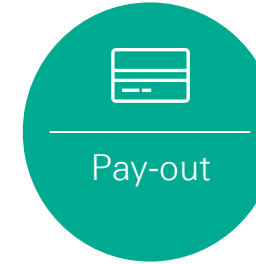
Policyholder

Hotel chain



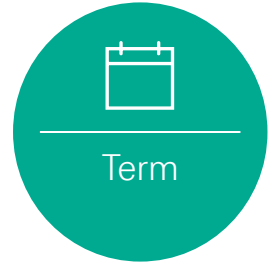
Trigger

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



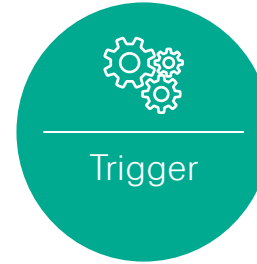
# Parametric Solutions

## Windstorm

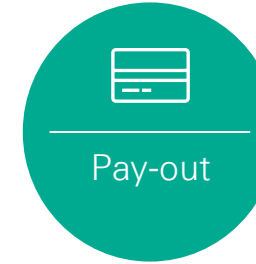
### Cover for T&D lines



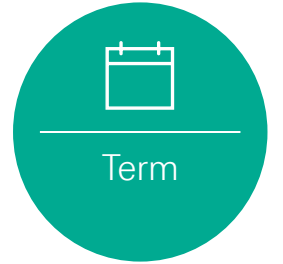
Electricity distribution company



Windstorm exceeding tailored windstorm strength index point



Fixed amounts dependent on actual index; EUR 200m



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

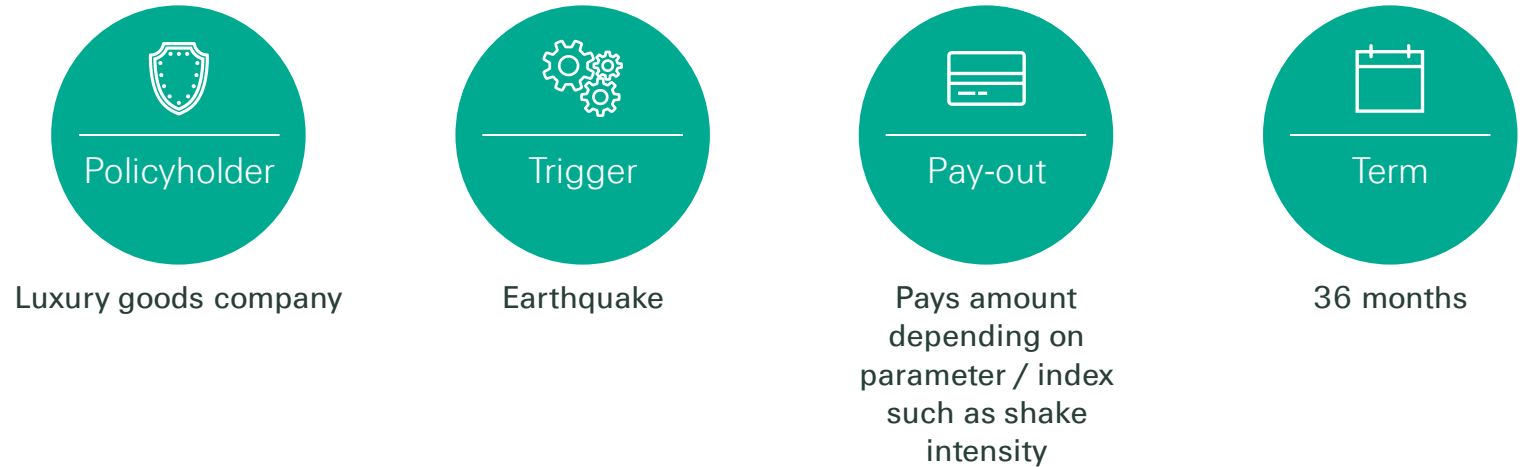
Video





# Parametric Solutions Earthquake

## Revenue and liquidity



## 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



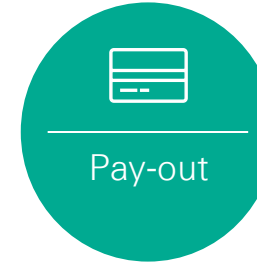
Policyholder

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



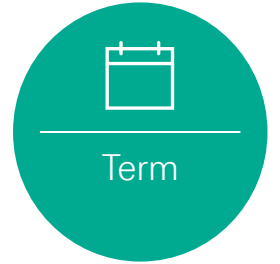
Trigger

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

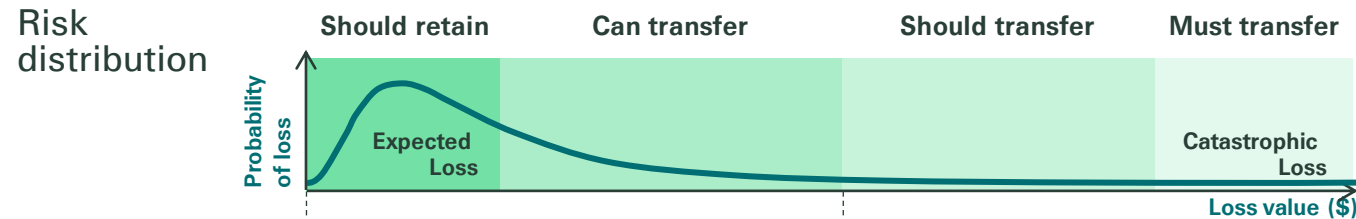
- Agreements and their interaction are clear and explicitly connected to each other: no “side letters”, no implicit agreements

## Warranties

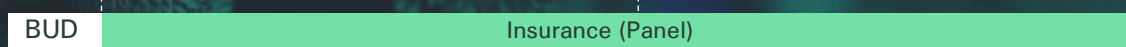
