

# Leading approaches to risk management

Customized solutions ensuring  
your future success

# Why choose Munich Re



## Experience

For almost 145 years, our risk transfer solutions have supported our partners, and we are committed to long-term relationships.



## Experienced claims processes

Our best-in-class claims reputation is built on trust, born out of decades of experience.



## Net capacity

We offer significant and risk-adequate net capacity, backed by the financial strength of Munich Re Group.



## Significant industry and risk expertise

Our experts have many years of in-depth industry know-how and experience in all lines of business.



## Customized solutions

Our clients benefit from customized solutions that we develop in a collaborative approach – even for emerging risks.



## Financial strength

Our financial strength has a first-class rating with the leading agencies.





## Dear RISKWORLD attendees,

We look forward to meeting you at this exciting event where the risk management community comes together to deepen their relationships and find solutions to the challenges facing businesses today.

Munich Re is proud to offer both traditional and innovative risk management solutions tailored to the needs of medium and large companies and the entire value chain. With our extensive knowledge and experience, we understand the risks you face and support you with customized risk transfer solutions for all sectors. Our comprehensive offering ranges from traditional insurance products to specialty solutions and parametric covers.

Join us for this exciting event and let's take the opportunity to connect, learn, share and grow as professionals with our colleagues from Munich Re Facultative and Corporate. We look forward to your participation and the opportunity to engage with you in meaningful discussions that will contribute to the advancement of risk management.

Warm regards,

Martin Neuhaus  
Head of Munich Re Facultative & Corporate North America

# Property Solutions

Building on expertise and solid foundations



Where can I find an insurance market that understands the particulars of my industry?

Where can I get expert opinions on underwriting topics, loss prevention and nat cat modelling?

Where can I find innovative insurance solutions or coverage for my highly exposed nat cat locations?

## Our services

Natural disasters are becoming more frequent, dependence on supply chains is increasing internationally, inflation is rising and financial markets are unstable. Against this backdrop, it is more important than ever to find an insurance partner who can deal with these global challenges and who understands the risks and the potential consequences for your business.

You can rely on our extensive experience in dealing with property-related exposures – provided by teams that are specialized in various industry segments – and on our innovative initiatives to mitigate the effects of a constantly changing risk landscape on your business. We provide tailor-made and state-of-the-art solutions for our industrial clients (TIV > 500mil USD/EUR), including:

- Offer of pure and significant net capacity (even in critical nat cat areas)
- Customized nat cat analysis supported by cutting-edge technology
- Client workshops and risk dialogues regarding various underwriting topics including wordings, industry benchmarking or loss prevention and engineering consultancy – all from a global perspective and from a diverse team of in-house experts with global experience
- Cross-line solutions





- Coverage for
  - Property: all risks
  - Nat cat: stand-alone and second event
  - Captive solutions and aggregate XL
  - Parametric nat cat solutions
  - Quota share & excess of loss

