

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





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One Swiss Re

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Sustainability





We make the world more resilient.

Our Vision

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

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



Swiss Re at a glance

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

- We deliver both traditional and innovative offerings in Property & Casualty and Life & Health that meet our clients' needs.
- A pioneer in insurance-based capital market solutions, we combine financial strength and unparalleled expertise for the benefit of our clients.

Standard & Poor's: AA-

Moody's: Aa3

A.M. Best: A+

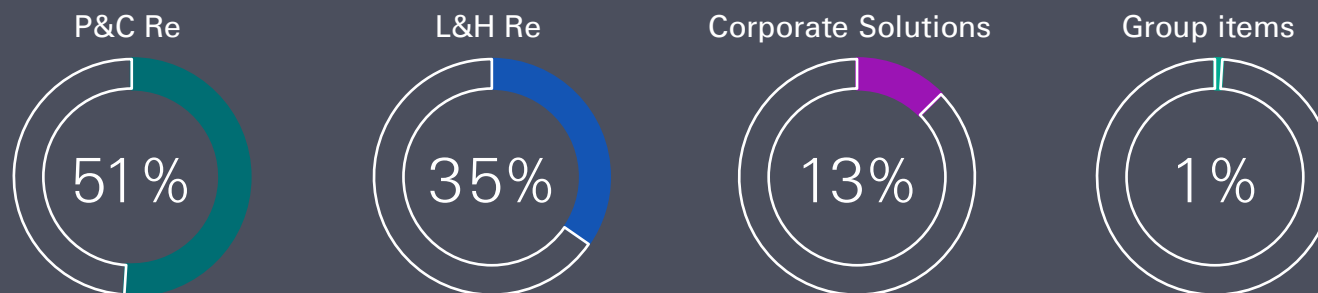


Group results

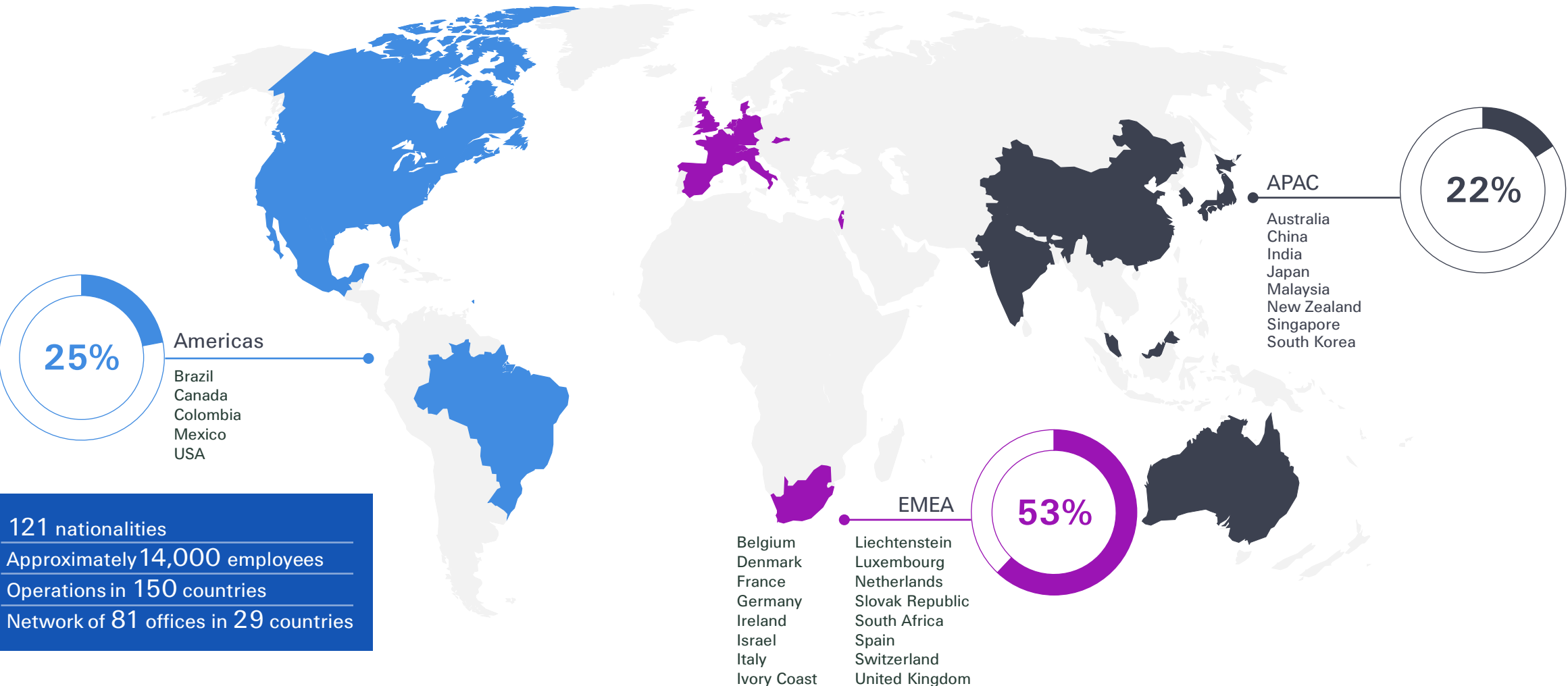
in USD billions	FY 2020	FY 2021
Premiums earned and fee income:	40.8	42.7
Net income:	-9	1.4
Comm. shareholder's equity:	27.1	27.1
Return on equity:	-3.1%	5.7%
Return on investments:	3.5%	3.2%
P&C Re combined ratio:	109.0%	97.1%
L&H Re return on equity:	0.9%	-8.6%
Corporate Solutions combined ratio:	116.5%	90.6%



Premiums and fee income earned 2021 (USD 42.8 bn)



Our global presence



121 nationalities
 Approximately 14,000 employees
 Operations in 150 countries
 Network of 81 offices in 29 countries

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

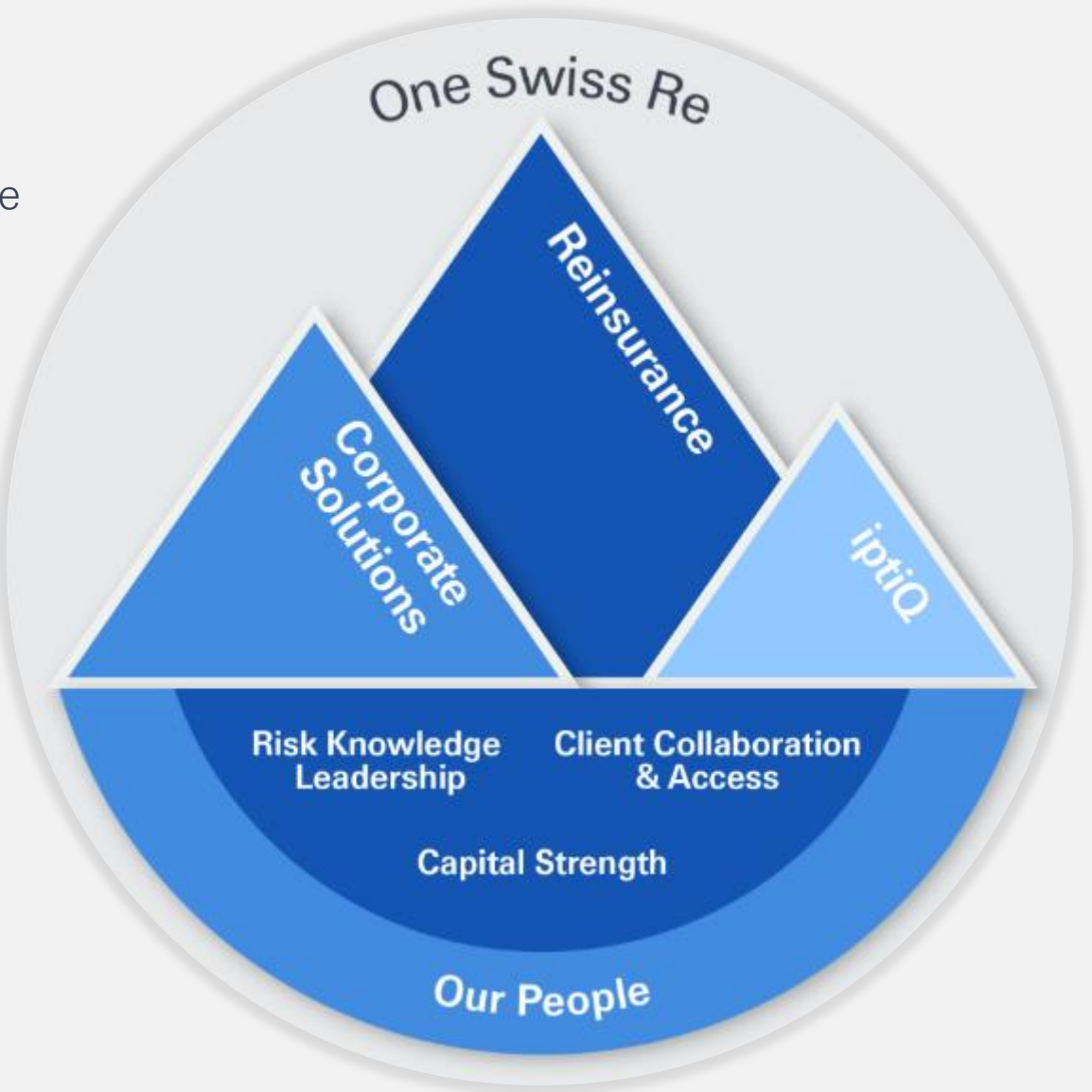


iptiQ

A balanced approach to accountability, shared values and strengths



Group foundation



A low-angle photograph of a person holding a smartphone, with the Freedom Tower in New York City visible in the background against 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

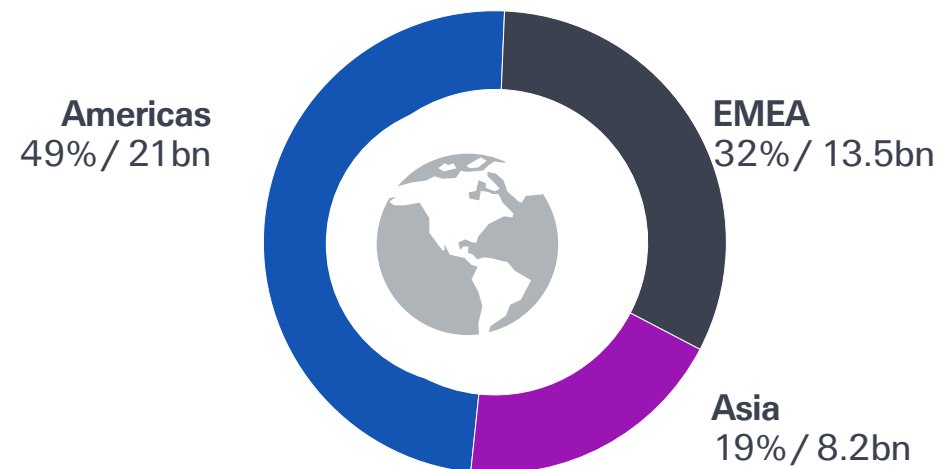
Swiss Re benefits from geographic and business mix diversification and has the ability to swiftly reallocate capital to achieve profitable growth.

