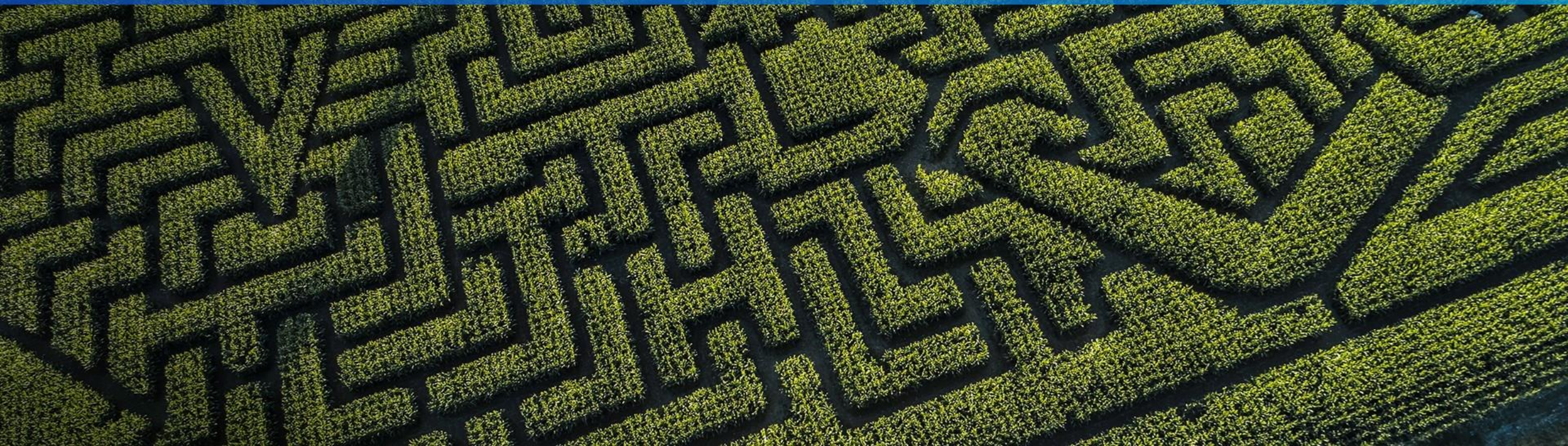
Swiss Re
Corporate Solutions

International Programmes

UNRAVEL COMPLEXITIES
Global Platforms: Simplifying Data, Work and Information Flow.

Advancing International Programmes Together.



Swiss Re Corporate Solutions - Journey towards International Programs

Swiss Re Corporate Solutions in a nutshell

Key facts and figures

Generating USD 5bn[1]
gross written premium from **~ 118,000**
customers and **~ 350,000 policies**

Network of **40+ offices**
in 19 countries

Insurance licenses in North America, selected European countries, Brazil, Colombia, Mexico, Australia, China, Hong Kong, Japan and Singapore

