



Cloud Protection + Innovating Cyber Insurance

Media Briefing
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CLOUD PROTECTION + Cloud Solutions – Client Risk is Shifting

By 2024, more than **45%** of IT spending will shift from traditional solutions to cloud.¹

By 2023, businesses are expected to spend **USD 12.6 billion** on cloud security tools, more than double than what was spent in 2018.³



Today **38%** of IT decision-makers say they are mostly or all on cloud. In 18 months, **59%** expect to be mostly or all on cloud.²

Among **the top 5 challenges** identified by these IT decision-makers, **4 are related to security and risk:**⁴

- "Data Privacy and Security Challenges"
- "Securing/Protecting Cloud Resources"
- "Governance/Compliance"
- "Lack of Cloud Security Skill/Experience"

¹<https://www.gartner.com/smarterwithgartner/cloud-shift-impacts-all-it-markets> ²2020 IDG Cloud Computing Survey. ³ DARKReading.com <https://www.darkreading.com/cloud/cloud-security-spend-set-to-reach-USD-126b-by-2023/d-d-id/1334473> ⁴ 2020 IDG Cloud Computing Survey

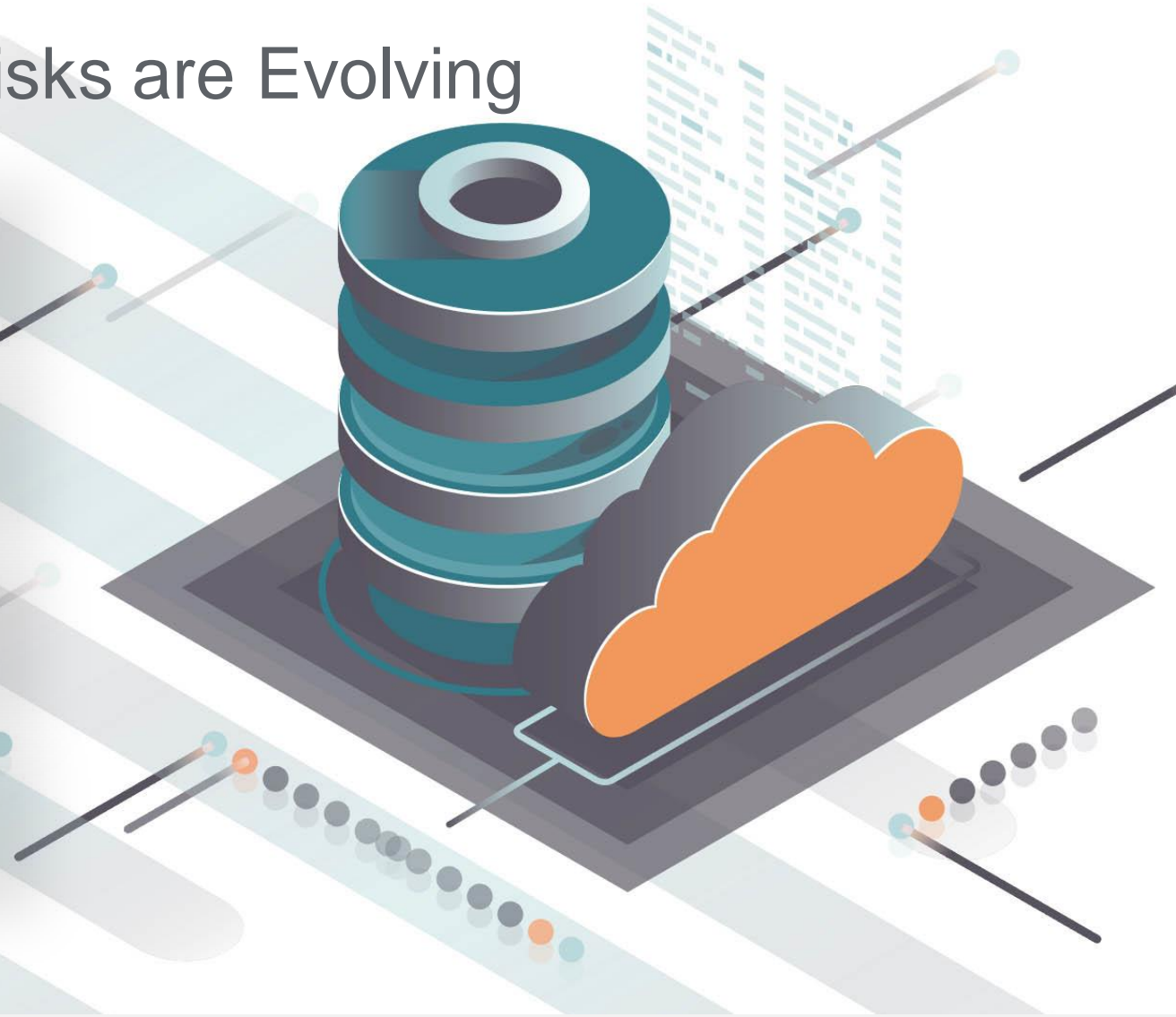
Cloud Security and Insurance Risks are Evolving