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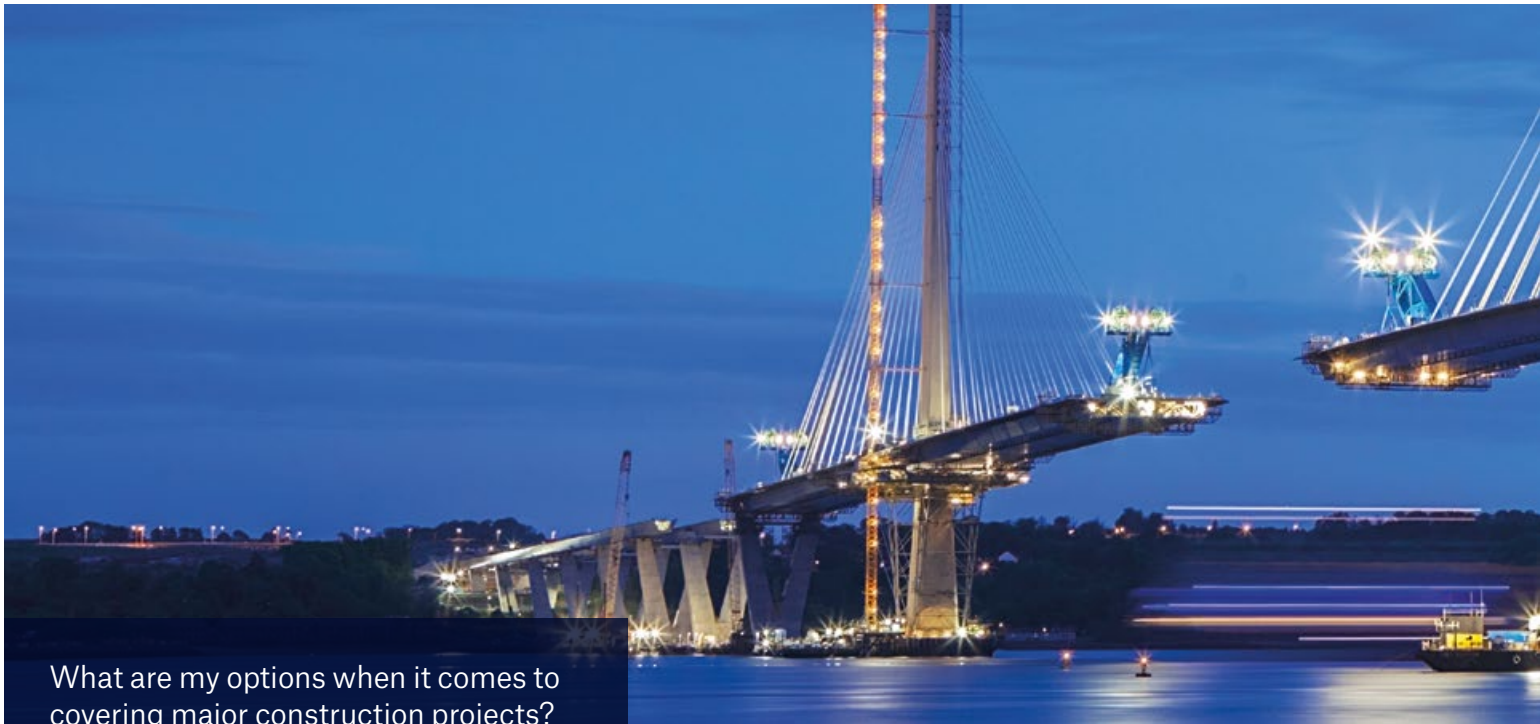
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# Construction

Made-to-measure risk transfer solutions for large-scale projects



What are my options when it comes to covering major construction projects?

Do I require an insurance partner with expert technical knowledge?

What services can I expect from a specialist insurance partner?

## Our services

Vast sums are being invested into infrastructure; this calls for an experienced insurance partner. Our technical experts, numbering some 200 engineers in underwriting and claims management across the Munich Re Group, will work with you to find the optimal solution for your project's investments. We will stay in close contact – before, during and after construction.

Our tailored solutions include:

- Erection All Risk (EAR), Contractor's All Risk (CAR), including testing and commissioning
- Delay in Start Up/Advance Loss of Profit coverage
- Civil Engineering Completed Risks (CECR): tunnels, bridges, roads, rail tracks and dams

Our targets include the owner (developer) and contractors, with \$100,000 minimum premium (our share).



Our strengths:

- Ability to write quota share or excess
- Participatory lead lines or quota share
- One global net capacity for single projects of up to \$250m (PML basis)
- Capacity can be deployed either domestically or internationally
- Net capacity carrier, i.e. no treaty limitations (such as nat-cat capacity, term length). Accordingly, we have no specific cat-capacity limitations.
- Admitted or non-admitted paper in the U.S.



Infrastructure projects, including power plants and utilities, form the backbone of societies and economies around the world.

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# Energy & Power Solutions

Adapting to a rapidly changing world



How can I manage risks in an increasingly challenging environment?

Who are reliable partners in risk transfer solutions?

How can I secure access to global insurance market knowledge?

## Our services

The energy and power industry is undergoing a profound transformation. Companies need to invest in order to meet the global energy demand. Highly volatile commodity prices, however, have rendered business forecasts difficult, thus increasing the risks of investment.

This, along with growing concerns over geopolitical, economic, legal and regulatory developments, as well as the impact of new digital and other technologies, increases the challenges. In addition, the need to decarbonize is forcing energy and power-generation companies to adopt disruptive and, in some cases, immature technologies, which are more prone to break-down and thus to disrupting operations.

Target industry segments:

- Operational power generation
- Renewable energy
- Waste-to-energy and wastewater treatment
- Oil & Gas – All downstream and midstream industries
- Petrochemical
- Mining





Our expertise covers the following:

Product offerings

- All-risks property damage and business interruption including nat cat
- Construction all-risk (CAR) / Erection all-risk (EAR including ALoP/DSU)
- Dual-trigger contingent outage
- Loss-control engineering services



Almost half of all claims in the energy sector are related to fire and explosion.

