









#### Overview

How Travelers CyberRisk can help your insureds to stay safe amidst the ever-evolving challenges of cyber security.





#### Claim scenarios

To help you bring CyberRisk to life, we look at some examples of various risk scenarios and response.





#### Our CyberRisk product

A range of 18 first and third party insuring agreements covering Breach Response, Cybercrime, Business Loss and Cyber Liability.

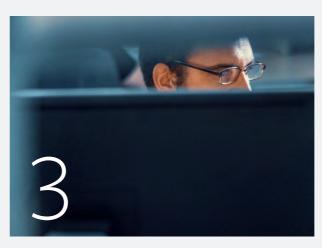




#### **About Travelers**

Market-leading expertise and speciality insurance across multiple sectors, from one of the world's top five cyber insurers.





#### Who we work with

Our expert partners in Breach Response and how they assist in the claims process, from initial response to final payment.





#### Contact

How to get in touch with the Cyber Team members plus locations of Travelers offices in the UK and Ireland.





#### Quote & bind

CyberRisk is a standalone policy and can be purchased through our e-trading platform MyTravelers.











Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

## Travelers CyberRisk – protecting the future of your business

In today's data-driven world, keeping information, data and finances safe and secure online is essential for almost any organisation.

As the CEO of the National Cyber Security Centre has stated: "UK businesses must treat cyber security as a top priority if they want to take advantage of the opportunities offered by the UK's vibrant digital economy.1"

In addition, a 2017 UK government report found that 74% of UK businesses say that cyber security is a high priority for their senior management<sup>2</sup>. So, the government and most businesses are agreed: cyber security is very important to them.

The good news is that Travelers, one of the world's top five largest global insurers for cyber insurance, can help. We have created Travelers CyberRisk, a range of specialist covers, services and other benefits, it's designed to protect businesses or other organisations from current and emerging cyber threats.

CyberRisk is a standalone product but can be bought additionally when purchasing a product from our Management Liability Package, which includes Crime, Directors and Officers, Employees Practices Liability and Pension Trustee Liability.

For more information see the **Quote & bind** section.

#### Cyber security – a growing and evolving concern

The top three causes of data breach are malicious or criminal attacks, human error and system glitches<sup>3</sup>, so it's not surprising that, while typical scenarios may differ, all industry sectors are vulnerable.

In 2016, the UK's National Crime Unit found that cybercrime had overtaken all other forms of crime for the first time ever, with over two million incidents recorded in that year. In addition, 65% of all targeted cyber attacks strike small and medium sized businesses. <sup>4</sup>

Cyber attacks are also continually evolving and becoming more sophisticated – recent high-profile ransomware cases are just one example of this.

In addition, despite advances in technology (or in some cases because of it) and more widespread awareness of cyber vulnerabilities, human and system error are ever-present threats. Everything from a lost laptop to a disgruntled employee can now pose a major risk.

The introduction of data protection laws focusing attention on an individual's privacy rights, the growth of cloud computing, the increasing use of social media as well as corporate 'bring your own device' policies are all factors in raising the risk stakes.

#### Why Travelers CyberRisk is the answer

Proper protection is therefore essential. But without dedicated cyber insurance, a business is not likely to have complete insurance coverage. Travelers' research has found that only 20% of companies currently have a cyber insurance policy, although over 70% overall say they expect to buy it – which represents a great opportunity for brokers.

CyberRisk protects against a wide range of first and third party losses. This includes cover for regulatory proceedings, data breach liability, fines and penalties (if insurable by law), and losses from business interruption, plus cyber extortion and other financial cybercrimes. CyberRisk also gives the insured access to specialist professional advice and teams, including Breach Coaches from our expert partners, Pinsent Masons.

There's also the reassurance that comes from being with a global top five cyber insurer, the third largest commercial property casualty insurer in the US – and a company that has been safeguarding UK businesses since 1990.

In this interactive guide, we'll look at our CyberRisk product, our Breach Coach service, the quote & bind process and the various cyber security threats across different scenarios, together with the flexible and innovative ways Travelers CyberRisk can mitigate the harm such threats can cause – and even help to prevent them.









TRAVELERS









Overview Our CyberRisk product Who we work with Quote & bind Claim scenarios

**About Travelers** 

Contact

# CyberRisk coverage agreements

As a global top 5 cyber insurer, Travelers fully understands all the potential risks involved and how to ensure that each is properly assessed and insureds are fully protected, with Breach Coach support and expert claims assistance to match. It's also why there are 18 insuring agreements in our cyber coverage, of which 14 are first party and 4 third party, spread across: Breach Response, Cybercrime, Business Loss and Cyber Liability.

