

CHUBB®

Chubb Cyber — The Digital Path

You don't need to be a cyber expert
to place business like one!



Chubb Cyber



Longevity

Providing cyber insurance for nearly 25 years



Best-in-Class Claims Handling

Experience with managing more than 23K cyber claims



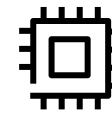
Underwriting Depth

Chubb has a NA cyber team of 83FTEs nationally with 16 individuals dedicated to transacting digital business



Continuous Evolution

Coverage and services designed to evolve with policyholder needs



Tools & Resources

Technology to meet distribution needs

CHUBB®

Debunking Small Business Myths



Are Small and Medium Enterprises Really at Risk of Cyber Incidents?

In a word, YES.

58%

of Chubb's reported claims in 2023 were for companies under \$150M in revenue

Chubb Cyber Index

57%

of SMEs polled had experienced a breach with 31% targeted within the past 12 months

Security Newswire/Guardz - 2023 SME Poll

"Cyber insecurity"

is ranked **4th out of 10** most concerning risks faced by society

World Economic Forum Global Risks Perception Survey, 2024

Today's Reality

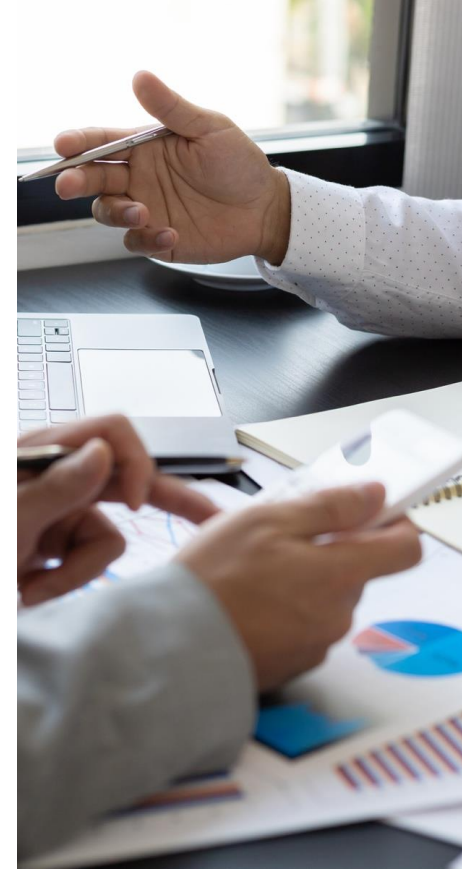
The small and micro segments (under \$10m in revenue) have historically had **lowest insurance penetration for Cyber.**¹

Nearly **1/2** reported an interruption in service that damaged their ability to operate.

And yet, **93%** of small and midsize that have experienced a cyber incident reported a severe impact to their business. Almost all reported a loss of money and savings.²

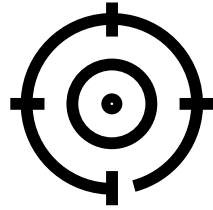
The average incident cost for SMEs is **\$434K** according to the NetDiligence Cyber Claims Study. However, this is not just a frequency concern, as SME's experience large losses as well. 254 SME claims resulted in total loss >\$1M in 2023.

31% reported damage to their reputation, leading to a loss of clients, as well as difficulty attracting new employees and winning new business.



1. AON US Cyber Market Update
2. Study conducted by Chubb, Semantec and Coverhound called: *What All Cyber Criminals Know: Small and Midsize Businesses With Little or No Cybersecurity are Ideal Targets*

Why are SMEs Targeted?



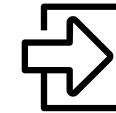
Budgetary Constraints

Large businesses have dedicated expense loads built in for cybersecurity both from a staffing and technology perspective. Margins and budgets are much tighter for small businesses.



Less Sophisticated Controls

Cyber criminals look for “low-hanging fruit”. They target security weaknesses (e.g., outdated or unpatched software, poor password hygiene, open web ports, unencrypted data in transit, lacking endpoint protection, etc.) more commonly found in small businesses.



Less Backlash

Hacking a large company leads to increased scrutiny, government involvement (and potential sanctions) and adverse publicity.

