

TECH TALKS: PREPARE, PROTECT AND POSITION LONG TERM CARE

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Session 4





CYBER LIABILITY MARKET UPDATE

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CYBER LIABILITY MARKETPLACE TRENDS

MARKETPLACE OUTLOOK

2019 \$2 Trillion in cyber crime losses



Increase in loss ratio results in carriers wanting to take rate

Increase in number of carriers to over 500, but **top 10 have 69.5% of market**

Underwriting Philosophy Evolution

Minimal underwriting to specific

- Multi Factor Authentication
- Air Gap for Back Ups



CYBER CLAIM TRENDS

#1 **Claim in Healthcare = Ransomware**
37% increase from Q2 to Q3 in 2019

Hackers pursue mid-size companies that are less technology adept



Increase in D&O activity from cybersecurity-related incidents

- Class action suits
- Privacy violations
- Disclosure to Board

Common Breach Causes

- Data lost or stolen
- Employee mistake
- Hacking
- Confidential info Disposal
(not purging appropriately)

CYBER LIABILITY COVERAGE OVERVIEW