First Party Insuring Agreements			Third Party Insuring Agreements
Breach Response	Cybercrime	Business Loss	Cyber Liability
<ul> <li>Cover Clauses         <ul> <li>Privacy Breach Notification</li> <li>cover for legal and computer forensics breach responses, and costs associated with notification of impacted individuals, credit monitoring, fraud expense reimbursement and call centre expenses.</li> </ul> </li> <li>Public Relations         <ul> <li>cover for public relations and crisis management services to mitigate negative publicity resulting from a privacy breach.</li> </ul> </li> <li>Data Restoration         <ul> <li>cover for expenses to restore data lost from system damage due to computer virus or unauthorised access.</li> </ul> </li> <li>Cyber Extortion         <ul> <li>cover for money paid as a result of threats made to fraudulently transfer funds, destroy data, introduce a virus, attack a system or disclose customer information, or from ransomware demands.</li></ul></li></ul>	Cover Clauses  Computer Fraud cover for loss of money, securities or other property due to unauthorised access to, or hacking of, a computer system.  Funds Transfer Fraud cover for loss of money or securities due to fraudulent transfer instructions to a financial institution.  Telecommunications Fraud cover for charges incurred for fraudulent gaining of access to outgoing telephone service.	<ul> <li>Cover Clauses</li> <li>Damage to Computer System     cover to repair the damage to a computer system     caused by a cyber event, or cost to replace if repair is     not possible. </li> <li>Business Interruption     cover for loss of income and expenses to restore     operations as a result of computer system disruption     caused by a virus or unauthorised attack.</li> <li>Unspecified Suppliers (IT Provider)     cover for loss of income and expenses to restore     operations as a result of a computer system     disruption to one of the insured's IT providers. </li> <li>Unspecified Suppliers (Outsource Provider)     cover for loss of income and expenses to restore     operations as a result of a computer system     disruption to any of the insured's providers other     than IT providers. </li> <li>Court Attendance Costs     cover for costs incurred attending court or tribunal in     connection with a claim or loss under any insurance     clause. </li> <li>Incompatibility of Computer System     cover for the costs to upgrade existing software or     hardware if a cyber event results in incompatibility     with replaced systems. </li> </ul>	Cover Clauses  Privacy & Security Liability cover for liability arising out of a privacy breach, failure to provide notification of a data breach when required by law, transmission of computer virus, or failure to provide authorised users with access to websites.  Media Liability cover for copyright infringement, plagiarism, defamation, libel and slander in electronic content.  Regulatory Proceedings cover for defence costs in response to governmental claims alleging privacy and security liability.  Payment Card Expenses cover for Payment Card Industry (PCI) fines and penalties following a breach of payment card information.







TRAVELERS

Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

The role of the Breach Coach

# The CyberRisk journey From breach to business as usual Introducing our Breach Coach service and how a typical claim process unfolds.







Our CyberRisk product Overview Who we work with Quote & bind Claim scenarios **About Travelers** Contact

The role of the Breach Coach

#### The role of the Breach Coach

As data breaches become increasingly complex, a new role has emerged to aid organisations to navigate their response and recovery - the Breach Coach. They can help to isolate the affected data, notify customers, retain necessary forensics professionals and manage crisis communications.

#### At Travelers, we partner with Pinsent Masons for Breach Coach services:

- They have unique knowledge and experience of over 10 years across hundreds of breaches, plus the breadth of expertise to be able to respond to an insured's needs. That includes understanding of the credit monitoring environment, the regulatory requirements and experience
- Their cyber risk experts combine a deep understanding of technology and data protection law plus practical experience of successfully managing data breaches and security incidents. Their cyber team are part of a Technology Media and Telecoms (TMT) practice rated Tier 1 by the Legal 500.
- Their knowledge of the underlying technology means they can discuss technical matters with any expert and ensure the scope of any investigation is sufficiently wide-ranging, but not excessive, thereby controlling cost and speed of resolution.
- As solicitors, communications with third party experts can gain extra privilege and protections. This can be particularly important with litigation claims and/or regulatory investigations led by a data protection authority or a financial regulator. Non-legal advisors cannot offer the same potential protection.

- Cyber breaches often affect multiple jurisdictions, so it's an advantage that Pinsent Masons is an international company. They have offices throughout the UK, in 28 European countries, and in Asia, Africa and the Middle East. They are thus capable of providing the quick international response that will often be needed.
- Their team works to a proprietary breach methodology based on internationally recognised standards, including the European Union Agency for Network and Information Security (ENISA) Good Practice Guide for Incident Management.

#### Why speed matters

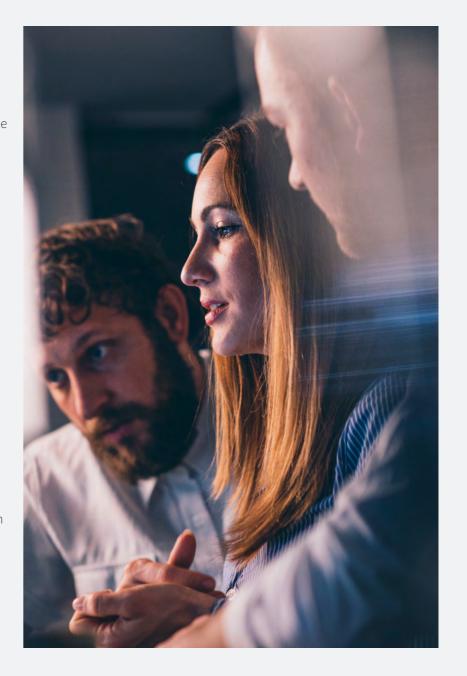
By providing a fast, decisive response immediately after a breach is discovered, Pinsent Masons works with Travelers to ensure the right course of action is taken - and helps to mitigate potential system damage plus data and financial losses.