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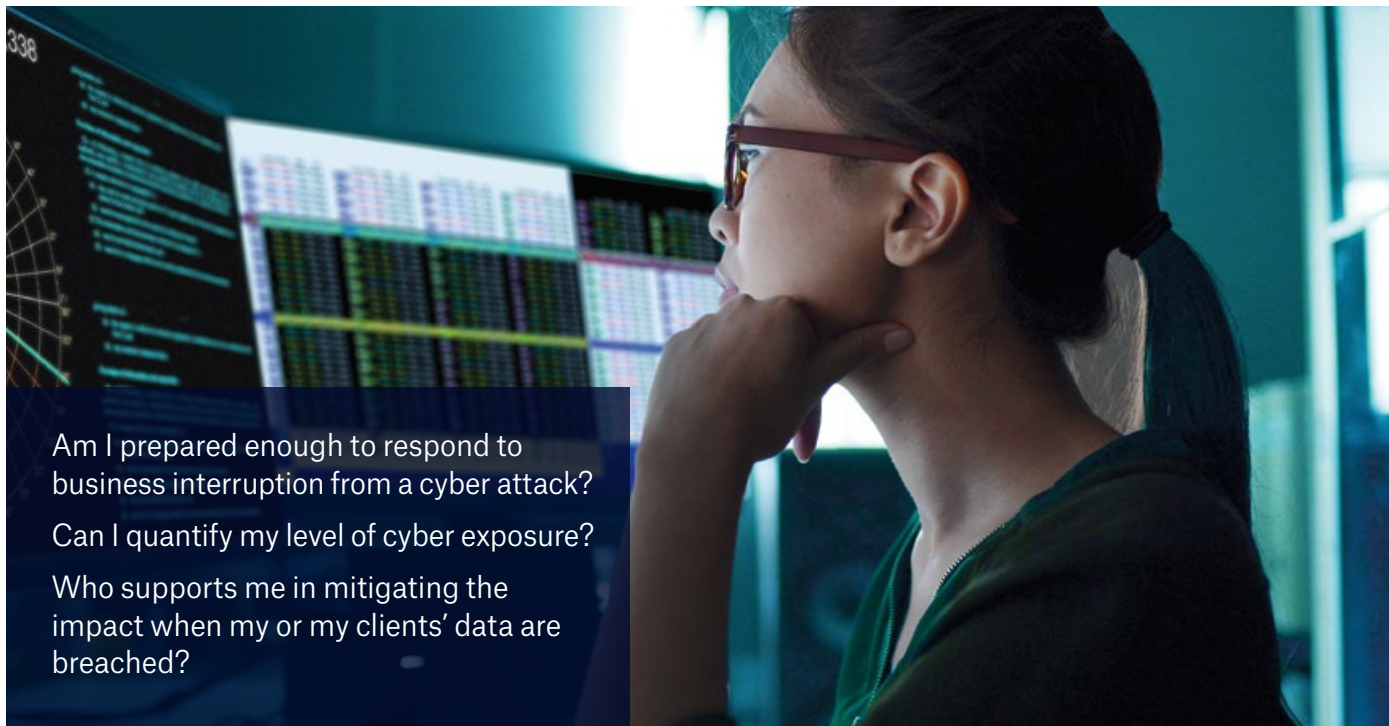
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# Cyber Solutions

Customized solutions for your business



Am I prepared enough to respond to business interruption from a cyber attack?  
Can I quantify my level of cyber exposure?  
Who supports me in mitigating the impact when my or my clients' data are breached?



Cyber attacks and the volume of compromised digital assets have increased simultaneously. Facilitating a sustainable cyber insurance market remains a key task for the insurance industry.

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## Our services

As the world's leading cyber carrier, we guide you through the ever-changing cyber landscape.

- We service corporate clients worldwide, offering cyber cover with significant limits
- Risk underwriting by teams with deep knowledge of your industry as well as comprehensive IT-security-sector expertise
- Ability and willingness to provide material capacity and bespoke wordings to large organizations
- Predictable cyber insurance partner you can trust long-term

Our tailored cyber insurance products include coverage for:

- Business interruption, including forensic costs, network security and privacy liability
- Technology, Telecommunications and Media Error & Omissions
- Cyber crime and cyber extortion
- Reputational harm and media liability
- Digital asset damage and hardware replacement costs
- Regulatory and PCI DSS liability



# Liability Solutions

We take care of complex liability exposure



What third party exposure do I want to keep on my balance sheet?  
Do I have the best possible insurance cover for my individual business model?  
How can I manage the long-term determinants of business growth?

## Our services

We understand that the complexity of risk facing your organization can vary a great deal across markets. It is affected by factors such as the approach to liability of different jurisdictions in different countries, changes in suing and claiming mentalities, decreasing inhibition thresholds, and deep-pocket mentalities. Any way you look at it, risks faced by global companies remain complex, ever-changing, and an unavoidable part of doing business.