Cyber Risk is one of the **top concerns** for companies globally.¹

Cyber incidents can lead to a **severe interruption** of an organization's own operations.²

While the average direct costs of **data breach** to a company are USD 3.86m, this may represent just 5% of the actual **financial impact** of a cyber event.^{3,4}

Insurance is a critical component of **cyber risk management**; but the insurance industry must evolve-through product development and **partnerships** to create a sustainable market.⁵



1 <https://www.risk.net/risk-management/7450731/top-10-operational-risks-for-2020>

2 <https://www.thebci.org/resource/bci-supply-chain-resilience-report-2019.html>

3 <https://www.ibm.com/security/digital-assets/cost-data-breach-report>

4 <https://www2.deloitte.com/us/en/pages/finance/articles/cfo-insights-seven-hidden-costs-cyberattack.html>

5 <https://www.oecd.org/daf/fin/insurance/Enhancing-the-Role-of-Insurance-in-Cyber-Risk-Management.pdf>

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OUR SOLUTION

Cloud Protection +

Allianz 

Munich RE 

in cooperation with



Google Cloud

OUR SOLUTION

Cloud Protection + About The Product

- Cloud-specific needs are addressed
- State-of-the-art coverage built specifically for Cloud Services clients
- Google's Risk Manager tool provides actionable insights in reports on clients' security posture
- Reports assist in the procurement of Cloud Protection +
- Simplified and efficient application and underwriting process
- Up to USD 50m in capacity is available, backed by both AGCS and Munich Re



Cloud Protection +

Who Are The Focus Clients?

Initial phase

- Corporate Google Cloud customers
- Available to a wide range of industry classes
- Organisations with revenue of USD 500m - USD 5bn
- Focus on US customers

Expansion phase

- Scope extended beyond US clients
- Extend to organisations with revenue below USD 500m

OUR SOLUTION

Cloud Protection + Clients' perspective



Peace of Mind

- Access to sustainable primary coverage
- Specialized coverage built for Google Cloud clients and tailored to their risk profile
- Additional layer of security
- Easier, more efficient and more transparent purchase process



Enhanced Customer Experience

- Data-driven purchasing process, can conveniently be kicked off in the Google Risk Manager tool
- Benefits increase with Google Cloud usage
- Greater pricing transparency and control for clients, related to the security measures shown in Google's Risk Manager report

Specialized solution for organisations to holistically manage cloud risks

OUR SOLUTION

Cloud Protection + Insurers' perspective



Operational Focus

- Leverage existing data from the cloud
- Mitigate exposures proactively
- Streamline application and underwriting
- Underwrite risks efficiently
- Provide state-of-the-art coverage



Strategic Focus

- Learn from data-driven relationships
- Advance risk modelling
- Develop solutions and controls dynamically
- Shape a sustainable cyber insurance market
- Remain at the forefront of understanding cyber risks

Data is core to further developing sustainable cyber insurance solutions

OUR SOLUTION

Cloud Protection +

“The demand for cyber insurance continues to grow as our customers become increasingly exposed to evolving cyber threats – which are again one of the top business risks globally in this year’s Allianz Risk Barometer. Our clients’ risks are shifting as data and services become increasingly cloud-based and we are keen to remain at the forefront of understanding these new risks to better service our insureds. Through this innovative program, we are bringing together technology, security and insurance to give our customers the cover that they need and to help to create a sustainable market for cyber risks.”

Chris Townsend, Allianz SE
Member of the Board of Management

“By combining the expertise of three industry leaders we address the specific risk management needs of organizations that are moving their business to the cloud. Embedded in an efficient underwriting process, our solution “Cloud Protection +” provides a holistic response to cyber risk. Above and beyond the immediate benefit for Google Cloud customers, the cooperation will contribute to the further enhancement of Munich Re’s cyber risk modelling.”

Stefan Golling, Munich Re
Member of the Board of Management

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