In addition, the General Data Protection Regulation (GDPR) requires businesses to notify their customers of a possible breach of their data without delay They must also notify the Data Protection Authority within 72 hours. So this will be helping insureds to comply with the law.

#### How it works

When an insured discovers that a breach has occurred, Pinsent Masons will act as their first port of call via the Breach Coach Helpline. This is open 24/7/365 and response is guaranteed within two hours between 8am and 8pm, and within four hours at other times.

For more information, see our six-step process













TRAVELERS

Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

The role of the Breach Coach

The CyberRisk breach response journey

A straightforward six-step process

# The CyberRisk breach response journey

The CyberRisk claims process follows a defined path. It's designed to make it easy to initiate contact and to ensure a prompt response - often vital when it comes to handling cyber events.

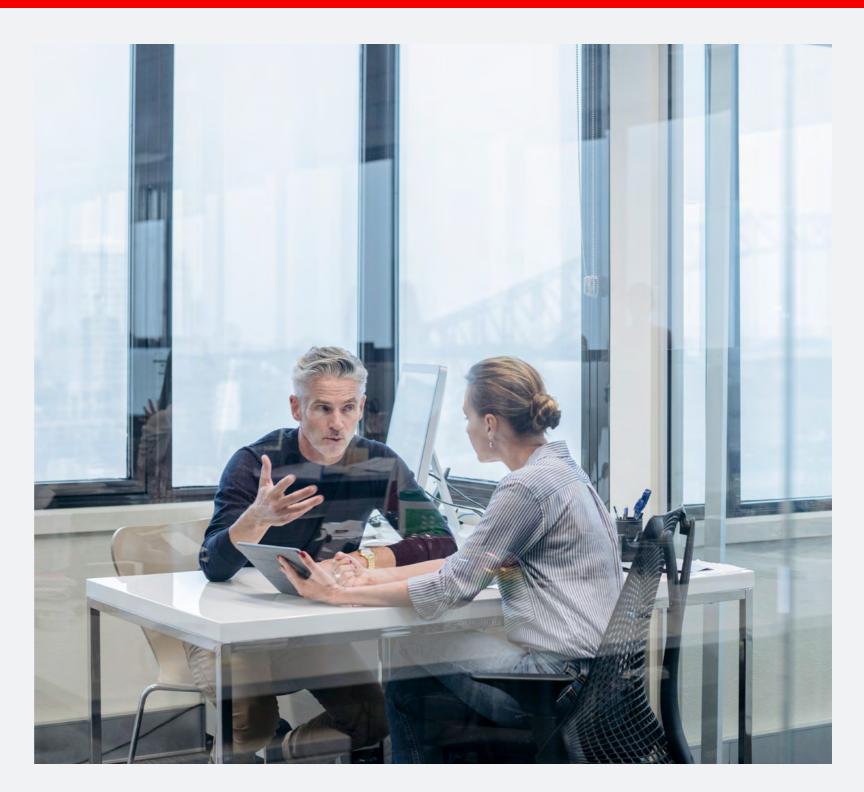
In addition, the insured will have access to expert assistance at handling the event (not just the claim) right from the outset. That's thanks to the Breach Coach Helpline, which offers up to 30 minutes of immediate initial support, followed by a prompt triaged response from Travelers and Pinsent Masons, our Breach Coach partner.

Pinsent Masons will coach the insured through all stages of a cyber breach, including assessing the legal responsibilities of the situation and recommending a correct course of action. They will also ensure the retention of all necessary response providers, such as computer forensics experts to assess and, if necessary, mitigate computer breaches, and public relation firms to manage crisis communications.

Our claim professionals can also call on global resources, including IT experts and technicians with the background and experience to investigate any loss scenario.

In addition, as a global top 5 cyber insurer, Travelers can call on a vast repository of technical information gathered during thousands of claim investigations. It also means that our claims professionals are able to provide the necessary guidance, assistance and reassurance for insureds as required.

The result is a seamless process – and one in which, at all stages, you and the insured will be kept informed as the situation is being resolved.











Our CyberRisk product

Who we work with

STEP 3

Quote & bind

STEP 4

Claim scenarios

**About Travelers** 

Contact

The role of the Breach Coach

TRAVELERS

# A straightforward six-step process

STEP 1

Insured discovers a

suspected cyber event.

**Discovery** 

**Alert** 

STEP 2

Insured contacts the Pinsent Masons Breach Coach Helpline, which is available 24/7/365 on 0800 587 8388.

**Q** Assessment

A triaged call between a claim professional on the Travelers Cyber Team, the Breach Coach and the insured to determine next steps and priorities.

Travelers will establish a dedicated team from a network of industry-leading vendors in order to respond quickly and effectively to the cyber event.