Our in-depth industry know-how enables us to develop customized covers for individual-liability risk scenarios across most industry sectors, including Chemical, Pharma, Construction, Automotive, Energy/Utilities, Food, IT/Telecom, Media/Publishing houses, Railway/Transportation, and other manufacturing industries. In every case, our objective is to protect your organization and third parties with tailored liability solutions, so you can focus on doing business.

Our corporate clients around the world benefit from:

- Underwriting of risk by specialized teams with specific, local knowledge of your particular industry in the context of the international liability market



Liability solutions prevent organizations from being terminally blind-sided by human error or accidents.

- Capability to lead international excess programmes and participate in primary programmes
- A general-liability product offering that provides solutions for public liability, product liability, product recall, construction liability, professional indemnity and environmental liability, as well as captive protection

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# US-Excess Liability

We take care of your liability needs



How to gain a strong and reliable partner?  
Where do I find expertise for all types of risk and in all lines of business?  
How can I support my business success?

## Our services

Munich Re Facultative & Corporate (F&C) US Corporate Casualty provides solutions for large organizations (companies with > \$500 million in revenue). Our global team of liability experts and network of specialists create products in close cooperation with our clients and under flexible terms and conditions.

Our offering for tailored solutions includes:

- Long-term relationships with our brokers and clients
- Mid-to-high excess layer placements with limits up to \$15m on follow form excess policies (both admitted and non-admitted)
- Our desired attachment points will vary, based on individual risk characteristics, with our minimum being \$50m for all placements
- We offer both occurrence and claims-made coverage triggers

Target industries:

- Consumer products
- Entertainment and leisure
- Financial institutions
- Food and beverage
- Manufacturing and distribution
- Real estate and hospitality
- Retail
- Technology
- Telecommunications





Our promise to you:

Working with us means you have a strong and reliable partner at your side when meeting the challenges of risks today and tomorrow.



**Stable Partnership:** We are your predictable and reliable partner.



**Expertise:** We provide market-leading expertise for all types of risk and in all lines of business.



**Service excellence:** We provide service where and when you need it.



**Imagination:** We constantly push the boundaries of insurability to support your business success.



Large organizations require excess liability insurance coverage to effectively manage their financial and reputational risks and protect their businesses against potential catastrophic loss.

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# Financial & Professional Lines US

## Excess D&O Coverage

Where can I find an experienced team to take care of insuring my growing risks?

Are my claims handled by local teams?

Where can I find everything from one source from risk assessment to claims handling?

## Our services

As directors and officers of U.S. listed companies face growing and evolving risks, the Munich Re Facultative & Corporate (F&C) Financial and Professional Lines team is experienced in providing excess coverage for these risks. Backed by solid financial strength, we focus on developing long-term relationships with our brokers and clients.

How you benefit:

- Strength of our A+ carriers
- Innovative and responsive underwriting
- Extensive experience in management liability
- Streamlined follow form excess policy
- Distribution through retail brokers
- Dedicated in-house claims team
- Respected global brand





**Strategy:**

- Capacity: Up to \$15m limits available
- Coverage: Mid-to-high excess layers for D&O, Fiduciary, and EPL
- Target: U.S. Fortune 1000 publicly listed companies
- Admitted and non-admitted solutions available
- Focus remains public D&O with no revenue based parameters.



U.S. listed companies are facing growing and evolving risks.