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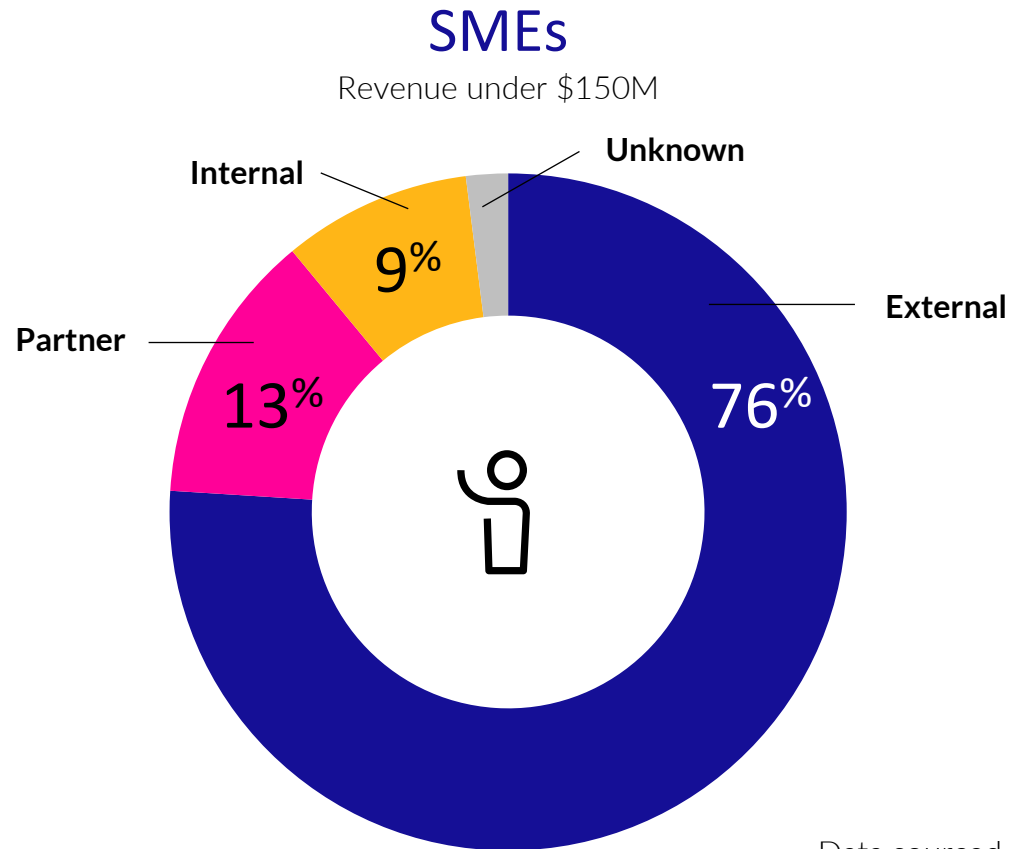
Claims Trends — SMEs vs. Larger Corporations