Key statistics (USD billions)	FY 2018	FY 2019	FY 2020	FY 2021
Total revenues	34.5	38.6	40.8	42.8
Net income	.4	.7	-.9	1.4
Shareholders' equity	27.9	29.2	27.1	23.6

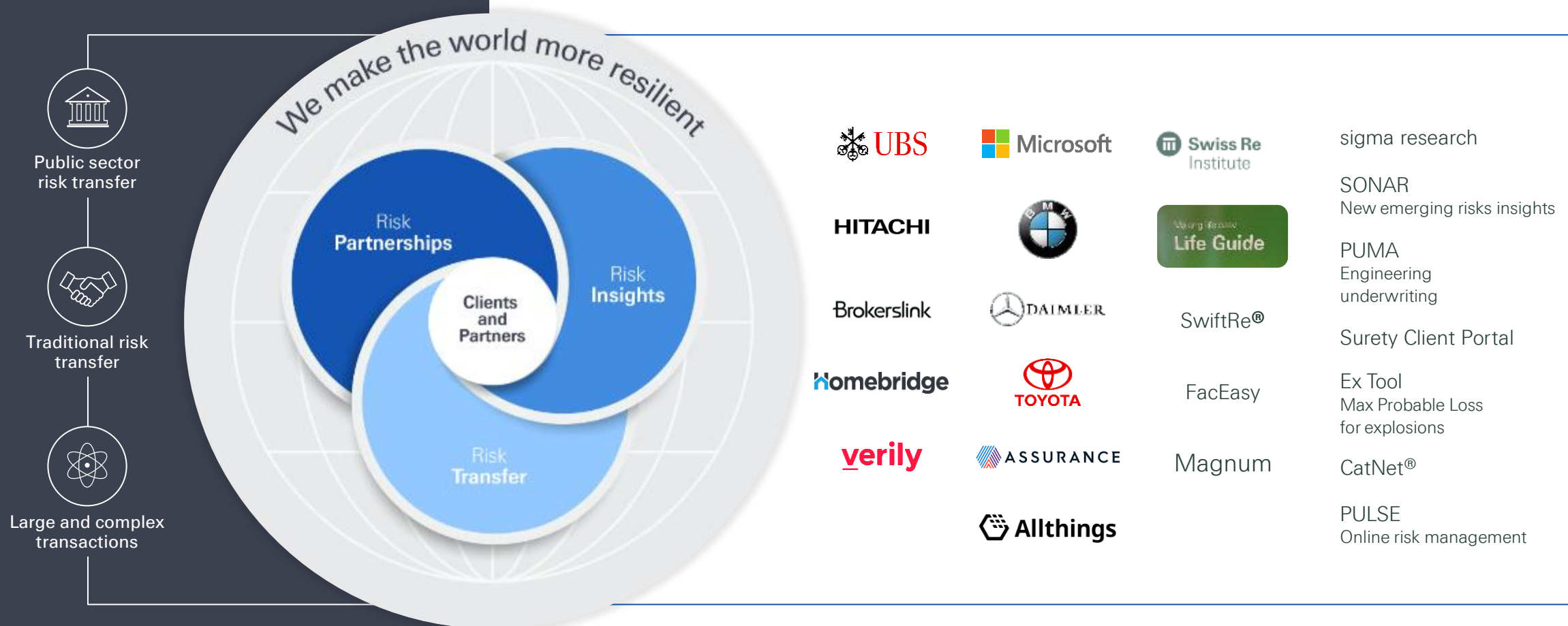
Key figures excluding impact of COVID-19 ¹

Adjusted net income/loss	2.2	3.0
Adjusted return on equity	7.3%	11.6%

Swiss Re Group premiums earned and fee income 2021 USD 42.8 billion



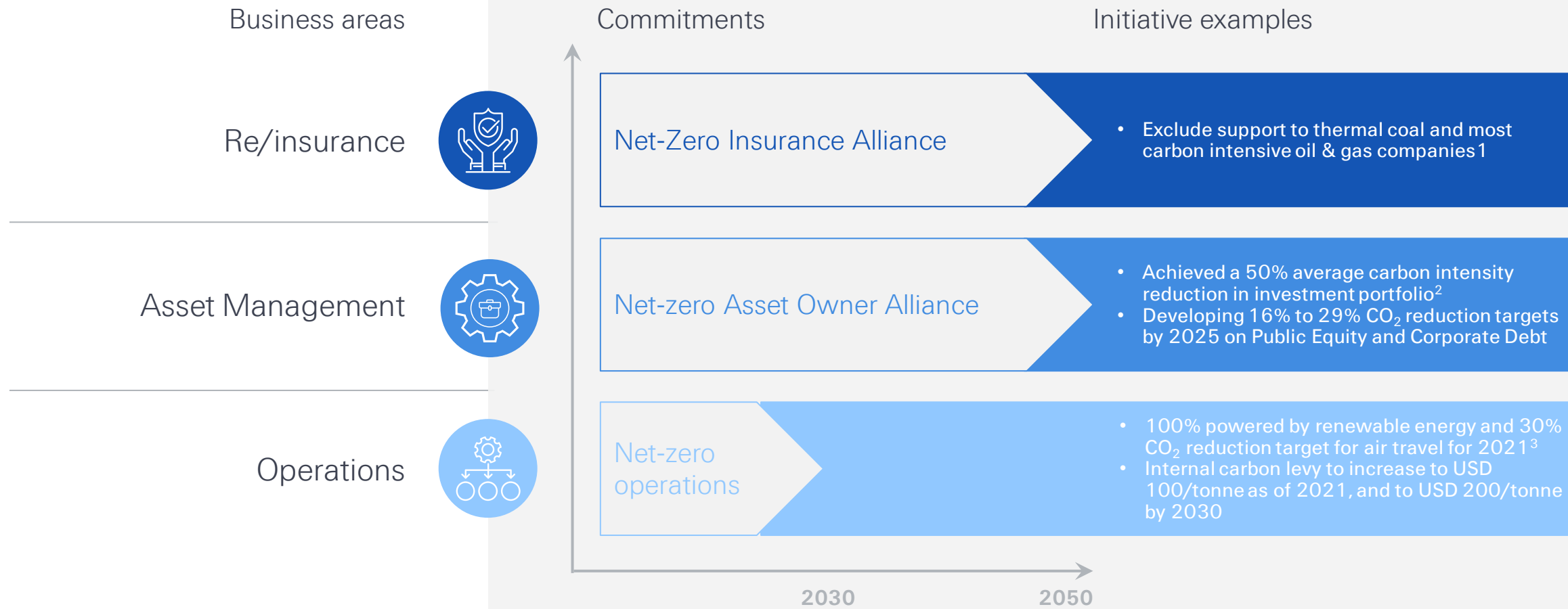
Our strategy offers more than traditional risk transfer





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; CO₂ 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

Risk Knowledge
allows us to develop
better products with
and for our clients.

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.

Tech & Data
to advance risk
management and
make insurance
more easily
accessible



02 Swiss Re Corporate Solutions

01

Our proposition

04

Our footprint

02

In a nutshell

05

Diversification

03

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 5.3 bn net premium earned** in 2021 (USD 5.0bn 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



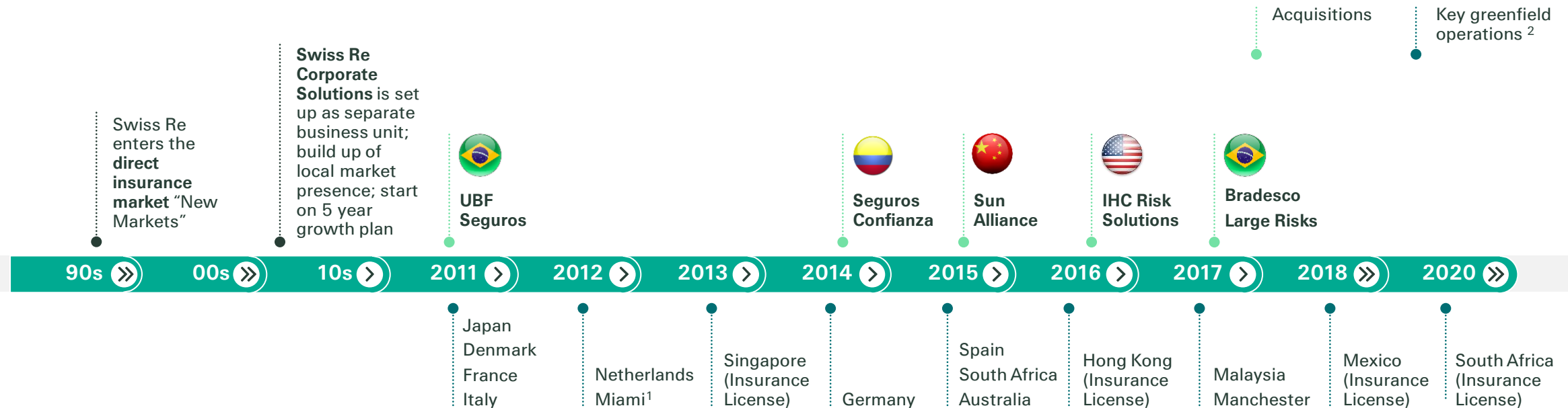
Broad range of traditional and innovative **risk and insurance solutions**

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

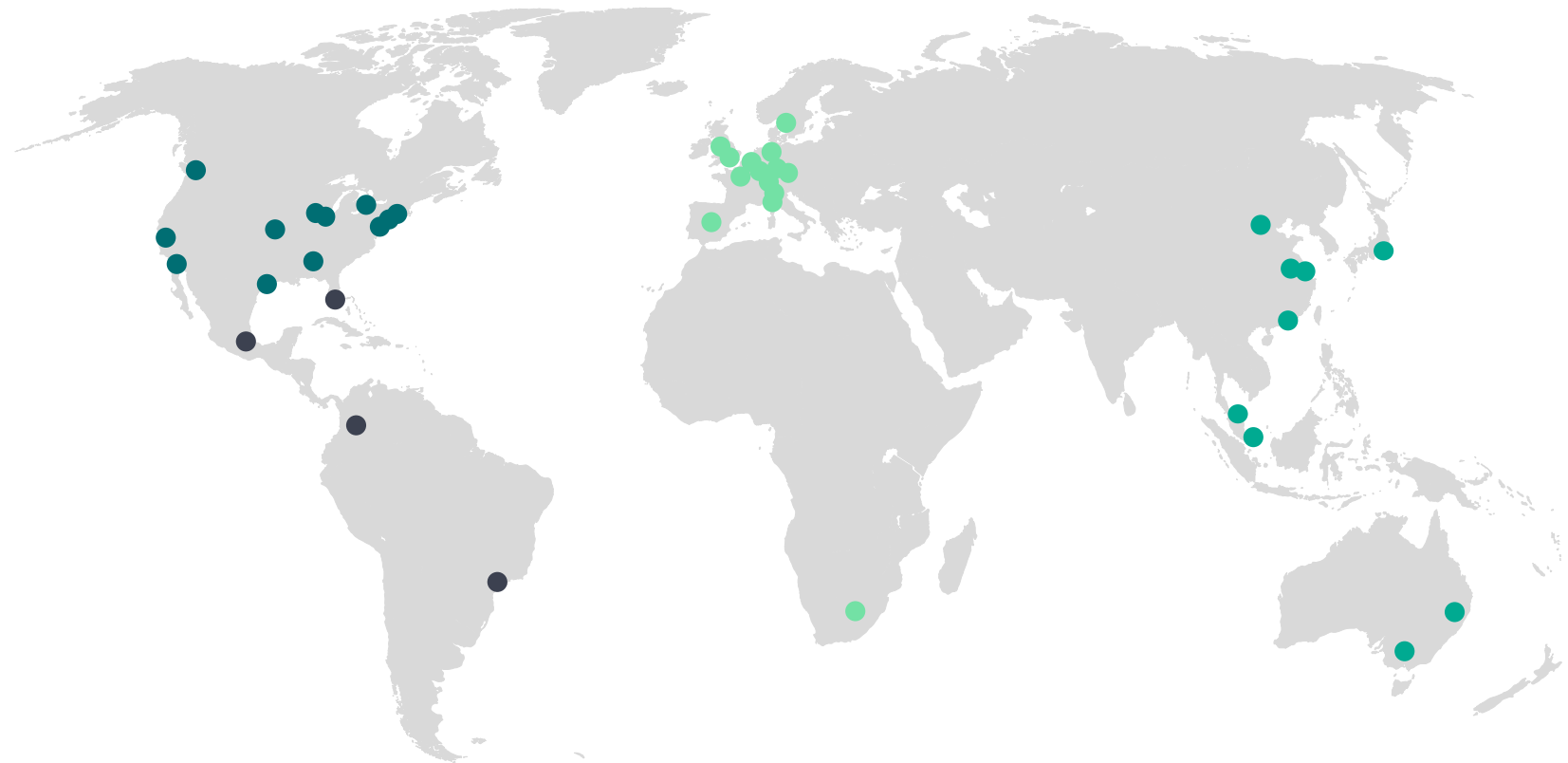
2. Greenfield operations are defined as the start of new operations in a given country or a significant uplift of an existing presence