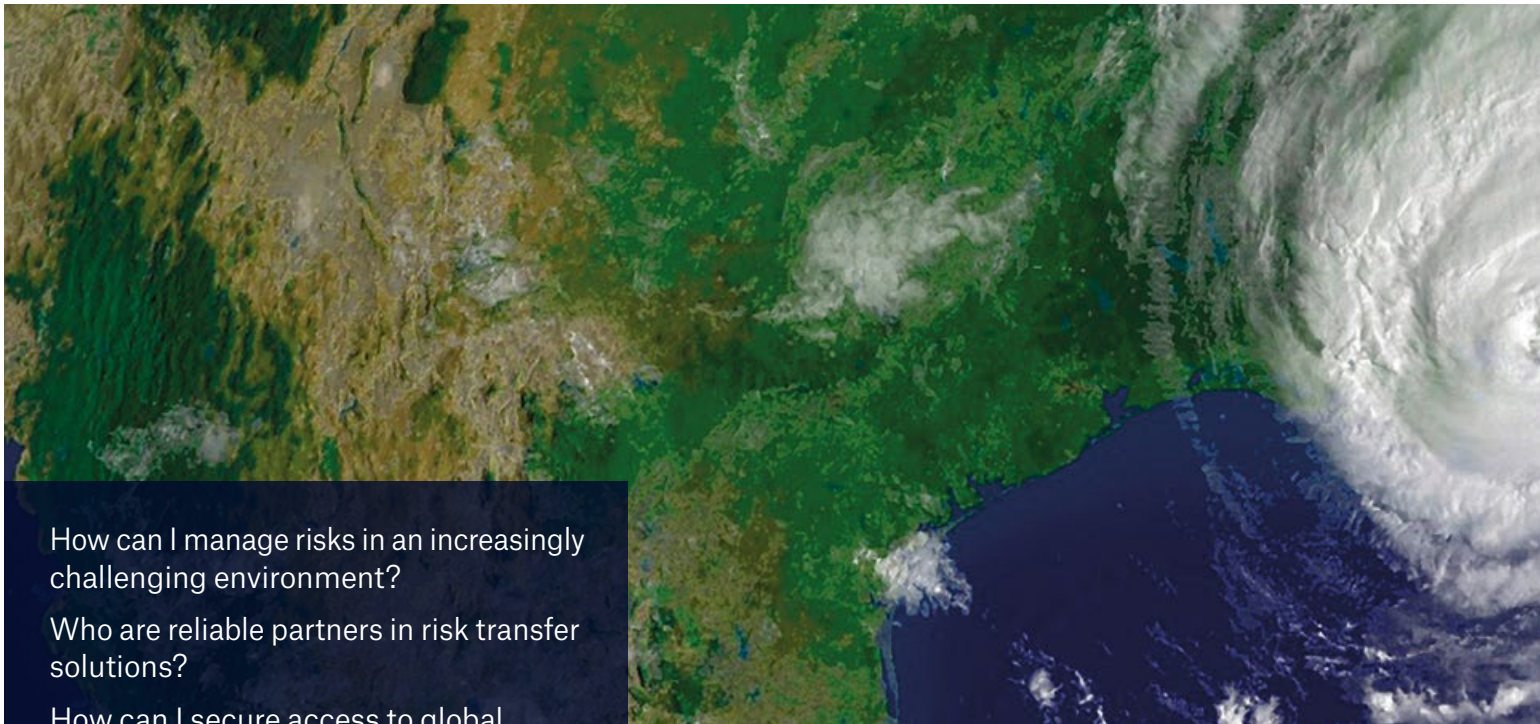
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# Parametric Solutions

Provide prompt liquidity and close insurance gap



How can I manage risks in an increasingly challenging environment?

Who are reliable partners in risk transfer solutions?

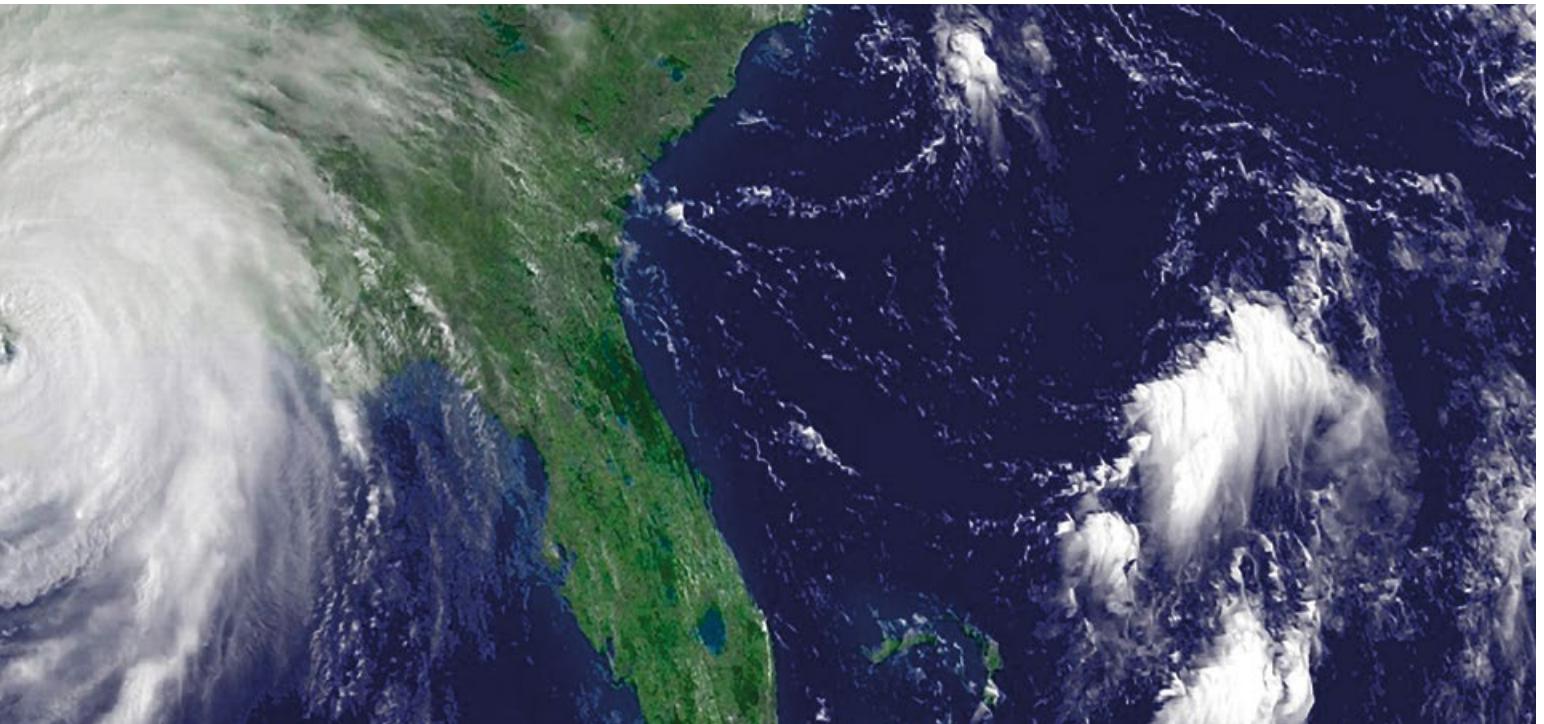
How can I secure access to global insurance market knowledge?

