



# The Changing Cyber Insurance Industry

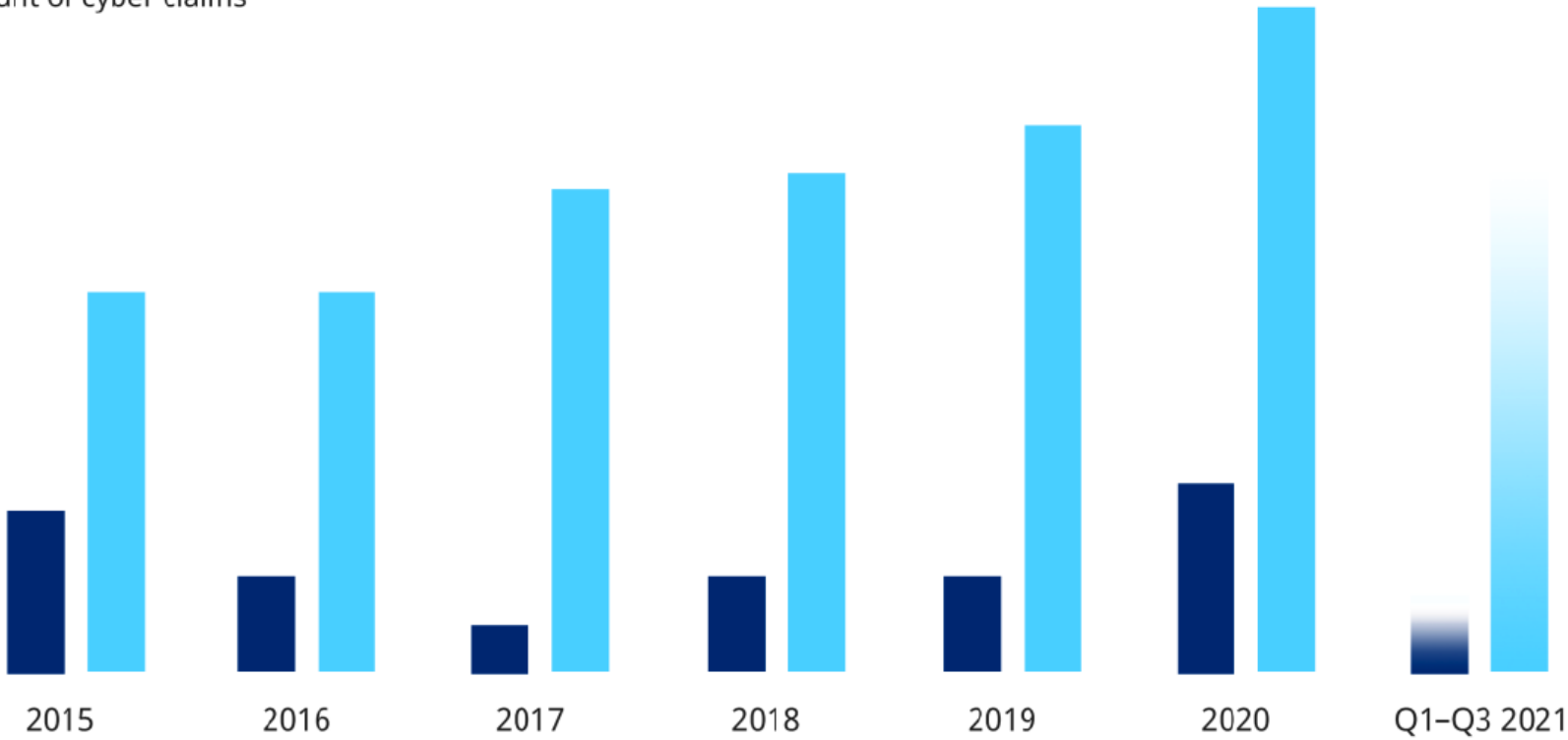
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March 2022

# Cyber Insurance Must Evolve with the Threat Landscape

02 | Number of cyber claims by Marsh clients increasing over time.