A diversified commercial insurer with a global footprint



Employing local people to service local markets

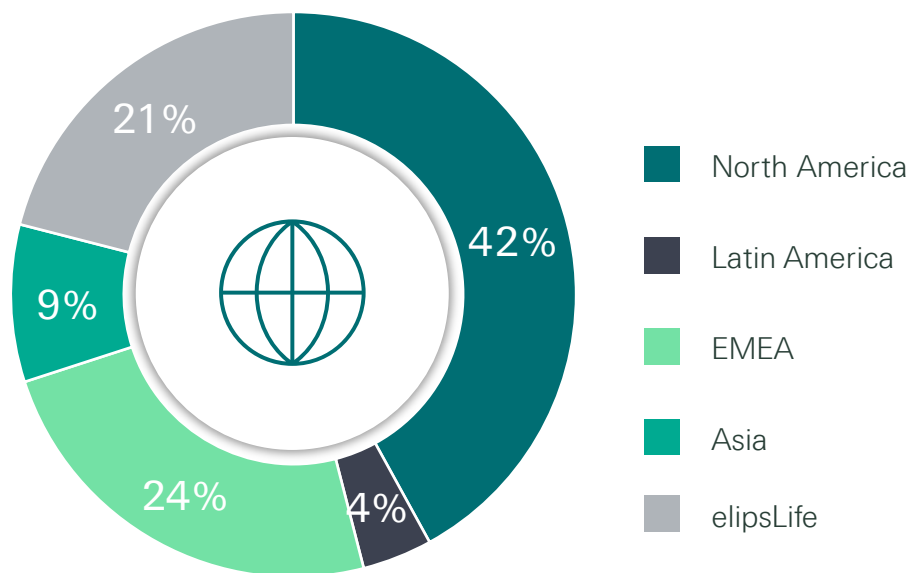
North America:	✓
12 Offices	
Latin America:	✓
4 Offices	
EMEA:	✓
14 Offices	
Asia Pacific:	✓
9 Offices	



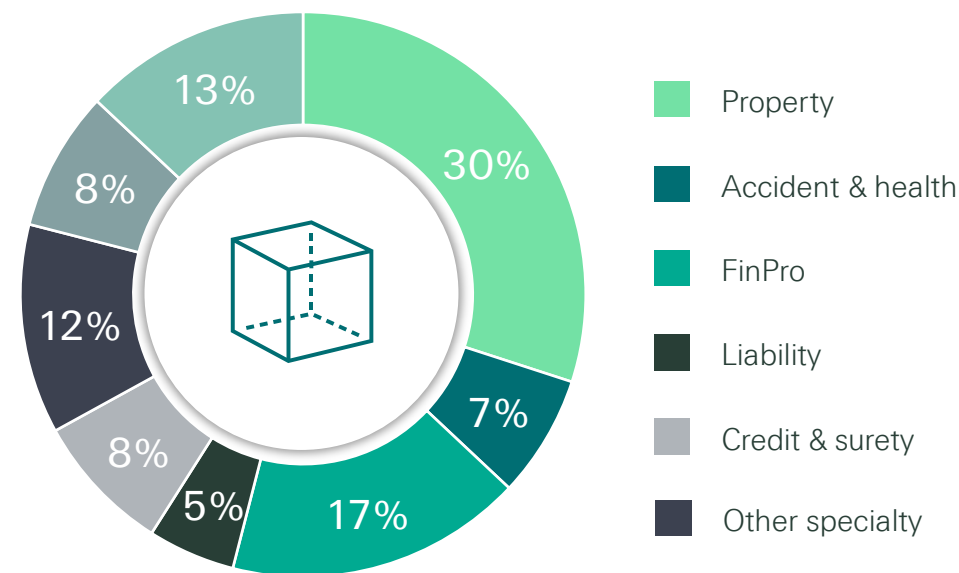
Diversified player in terms of regions and products

2021: USD 5.3 bn net premium earned

Geographically diversified premium split
% of gross premium written by geography 2021



Portfolio composition
% of gross written premium by segment 2021





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



Swiss Re
Corporate Solutions

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



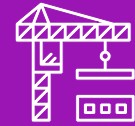
Casualty Canada



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
- ✓ 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



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



Bank Trade &
Infrastructure



Trade Credit &
Political Risks



Commercial
Surety



Contract Surety

Credit & Surety

What makes us different?



We provide certainty in an uncertain world

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



World-class risk knowledge

With 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



Swiss Re
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 400m

Limited Broker/Agency force of surety specialists

Service and relationship oriented approach

30 year track record of supporting contractor surety needs

Products

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

Preferred client segments

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

Traditional Surety



Construction industries and related suppliers



General contractors



Engineering contractors



Subcontractors



Special lines



Energy



Engineering 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



Swiss Re
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.





One Construction

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

Video



Bonding requirements



Political risks



Adverse weather



Supply chain



Operational hazards



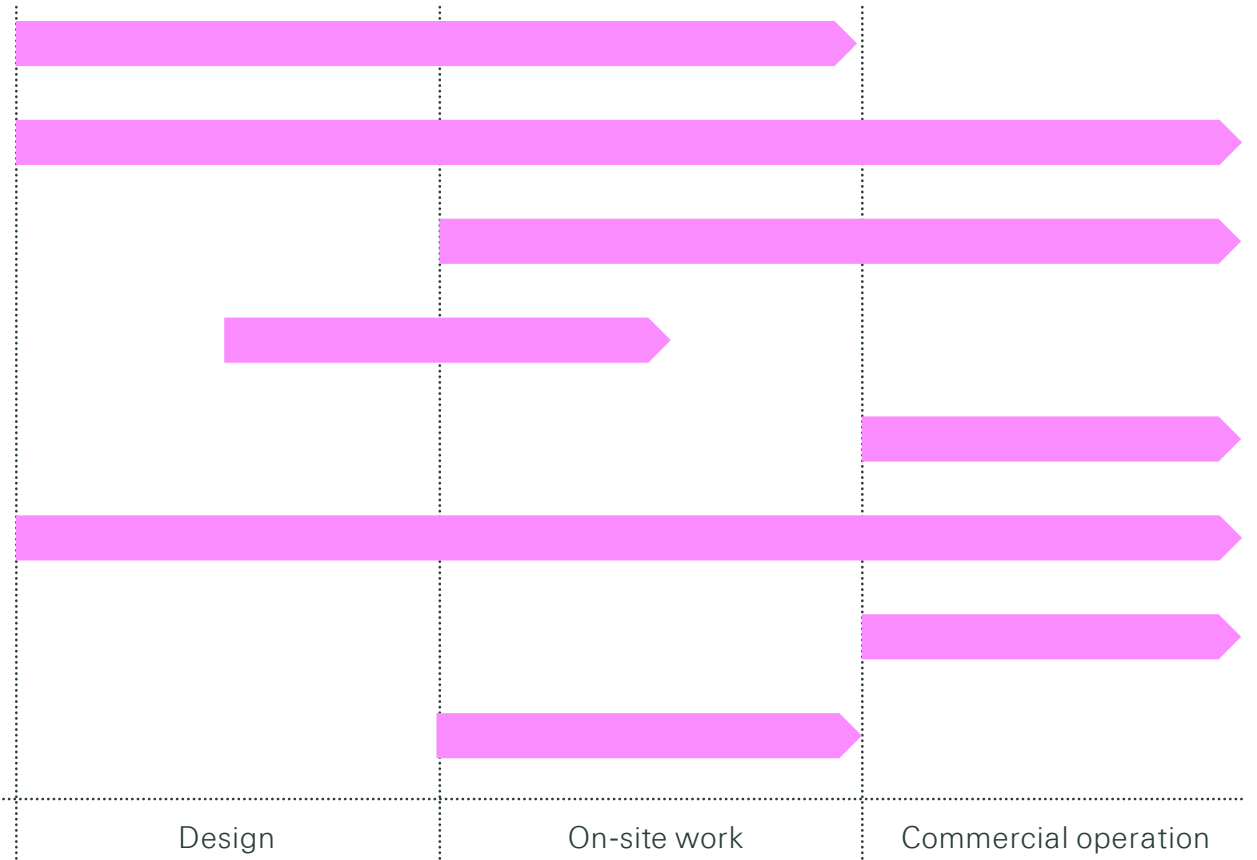
Professional mistakes



Future liabilities



Construction basics



Engineering & Construction



Key Facts

Target capacity
USD 100m¹

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

Product



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

Preferred client segments



US Based Independent Insurance agencies of all sizes



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

Variable

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)

Preferred client segments



Architects and engineers with fees in excess of USD 25M annually



Contractors with gross revenues in excess of USD 250M annually



Project owners



Project policies with project values between USD 250M and USD 1B



Cyber

What makes us different?



Key Facts



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.



Cyber & Tech



Key Facts

Capacity

USD 25m maximum
USD 10m standard

Attachment

USD 30m
Excess



Swiss Re
Corporate Solutions

Product



Cyber

- Security & Privacy Liability
- Media & Content Liability
- Privacy Regulatory Defense & Fines
- PCI Assessments
- Data Breach Expenses
- Network Interruption Loss
- Data Restoration Expense
- Network Extortion



Technology Errors & Omissions

Preferred client segments



Companies with total annual revenue in excess of USD 1 billion



All industries except crypto, airlines, cruise lines and political campaign entities



Mature security posture

Professional Indemnity: Accountants, Consultants and Lawyers

Peace of mind for professionals



Key Facts

Max Capacity
USD 25m

Attachment
Primary
Excess

Product



Professional indemnity for lawyers, accountants and consultants.