## Our services

The ability to respond immediately to natural disasters or weather-related losses is the key to mitigating detrimental knock-on effects and getting you back to normal business quickly. This requires quick and flexible risk management. Parametric products provide a simple and transparent coverage concept for insurers, businesses, and the public sector alike. They complement traditional insurance coverage for policyholders aiming to reduce their risk exposure and can cover risks that have traditionally been uninsurable.

Munich Re offers its clients parametric insurance solutions for a broad bandwidth of perils in insurance, derivative and ILS format. Parametric insurance enables our clients to enhance resilience against geophysical risks, weather risks aggravated by climate change and a higher frequency of catastrophic epidemics and pandemics.

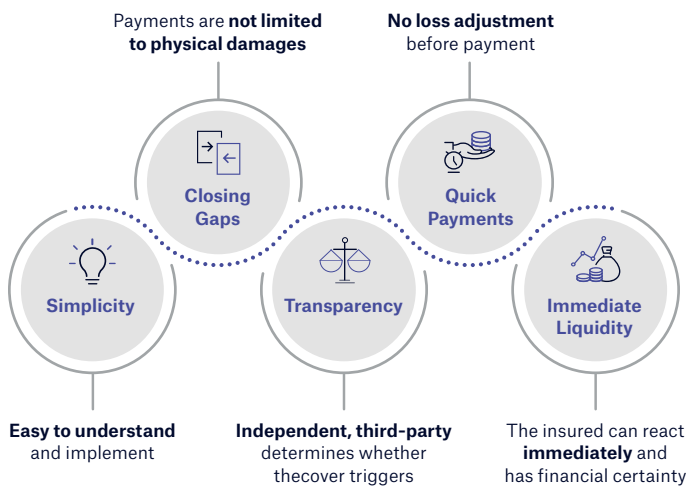




How they work:

The basic concept of parametric solutions is quite simple: Parametric insurance covers the probability of a predefined event happening (e.g. a major hurricane or earthquake), paying out according to a predefined scheme instead of a lengthy claims adjustment process.

Main benefits of parametric covers:



Parametric cover can potentially be activated even before damage occurs based on, for example, wind speed or seismic activity.

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# Energy, weather and agriculture

Innovative risk transfer solutions for all industry sectors



Is the performance of your business negatively impacted by adverse weather?

Have commodity price movements ever hurt your bottom line?

Our parametric products can help you manage your non-catastrophic risks, encourage growth and support the development of new business.

## Our services

The increasing volatility of weather events and the proactive management of their associated risks are gaining in importance. Our global team has long-standing expertise in developing parametric weather risk transfer solutions tailored to the specific needs of clients across all industries. Our clients benefit from fast payouts, flexible trigger designs and lean administrative processes.

Innovative weather coverage – what's in it for you?

Minimize weather-related basis risk – Eliminate over/under hedge volume risk inherent in traditional price hedges by opting for structured solutions.



Ease financial pain – Reduce the volatility in power production caused by weather events and optimize revenues.

Free up capital – Gain flexibility in your investment planning, securing profit and facilitating the financing of new projects.

Produce energy reliably – Ensure renewable asset volumetric and revenue stability with proxy-generation structures.

