

# The Art Of The Possible

Insurance Solutions for the Hardening Market

# Welcome & Introductions



## Your Panel of Speakers

- ✓ **Stephen Higginson**  
Head Customer & Distribution ANZ, Swiss Re Corporate Solutions
- ✓ **Andre Martin**  
Head Innovative Risk Solutions APAC, Swiss Re Corporate Solutions

# A changing environment: Hard Market Trends

## Corporations are looking for alternatives



### ➤ Observed Trends:

- Economic Uncertainty and Budget Constraints
- Increased Risk Awareness



- Insurance Market Tightening and Price Increases
- Shift from Tangible to Intangible assets

# A changing environment: Hard Market Trends

Corporations are looking for alternatives



## ➤ Changing Needs:

- Filling the Protection Gap
- Certainty of Price and Capacity
- Optimizing Self Insured Retentions

# A changing environment: Hard Market Trends

## Corporations are looking for alternatives

### ➤ Insurance Solutions for a Hardening Market:

#### ➤ Parametric or Index based insurance

- NatCat and NDBI covers

#### ➤ Structured Multi-Year Solutions

- Gain-share / Pain Share features



### ➤ Captives

- Structured Fronting

- Captive Protection

### ➤ “Virtual Captives”

- Pre- / Post-Funding of loss burden

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*“What do we live for, if it is not to make life less difficult for each other”*

*~ Mary Anne Evans (a.k.a George Eliot)*



# Thank you!

## Contact us



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