- Primary
- Excess

Leverage unique and specialized underwriting and claims expertise to deliver customized solutions to our clients

Preferred client segments



Top quality law firms
US - full spectrum from solo practitioner to global firms
Canada – focus on Top 30



Large national accounting firms with revenues over USD 200 million



Large management, strategy and actuarial consultants





04 International Programs

01

Our
Journey

04

Key Facts &
Capabilities

02

Service
Excellence

05

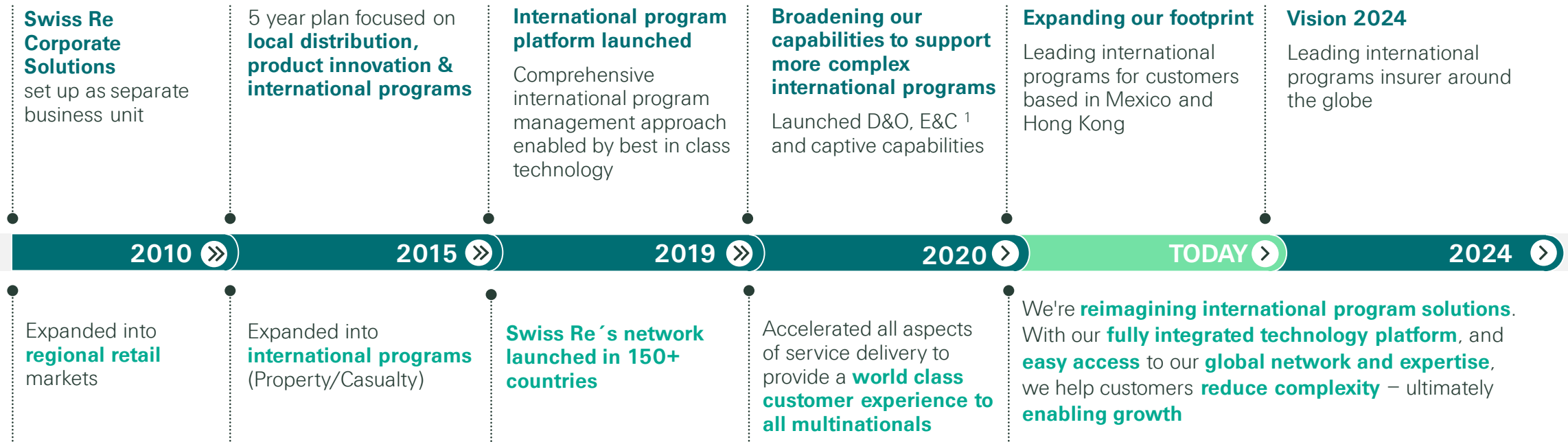
Technology

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



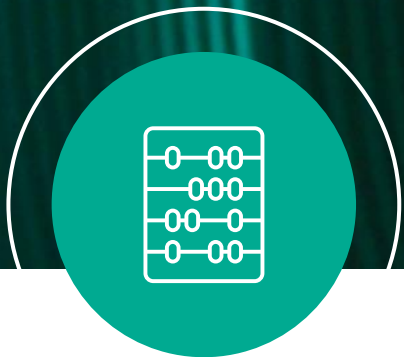
Five pillars for service excellence

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

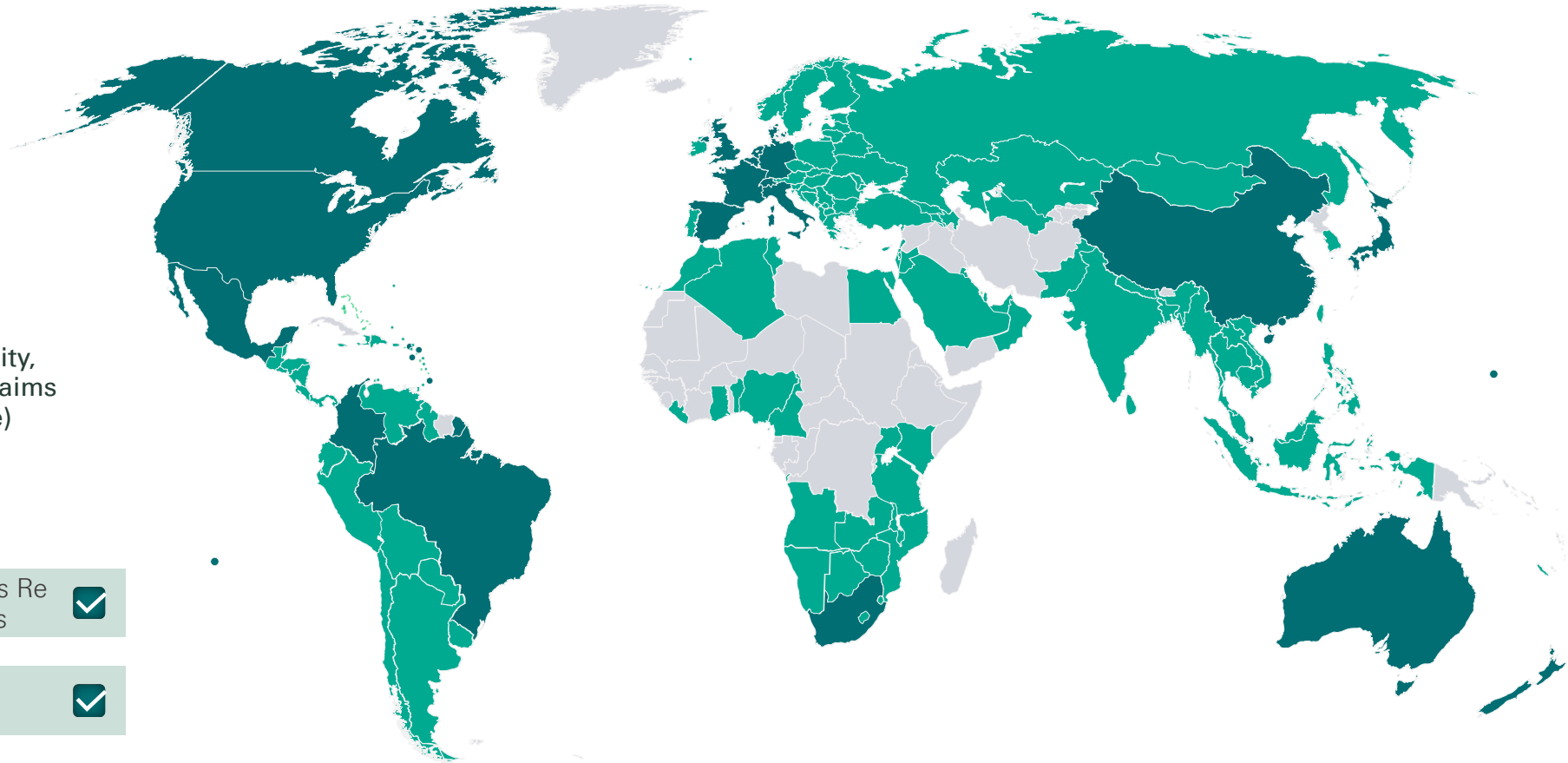
150+ and growing



- 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 (2022)



International program offering

PULSE our international program platform, is available in 17 producing countries.

Asia Pacific

Australia, China, Singapore

Japan

Hong Kong

Property Casualty D&O E&C



Latin America

Mexico

Brazil



Coming up in 2022

Coming up in 2022

Coming up in 2022

EMEA

France, Germany, Italy, Netherlands, Switzerland, United Kingdom

Spain

South Africa

Nordics

Property Casualty D&O E&C



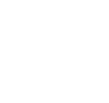
Q4 2022



North America

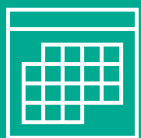
US

Canada



International program capabilities

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

54.5 days

average issuance time



Our largest Property program has

50 local policies

Our largest Casualty program has

43 local policies

Our largest client has

USD 50bn+ turnover



Our international network covers

150+ countries

including 26 from our own offices (61% of local policies and 80% of premium handled)

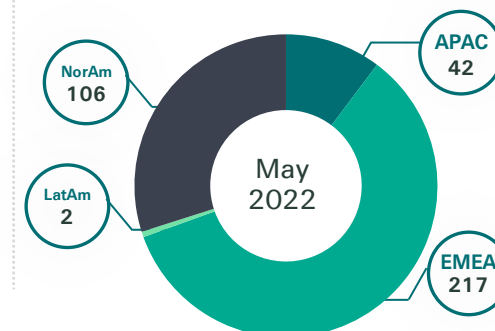
150+ years of knowledge

and expertise in global risks



2,006 local policies

367 international programs



International program capabilities

Overview and outlook

	Now	Ongoing developments
Technology	<p>PULSE, our international program platform includes:</p> <ul style="list-style-type: none"> ✓ 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 	<p>PULSE technology:</p> <ul style="list-style-type: none"> ✓ Integrating our platform with network partners ✓ Improving alignment between broker, customer, & insurer ✓ Accelerating premium collection and disbursement <p>Portal:</p> <ul style="list-style-type: none"> ✓ Impairment handling ✓ Knowledge & insights section
Network	<p>Launch of our own network: 150+ countries</p>	<p>Network expansion to additional strategic partners</p>
Target customer segments	<p>Multinationals requiring up to 20-25 local policies.</p> <p>We selectively target large multinationals with 25+ local policies and captives.</p>	<p>Casualty: Coverage in Canada will be available in Q2 2022 Coverage in Nordics will be available in Q4 2022</p> <p>Engineering & Construction: Single projects international programs are available. Open covers will be available in 2023.</p> <p>Energy: expanding property international program offering to energy risks on a selected basis</p>



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



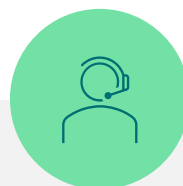
We put our customers and brokers at the heart of everything we do

Responsive

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

We reach out first and keep you informed

We handle things in a personal way



Reliable

Customers see us a valued partner who understands their business,

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

who delivers on what we promise

and offers superior service



Results focused

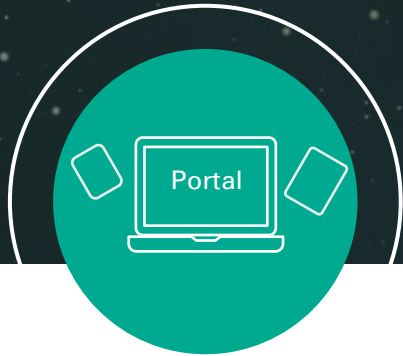
To offer solutions that meet our customers' and brokers' needs

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



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
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

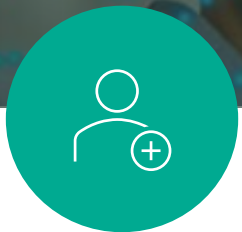
Monthly reinsurance premium

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

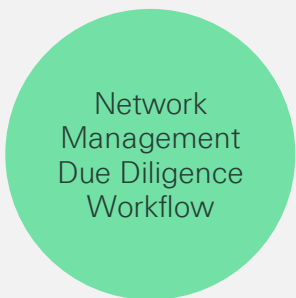
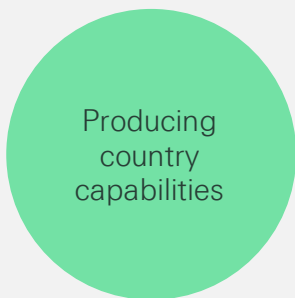
Pre-bind engagement
Local policy requests