Reinsurance licenses
in most remaining countries
for fronted business

Broad range of traditional and innovative **risk and insurance solutions**

Leading P&C **international** programmes covering **150+ countries**

Backed by the **financial strength** of the Swiss Re Group

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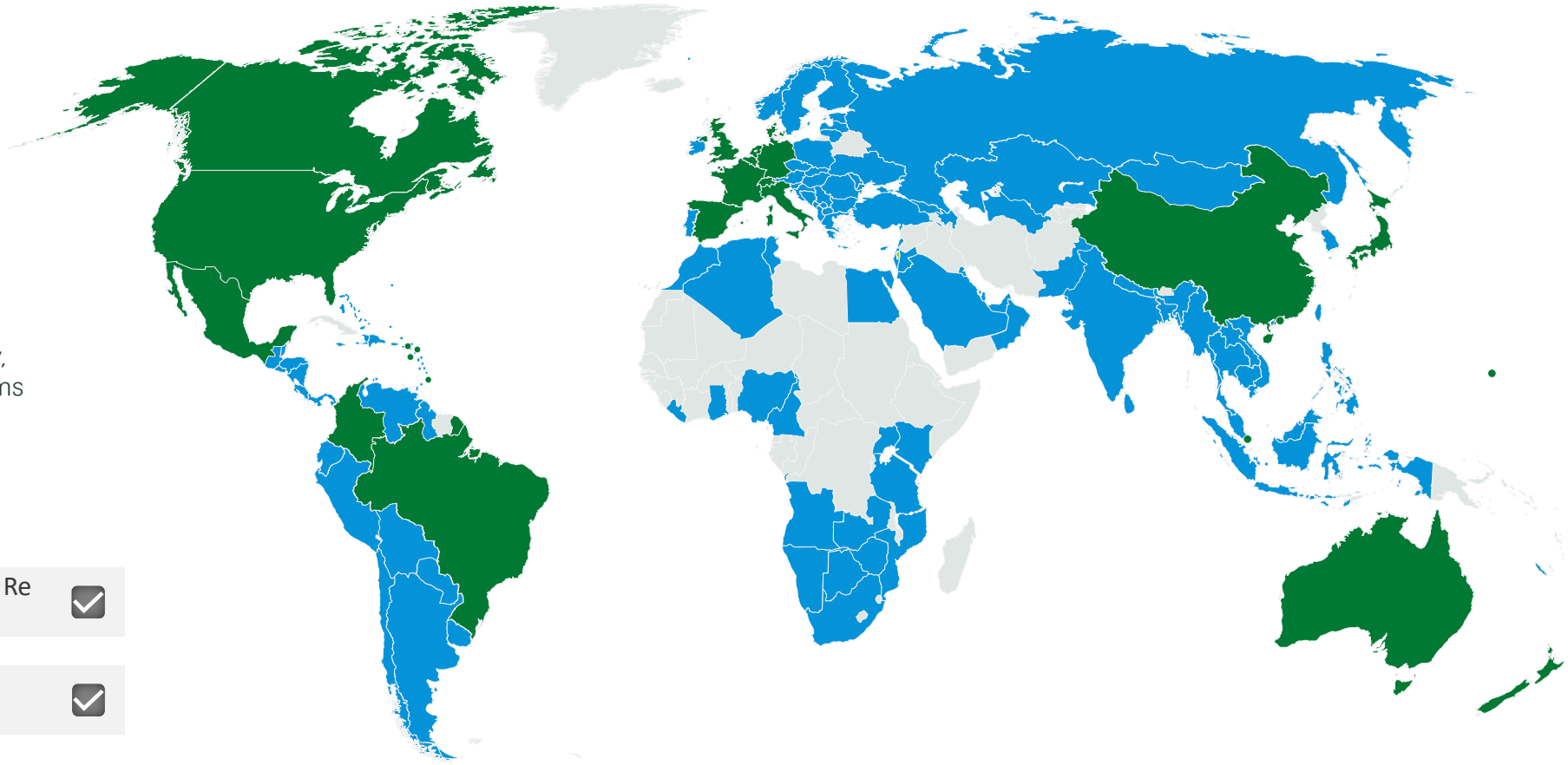
1 Gross written premium and premium for insurance in derivative form in 2019

The Swiss Re global network
150+ and growing

Selection of network partners

- Operational capability (licensing, workforce capacity, international experience, claims and reinsurance experience)
- Local credibility
- Financial stability



countries covered by Swiss Re Corporate Solutions offices

countries covered by Network Partners (2020)

International programmes: key facts and figures

45 days

target local policy issuance time

40.4 days

average issuance time

We can insure international programmes out of

15 countries

US, Canada, Denmark, France, Germany, Italy, Netherlands, Switzerland, UK, Spain, Nordics, Australia, China, Japan and Singapore

Our largest Property programme has

46 local policies

Our largest Casualty programme has

20 local policies

Our international network covers

150+ countries

including **20** from our own offices

150+ years of knowledge

and expertise in global risks

563 policies

representing

148 international programmes

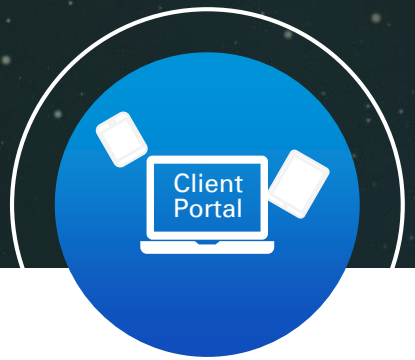
issued in 2019

As of July 2020:

200 programmes

EMEA: 123 ; **NA:** 59
APAC: 18

Our lack of IT legacy allows us to offer a unique technology solution that manages the complexity of international programmes



Programme Transparency

Swiss Re PULSE, our customer portal, provides an **online, real-time overview** of your international programme, including policy issuance, premium collection and claims.

