



Insurance Insider (Re)Connect 2021

The industry's premier
virtual gathering

06 - 09 September 2021

**Reserve your
place now!**

Welcome

Dear colleague,

It's my pleasure to welcome you to Insider (Re)Connect 2021, in partnership with Lloyd's.

Insider (Re)Connect 2021 is the premier virtual meeting place to interact with key decision-makers and leaders from across the global (re)insurance ecosystem. Held virtually over four days from 6-9 September, this year's event will unite the global (re)insurance industry to meet and interact to kickstart the crucial 1.1 renewals season.

The interactive agenda will allow participants to hear thought-provoking debates and discussions on how the last 18 months – dominated by Covid-19- has impacted the (re)insurance industry, and how carriers and brokers can navigate the complex landscape ahead for the good of both their clients and their businesses.

The virtual event will also showcase an unparalleled line-up of high-profile speakers who will place collective expertise behind solving the most prominent challenges brought about by the crisis. Discussions will examine how the industry is best placed to absorb the forces which have caused major changes and build resilience for the road ahead and it will enable you to gain insight across the complex environment in 2021 and beyond as well as providing you with the opportunity to exchange ideas and solutions with your peers.

In addition to fireside chats and interactive panel discussions, participants will have the opportunity to discuss the key themes and topics of the event through one-to-one and group meetings which can be scheduled up to four weeks in advance of the event, as well as informal networking and social activities allowing you to spend quality time with your peers.

Last but certainly not least, I would like to extend a huge thank you to our sponsors for extending their support to make this event possible, and to our speakers for lending their time and expertise. From the wider Insurance Insider team and I, we very much look forward to welcoming you to Insider (Re)Connect 2021.

I look forward to seeing you online,



Laura Brooke
Senior Product Developer
Insurance Insider

Welcome from Lloyd's

It is fantastic to see that in place of the traditional Monte Carlo rendezvous, we are once again able to convene our global (re)insurance community to meet and interact virtually.

As a key renewal period, September is a crucial time for us all, and we have come a long way since we last gathered together. Over the past year, we have seen the continuation of positive rate acceleration, coupled with significant improvement made on Lloyd's underlying performance. We have entered one of those rare periods of very favourable trading conditions and so we have to make the best of the opportunities in front of us; encouraging profitable, sustainable growth as we build back braver following the pandemic.

COVID-19 has indeed brought new, complex challenges for our people, our market and our customers. The Lloyd's market has played an important role in supporting customers through the pandemic – and we have learned a lot. We remain committed to reducing the complexity of our products and enhancing the clarity of our coverage, as well as paying all valid claims as quickly as possible.

We must continue to develop the products and services that our customers want and need, and we are eager to hear from others about their own learnings too. This event provides an opportunity for us to do just that: collaborating on critical issues and finding innovative solutions together. By bringing our diverse perspectives to this complex and fast-changing landscape, we can provide protection and increased resilience to the risks that our customers face, both now and in the future.

Lloyd's is proud to support (Re)Connect 2021. I am looking forward to constructive and insightful conversations, and to hearing from the breadth of market experts in this year's line-up of speakers. On that note, I'm delighted to welcome Lloyd's new Chief of Markets, Patrick Tiernan and I look forward to hearing his perspective as well.

I hope you all have a fantastic week at Insider Reconnect 2021 and I look forward to meeting with many of you virtually.



John Neal
CEO
Lloyd's

Providing virtual value

Interactive and convenient

Insider (Re)Connect is the premier virtual meeting place to interact with key decision makers and leaders from across the reinsurance ecosystem.

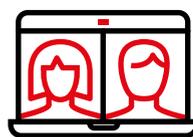
- Facilitates doing business at a time when getting business done is highly challenging
- Allows the exchange of ideas and the opportunity to hear from industry leaders
- Informal networking allows delegates to 'bump into' those that they don't have prearranged meetings with and allows them to build new contacts
- Makes it easier for collaboration between companies
- Stops narrowing of horizons for renewal discussions – beneficial to the industry and clients of the industry



Four days of live discussion and Q&A with leaders from across the wealth ecosystem



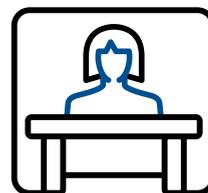
Networking and social activities to spend quality time with your peers



One-to-one messaging and meeting schedule with all conference attendees



Video-chat panels connecting you with peers, partners and clients on the issues that matter most