Post Bind

Program Tracking
First notice of loss (FNOL) claims
Reinsurance 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 year¹

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





Our Claims Commitment

Your partner for an outstanding experience
There when you need us most

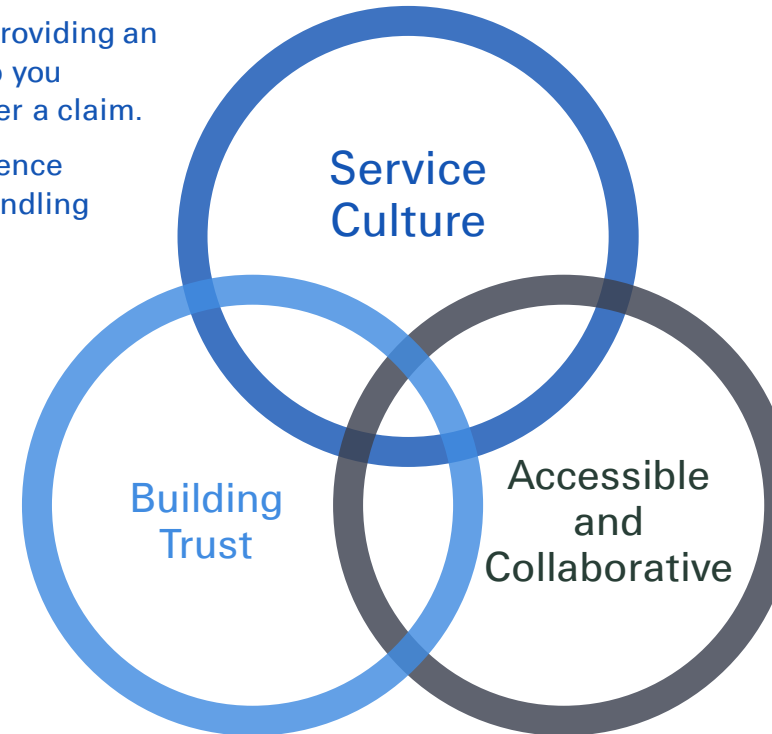
Our Claims Approach

We believe in building long-lasting relationships. We put our customers first and at the center of everything we do. This means partnering with you to truly understand your needs, your business and industry. Responsiveness and clear communication are our top priorities.

We are dedicated to providing an outstanding service to you before, during and after a claim.

Customers will experience streamlined claims handling

We will inform you and your broker about any coverage issues as early as possible



A dedicated Claim Handler will manage your claim and guide you through the end to end claims management journey

What can you expect from our Claims Commitment?

Service culture, Accessible and collaborative, Building trust



30 days
Completion
of initial investigations



5 business days
payment time after
settlement is agreed



24 hours response
to initial notification
Available 24/7 - 365
days via PULSE portal



Advance payments
within 30 days from
receipt of our adjustment
loss estimate



Where our customers need
our help with the claims
journey, our experienced
team will be there to help,
every step of the way

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

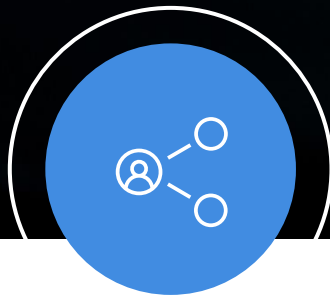


How we share our knowledge and insights



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.



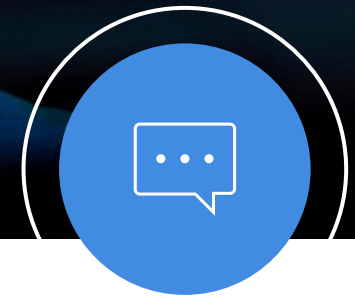
Lessons learned

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

Service Culture
Accessible & Collaborative
Building Trust

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 PULSE 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 Protocols.

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

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

02. Claim technical

Adjudication of master policy claims including DIC/DIL claims.

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

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

03. Claim processes

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

Develop individual customer claim handling instructions.

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

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





Oversight and management of our Network Partner claims services



Due Diligence Call

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



Key Claim Contact

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



Claim Notification

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



SLAs and reporting

Service Level Agreements built into reinsurance contract with mandatory reporting:

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



KPIs and audits

Network Partner KPI reports and audit processes being developed

Network Partner claim scenarios



Type of Claim

Local Policy Claim within reporting thresholds

Local Policy Claim excess of reporting thresholds

Local Policy Claim also/ instead impacting Master Policy (DIC/DIL)

Master Policy Claim

Scenario

SR/Network Partner handles and settles claims

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

SR Local Office/Network Partner handles and settles claims

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

CRM access to claim details

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

Individual notification to local and producing office

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

Access to local claim details for CRM

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

Producing Office Claims Handler handles claim

Claims settled on an individual basis

Coinsurance handled per market practice



Dependent on the size, nature and location of the claims

A great service example



Enter text here...

Value-Added Claims Services for Relationship Customers



Dedicated claims contact

A dedicated Claims Customer Relationship Manager ('CRM') and/or Primary Claims Contact will be assigned



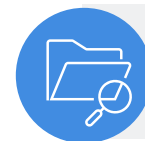
Tailor-made Claims Handling processes

Capture all tailor-made claims process and record in 'Claims Handling Protocol'.



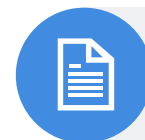
Claims Portal (PULSE)

Online claims reporting, claims loss run.



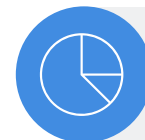
Pre/Post-loss Engagement

Claims Team kick off meeting introduction and Post claims evaluation.



New Business / Renewals

Defined process to ensure smooth transition for new business and improvement activities for renewals.



Claims Data

Swiss Re Industry Insight and data analytics. Claims dashboard, relationship summary, lesson learned.