Programme Structuring

Our new International programme Administration (IPA) technology supports international programme structuring. **Full integration** into our underwriting systems will enable a **fast turn around** of quotes and policies.

Knowledge Management

An **integrated knowledge tool** allows for compliance standards, tax and business rules to be incorporated directly into the underwriting and structuring process.

Information Exchange

The network partner portal with rule-based, guided workflow will allow for **easy and standardised exchange of information** with all stakeholders.

Integrated wording

***ONE* Form** is a property wording, a framework and an IT solution. It offers you a broad state-of-the-art property coverage, faster service/response times, compliant solutions and a straight-forward governance of your international programmes.

ONE Form – Key Functionalities

Customers get a broad state-of-the-art property coverage, faster service/response times, compliant solutions and straight-forward governance of their programmes

ONE Form is a Wording

Broad state-of-the-art property coverage

All Risks approach (named perils structures if desired)

Flexible to meet customers' coverage and limits needs

Globally consistent whilst respecting local specifics

ONE Form is a Framework

Highly flexible coverage solution with a modular Master & Local policy concept

Congruence between Master and Local policy facilitating tax & legal compliance around the globe

Increased contract certainty: higher policy accuracy, faster issuance, reduction in unexpected claims from local policies due to unclear content

ONE Form is an IT-solution

Highly automated policy issuance of Master and Local policies and timely policy issuance around the globe

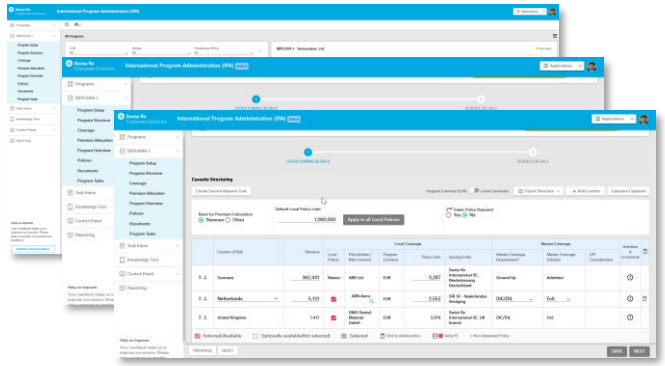
Optimised data flow between systems, reducing error rates, increasing speed of policy issuance and allowing customers access to account specific flood exposure via our customer portal PULSE and its proprietary CatNet® module

Swiss Re Corporate Solutions

In 2020, ***ONE* Form** is becoming available* in **14 countries as a master policy wording**, in **20+ countries as a local policy wording** and in **8 languages:** English, French, Italian, German, Japanese, Mandarin, Portuguese, Spanish. **Status as of 1.7.2020: 9 Masters and 17 Local policies*

Swiss Re Corporate Solutions has built an IT platform to improve the handling of International Programs and the servicing of international customers...

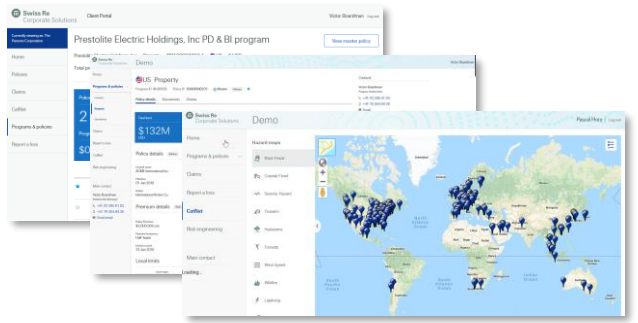
IPA - International Program Administration



Integrated IT **platform to manage complex international business**. It covers:

- Program Underwriting process from submission to post-bind activities
- Knowledge Management
- Information exchange with local offices and Network Partners