Virtual exhibition with product demos, expert podcasts, live chat and interactive booths and meeting spaces

(Re)Connect 2020 at a glance

Industry breakdown

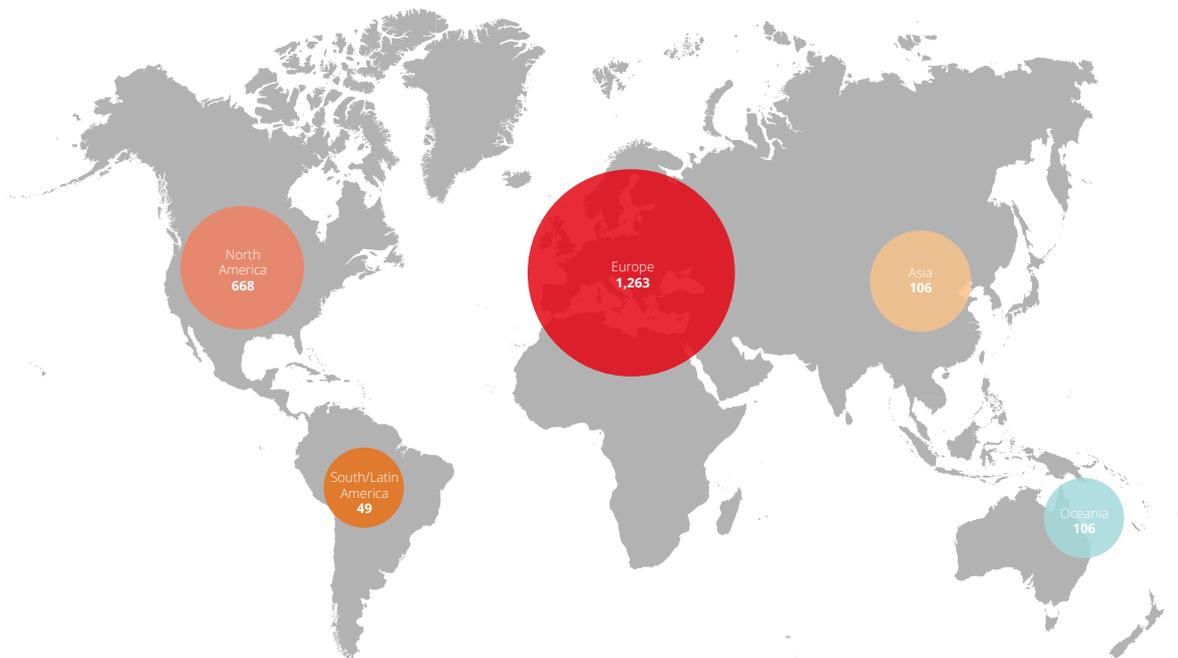
Delegates by seniority



Delegates by country

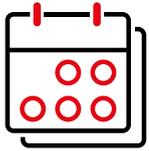


Delegates by geography



(Re)Connect 2020 at a glance

Key statistics



Over **5**
Days



6
Panels



4
Executive
Roundtables



19
Fireside chats



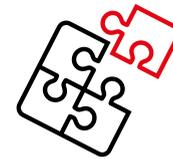
100+
Senior Speakers



2,857
Registered delegates



1,635
Logged into the
platform during
the week



1350
Companies in
attendance



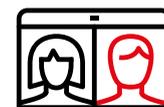
59,131
Minutes of live
viewing



30,914
Minutes of
on-demand
content watched



682
Conversations



94
One-to-one
meetings confirmed

(Re)Connect 2021

Key topics at a glance

Casualty and Covid-19

Since Covid-19 dominated the headlines from March 2020, the effect of rising jury awards and social inflation on the (re)insurance industry's loss ratio has been somewhat sidelined.

However, the forces which have caused major reserve charges at several (re)insurers are still at play and have the potential to influence industry dynamics for years to come.

At this year's Reconnect we will examine how the impact of social inflation will collide with the long-tail liabilities generated by Covid-19, and discuss how well the industry is placed to absorb it.

BI – the billion-dollar question

Insurers are starting to get more clarity on their underlying business interruption losses following judicial decisions and as claims payments begin to flow. This means that negotiations with reinsurers over how their own cover may respond to the pandemic are set to get serious, after initially being put on the backburner.