The Main Threats to SMEs and Large Corporations

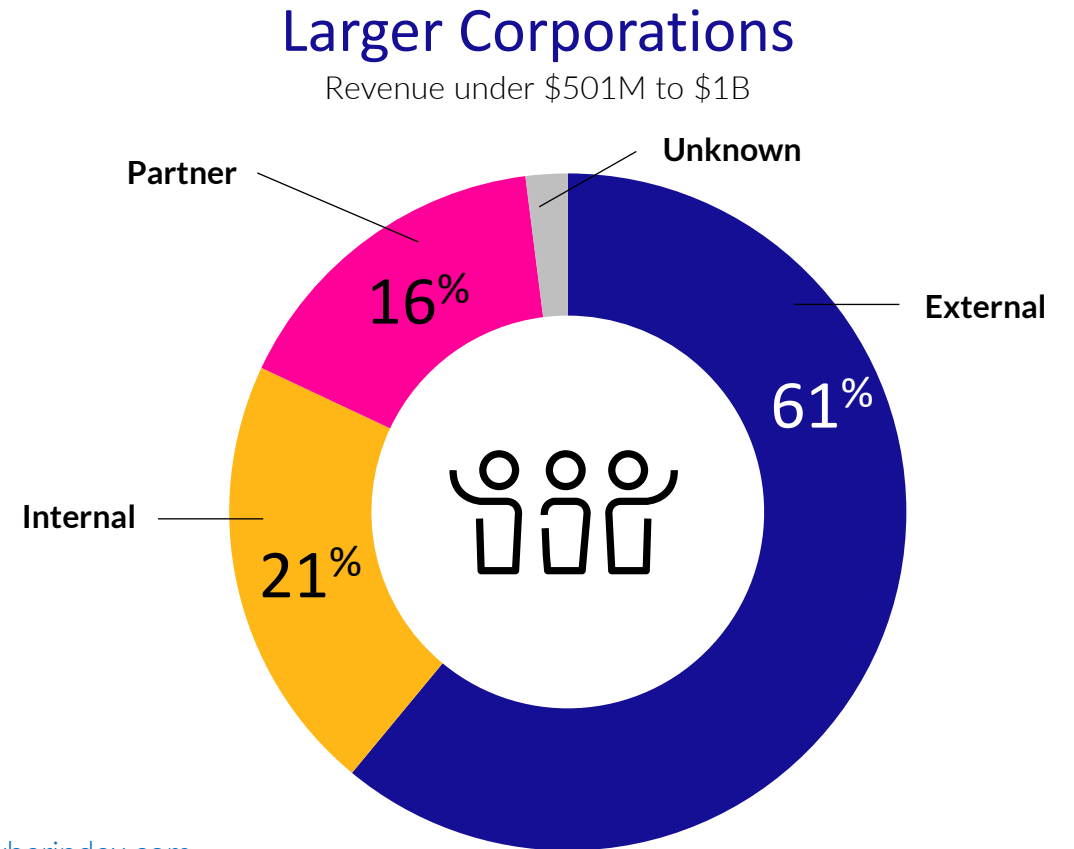
Actors Causing Cyber Incidents – Last Three Complete Years

Global, All Industries and \$25.1M to \$150M, Under \$25M



Actors Causing Cyber Incidents – Last Three Complete Years

Global, All Industries and Over \$501M



Data sourced from: chubbcyberindex.com

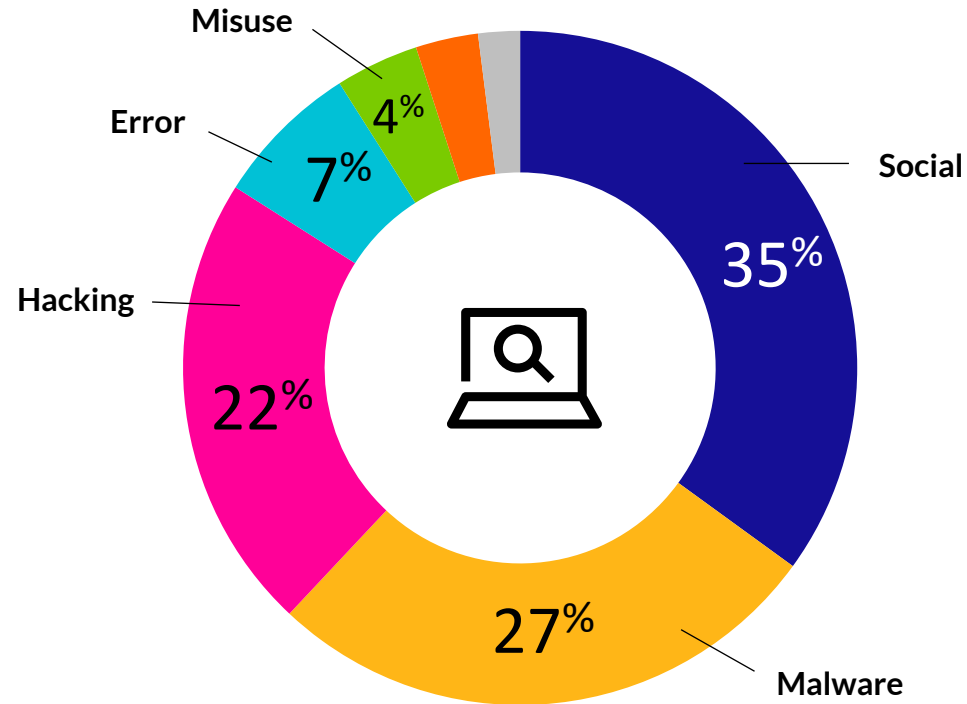
Actions Causing Cyber Incidents by Segment

