

Cyber Insurance Underwriting: A High-Tech, Evolving Discipline

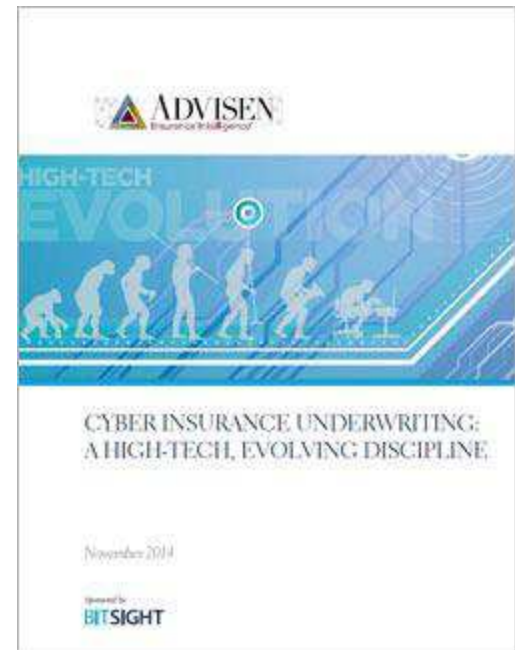
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Cyber Insurance Underwriting: A High-Tech Evolving Discipline

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- Paper “Cyber Insurance Underwriting: A High-Tech, Evolving Discipline?”
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Today's Panelists



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Today's Panelists



Ryan Gibney
Assistant Vice President
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Lockton Companies