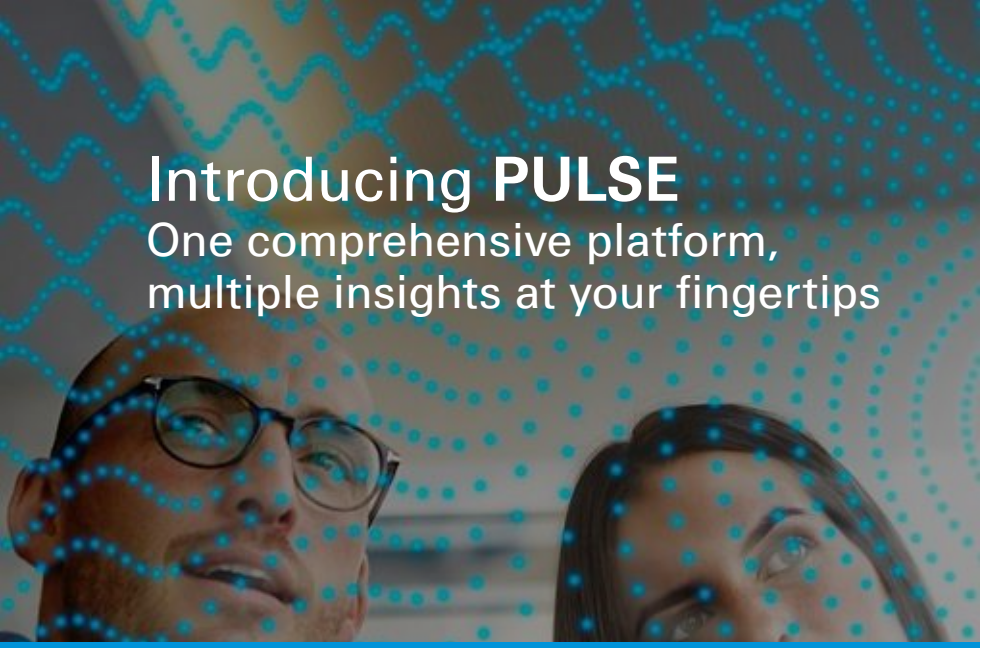
Swiss Re Corporate Solutions PULSE



Our customer portal **PULSE provides customers with real-time information** about their international programs, including

- Policy issuance
- Premium collection
- Claims

Furthermore, they can access and monitor natural hazard exposure for the risks worldwide on PULSE by using the integrated CatNet® tool.



Introducing **PULSE**

One comprehensive platform, multiple insights at your fingertips

Manage all aspects of your insurance programme quickly and seamlessly from one secure place.

Insightful

Easy access to real-time policy, claim and risk improvement information.

In control

Review your policy, submit loss notifications, track progress of a risk improvement or monitor natural hazard exposure for your risks worldwide.

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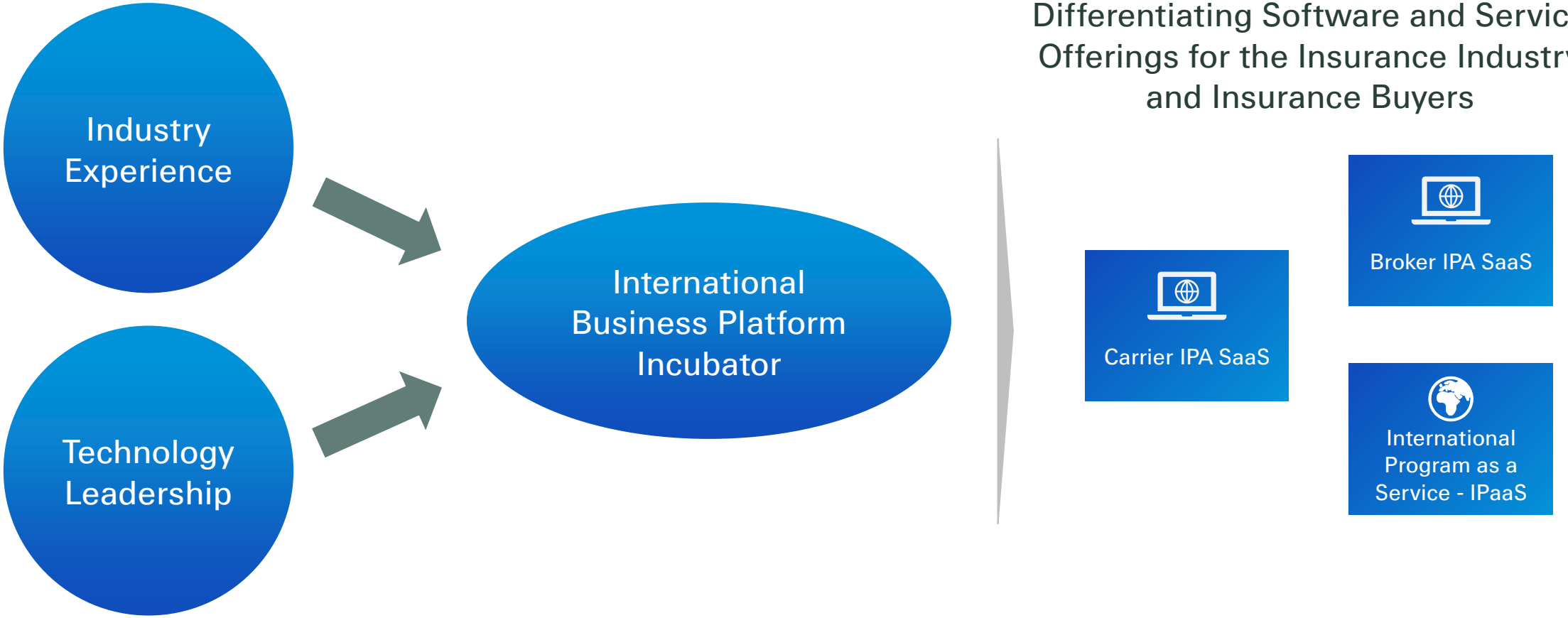
Request a demo today by emailing:
corporatesolutions_PULSE@swissre.com
Or visit our **website**