Actors Causing Cyber Incidents – Last Three Complete Years

Global, All Industries and \$25.1M to \$150M, Under \$25M

SMEs

Revenue under \$150M

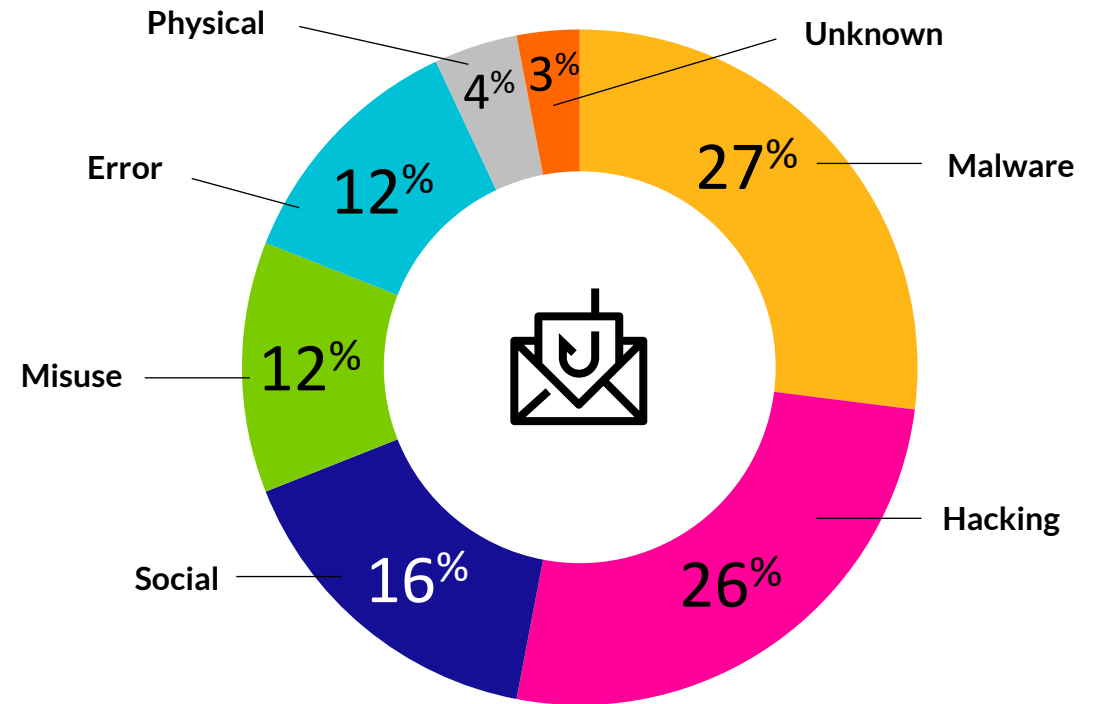


Actors Causing Cyber Incidents – Last Three Complete Years

Global, All Industries and Over \$501M

Larger Corporations

Revenue under \$501M to \$1B



CHUBB®

A Three-Pronged Approach



Holistic Approach to Risk Management



Loss Mitigation Services

Helping mitigate losses before an event occurs.



Risk Transfer

Creating coverage solutions tailored to the needs of each insured.



Incident Response Services

Helping insureds respond to a cyber event and reset after it occurs.

Vulnerability Management Outreach



Outreach Program

A proactive notification to cyber policyholders and their brokers if identified known critical vulnerabilities are detected in their environment and have a high probability of exploitation.

- An initial communication via email, which details the exposure and actions required to remediate.
- Tailored concierge-level support delivered through personalized email correspondence and attentive phone calls



Breaking Alerts

Sent to all policyholders and their brokers when new vulnerabilities with a high probability of exploitation are discovered and may impact an insured's environment.

- A communication via email, with information on the new threat is generally sent within 24 hours of discovery.

For policyholders to be directly notified, a cybersecurity contact for the organization must be on file with Chubb. Policyholders can add a cybersecurity contact to receive alerts for their organization by contacting cyber@chubb.com.

How do Chubb Services Stack Up?



Chubb's [Cyber Stack](#) is a curated collection of services delivered by third-party cybersecurity vendors for Companies under 100 employees

- If new DigitechERM or CyberERM policyholders purchase all seven services, they may be eligible for cumulative potential discounts of up to \$28,000 on vendor pricing when compared to retail prices.
- Access to a dedicated Cyber Risk Advisor to consult on essential security features.