ក្តីក្តីក្តី Engagement

#### As well as the Breach Coach, these can include:

- Forensic investigators
- Public relations firm
- Notification vendor
- Call centre vendor
- Credit monitoring service

STEP 5

Communication

Both the insured and their broker will be kept informed throughout the process with direct and regular contact with the claim professional during business hours.

Thanks to our experience and the experts we call on, Travelers ensures that the event is resolved as quickly and smoothly as possible, allowing the insured's organisation to get back to normal.

**Resolution** 

STEP 6







TRAVELERS

Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

CyberRisk quote

MyTravelers

# Quote & bind a policy

# For up to £1m of cover in upder 2 minutes

CyberRisk is available at MyTravelers, our quick and easy to use specialist e-trading platform.







TRAVELERS

Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

CyberRisk quote

MyTravelers

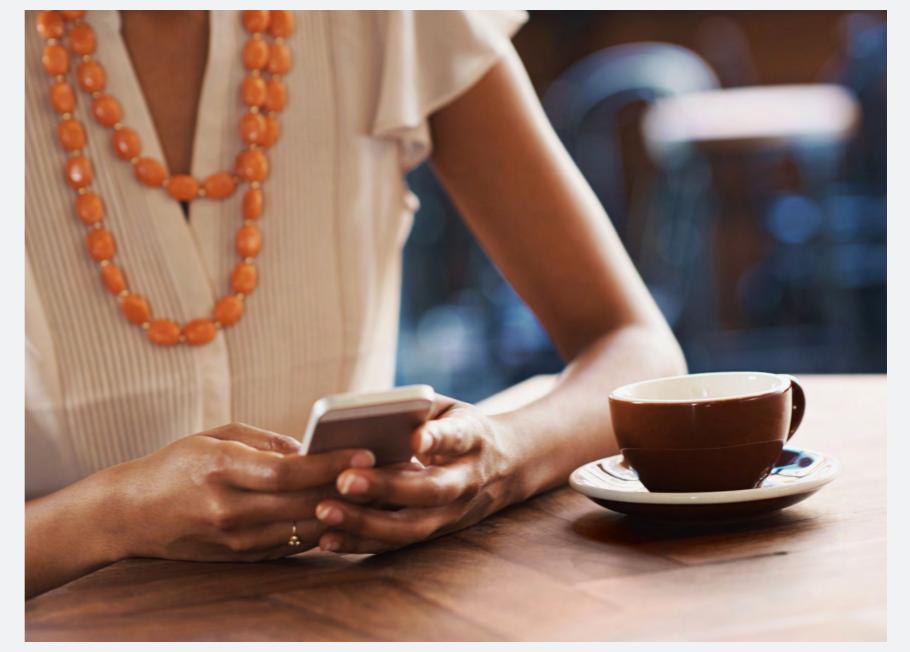
# How to obtain a CyberRisk quote

The best route for obtaining a quote is via MyTravelers, our specialist e-trading platform. This is the easiest and quickest way, with the ability to generate **a quote for up to £1m of cover and bind it in under two minutes.** That's great news for brokers and customers alike. There is also a wealth of other information and benefits available on MyTravelers.

# MyTravelers – your e-trading platform for a range of useful and secure applications.

As well as online quotes and claims statistics, you can find industry-specific Risk Control information as part of our comprehensive On-site, Online and On-demand suite of bespoke Risk Management services. It's also the place where we will send you details of new products and services whenever they become available.

In the next section, you can find a quick guide on how to quote and bind a CyberRisk policy in under two minutes.









CyberRisk quote

MyTravelers

# MyTravelers: our e-trading platform

#### MyTravelers set up and login

Get set up on MyTravelers in four simple steps.

- 1. Enter your account details plus your postcode, broker agency code and email.
- 2. Add your personal details, including title, first name and last name, with the option of including your telephone number or mobile.
- 3. Enter your business address.
- 4. The final step to set up your MyTravelers account is the security section.

You will need to confirm whether you are an existing user, plus enter your email address and password, as well as your security question and answer.

To refresh your MyTravelers login, click here:

#### www.mytravelers.travelers.co.uk/wps/portal/trv/login/forgotten

If you are already registered for MyTravelers, you can access the platform by clicking on the '**Login**' link found at the top righthand side of Travelers.co.uk

#### Bespoke quotes in under two minutes

We've cut the need for referrals down to an absolute minimum and created a streamlined four-step process. This allows you to generate quotes of up to £1m cover in under two minutes and bind your client's coverage in just one click.

#### 1. Insured search

The process begins when you either input the insured's company details or search for them by company registration number.

Once the company is identified, the system will automatically populate the details.

#### 2. Insured details

Next, you'll find your details and the insured's details for you to validate. You can check the insured's business activity, turnover, year of incorporation and company structure to ensure these are accurate.

#### 3. Tailor cover

Now you can choose the cover you want. You can also select the limits and length of policy term. In addition, you'll be prompted to check a number of material facts about the insured company, including claims history.

Finally, you state when you want cover to begin.