Our commitment to address an industry problem

Swiss Re Corporate Solutions has incorporated technology into its strategy – we are committed to offer technology solutions that advance commercial insurance

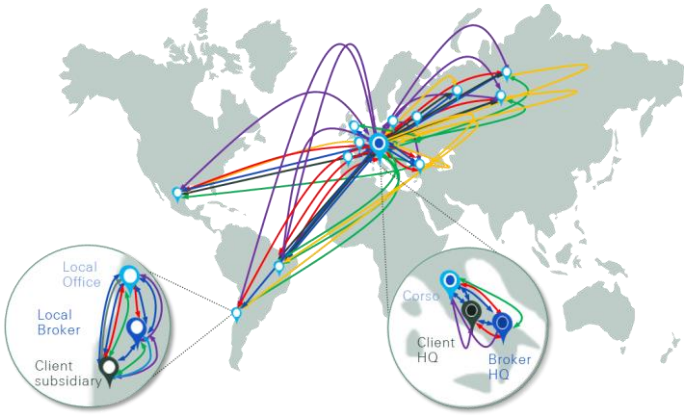


Why will our solutions address an industry problem?

"**Customers, brokers and carriers experience a lot of friction** when exchanging data within and across networks. In addition, missing data consistency causes customers to **accept a lot of contract uncertainty.**"

What are the underlying drivers of this complexity in International Business Programs?

Cross-network collaboration



A large number of data exchanges amongst carriers, brokers and customers

- No common source of data
- Duplication of efforts

Lack of standardization

A lack of common…

- Product description
- Coverage description
- Process definition

High degree of complexity

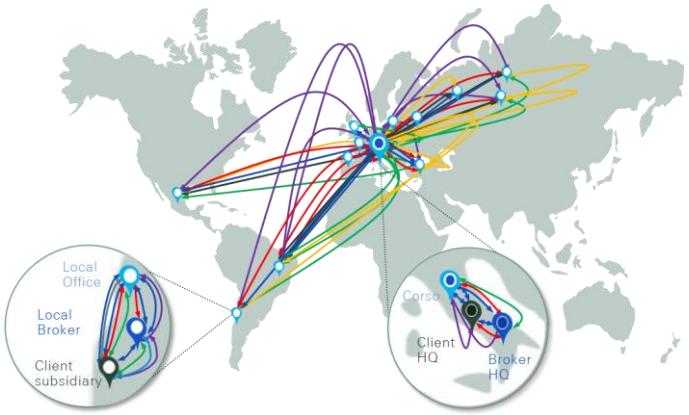
Cross-network collaboration and lack of standardization **driving complexity and leading to process frictions** in…

- Policy Issuance
- Cash Movement
- Risk Engineering Services
- Claims

The large number of data exchanges combined with a lack of standardization lead to a lot of operational challenges and process frictions for Brokers and Carriers

To tackle the underlying problems of International Programs...

