

Allianz Global Corporate & Specialty SE

INSURANCE MARKET VIEW

reBALANCE and reFRAME

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ENERGY: AN INSURER'S VIEW

PROFITABILITY:

Sustainability and Profitability is a primary focus across the industry, seen in rates

Loss activity in downstream continues to be higher than market premium

Efficiency



VOLATILITY:

Reducing volatility across the book, with better use of Portfolio Management techniques and data



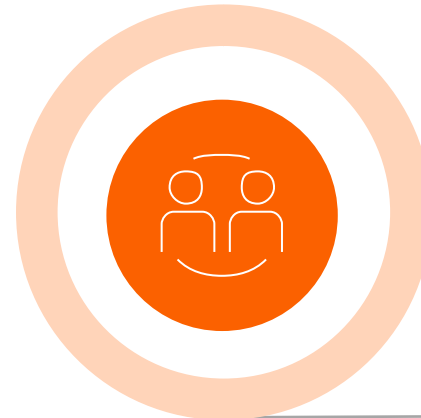
TOP RISKS:

Business Interruption, Cyber and Environmental Risks are a concern for clients in 2019, as well as traditional Fire and Nat Cat losses



Client

- Evolving Risks
- Client Solutions





TOP 10 GLOBAL BUSINESS RISKS FOR 2019

ALLIANZ RISK BAROMETER



Source: Allianz Global Corporate & Specialty. Figures represent the number of risks selected as a percentage of all survey responses (2,882). The 2,415 respondents could provide answers for up to two industries and up to three risks per industry. Ranking changes in the Allianz Risk Barometer are determined by positions year-on-year ahead of percentages. **Photos:** Adobe, iStock

1 Business interruption and cyber incidents are tied at the top of the ranking at 37%. However, business interruption received more responses by number.

2 Fire, explosion ranks higher than new technologies by number of responses.

3 Climate change/ increasing volatility of weather ranks higher than loss of reputation or brand value by number of responses.

ARE WE AT A MARKET TIPPING POINT...

reBALANCE

INDUSTRY



- Moving from a theoretical approach to implementation in UW of market developments i.e. Insurtech solutions...



- ...will enable better and faster decision making...
- ...this will drive efficiency



- ...and ensure long term premium quality

Tools to hand

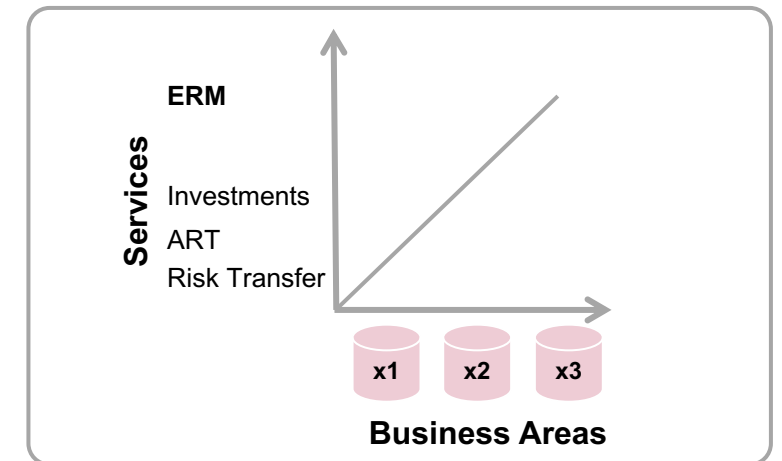
Portfolio Management
Risk Assessment
Segmentation
Profitability Analysis
Exposure / Accumulation

Technology
Predictive Modelling
Big Data
Blockchain...

reFRAME

CLIENT ENGAGEMENT

- Break up the traditional distribution model to client focused models
- Provide holistic client solutions to supplement traditional risk transfer i.e. asset management to alternative risk transfer
- The Energy insurance industry is intimate, it will be easier to discover a more elastic and flexible client approach – Energy can be trendsetters





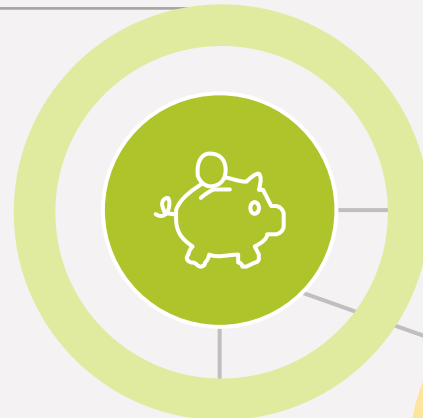
THERE IS A FINE BALANCE NEEDED

PROFITABILITY:

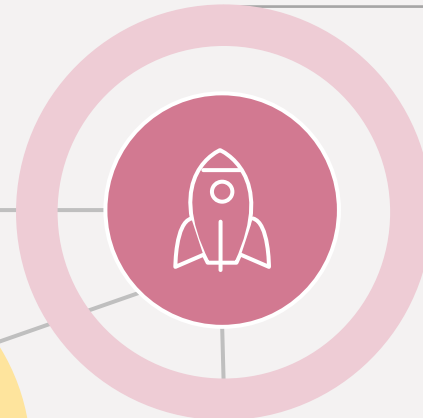
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reBALANCE INDUSTRY



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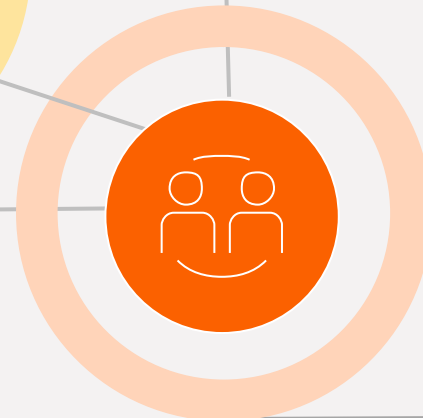


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reFRAME CLIENT ENGAGEMENT



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