Attract investors – Render your projects more appealing by reducing your downside risk through a weather hedge.



Munich Re supported a large solar development company with a three-year parametric proxy revenue put to provide stable cash flows and enhanced debt financing parameters on a new solar project.

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# Green Tech Solutions

Let's enable sustainable growth



How can the performance of renewable energy assets be secured for the next decades?

Is there a safety net in case of unexpected technical failures?

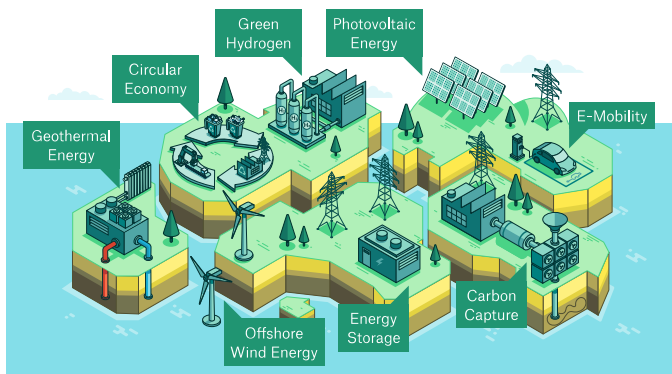
Where to find a reliable partner with a strong capital base that will improve the asset's financial rating?

## Our services

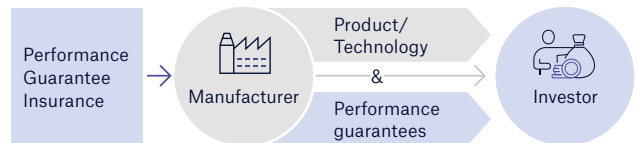
Green energy technologies often come with uncertainties and a risk of performance volatility. This keeps investors from investing and customers from adopting these technologies.

Munich Re's Green Tech Solutions provides performance guarantee insurance for all green technologies:

- Our insurance guarantees the long-term performance of green technologies
- It is a seal of approval for outstanding product quality
- We also offer protection for your tax credit investments under IRA



Today we already have 75 GW of renewable energy production backed by our performance guarantee insurance.



- The manufacturer's product performance is guaranteed
- If it underperforms, the client or investor receives a pay-out from the manufacturer
- Munich Re reimburses the pay-out

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# Capital Management

Going beyond traditional reinsurance



Can I quantify my level of protection?  
Is my capital position optimized?  
Do I need capital relief or ways to  
improve efficiency?

## Our services

Many businesses are unaware of how much their reinsurer can do for them. We go beyond traditional reinsurance. We meet solvency requirements head-on, by offering alternative risk-transfer solutions that increase our clients' abilities to improve capital management, earnings smoothing, and capital strengthening. By working closely with clients, we deliver results that are highly flexible and include turnkey packages that optimize capital management. Moreover, we offer an ever-expanding array of collaborative solutions and covers that include:

- Redeployment of risk-bearing capital from dormant run-off portfolios
- Regulatory and event-driven solutions
- KPI optimization by enhancing retention and structures as well as gaining business-plan protection in distressed situations
- Retrospective covers, complex Aggregate XLs and multi-year solutions



We believe reinsurance can do more for our clients than pure, traditional risk transfer solutions.

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# Risk Management Partners

Master risks caused by natural hazards and climate change



In detail, how high is my company's exposure to rising climate risks?

How can I factor climate risk into my decision-making?

How resilient is our value and supply chain in regard to climate risk?

How can I meet the increasing push from my stakeholders for more transparency and compliance disclosure?

## Extreme weather is the no. 1 risk for business leaders around the world

66% of respondents to the World Economic Forum's latest Global Risk Report identified extreme weather as the risk most likely to cause a major global crisis in 2024. Even from the long-term perspective of the next decade, extreme weather ranks first among the top 10 risks. Managing climate risk will have an overwhelming impact on the business success of any company, including yours. What is the real impact of climate risks?

Rising losses from natural disasters and climate change, which totalled US\$ 250 billion globally in 2023 according to Munich Re's NatCatSERVICE, are placing immense pressure on companies of any size. Location Risk Intelligence empowers you to navigate this shifting landscape and turn risk into a strategic advantage. Explore new opportunities and secure the future of your investments.

Climate risks can materialize in different ways within your company and pose significant challenges to your profitability or even to the future of your enterprise. Once you master climate risks, you will be able to

- demonstrate that you fully understand the impact of climate change on your activities by integrating it into your existing risk management frameworks
- factor in physical climate risk exposure for all investment decisions, from acquisition through to operation
- benefit from better business continuity management planning and keeping critical supply chain and business operations running
- comfortably meet the requirements for greater transparency and increased regulatory reporting

To manage the impact of climate risk on your business, it is important to understand, measure and manage climate risk – ideally with an easy-to-use analysis tool for advanced decision-making.