Cross-network collaboration



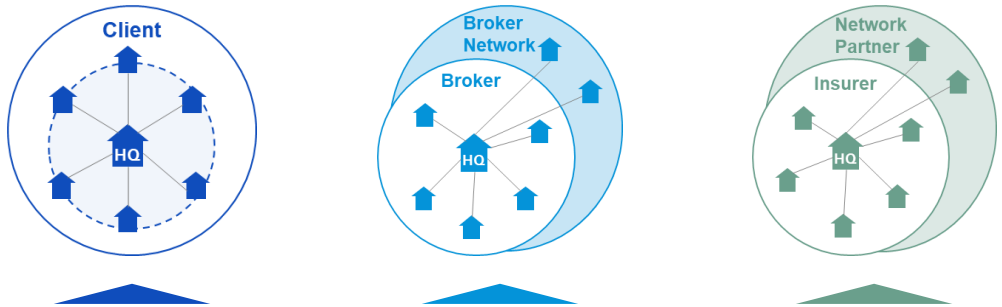
Lack of standardization

- Multiple regulatory regimes
- Multiple languages
- Multiple currencies

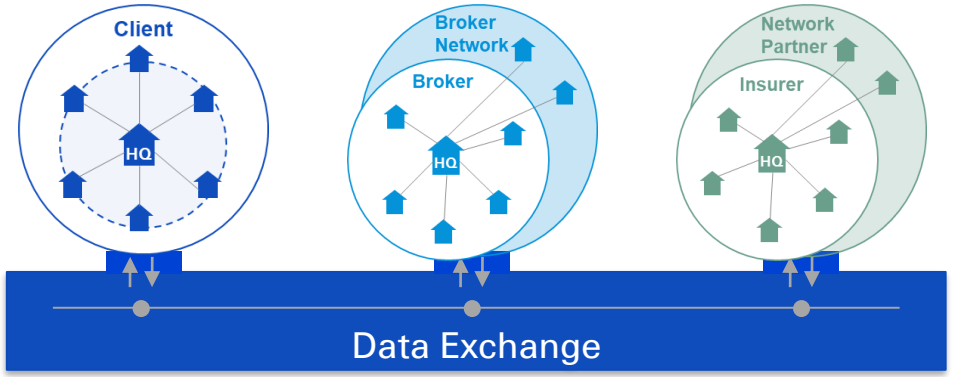
... several building blocks are needed

For international programs few dedicated platforms exist and silo solutions are not addressing the data exchange problem

1 Reducing friction within each network



2 Reducing friction in data exchange between all parties



How are our solutions contributing...

CorSo's International Program Solutions for Brokers and Carriers bridge capability gaps and...

International Program Solutions

Pulse	**Customer portal** PULSE provides customers **with real-time information** about their international programs
Broker IPA SaaS	Comprehensive solution streamlining **International Program placement** and **administration**
Carrier IPA SaaS	Integrated platform to **manage International Programs** from Underwriting to Policy Placement & Management
IPaaS	International Program as a Service "IPaaS "- Comprehensive solution including **IPA** and **access to CorSo Network** for policy issuance and claims handling

...open the way to an open market platform

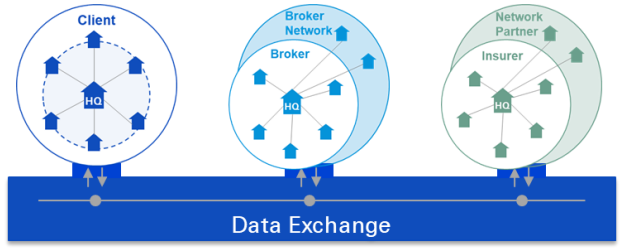
- System & Service capabilities enabling Brokers and Carriers to enter the IB market
- Connectivity between market participants enabling structured data exchange