06 Risk Engineering Services

01

Our risk
engineering
proposition

03

Service examples

02

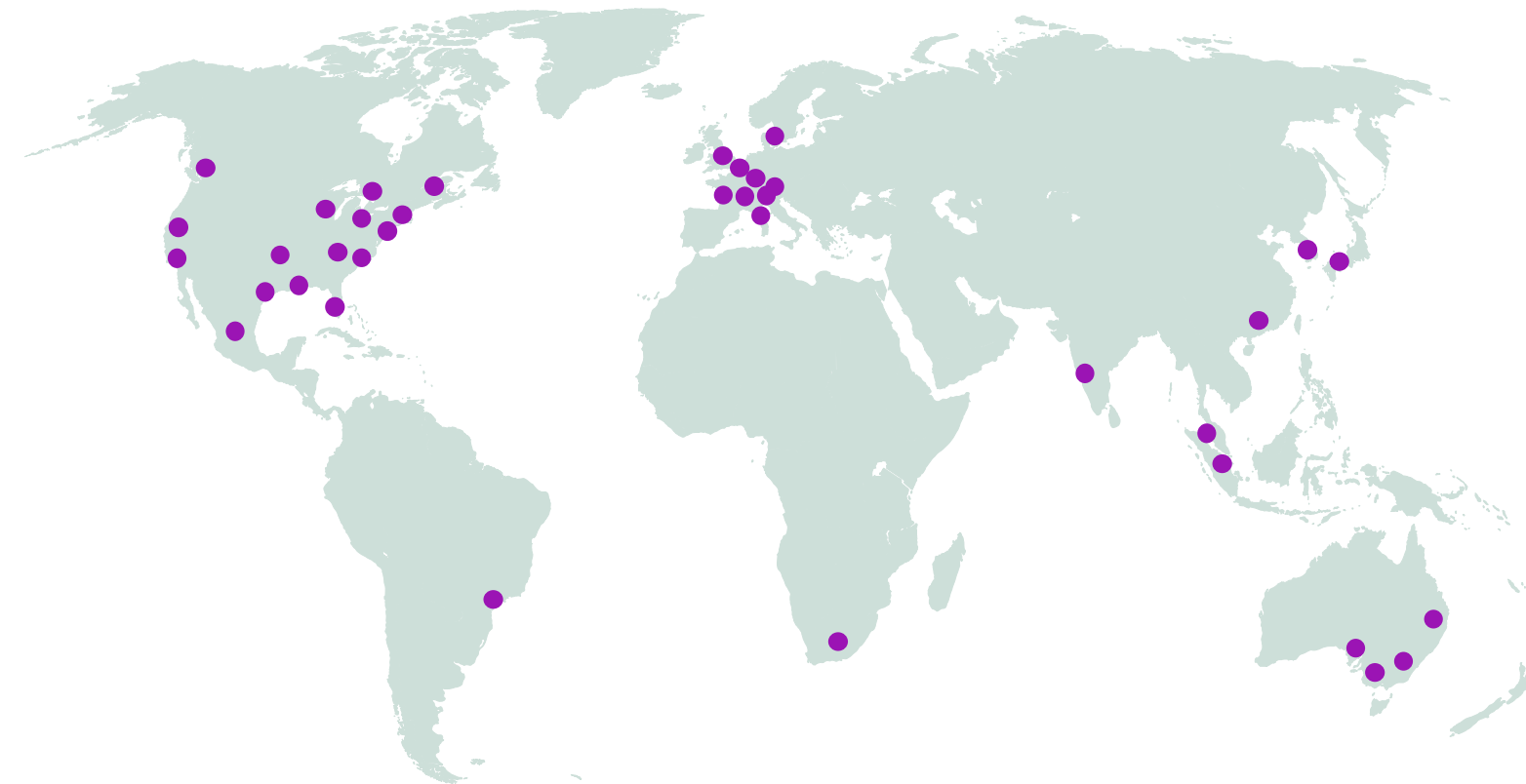
Risk Engineering
Services

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

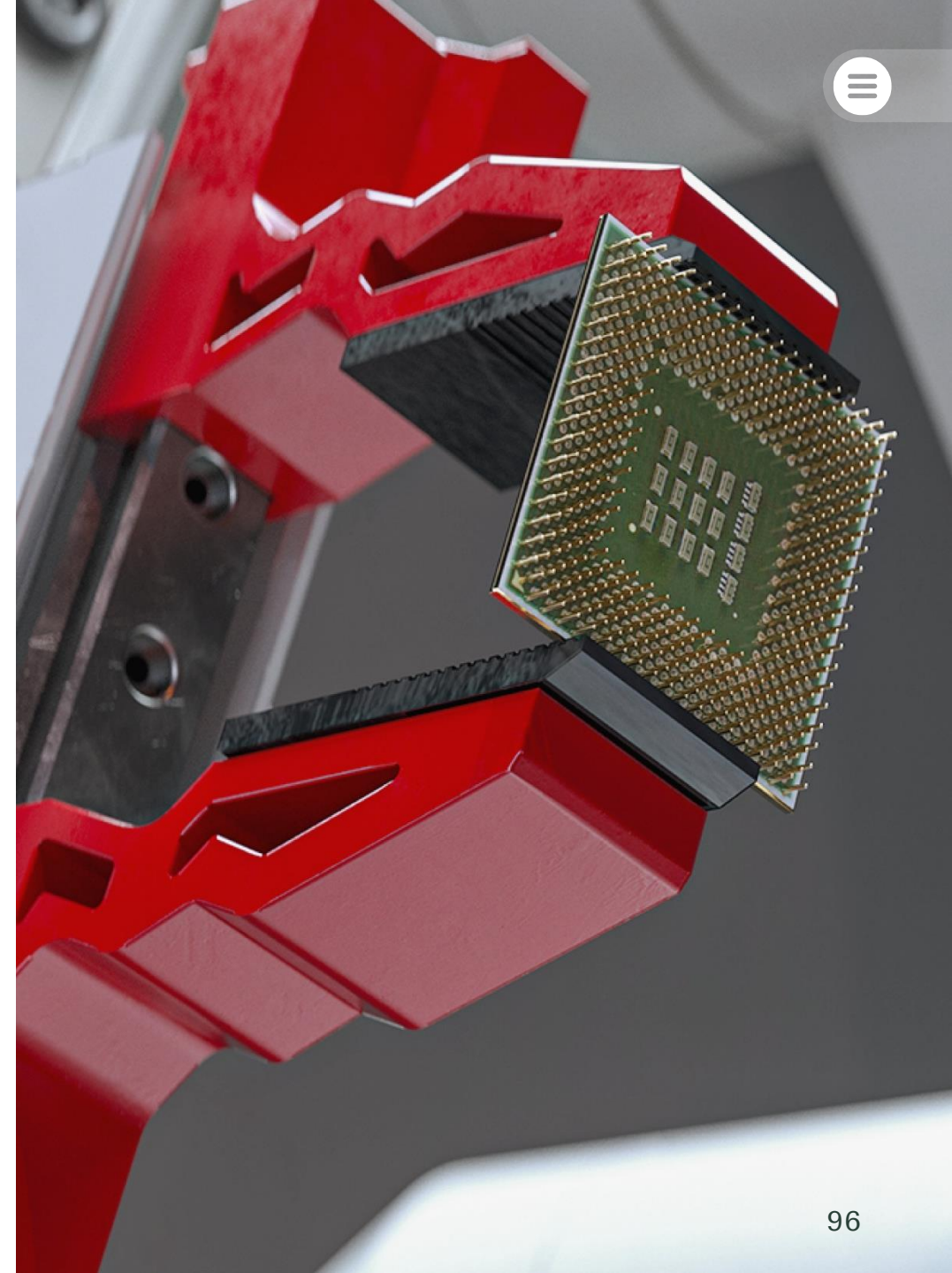
Our expertise – your benefits

- 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

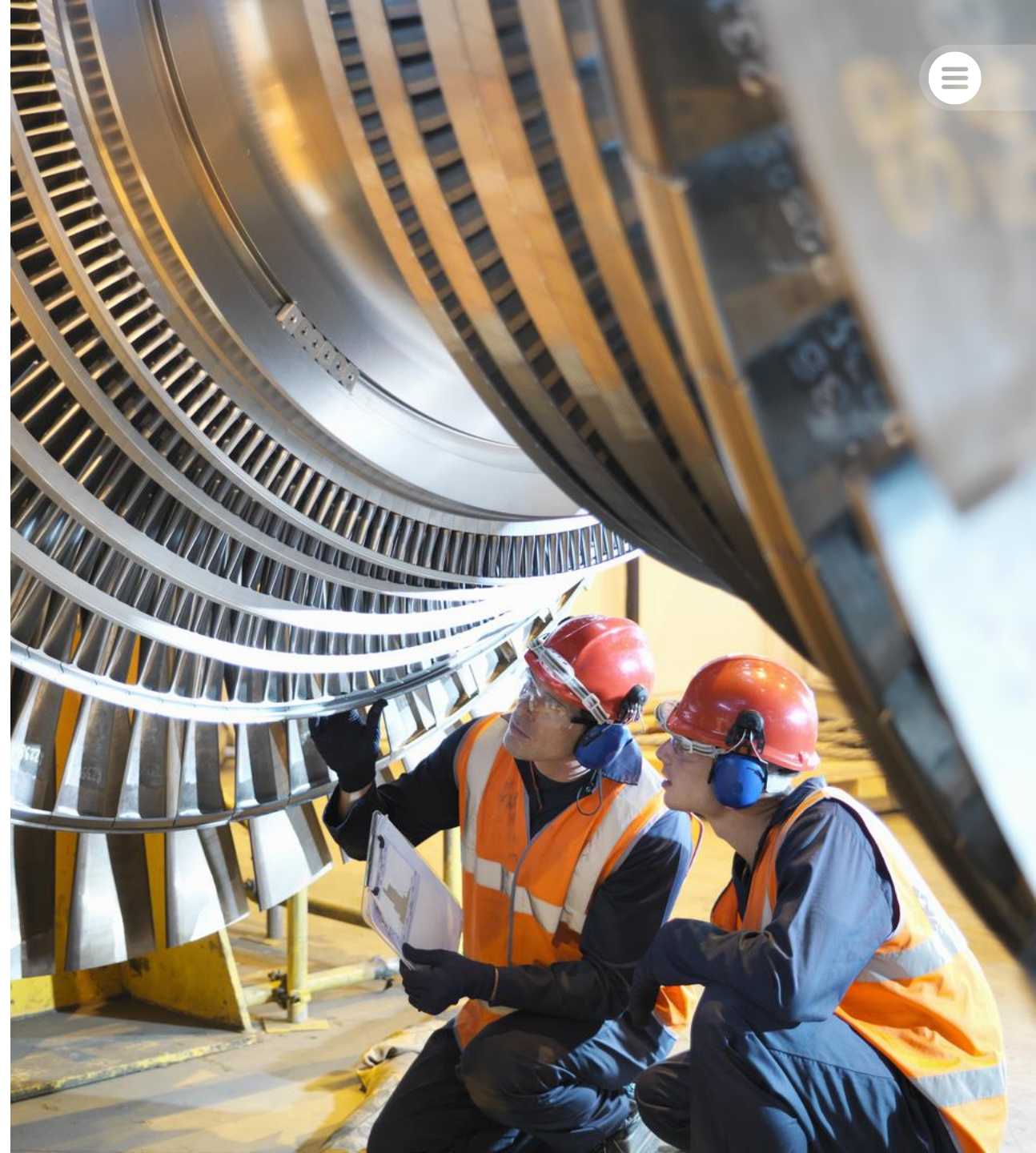
Traditional Property Loss Prevention and Control

