

# The evolution of terrorism insurance

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# Agenda



Section 1: CFC and the terrorism underwriting team

Section 2: The evolution of terrorism

Section 3: Wording developments

Section 4: TRIA

Section 5: Active assailant

Section 6: Q&A



CFC is a specialist insurance provider  
and a pioneer in emerging risk



### Global reach

We serve more than 100,000 businesses in over 80 countries, and manage over \$500 million in premium



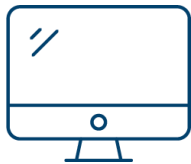
### Cyber specialists

A pioneer in cyber insurance, we have the largest cyber underwriting team and the largest dedicated in-house cyber claims & incident response team in the world



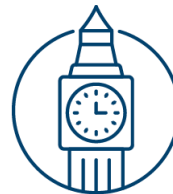
### Innovative products

We offer a wide variety of specialist insurance products purpose-built for today's risks, with everything you need in one policy.



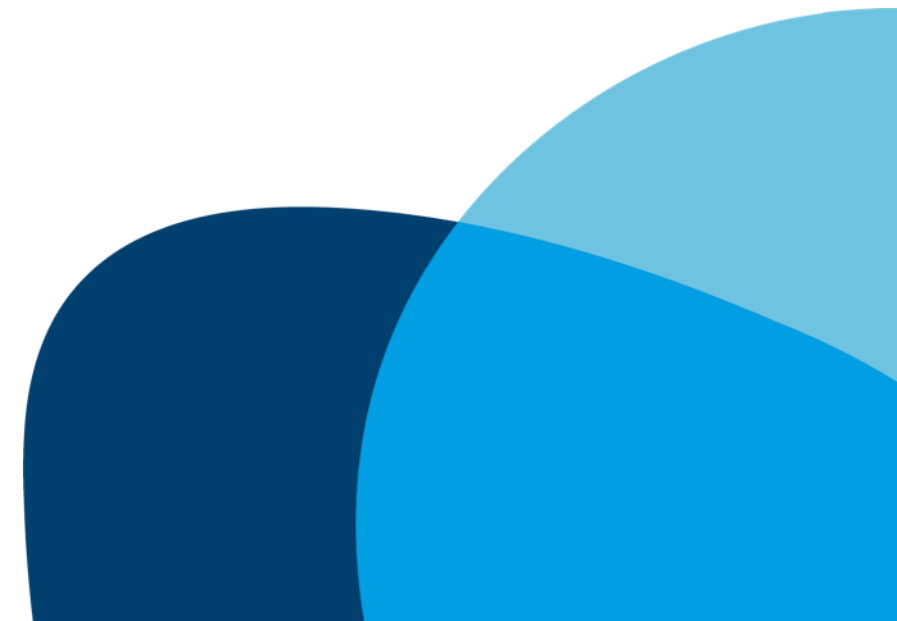
### Tech-enabled

We build our own technology to deliver products to market faster and ensure that we respond to 90% of enquiries in 24 hours or less



### One team

We are headquartered in London with over 400 employees operating from our four offices around the world.



# CFC's terrorism team

Formed in 2012 the team has grown to write business in over 30 different countries, with over 2,500 policy holders.



**Ben Atkins**  
Terrorism  
Team Leader



**Harry Salmon**  
Terrorism Underwriting  
Manager



**Rob Tuttlebee**  
Terrorism  
Underwriter



**Jenni Shields**  
Terrorism  
Underwriter



**Sarah Paterson**  
Terrorism  
Underwriter




**Ida Celentano**  
Terrorism Assistant  
Underwriter



**Matt Vaux**  
Terrorism Assistant  
Underwriter



**Sam Poynder**  
Terrorism Assistant  
Underwriter



The evolution of  
terrorism. The  
shift in today's  
world

# Wording developments

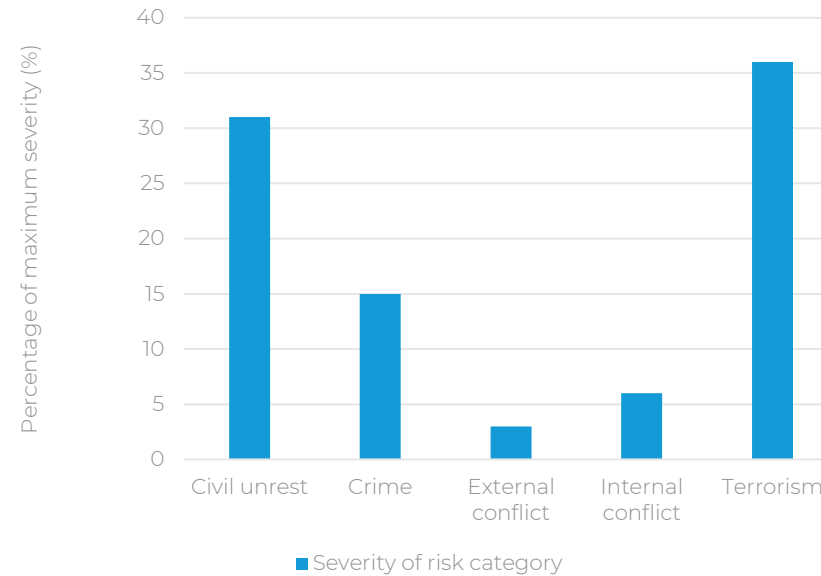
CFC has been writing standalone Terrorism & Sabotage policies in the United States and Canada and around the world for nearly a decade and is one of the first insurance providers to offer Active Assailant coverage.