Services offered at no additional premium:

- Attack Surface Management
- Continuous Vulnerability Management
- Vulnerability Security Alerts
- Cyber Awareness Training
- Password Manager
- Phishing Simulations
- Incident Response

Top 10

ERM Policy Differentiators

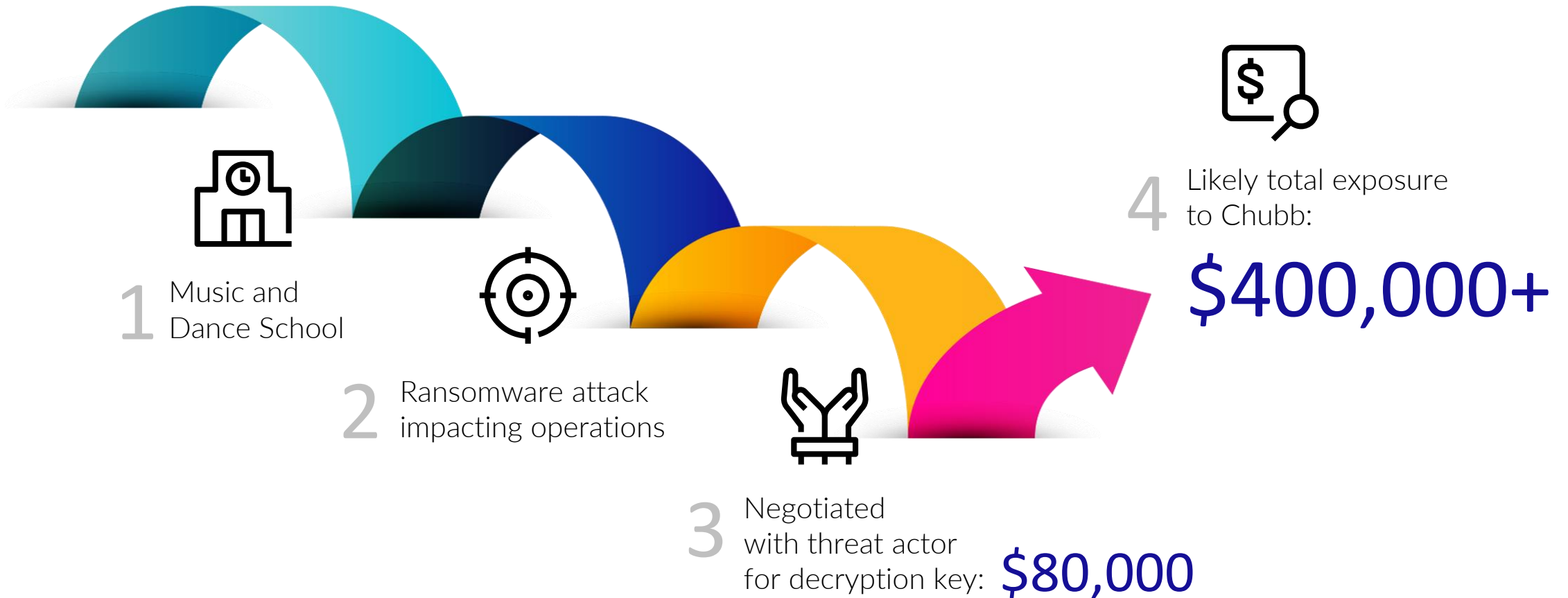
- ✓ \$0 Breach Coash Retention for risks under \$100M.
- ✓ Affirmative coverage for unintentional privacy violations.
- ✓ 0 Hour waiting period for Extra Expense (monetary retention still applicable).
- ✓ Full limits baked in for common industry requests: Crypto Jacking, Telecom Fraud, Forensic Accounting services and Criminal Reward.
- ✓ Media coverage includes social media and printed media
- ✓ Mobile Devices included in definition of Computer System.
- ✓ Interruption in Service definition for Business Interruption and Extra Expense Coverage includes degradation.
- ✓ Omnibus definition of Privacy or Cyber Laws (means any local, state, federal, and foreign...)
- ✓ Artificial Intelligence Coverage included automatically in the policy.
- ✓ Market-leading enhancement endorsements on every quote including Betterment Coverage, Non-malicious Computer Act coverage (system failure), Hardware Replacement (Bricking) and Reputational Harm.

