

INSURANCE AND CYBER RISK

Focus: Main trends for businesses in the Italian insurance market

METHODOLOGICAL PREMISE

Cyber Risks for Businesses: Insurance solutions analysis

Cyber Risks for Businesses

Main types of risks included in the scope of the analysis:

- Cybercrime
- Data breach and corporate software tampering
- Unauthorized publication of data and damage to corporate reputation

Scope of analysis

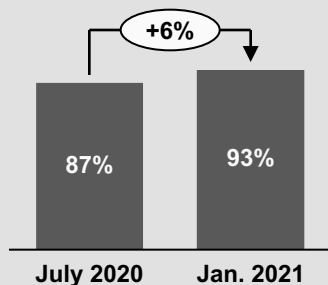
- **Focus:** analysis of the evolution of insurance coverage and services offerings for the protection of Business Customers from cyber risk in the period July '20 - January '21
- **Analysis panel:** 15 insurance groups operating in Italy (representing approximately 80% of the total GWP in the Italian market)
- **Data updated:** January 2021



OFFERINGS FROM CYBER RISK OPERATORS FOR BUSINESSES

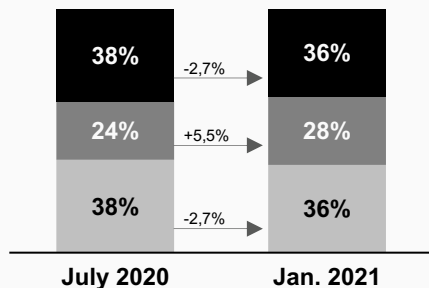
Key features of the offerings from operators in the Italian market

Operators with Cyber Risk offerings



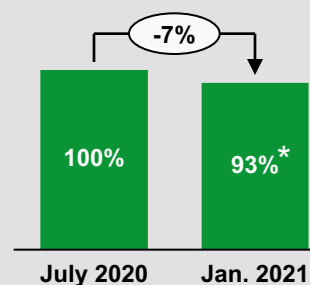
Composition of insurance offerings

(% operators by type of offer)



% bundled products
 % bundled and dedicated products
 % dedicated products

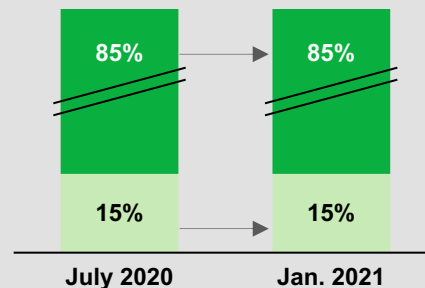
Operators offering specific services



(*) -7% relative to a new player in which no information is available on any services offered

Solutions with offerings for specific services

(% operators by type of offer)



% embedded services
 % embedded and add-on services

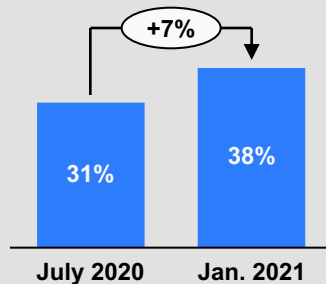


OFFERINGS FROM CYBER RISK OPERATORS FOR BUSINESSES

Focus: insurance services for the prevention of Cyber risks

Operators offering prevention services

(% of operators out of total operators with services)



Distinctive services aimed at **identifying** the **weak points** of the systems used and **avoiding** the occurrence of a **claim**

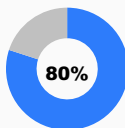
Main services offered

(% of operators out of total operators with prevention services)

System security analysis

(Jan. 2021)

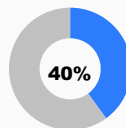
Services aimed at assessing the **level of protection** of the **computer system**



Data Protection

(Jan. 2021)

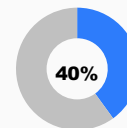
Services aimed at assessing the **level of protection** of **sensitive data** present in its IT systems