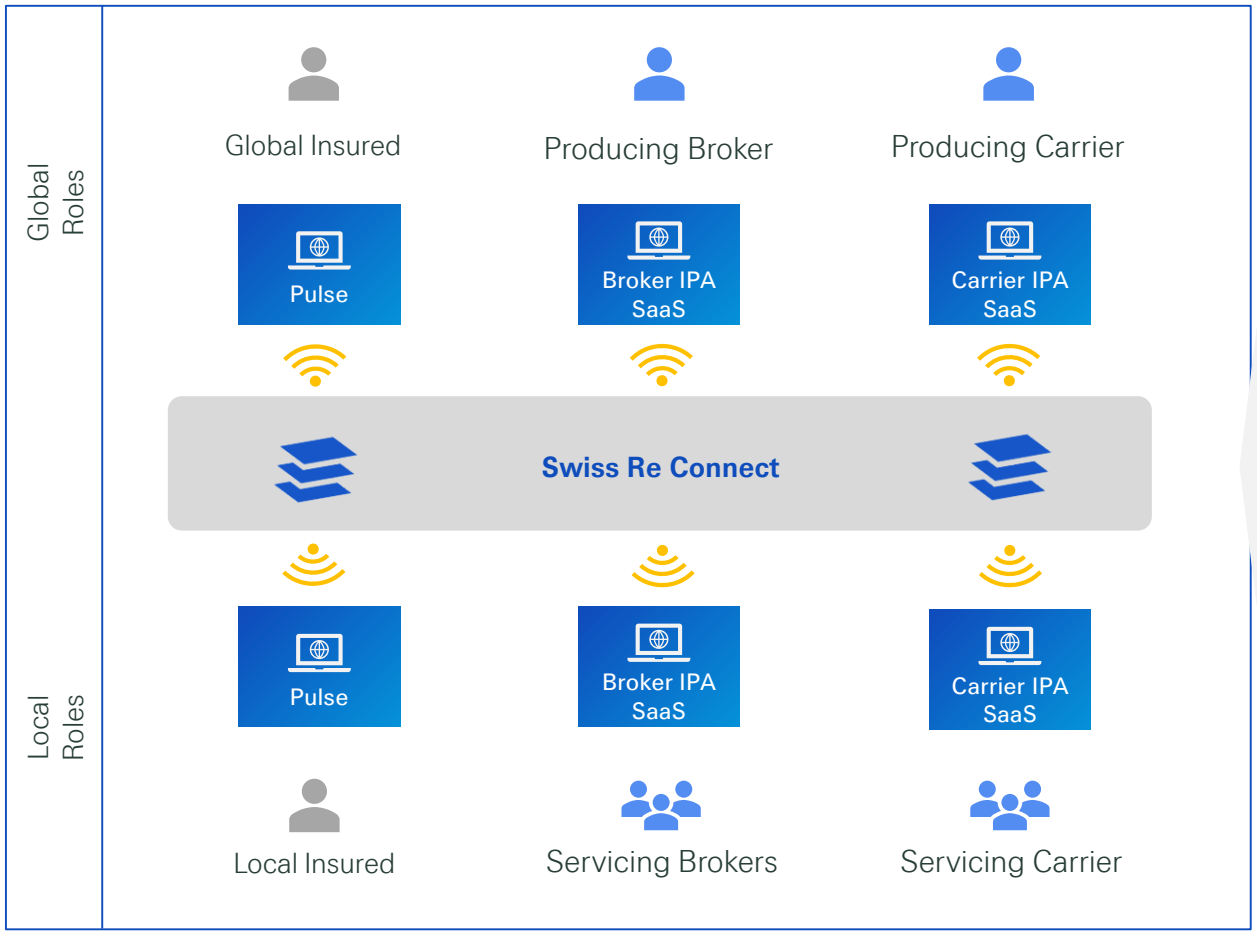
✓ **Improved service quality** to customers

✓ **Increased competition** in the market with new players joining

✓ **Improved comparability of quotes** due to higher degree of standardization

Connecting Insurance - Our goal with the CorSo International Program Solutions





Components

- Data Exchange Platform orchestrating the structured data exchange between market participants in a secured and standard way
- CorSo SaaS solutions supporting an efficient handling of multinational programs and end-to-end data exchange
- Business APIs providing standard interface for a coordinated data exchange between insureds, brokers, carriers using their own platforms

Benefits

Improved data consistency and standards in data exchange to...