■ Count of tech E&O and media claims  
 ■ Count of cyber claims



Source: Marsh Global Placement & Specialties, Data and Analytics, PlaceMAP Marsh Clients

**>80%**  
 Insurers Reporting Increasing Loss Ratios from Cyber<sup>1</sup>

**82%**  
 YoY Increase in Avg. Ransom Payment (\$570k)<sup>2</sup>

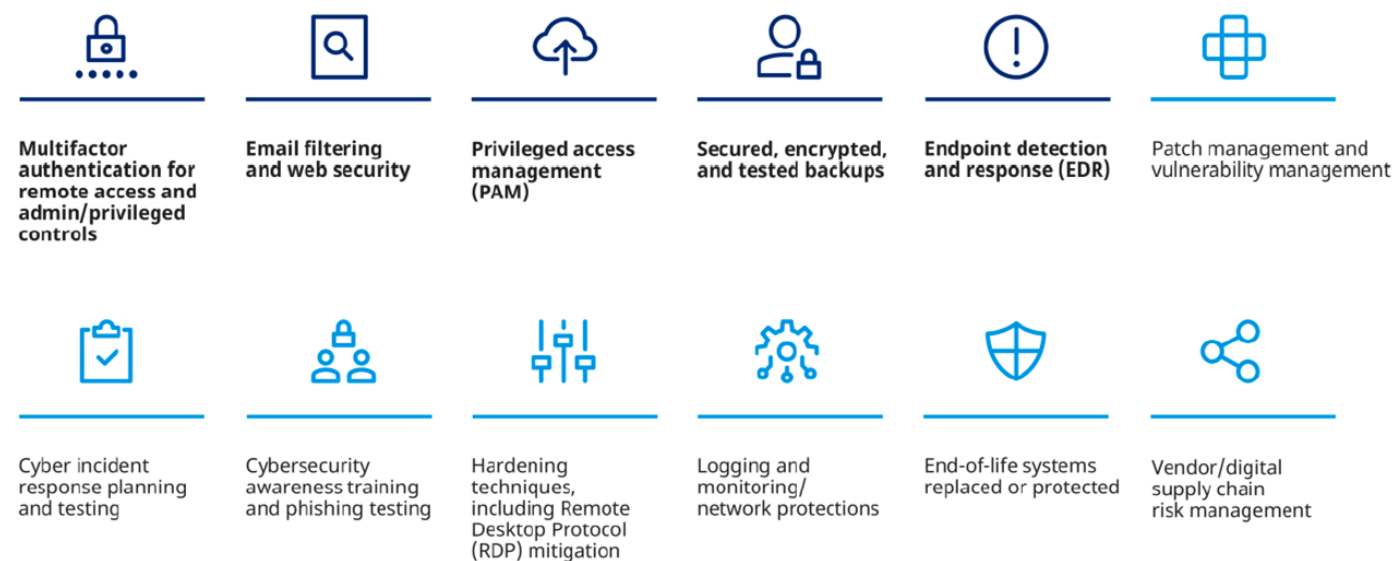
**50%**  
 QoQ Increase in Cyber Insurance Rates<sup>2</sup>

**80%**  
 Ransomware Losses That Were Preventable w/ Best Practices<sup>2</sup>

<sup>1</sup>2021 AON US Cyber Market Update  
<sup>2</sup>Allianz Global Corporate & Specialty Ransomware Trends: Risks and Resilience

# EDR Is Becoming a Requirement, Not a Luxury

071 Top cybersecurity controls are key to risk mitigation, resilience, and insurability.<sup>3</sup>



## How Insurers Are Adapting:

- Insurance firms now have enough **data** to predict and measure cyber risk
  - More and more InsureTechs are partnering with EDR vendors to leverage dynamic underwriting
  
- With a deeper understanding of the **security controls that directly impact breach prevention**, insurers are requiring certain core technologies:
  - EDR
  - MFA
  - PAM
  - Vuln Mgmt
  - Anti-Phishing
  - Disaster Recovery
  
- An organization's security profile drives their cyber insurance **policy premium**

## Featured Insurance Partners



AIG



<sup>3</sup>Marsh Cyber Insurance Market Overview: Fourth Quarter 2021