Deep/Dark Web analysis

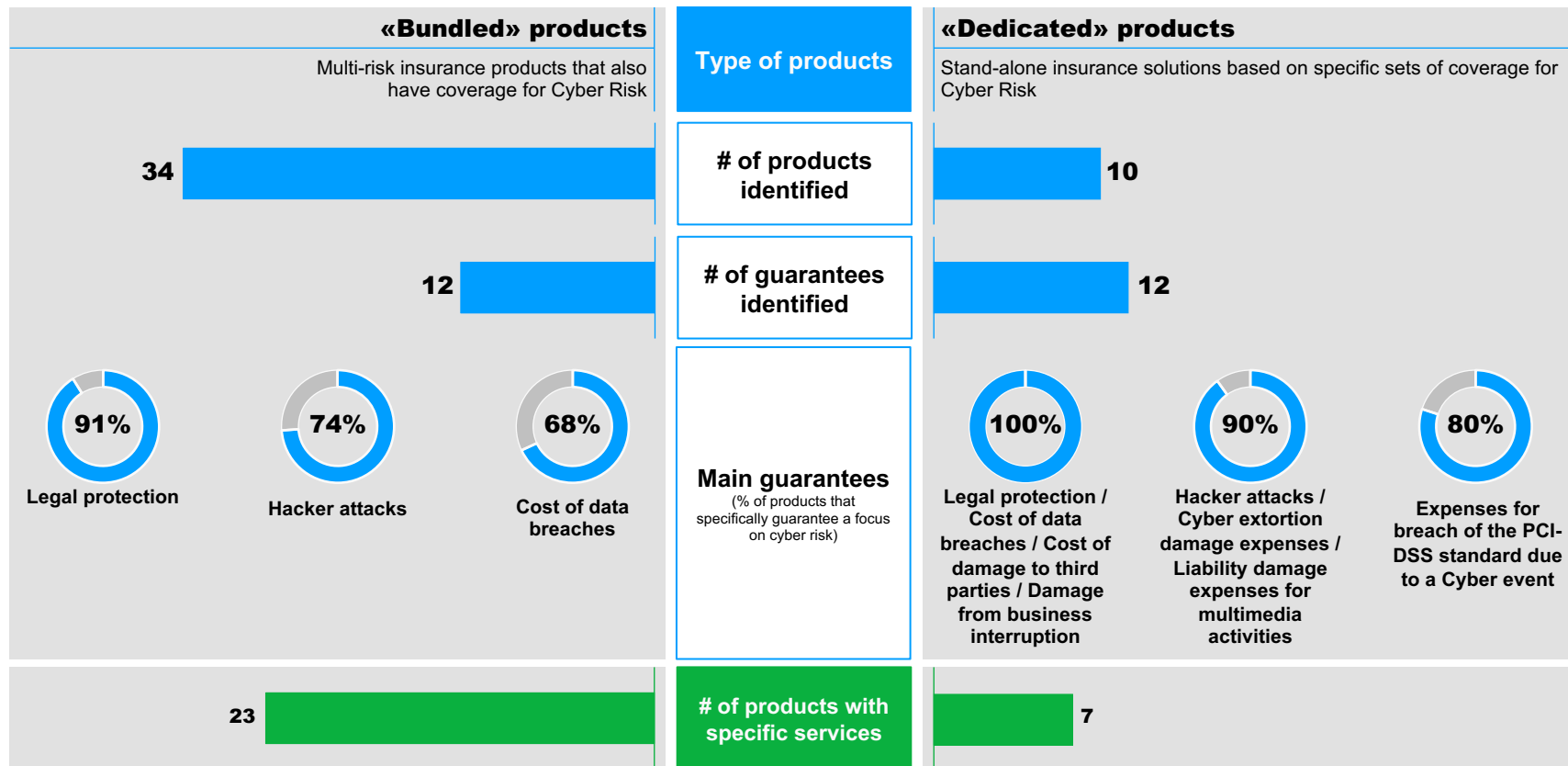
(Jan. 2021)

Services aimed at searching for confidential information / personal data lost in a data breach