#### 4. Receive quote

The fourth step will provide your quote and the date to which it is valid. There is confirmation of the insured with summaries of each of the covers. Any of these can be removed and the commission adjusted, as required.

There is also a link to the quote schedule and policy wording which can be emailed or copied into another document or system in plain text.

While quoting for CyberRisk you can also consider adding a Management Liability policy, which includes Crime, Directors and Officers, Employment Practices Liability and Pension Trustee Liability. There are buttons during the user journey that let you do this easily.

Finally, check the last summary before confirming and binding the policy.

#### **Bind**

Once the policy is bound, you'll find a quote reference number along with the Insured's policy reference. The policy schedule and wording are automatically emailed to you, but you'll also be able to download these from MyTravelers as necessary.











CyberRisk quote

MyTravelers

# MyTravelers: our e-trading platform

#### The little extras

Our new streamlined quote & bind journey offers a flexible, intuitive experience with all the support and extras you need to keep track of everything.

It allows you to:

- Generate multiple bespoke quotes in a few clicks
- Save as you go and amend information at any time
- Exit the system whenever you like and get straight back to where you left off
- Choose from multiple limit options
- Tailor the end date to align with your other policies
- Adjust your commission settings
- Copy and paste quotes directly from the system to other documents
- Create multiple quote options and bind only the parts you need
- Access the Live Chat function throughout your journey, giving instant access to underwriters

And remember, the whole quote & bind process for cyber cover of up to £1m can take under two minutes.

#### How to use it

The first time you log in, you'll be able to take an interactive tour through the new system which highlights its new features.

#### How we will support you

We know how referrals can delay and hinder getting quotes, so we've invested a lot of effort in designing a system that is flexible enough for your more complex or non-standard risks. As a result, referrals have been cut down to an absolute minimum.

We have also added convenient new features to make sure you can get our support at any point while using the system.

#### Live chat

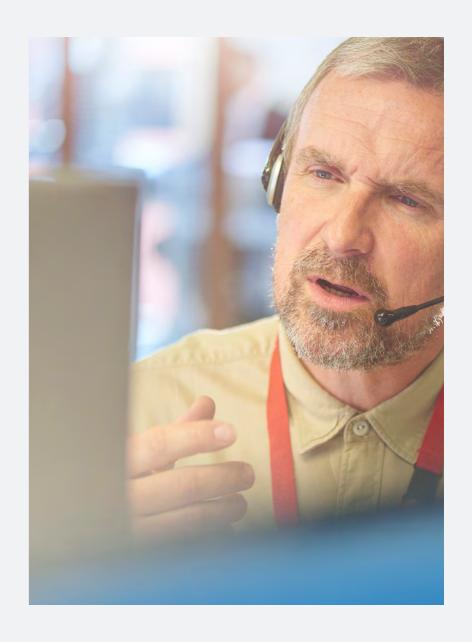
We've developed a Live Chat feature which you can use as much as you want during your quoting journey. It allows you to chat directly to a member of the Cyber Team between 9am and 5pm.

#### 48 hr referral resolution

Should you be referred, a member of the Cyber Team will get back to you within 48 hours to resolve the issue. If the matter is urgent, however, please give us a call on 020 3207 6185 and we will work with you to resolve the issue.



Read more...











TRAVELERS

Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

CyberRisk quote

MyTravelers

# MyTravelers: our e-trading platform

By registering on MyTravelers, you will access this set of 'open applications' (visible to all), viewable once you log in.

#### **Account Management**

View and update your details or change your password. If the user is an administrator, they can also use the Account Management section to add or remove users.

#### **Claims Reports**

This is a reporting tool for all claims linked to the broker agency code of the account. It provides a list of options for users to build and customise the Microsoft Excel report themselves. It can then be partly or completely downloaded as required.

#### **Risk Control**

Within this section of MyTravelers, our Risk Control team provides peace of mind for customers by helping them understand the various risk exposures. Information and resources here include sector guides, technical bulletins, useful checklists, factsheets, sample forms and webinars.

Our industry experience and knowledge allow us to provide guidance and best practice controls, making businesses more resilient to loss and disruption. We also provide innovative Risk Control On-Demand consultancy advice by remotely using screen share technology to share videos and images.

#### Sales & Marketing

This holds materials, guides and instructions specifically for brokers, to help you grow your business.

#### **Closed Applications**

There is also a range of 'closed applications', accessible if they are relevant to your business. They include:

#### The Quotes Platform

This is a dashboard of all the new business quotes, existing policies and renewals linked to the account. In the online quotes section, you will be able to digitally generate quotes and bind policies across a range of products, including CyberRisk and Crime as part of our Management Liability Package.











Overview Our CyberRisk product Who we work with Quote & bind Claim scenarios About Travelers Contact

Business Interruption & Cyber Extortion | IT Provider Outage & Supplier Outage | Crypto-Jacking & Telephone Hacking

# Coverage where it matters

Typical cover scenarios

Our CyberRisk solution has been proven effective across different sectors, organisations and businesses.









Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

**Business Interruption & Cyber Extortion** 

IT Provider Outage & Supplier Outage

Crypto-Jacking & Telephone Hacking



# **Business Interruption**

A regional trucking and logistics company was reliant on complicated algorithms to plan how and when to route customer shipments to ensure that all pickups and deliveries were made by the promised date. On a particularly busy weekend, the company's system was infiltrated by malware, preventing the company's employees from accessing the system. The result was that the company's employees could not view which shipments needed to be picked up and which trucks needed to be loaded with which cargo.

The company contacted a Breach Coach and worked with a computer forensics provider to solve the issue. During the next day and a half, the customer shipment orders that were not picked up were cancelled because the customers called a different company that wasn't suffering technical difficulties.

The trucking and logistics company eventually solved the problem but had to pay the forensics consultants £8,600 in fees and lost £264,000 in net income due to the cancelled shipments.

#### Relevant Travelers CyberRisk cover:

- Privacy Breach Notification
- Business Interruption



# Cyber Extortion & Business Interruption

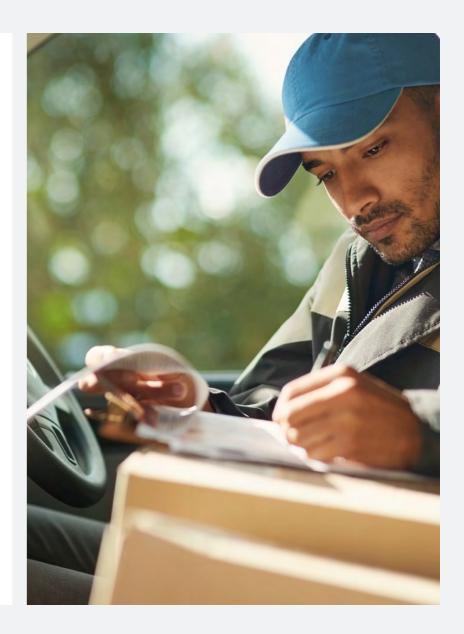
A craft brewing company used a variety of electronic controls to monitor several stages of the brewing process, all operated from the company's central computer system. An employee went to a website that contained malware embedded within an advertisement on the page, which entered the company's computer system, spreading the malware.

On a sweltering July day, the malware locked the company's computer system, demanding the payment of £100,000 worth of Bitcoin to obtain a key to unlock the malware. Unable to access the system, a module controlling the temperature on the fermenter tanks malfunctioned.

A Breach Coach was contacted and negotiated the payment of Bitcoin down to £5,000. In addition, a computer forensics provider was able to restore access to the computer and ensure the system was clear of the malware. However, it took three days to fix the temperature control module and only then was the brewery able to get back to production. Because the brewery was unable to brew during this time, it lost £35,000 in net income from lost sales.

#### Relevant Travelers CyberRisk cover:

- Privacy Breach Notification
- Cyber Extortion
- Business Interruption











Overview Our CyberRisk product Who we work with Claim scenarios Quote & bind

**About Travelers** 

Contact

Business Interruption & Cyber Extortion

IT Provider Outage & Supplier Outage

Crypto-Jacking & Telephone Hacking



# IT Provider Outage

A sporting goods retailer contracted with a web company to provide the online platform for the retailer's web-based store. The web company was the target of a malicious cyber-hack, and the services it provided were interrupted for a period of 20 hours. During those 20 hours, the retailer was unable to process any online transactions, and suffers a net income loss of £25,000.

#### Relevant Travelers CyberRisk cover:

- Unspecified Suppliers - IT Provider



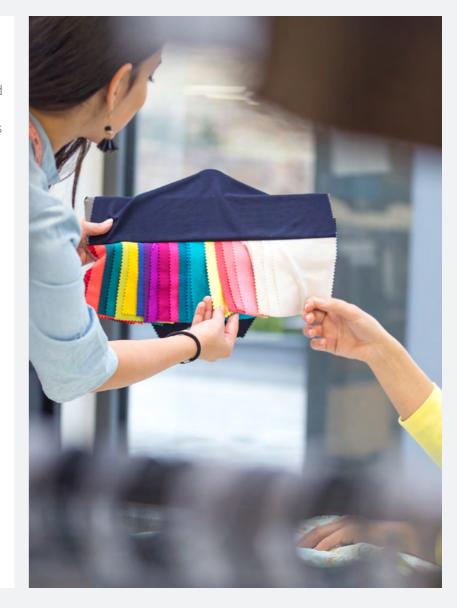
# Supplier Outage

A boutique clothing manufacturer relied on a particular type of high-end fabric in the process of manufacturing its items. It contracted with the same supplier for this fabric for over 10 years. One day an employee of that supplier went to a website that infected the supplier's computer with ransomware. The ransomware locked the computer, demanding payment of ransom.

The supplier worked with a computer forensics company to restore its system from a backup, but this process took several hours, knocking the supplier's fabric manufacturing and shipment system off for days. The boutique clothing manufacturer was thus without a vital component of its own product for three days and had to contract with a higher-priced competitor for another five days, before the shipment from the previous supplier finally arrived. As a result, the clothing manufacturer suffered a net income loss of £10,000.