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

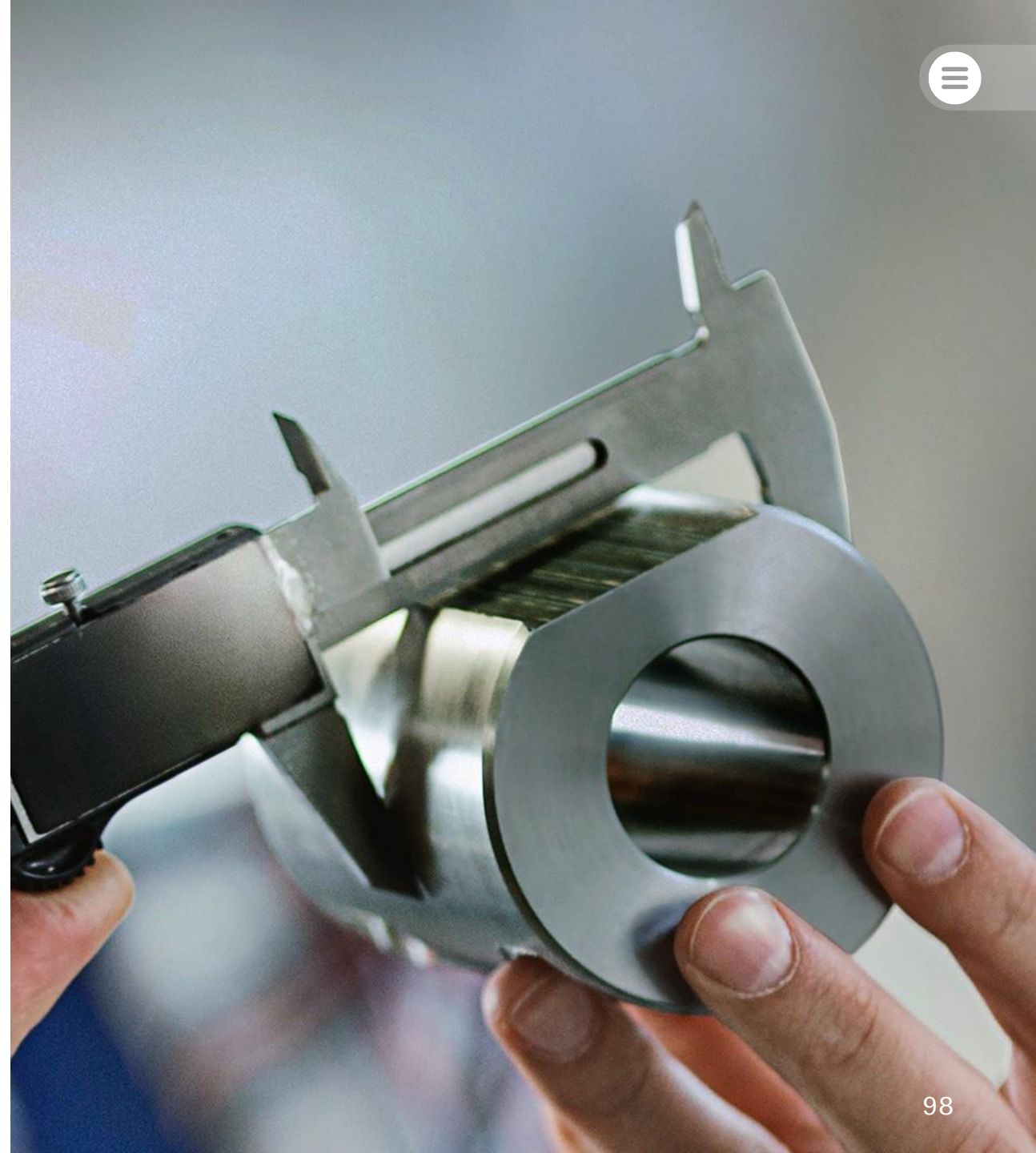
Natural Perils
Assessment

Business
Continuity
Planning

Supply Chain
Assessment

Business
Interruption
Evaluation

Virtual
Surveys



Risk Engineering Services

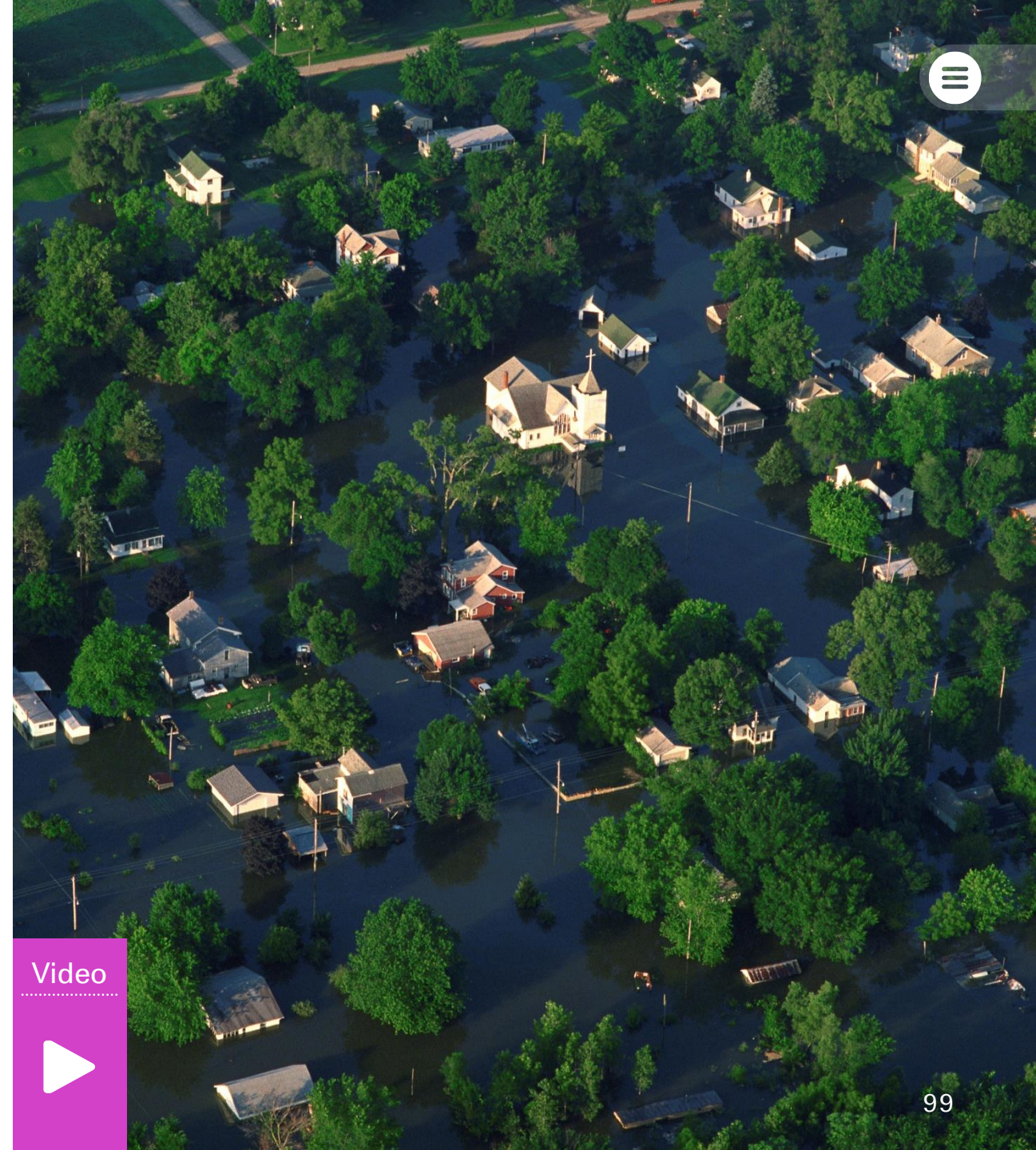
Property Service Example: FLOAT

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

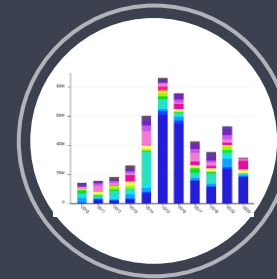
- General – and Products Liability (GL/ PL, including Employer's Liability)
- Products recall
- Cyber
- Construction (GL/PI)
- Environmental Liability (EIL)

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

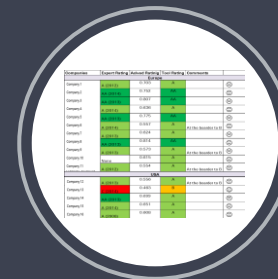
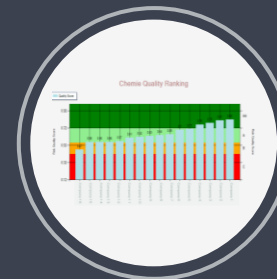


Automotive parts: benchmark highly fragmented product segments

Chemical industry – understanding key risks



Risk benchmarking of product categories and premises

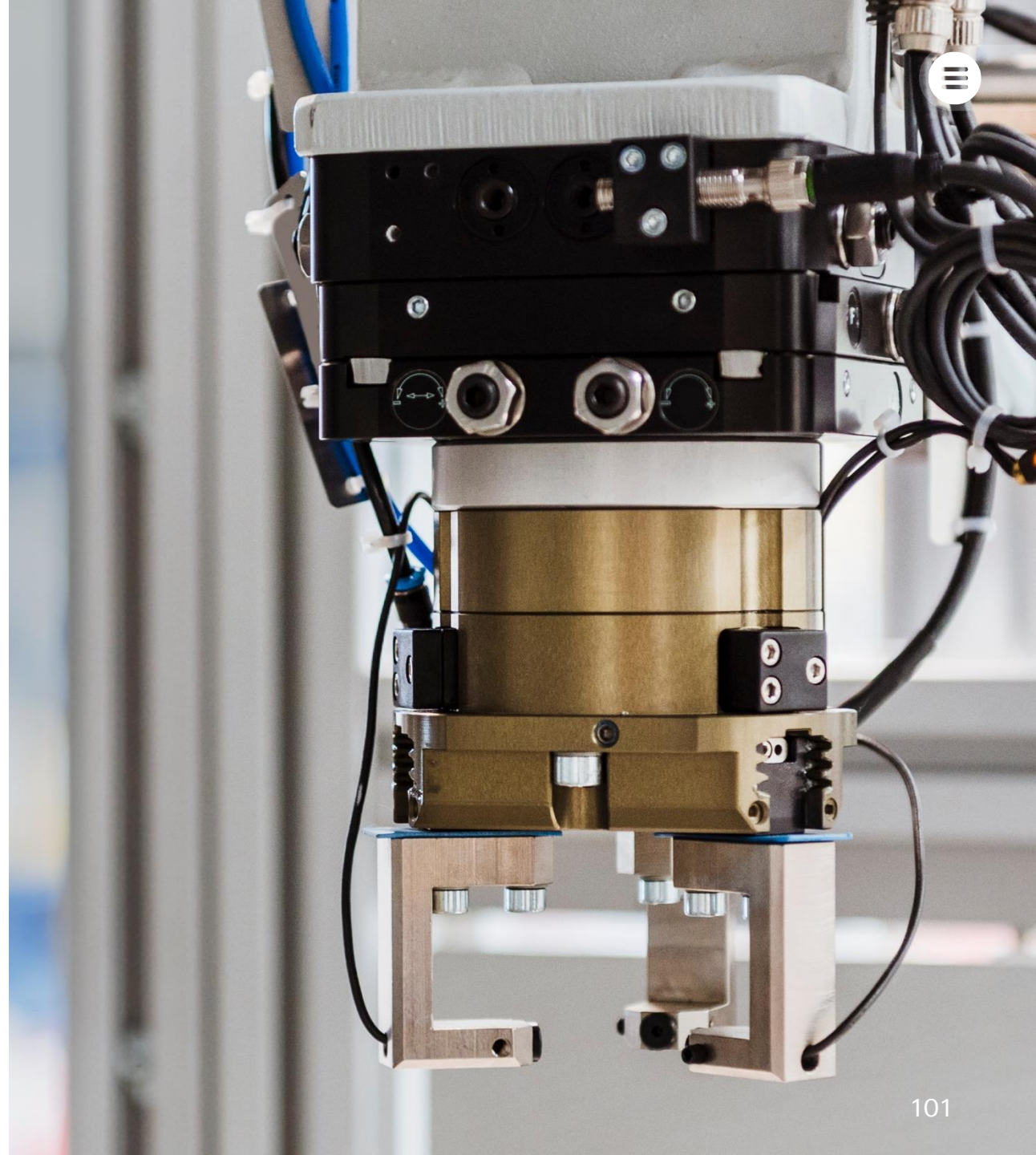


Qualification of risk reduction measures

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 Q2 2022).
- 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.



[illegible]

Swiss Re
Corporate Solutions

Risk Engineering Services Sustainability Series: Green Roofs

With growing urbanization, there is a growing trend for green roofs on buildings. Green roofs offer many advantages to building owners and companies, the general public, and the environment. They provide better insulation, reduced greenhouse emissions, ultimately lower energy costs, and improved air quality. Green roofs also help reduce water runoff, improve water quality, and absorb excess water during heavy rain events. Green roofs also provide a number of other benefits, including improved aesthetics, reduced noise, and improved air quality.

However, green roofs require specific engineering design and construction. They require a structural analysis to ensure the roof can support the weight of the vegetation, soil, and water. They also require a drainage system to prevent water from pooling on the roof. Finally, they require a waterproofing system to prevent water from leaking through the roof.

Project & Construction Management

Swiss Re's Risk Engineering Services can provide project and construction management for green roofs. Our experts can help you with everything from the initial design and construction to the final inspection and commissioning. We can also provide ongoing maintenance and repair services to ensure your green roof is always in good condition.

Insurance and Claims Management

Swiss Re's Risk Engineering Services can also provide insurance and claims management for green roofs. Our experts can help you understand the risks associated with green roofs and the insurance coverage you need. They can also help you with the claims process if you experience a loss or damage to your green roof.

Environmental and Social Governance

Swiss Re's Risk Engineering Services can also provide environmental and social governance (ESG) services for green roofs. Our experts can help you understand the ESG risks associated with green roofs and the measures you can take to mitigate them. They can also help you with the reporting and disclosure requirements for ESG.

Swiss Re's Risk Engineering Services can provide a comprehensive range of services for green roofs, including design, construction, maintenance, and insurance. Our experts can help you understand the risks associated with green roofs and the measures you can take to mitigate them.

Green Roofs: A Sustainable Solution

Green roofs are a sustainable solution for building owners and companies. They provide many benefits, including better insulation, reduced greenhouse emissions, lower energy costs, and improved air quality. They also provide a number of other benefits, including improved aesthetics, reduced noise, and improved air quality. Green roofs are a sustainable solution for building owners and companies.

Considerations for Green Roofs

There are several considerations for green roofs. First, the roof must be able to support the weight of the vegetation, soil, and water. Second, there must be a drainage system to prevent water from pooling on the roof. Third, there must be a waterproofing system to prevent water from leaking through the roof. Finally, there must be a maintenance plan to ensure the green roof is always in good condition.

Benefits of Green Roofs

Green roofs provide many benefits. They provide better insulation, reduced greenhouse emissions, lower energy costs, and improved air quality. They also provide a number of other benefits, including improved aesthetics, reduced noise, and improved air quality. Green roofs are a sustainable solution for building owners and companies.





07 Innovative Risk Solutions

01

Value
Proposition

05

Captive
Solutions

02

Changing
Environment

06

Non Physical
Damage BI

03

Structured
Solutions

07

Growthsurance™

04

Parametrics
Solutions

08

Weather
Solutions



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

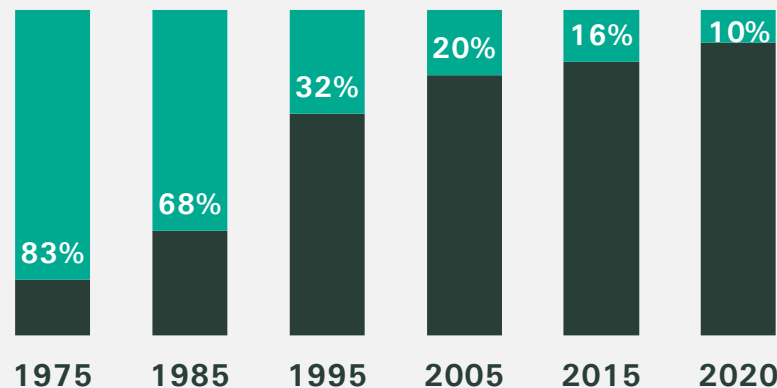


Do you need innovative risk solutions?