- Property and contents damage
- Additional expenses
- Building regulations and laws
- Looting post damage
- Pollutant and contaminant clean-up costs
- Business interruption and loss of rent
- Utilities
- Prevention or restriction of access to premises
- Contingent business interruption
- Loss of attraction
- Threat
- Professional fees
- Bodily injury and property damage liability
- Brand rehabilitation
- Court attendance costs

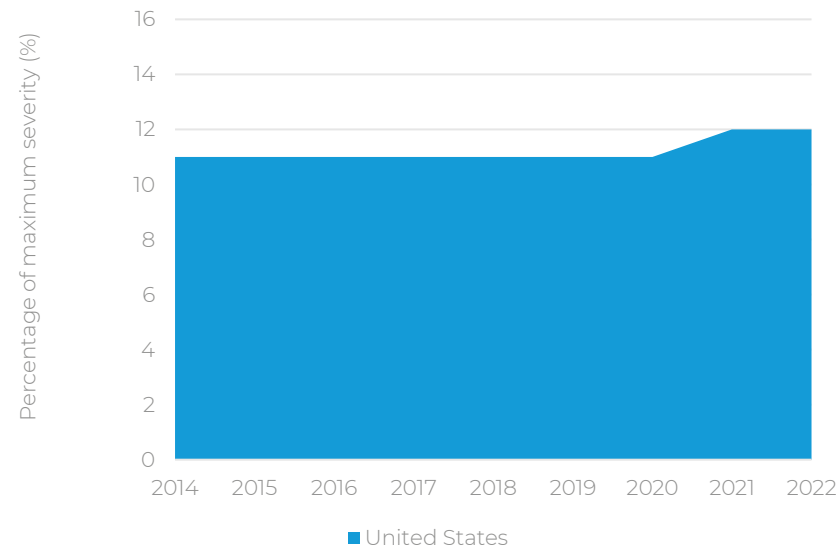
# Terrorism risk factor

- The risk of terrorism in the US is moderate. Terrorism remains one of the main security concerns, particularly at symbolic sites in the country's main urban areas.
- Since 9/11 the US has developed strong and widespread counter-terrorism capabilities. However, the country remains a credible target for Islamist extremist groups such as al-Qaida, and the Islamic State (or those inspired by them).
- Environmental and animal rights activism is on the rise; these groups pose a threat to medical research, pharmaceutical sites and agricultural and energy companies.
- There is precedent for right-wing extremist attacks on government and/or left-wing assets to convey messages. Political extremism on the left has not yet developed into terrorist acts, although there is potential for this to happen.

## United States risk rating



## Risk period





An alternative to  
TRIA



# An alternative to TRIA

## Definition / trigger is different

“Any act of force or violence or any subversive act by an individual or group, whether acting alone or on behalf of or in connection with any organization or government, committed for political, religious, ideological or similar purposes including the intention to influence any government or to put the public, or any section of the public, in fear.”

## Coverage/structure is different

- Standalone form gives certainty with regards to what is/isn't covered
- Policy can be extended to cover overseas locations
- Clients can pick and choose locations to be covered
- First loss limits available

## Pricing is different

- Premium not linked to other perils, instead based on the true exposure
- Bespoke policies to best fit the clients budget

# Comparison sheet

We've created a policy comparison worksheet so you have an easy reference guide for CFC's standalone terrorism and sabotage policy features. It also allows you to compare against other policies you may be considering.

Key coverage points we compare:

- Property damage
- Business interruption and loss of rent
- Additional soft coverages

Ask us to  
send you  
one!

# Active assailant

Alongside our terrorism and sabotage offering, we also provide cover for incidents involving individuals looking to bring harm to people. Our active assailant policy offers incident response and crisis management services, provides victim compensation and support and also covers legal liabilities, damage to property and any interruption to your business.

- Response consultant costs
- Victim compensation fund and extra expenses
- Legal liability
- Commercial property
- Business interruption

# Questions?

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