#### Relevant Travelers CyberRisk cover:

- Unspecified Suppliers - Outsource Provider











Our CyberRisk product

Who we work with

Quote & bind

Claim scenarios

**About Travelers** 

Contact

Business Interruption & Cyber Extortion

IT Provider Outage & Supplier Outage

Crypto-Jacking & Telephone Hacking



# Crypto-Jacking

An employee at a firm of solicitors opened an email attachment that installed a form of malware that allowed a fraudster to use the firm's computer system to mine virtual currency ("crypto-jacking"). The malware ran the firm's computer system near full capacity for an extended period of time, causing one of the servers to overheat, damaging the motherboard.

The firm had to replace the motherboard in the server at a cost of £6,000. In addition, the firm's routers did not immediately work with the upgraded hardware, requiring the firm to hire an IT specialist at a cost of £2,500 to reconfigure the systems to work together. On top of that, the firm was unable to perform online legal research while its systems were down, causing a net income loss of £35,000.

#### Relevant Travelers CyberRisk cover:

- Damage to Computer Systems
- Incompatibility of Computer Systems
- Business Interruption

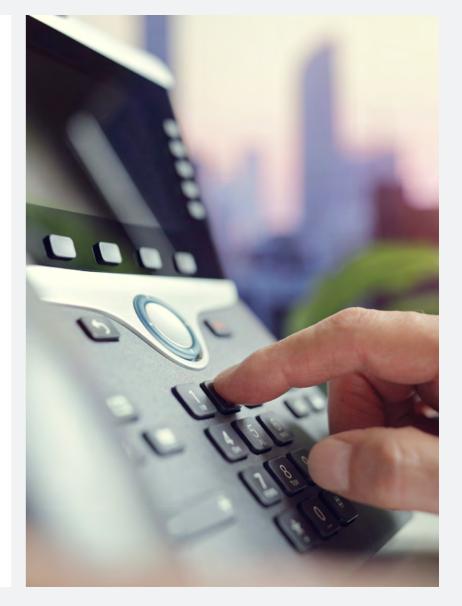


# Telephone Hacking

On a Friday evening, hackers broke into the phone network of a carpet manufacturing company and, over the weekend, routed £18,000 worth of calls from the manufacturing company to premium-rate telephone numbers in foreign countries. The phone carrier demanded payment for the phone calls from the carpet manufacturing company, although based on the company's typical phone bill, it would have taken a number of years for the carpet manufacturing company to run up those charges legitimately.