Incident Response Services



Crisis Hotline	Response Coaches	Cyber Claims	Specialists
<p>For reporting urgent matters</p> <p>Call 1-800-817-2665</p> <p>OR</p> <p>Use the Chubb Cyber Alert App</p> <p>Tender claims only as needed</p>	<p>For triaging cyber events</p> <p>Maintain privilege</p> <p>1-hour free consultation</p>	<p>For non-hotline matters</p> <p>Send emails to: Cyberclaimreport@chubb.com</p> <p>Response and claim coordination</p>	<ul style="list-style-type: none">✓ Forensics✓ Public Relations✓ Notification Services✓ Call Center✓ Cyber Extortion

How does Chubb's Coverage Stack Up?



CHUBB®

Going Digital



Quoting Online

- Admitted paper in 48 states (exception: HI and AK)
- Quotes within minutes
- Enhanced commission of 20.5% for most submissions
- 80%+ of online submissions receive a bindable quote or immediate result
- State-of-the-art enhancement endorsements
- Revenues under \$100m

CHUBB

Chubb Cyber Digital Appetite Guide

Segment	Business Type	Segment	Business Type
Professional Services	Lawyers	Clubs/Associations	Charitable Foundations
	Architects/Engineers		Civic Clubs & Fraternal Societies
	Advertising & PR		Recreation Clubs
	Business Consultants		Chambers of Commerce
	Veterinarians		Professional & Trade Associations
Technology	Computer Software Developers	Wholesale	Food, Textile & Apparel
	Website Design		Auto Parts (New) & Hardware
	IT Consulting & Staffing		Electrical Equipment
Healthcare	Medical & Dentist Offices	Restaurants	Janitorial Supply
	Life Sciences R&D/Manufacturing		Casual & Fine Dining
	Hospitals, Clinics, and Medical Facilities		Sandwich Shops
	Insurance Agents & Accountants		Fast Food
Financial Institutions	Financial Advisors & Investment Companies	Contractors	Commercial Janitorial
	Banks and Misc. Financial Institutions		Carpentry, HVAC & Plumbing
Real Estate	LROs	Institutions	Painting (Interior) & Electrical
	Condo/Homeowner Associations		Landscaping
Other Services	Hair and Nail Salons	Transportation	Art Galleries & Studios
	Event Planners		Museums & Libraries
	Printers/Publishers		Religious Institutions
Retailers	Electronics/Cell Phone Stores	Entertainment	Theater
	Grocery Stores		Logistics, including Freight Forwarders
	Liquor Stores		Disc Jockeys
	Clothing & Jewelry Stores		Wine Tasting
	Bakeries & Coffee Shops		Recording Studios
Manufacturing	Pharmacies	Education	Theatrical Performers (non-travel)
	Florists		Motion Picture
	Furniture Stores		Art
	Food, Textile & Apparel		Music & Dance
Oil and Gas	Metal, Machinery & Equipment	Public Sector	Vocational
	Miscellaneous Manufacturing		Schools
	Furniture, Wood & Plastics		Pipeline Operations
			Mining
			Coal & Gold Dredging
			Conservations/Preserves
			Municipalities, Towns, Cities

Appetite may vary based on state.

■ Strong Appetite
 ■ Limited or No Appetite
 + Digttech ERM

Visit **Cyber Central** to run a cyber quote or indication and access a wealth of resources like eSignature form requests and sharable marketing brochures.

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Cyber Value Proposition

- ▶ 20.5% commission
- ▶ Client Cyber Risk Reports
- ▶ State-of-the-art enhancement endorsements
- ▶ Auto-renewal eligible subject to underwriting restrictions
- ▶ No minimum premiums

Chubb Cyber ERM & Digttech ERM

- ▶ Chubb has been providing integrated technology and cyber risk insurance solutions to fit a business's needs since the launch of our first product in 1998.
- ▶ Cyber ERM covers organizations for cyber incidents, and Digttech ERM covers technology companies for technology errors and omissions and cyber incidents.
- ▶ Includes First Party and Third Party Liability coverage with Cyber Crime insurance coverage by endorsement.

Additional Powerful Digital Solutions

- ▶ Market-leading APIs to quote Chubb on Comparative Raters - fast, accurate and mirroring Cyber Central/Marketplace offerings.
- ▶ Custom-built API capabilities, integrating directly with our largest trading partners.
- ▶ Intuitive self-service tools for agents and policyholders for processing claims, account management, and more.

