

EMEA Financial Lines – Cyber Risks



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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 tailor-made 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 10m EUR

Minimum Premium Requirements

- No minimum premium applicable

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



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	Strong appetite
Retail	Strong appetite
Hospitality	Strong appetite
Education	Strong appetite
Logistics	Strong appetite
Transportation / Shipping	Strong appetite
Financial Institutions	Strong appetite
Food and Beverage	Strong appetite
Utilities and Energy	Strong appetite
IT – Telco - Tech Companies	Strong appetite
Health and Pharma	Strong appetite
Airlines and Airports	Strong appetite, but some restrictions may apply (such as a max limit)
Law Firms	Strong appetite, but some restrictions may apply (such as a max limit)
Hospitals	Strong appetite, but some restrictions may apply (such as a max limit)
Marine / Port Terminal Activities	Strong appetite, but some restrictions may apply (such as a max limit)
Payment Processors	Strong appetite, but some restrictions may apply (such as a max limit)
Gambling and Gaming	Strong appetite, but some restrictions may apply (such as a max limit)
Cannabis/Drugs	Outside or highly selective appetite
Credit Bureaus and Rating Agencies	Outside or highly selective appetite
Crypto Currencies/Brokers	Outside or highly selective appetite
Weapons Industry	Outside or highly selective appetite
Adult Entertainment	Outside or highly selective appetite
Government Entities/National Agencies	Outside or highly selective appetite
DNA Testing Direct-To-Consumer	Outside or highly selective appetite
Social Networking Sites – Social Media Platforms	Outside or highly selective appetite



Financial Lines Team AIG Netherlands

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