#### Relevant Travelers CyberRisk cover:

- Telecommunications Fraud

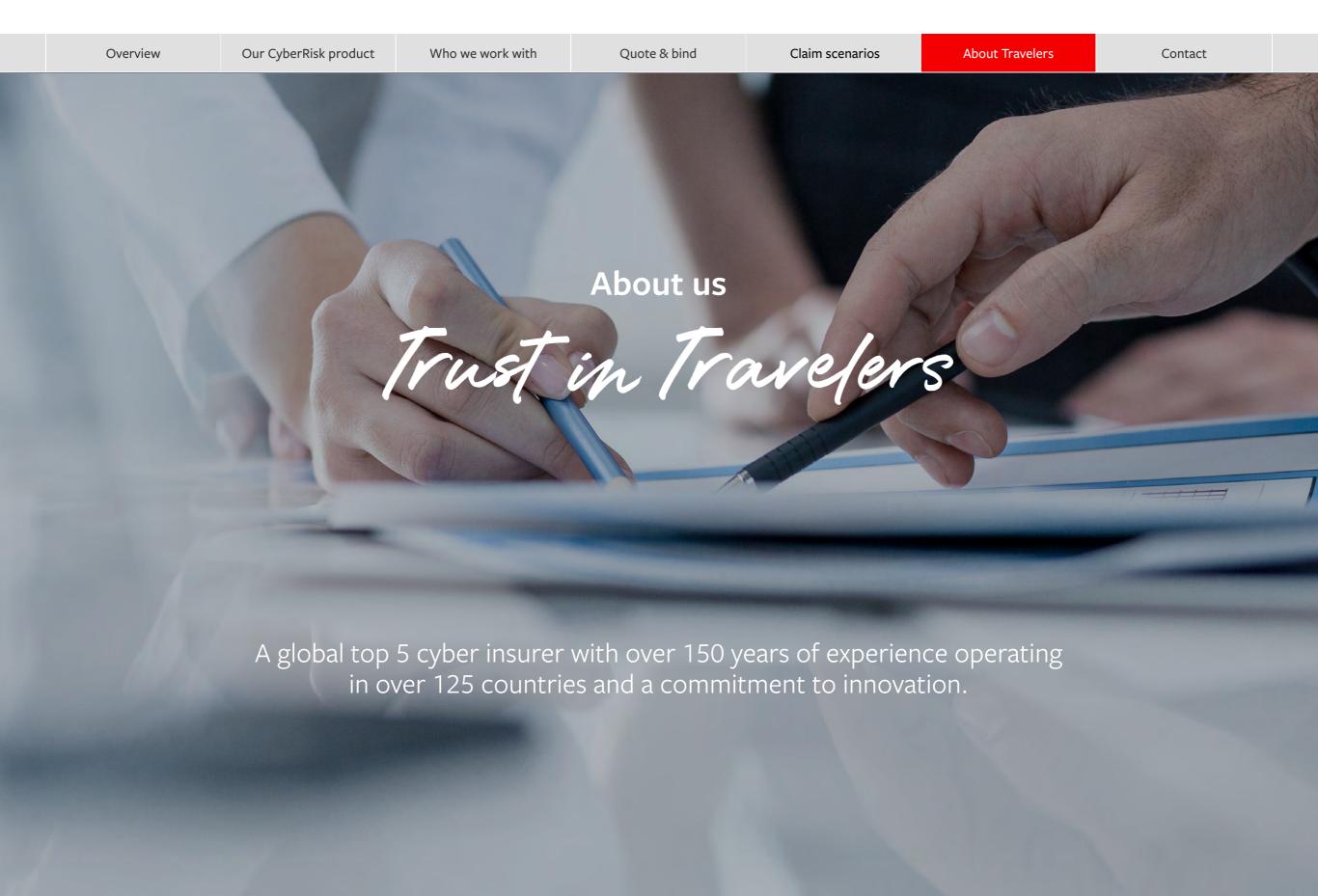


















### Market leading insurance expertise – across specialties, sectors and countries

Travelers Insurance Company Limited provides a broad range of property, liability and professional indemnity insurance and risk solutions for the private, public and institutional sectors. We are particularly known for our claims expertise, our expert underwriting, and our fast, fair and effective approach to claims handling.

We also offer extensive risk management expertise: Online, via MyTravelers; On-site, via visits to client premises; On-demand, via real-time online consulting; and via Travelers Risk Academy, via regular free guidance and training courses.

In the UK and Ireland, our customers range from SMEs to large commercial and public service organisations. We also provide tailored insurance solutions to meet the needs of specialised businesses through our Lloyd's Syndicate.

As well as CyberRisk, Travelers can provide cover under the Management Liability Package for Crime, Directors and Officers, Employment Practices Liability and Pension Trustee Liability.

Other cover available includes:

- Combined Package
- Property & Business Interruption
- Property Owners
- Liability
- Motor Fleet
- Professional Indemnity
- Personal Accident
- Kidnap & Ransom

The company is part of The Travelers Companies, Inc. group – the third largest commercial property casualty insurer in the US. Our financial strength is also reflected in our Standard & Poor's AA rating.

As well as being a global top five insurer for cyber insurance, the group's success in the wider insurance industry reflects more than 150 years of experience and an ongoing commitment to lead positive change.



#### AA rated

Standard & Poor's has given Travelers an AA rating, a testament to our financial strength to pay out large claims. Travelers is also one of only 30 select companies that comprise the Dow Jones Industrial Average.



#### Experienced

Through strategic alliances with leading insurers in over 125 countries, we protect the global operations of our insureds. With underwriters in 6 UK offices, we offer the assurance of local-market compliance matched with UK-based claims handling and risk management support.



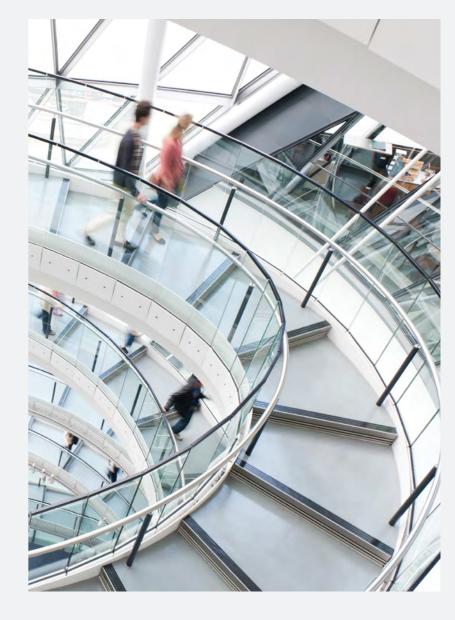
#### Top 5 cyber insurer

Travelers is one of the world's top five cyber insurers and offers market-leading expertise across numerous specialties, sectors and countries.



#### Winning partnership

For Breach Coach services, we partner with Pinsent Masons, who have in-depth expertise and over 10 years' experience across hundreds of breaches..









### Contacts



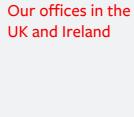
Davis Kessler
Head of Cyber Underwriting
T: +44 (0) 203 207 6571
M: +44 (0) 7425 623831
E: dkessler@travelers.com



Lisa Farr Cyber Underwriter T: +44 (0) 203 207 6567 M: +44 (0) 7918 086698 E: Ifarr@travelers.com



Susannah Nelson
Senior Associate Underwriter
T: +44 (0) 203 207 6590
M: +44 (0) 7775 821751
E: snelson8@travelers.com







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