Cyber Insurance Market Metrics



Rebecca Bole



Ira Scharf

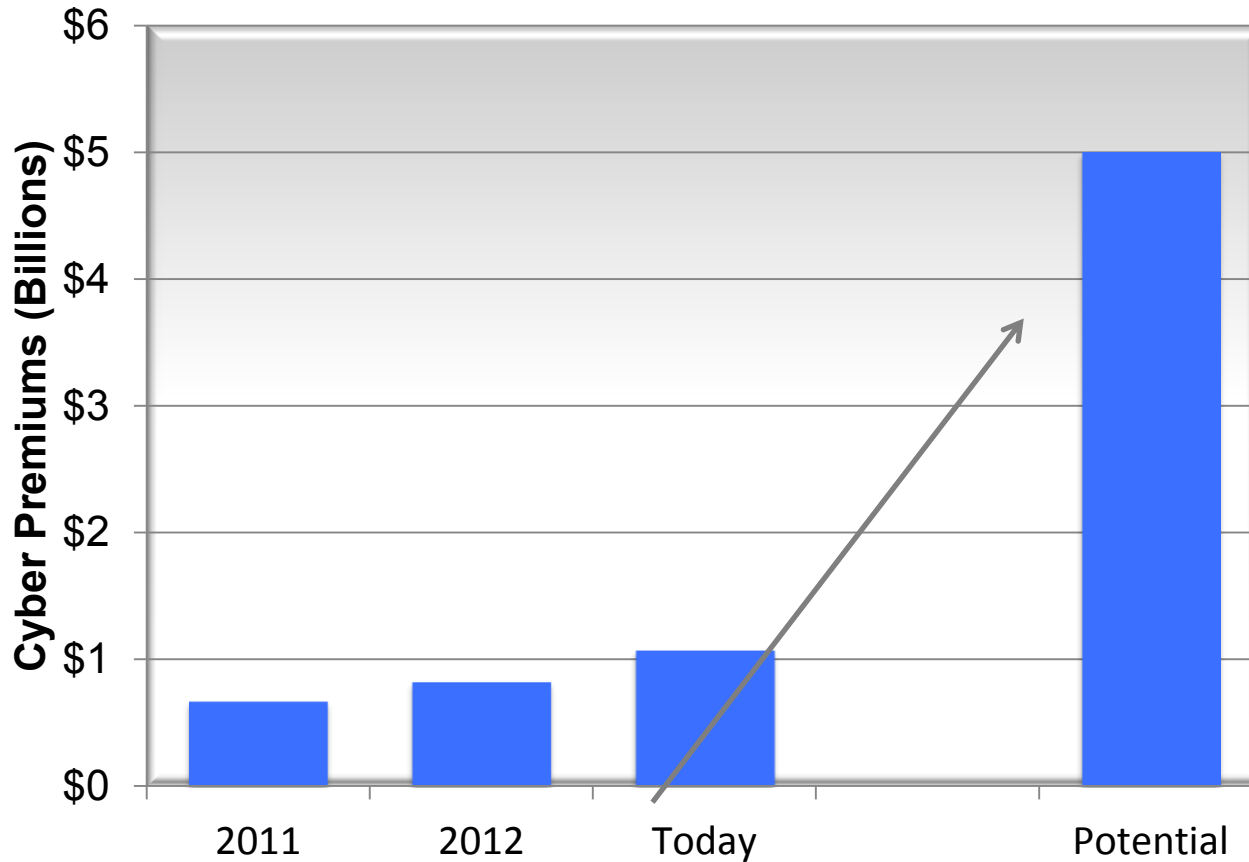


Matt Prevost



Ryan Gibney

Cyber Market Potential



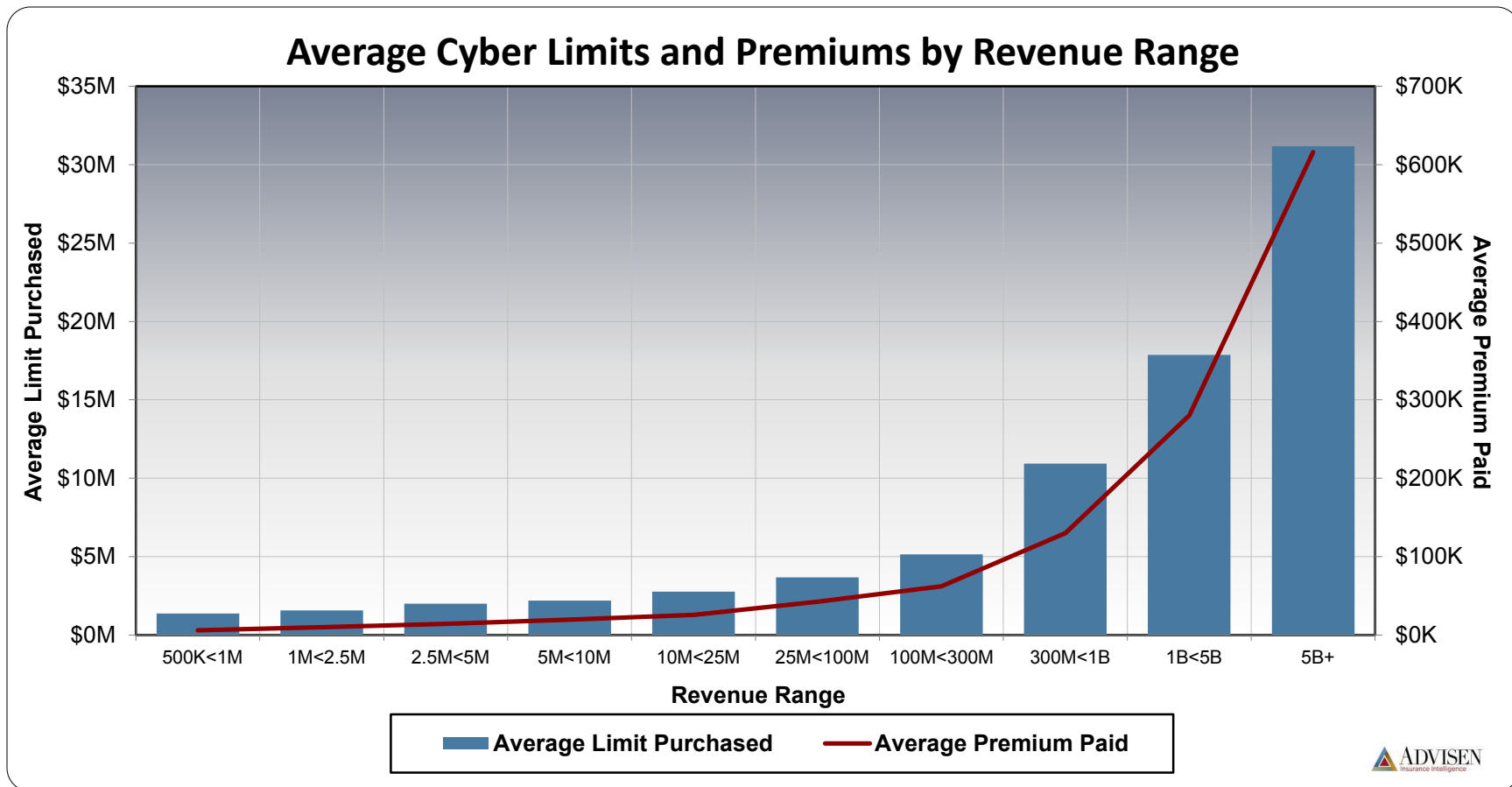
Market Potential Assumptions:

- Today's rates
- 5% of companies under \$5M revenue buy coverage
- 90% of companies over \$50M revenue buy coverage
- \$5 billion GWP

Market Penetration by Company Size

Revenue Range	Penetration Rate
0<500K	2.32%
500K<1M	2.78%
1M<2.5M	3.53%
2.5M<5M	4.93%
5M<10M	5.38%
10M<25M	7.35%
25M<100M	10.76%
100M<300M	19.80%
300M<1B	22.13%
1B<5B	24.35%
5B+	26.63%

Buying Patterns



The Underwriting Process Today

- How long is the buying cycle?
- The application – a practical viewpoint

How does the application differ from a traditional insurance product?



Rebecca Bole



Ira Scharf



Matt Prevost



Ryan Gibney

What can be improved in the underwriting process and how?

- Objectivity
- Data

How does technology change the underwriting process?

- Risk selection
- Risk pricing
- Risk mitigation
- Claims remediation

How can underwriters and buyers continue to benefit from underwriting process improvements?



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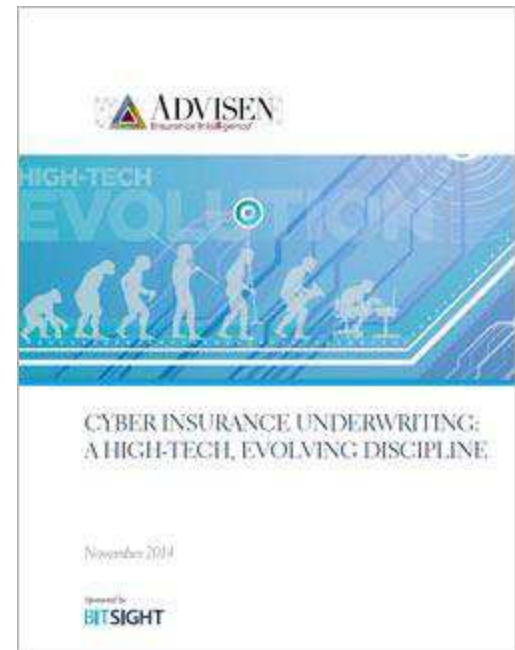


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