- Appropriate disclosure, reporting and accounting treatment are strict obligations in the policy



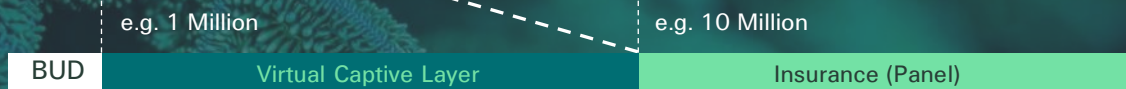
# Virtual Captive - Example



Today



New



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

9 Million eel  
18 Million tal

x = risk and other costs  
aal: annual aggregate limit  
tal: term aggregate limit  
BUD: business unit deductible

Year 1

Year 2

Year 3

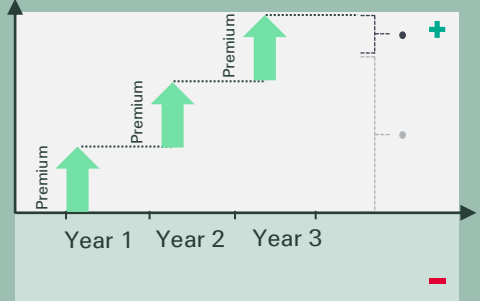
Premium 3m + x

Premium 3m + x

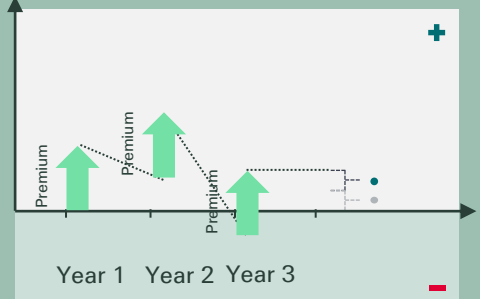
Premium 3m + x

Cumulative  
premium  
minus  
losses

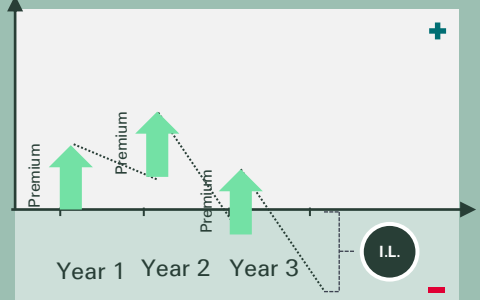
No Loss Scenario



Loss Scenario



Full Loss Scenario



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



# Weather Solutions

## 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

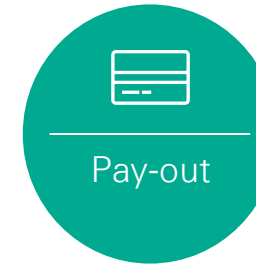
### Flight cancellation cover



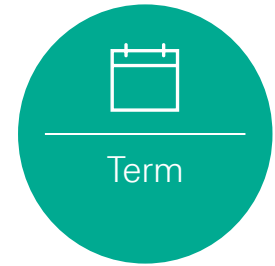
Airline



Snow fall and flight  
cancellations



Variable pay-out  
depending on % of  
cancelled flights



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)





Any  
questions?





# Thank you!

Contact us

Follow us





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