Fast and Simple Quoting with Cyber Central or Marketplace

- ▶ Less data inputs. Quicker quotes.
- ▶ **Cyber Central** is a quoting platform specifically designed for Cyber Specialists.
- ▶ **Marketplace** is your one-stop-shop for quoting multiple lines on the glass including CyberERM and Digttech ERM.
- ▶ You can upload 10 or more accounts at once for batch indications or batch quotes. We're able to provide bindable terms 90 days from today making book rolls and consolidations more efficient.

Online Eligibility

- ▶ Under \$100M in revenue
- ▶ Limit/retention flexibility
- ▶ Industry appetite consistent with overarching portfolio
- ▶ 80%+ of online submissions receive a bindable quote or result, most referrals will be turned around in 24 hours.

Loss Mitigation Services

- ▶ Chubb Cyber Stack - is a curated collection of services designed to address the most pressing cyber exposures facing small businesses today. Small businesses with less than 100 employees can receive all or any of the services on a complimentary basis for a full year and enjoy up to \$28,000 in savings. This includes access to a dedicated Cyber Risk Advisor to provide on-demand consulting on essential security features and controls.

- ▶ Vulnerability Management Outreach Program - Cyber insureds receive alerts for critical vulnerabilities that have a high probability of exploitation and have been identified to be on their network, throughout the policy term on a complimentary basis.

- ▶ Cyber Services - Complimentary and discounted loss mitigation services (where permitted by law) and advisory resources that can assist policyholders with incident response preparation, staying ahead of vulnerability exploits, improving front-line defenses, and potentially preventing malicious activity from entering and spreading in their network.

- ▶ Two complimentary services that can help small businesses mitigate common cyber claims include:
 - Attack Surface Management - Gives an insured insight into the perspective of cybercriminals on their network, allowing them to detect and resolve vulnerabilities and misconfigurations proactively.
 - Security Awareness Training - Help employees understand cyber security best practices and how to identify suspicious activity.

Incident Response Services

- ▶ Chubb understands that not all events can be avoided. When an incident occurs, our cyber policies provide a specialized panel of incident response service providers. These specialists are available 24/7/365 and guide policyholders in recovering from any cyber event, including:
 - Incident Response Management, IT Forensics, Legal Resources, Public Relations, and more.
 - Access via the Cyber Alert® app or toll-free hotline @ 800.817.2665

Chubb Digital Team

- ▶ 14 dedicated Cyber underwriters (in addition to field operations)
- ▶ Underwriters assigned by region
- ▶ For additional questions, email us at NBSERMSubmissions@Chubb.com

Overview of ALL the Ways We Can Quote Cyber

Cyber Central

A platform built specifically for **cyber specialist agents** and brokers for risks with <\$100M

Chubb Marketplace

Chubb's **multiline platform** for multi-line relationships for risks with <\$100M revenue

Cyber APIs

Custom-built APIs for **direct agents** who have a cyber portfolio of business with Chubb and are committed to growing their portfolio with us, **OR** Pre-arranged APIs for **select multi-carrier platforms**

Email Submission

For risks >\$10M

Wholesale Brokers

Contact your **Westchester underwriter** to learn how to best access



CHUBB®

Looking for More Info?

VISIT [CHUBB.COM/CYBER](https://www.chubb.com/cyber)



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Cyber Insights:

- [What All Cyber Criminals Know](#)
- [Cyber Attack Inevitability](#)
- [Chubb's Innovative Cyber Risk Management Solution](#)

Our Agent/Broker Guide

- [Cyber Risk Management Guide for Our Agents and Brokers](#)

1. Terms and conditions are subject to change. The complimentary cost is a one-year period and is applicable only to policyholders who are net new subscribers/customers to the respective services. Furthermore, eligible policyholders must meet the size limitation of having 100 employees or less to qualify for select services. Review specific terms and conditions of each service provider to ensure eligibility and to stay updated on any changes that may occur. Average savings based on countrywide survey of participating vendors from 6/15/24 to 7/15/24 who reported pricing for their services without cyber insurance in place. Savings comparison does not apply in MA.

2. Businesses are entitled to receive complimentary cyber services for one full year. After the complimentary year, businesses are eligible to continue the cyber services at a 25% discount upon renewal.

* Please note that cyber services remain complimentary throughout the duration of the Chubb Cyber policy