OVERVIEW & APPETITE GUIDE

# EMEA Financial Lines – Cyber Risks

THIS MATERIAL IS DESIGNED FOR USE BY BROKERS

## The AIG Advantage

### Product Offering

- AIG has a large team of experienced Cyber claims professionals.
- We have deep experience in underwriting cyber risks and handling complex cyber claims.
- Our experience and expertise enables us to deliver high quality advice and local underwriting and claims support to brokers.

### Global Capabilities

- AIG can issue cyber insurance policies in over 60 countries around the world and offers support for multinational and international clients.*
- We provide off-the-shelf products and can also tailor our coverage according to the requirements of the insured.

### Cyber Risk Advisory

- We provide tailormade feedback on the cyber security posture of our insureds through a team of experienced Cyber Risk Advisors across the EMEA region.
- AIG can provide support by helping to monitor clients' publicly-facing internet infrastructures for key vulnerabilities, infections and misconfigurations.
- If AIG becomes aware of potential weaknesses in the insured cyber infrastructures which cyber attackers may exploit, the client is alerted and can be guided through remediation by our Cyber Risk Advisors.

### Cyber Loss Prevention

- AIG provides a range of complimentary cyber loss prevention services where annual premiums exceed EUR 5,000 (EUR 900 or more for SMEs).**
- This service helps prevent a cyber loss from happening in the first place and includes:
  - Employee Cybersecurity eLearning and Phishing Simulations
  - Blacklist IP Blocking & Domain Protection
  - Infrastructure Vulnerability Scan
  - Darknet Credential Exposure
  - Identity Risk Assessment
  - Security Risk Ratings
  - Cybersecurity Information Portal
  - AIG CyberMatics
  - AIG Cyber Loss Control Orientation

### AIG First Response

- Tried and tested 'First Response' approach: prompt IT, forensic and legal help after a breach. Depending on the incident, AIG's panel of external advisors can assist and advise on remediation and resolution.
- To help mitigate client losses, our legal service providers aim to respond to insureds within one hour of their initial contact with the First Response hotline.
- No policy retention for 'First Response'

## Facts & Figures

### Minimum Information Requirements for Coverage

Completed proposal forms and supplemental information: Outsourcing Service Provider (OSP) supplemental form, ransomware application form, operational technology supplemental form

### Limits**

- Typically up to EUR 10m

### Minimum Premium Requirements

- No minimum premium applicable

***Guide only - every case written on it's merits. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy.*

*Subject to US, EU, UK and UN as well as other applicable sanctions regimes
AIG figures sourced from internal data

# Our Appetite

AIG

## Underwriting Sweet Spots

**Multinational programs with local policies**

**Captive programs**

**Appetite across all revenue segments** (Small and Medium-sized Enterprises, Mid Market, Large Corporate)

| Segment | Appetite |
|---|---|
| Manufacturing | 🟢 |
| Retail | 🟢 |
| Hospitality | 🟢 |
| Education | 🟢 |
| Logistics | 🟢 |
| Transportation / Shipping | 🟢 |
| Financial Institutions | 🟢 |
| Food and Beverage | 🟢 |
| Utilities and Energy | 🟢 |
| IT – Telco - Tech Companies | 🟢 |
| Health and Pharma | 🟢 |
| Airlines and Airports | 🟡 |
| Law Firms | 🟡 |
| Hospitals | 🟡 |
| Marine / Port Terminal Activities | 🟡 |
| Payment Processors | 🟡 |
| Gambling and Gaming | 🟡 |
| Cannabis/Drugs | 🔴 |
| Credit Bureaus and Rating Agencies | 🔴 |
| Crypto Currencies/Brokers | 🔴 |
| Weapons Industry | 🔴 |
| Adult Entertainment | 🔴 |
| Government Entities/National Agencies | 🔴 |
| DNA Testing Direct-To-Consumer | 🔴 |
| Social Networking Sites – Social Media Platforms | 🔴 |

*Guide only – every case written on its merits. Categories are not fixed and may be subject to change.*

🟢 Strong appetite

🟡 Strong appetite, but some restrictions may apply (such as a max limit)

🔴 Outside or highly selective appetite


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