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

- ✓ Filling the Protection Gap
- ✓ Certainty of Price and Capacity
- ✓ Optimizing Self Insured Retentions



Insurance solutions for a hardening market

- ✓ Structured solutions
- ✓ Parametric or Index-based insurance
- ✓ Captives, Virtual Captives and alternatives, Fronting
- ✓ Fronting

Do you need innovative risk solutions?

You require new approaches

AREAS



Structured Solutions



Parametric Solutions



Captives, Virtual Captives and alternatives



Weather Solutions

APPLICATIONS

- Building up risk bearing capacity over time without trapping equity
- Capital optimisation in case of increased risk retention needs
- Smoothing underwriting results

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

- Captive protections
- Capital relief solutions
- Captive alternatives
- Virtual Captive
- Fronting for captives

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

NEEDS

- Providing price stability with guaranteed capacity over longer term
- Diversification over time: capacity for rarer loss burden over a longer term
- Profit sharing and loss participation "features" provide flexibility
- Cover for single or multi-class risks

- 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

Structured Solutions

Custom-made retention protection

Efficiency cover



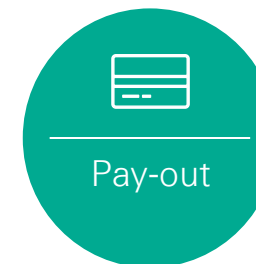
Policyholder

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



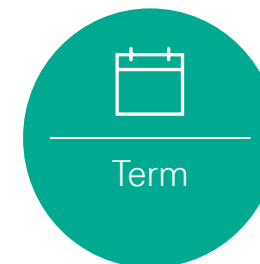
Trigger

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

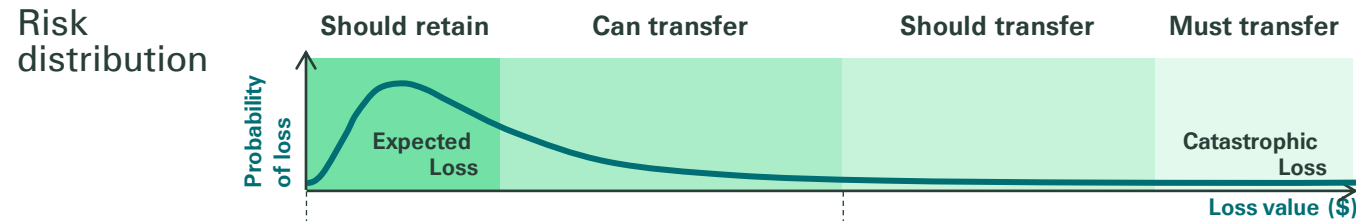
Transparency

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

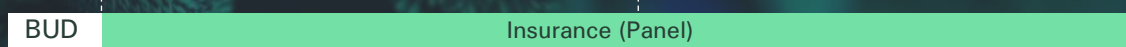
Warranties

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

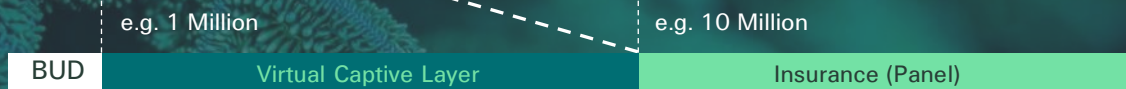
Virtual Captive - Example



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

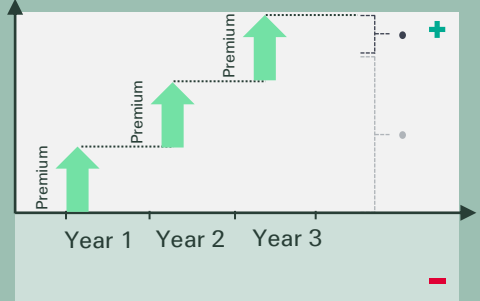
Premium 3m + x

Premium 3m + x

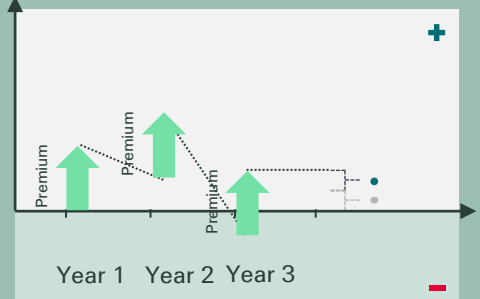
Premium 3m + x

Cumulative
premium
minus
losses

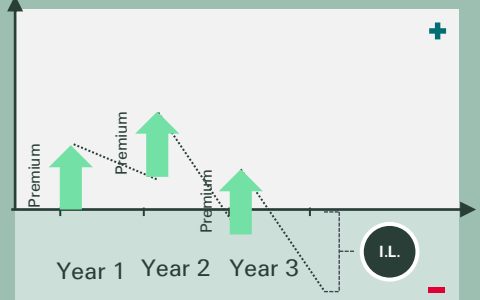
No Loss Scenario



Loss Scenario



Full Loss Scenario



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

»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



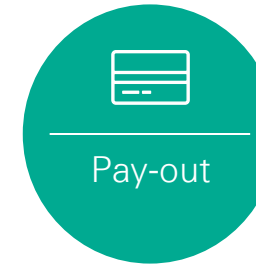
Policyholder

Railway company



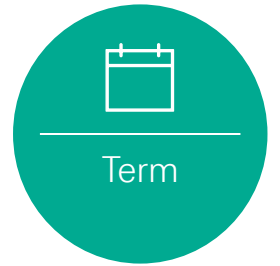
Trigger

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



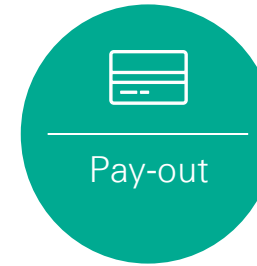
Policyholder

Hotel chain



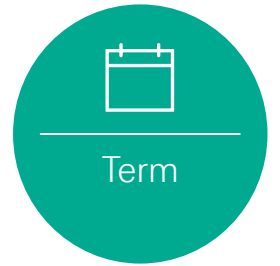
Trigger

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



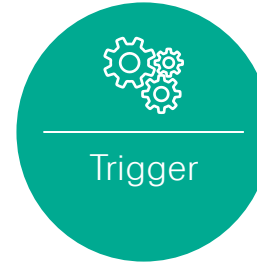
Parametric Solutions

Windstorm

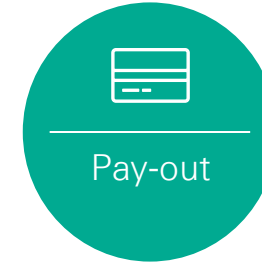
Cover for T&D lines



Electricity distribution company



Windstorm exceeding tailored windstorm strength index point



Fixed amounts dependent on actual index; EUR 200m



5 years

What makes it Innovative?

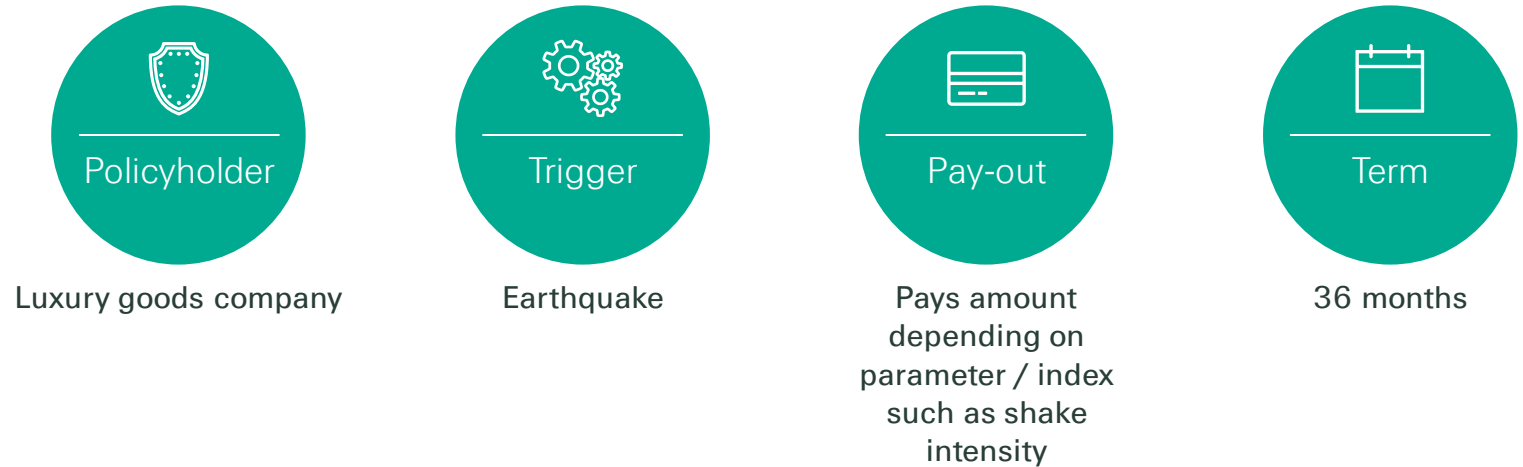
- Pays fixed amount on a parametric basis as opposed to an indemnity based insurance
- Windstorm index is tailored using multiple measure locations
- Large capacity paid out immediately after a loss

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



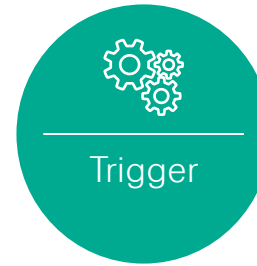
Growthsurance™

Supporting revenue growth

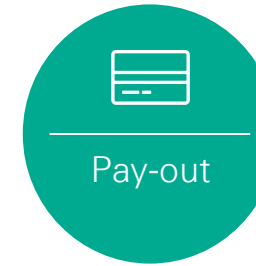
Loyalty scheme for utility company



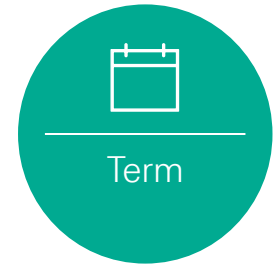
Utility company



Earthquake and flood parameters



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



36 months

What makes it Innovative?

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



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

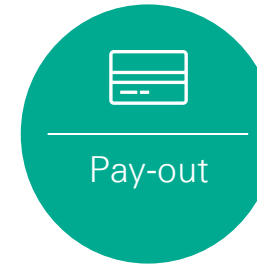
Flight cancellation cover



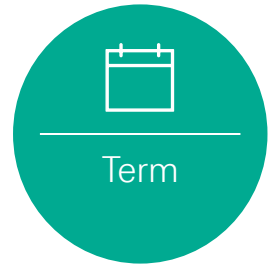
Airline



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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