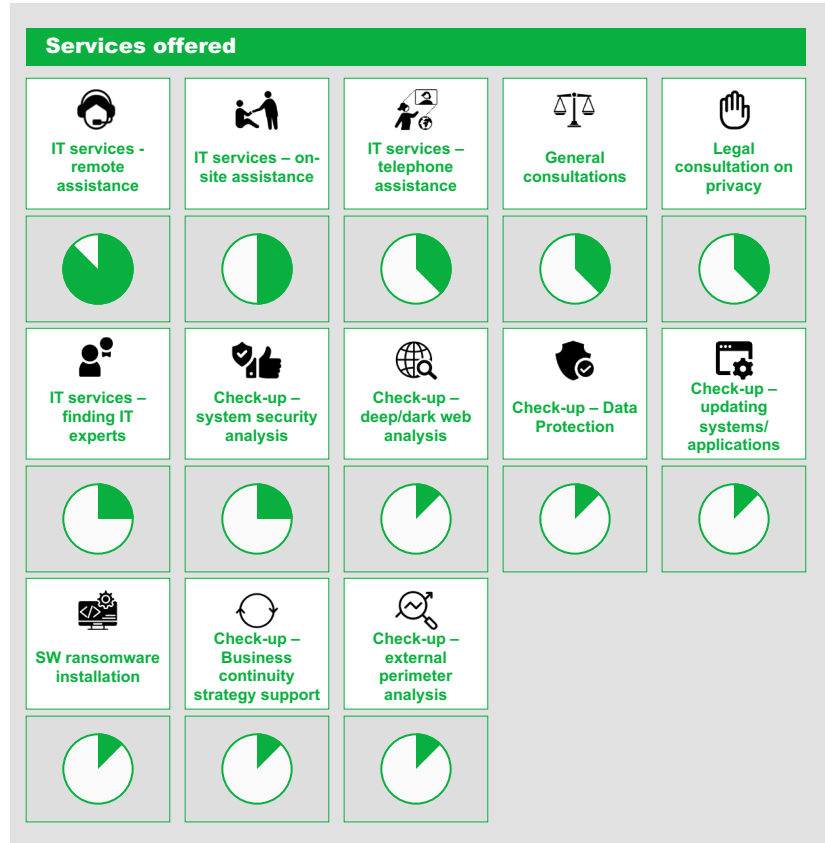
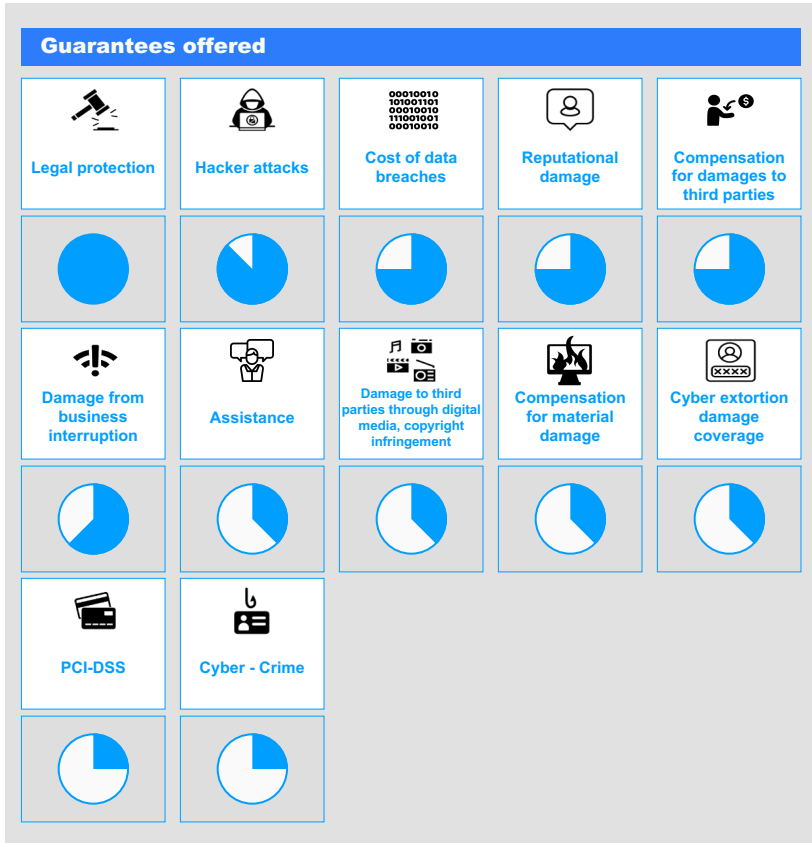
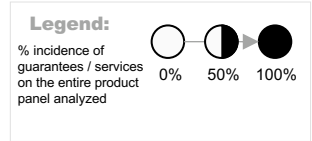
CYBER RISK INSURANCE PRODUCTS FOR BUSINESSES

Key characteristics of the products analyzed



CYBER RISK INSURANCE PRODUCTS FOR BUSINESSES

Focus: Incidence of insurance guarantees



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