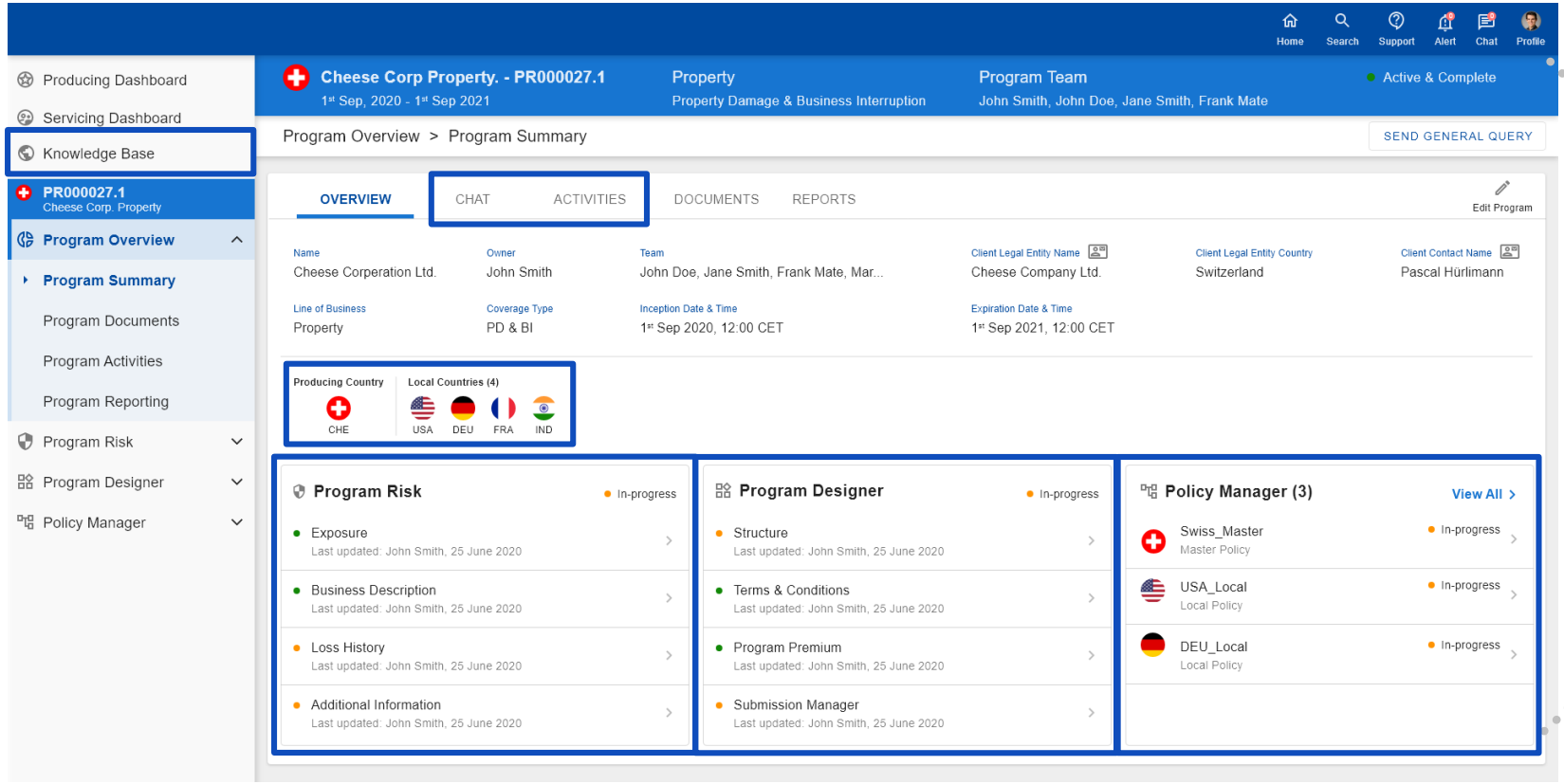
- Enable transparency on program implementation progress, cash movements, etc. across all parties
- Improve contract certainty of programs and trust among all parties
- Enhance servicing efficiency and excellence by reducing process friction

SaaS Solution: Broker, Carrier or Customer IPA

Data Exchange

Where do we stand...

IPA - A software addressing the biggest challenges within International Programs



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Thank you!

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