## Our services

Gain a competitive edge by factoring climate risk into your business decisions with the Location Risk Intelligence Platform, the solution for mastering physical risks from natural hazards and climate change. By entering individual locations or uploading entire portfolios to the Location Risk Intelligence Platform, you can easily analyse, visualize, compare and document climate risks in the form of meaningful assessments. The modular structure not only allows you to identify your current and future climate risks, but also to consider the financial implications of climate change:

- Increase profitability and improve top- and bottom-line results
- Stay competitive by incorporating risk in advance and adapting your operations accordingly
- Avoid bad assets in your global portfolio
- Meet increasing reporting and disclosure requirements with confidence
- Base your decisions on reliable and global data



Use cases best supported by climate risk data:

- Investment decisions
- Risk management
- Balance sheet management
- Third-party risk management
- Reporting
- Regulatory response

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# Insure AI

## Targeted Insurance solutions for AI risks

How can I support my company's AI and GenAI adoption journey by adequate risk management strategies?

How can I improve customer trust in my company's AI technology?

Does my company have adequate balance sheet protection for AI risks?

### Our services

With our insurance solution aiSure™, we insure the risk of AI models, including Generative AI and deep learning models, like neural networks. We cover both, first-party losses and liability-related damages.

Our clients are AI service providers and corporations using AI. We insure errors of AI-based applications across various segments such as financial services (e.g. financial fraud detection), cybersecurity threat detection, predictive maintenance, and toxic content moderation on social media. We have a pipeline of pilot clients for coverages of novel AI-related liability damages in areas like discrimination, GenAI copyright infringement, and legal liabilities.

**98%**

of CEOs say their organizations would benefit from implementing AI

**43%**

of all business leaders are concerned about trustworthiness of AI and ML

**67%**

of CEOs citing potential errors as a top risk of AI and ML integration, reinforcing that lack of trust



We support our clients by structuring bespoke insurance solutions that address the AI risks they are most concerned about in order to enable the market adoption of their AI-based services or support them on their AI adoption journey as partner in risk. Insurance solutions for AI and GenAI risks reduce uncertainties on the client's part, as they increase confidence and trust in adopting AI by leveraging suitable insurance instruments to cover AI risks:

- We help to create trust in AI-based decisions by insuring AI providers and adopters for the error risk of their AI applications.
- We help structure suitable insurance solutions to address AI liability related risks, like discrimination by AI and copyright infringement of assets generated by GenAI.

Munich Re as a strong and reliable business partner:

- 144 years of experience, and a team with a track record of executing AI insurance transactions and backgrounds in data science, finance, and legal expertise.
- Munich Re absorbs the risks for AI providers and AI users, which means they have balance sheet protection and can continue to scale their business and AI adoption without reserving capital to compensate for AI-related losses.



We are partnering with corporates across different industries to structure suitable AI insurance solutions for their individual AI strategy. Talk to our specialists to learn more.

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# New Risk Solutions

We deliver solutions for exceptional risks



Do you have a specific risk transfer need beyond traditional solutions?

Are you concerned about financial losses as a result of a closure ordered by a regulatory agency (e.g. in the life science sector)?

Is your company looking for ESG risk transfer solutions that go beyond carbon footprint reduction?

## Our services

Munich Re New Risk Solutions remains your strong and reliable partner in an uncertain environment. Our purpose is to develop appropriate risk transfer solutions for new challenges and new exposures.

By listening to our clients, we have developed a range of unique products such as:

- EQuIP (Earnings Quality Insurance Protection) is a market-leading solution for companies in the life science sector. It is designed to protect biopharmaceutical companies from the loss of gross earnings in the event that a manufacturing irregularity results in a suspension of production. This suspension can either be ordered by a regulatory authority or voluntarily initiated by the customer to avoid a regulatory shutdown.
- (Structured) Multi-Line/Multi-Year solutions\* for specific risk transfer needs.



Our starting point is a conversation to understand the client's needs. Providing appropriate risk information paves the way for a risk assessment and technical underwriting to find the ideal solution.

Examples of our current innovation activities:

- Business Resilience Solutions: Scenario-specific and sub-limited crisis management and mitigation fund
- New insurance products supporting ESG goals, e.g. water risks
- Bespoke solutions\*

\* Tailored solutions may be subject to a minimum Munich Re share premium.



We value the dialogue with our clients and constantly discuss the need for and feasibility of new solutions for previously uncovered exposures and specific industry challenges.

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