More broadly speaking, the experience has drawn fresh attention to the importance of contract clarity and preparing for worst-case scenarios.

Cyber recalibration

This year has seen a major repricing effort from the primary cyber market as it seeks to regain control over swelling loss ratios as a result of surging ransomware attacks.

Cyber reinsurers are watching with interest. Are the repricing efforts enough to make cyber a profitable line of business once more? Are we looking at a multi-year correction in rates?

Meanwhile, the challenge of managing aggregations and encouraging more capacity to the cyber reinsurance space remains. What is next for this niche class of business?

ILS rebuild

After a challenging few years, the ILS market is seeking to capitalise on the rating momentum of 2020 and surging demand for alternative investments by returning to growth.

But the pace of the rebuild is uneven, as winners and losers have emerged in the past few years, and investor demand is increasingly looking for a new spin on their ILS portfolio – whether that be getting closer to primary markets, expanding beyond cat or asking for more ESG disclosures.

For cedants, the demand for liquidity has created an opportunity on the cat bond market, but these forces will undoubtedly also reshape the future direction of interactions with the alternative segment in other ways.

ESG progress

Announcements of new ESG initiatives and commitments from (re)insurers are popping up on a regular basis. But adapting ESG considerations to an underwriting risk framework from the investment asset owner perspective brings its own set of challenges.

Where will the industry need to collaborate to achieve change and where can its efforts be most fruitful?

Rating outlook

This may be the first broad-based reinsurance market upturn in decades, but the Covid correction is still leaving some lukewarm.

Many (re)insurers are focussing their growth in the primary market, and few are describing this as a hard reinsurance market.

So, is the cycle still broken, or is this a more stable, moderate correction that will persist?

Year One: Class of 2020 impact

The influx of capital to the (re)insurance market spawned a number of new start-ups and brought new competitive forces to the industry.

But how have the experiences of this new clutch of carriers changed the way the industry thinks about its funding options, and are there lessons to be learned from those start-ups which didn't quite make it over the line?

We will also discuss what future consolidation and deconsolidation the industry is expecting, as well as how initiatives such as follow-only vehicles at Lloyd's could change the landscape for both competitors and investors.

Post-pandemic recovery?

Some observers are of the opinion that we are in for another "roaring 20s", while the more bearish among us believe a stop-start recovery is on the cards. With this in mind, how can the (re)insurance industry position itself post-pandemic?

At this year's Reconnect, we will discuss the challenges and opportunities facing the market post-Covid – from navigating a challenging investment landscape to capitalising on sector-specific opportunities arising from an economic bounce back.

And after a year where the industry took a reputational hit from BI disputes, the question of how (re)insurers stay relevant to their clients and meet their needs is more important than ever.

Pandemic risk

The industry has been clear that it cannot bear the global systemic risk of a Covid type pandemic and several insurers have already outlined ideas for public-private schemes.

How should reinsurers be positioning their role and seeking to collaborate on these initiatives?

Moreover, how are their interactions with cedants being reshaped?

(Re)Connect 2021

Speakers at a glance



Rod Fox
CEO
TigerRisk



Stefan Golling
Member of the Board
Munich Re



Peter Hearn
CEO
Guy Carpenter



Jean-Jacques Henchoz
CEO
Hannover Re



John Neal
CEO
Lloyd's



Moses Ojeisekhoba
CEO, Reinsurance
Swiss Re



Laurent Rousseau
Deputy CEO, SCOR
Global P&C
SCOR



Patrick Tiernan
Chief of Markets
Lloyd's

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Sponsorship opportunities

Sponsorship pricing

	Platinum £40,000	Gold £27,500	Silver £15,000	Bronze £10,000	Exhibitor £5,000	Virtual Experiences sponsor £15,000	Social Media sponsor £9,500	Virtual Roundtable £17,500
Pre event								
Logo branding to be included in all marketing activity for the event; emails, social media and advertising	✓	✓	✓	✓		✓	✓	✓
Logo and profile to appear on the event website	✓	✓	✓	✓	✓	✓	✓	✓
Sponsor to be announced on the Insurance Insider social channels	✓	✓	✓	✓	✓	✓	✓	✓
Regular updates on event Pre registrations	✓	✓	✓	✓	✓	✓	✓	✓
On the day								
Verbal recognition in the event welcome speech	✓	✓	✓	✓	✓	✓	✓	✓
In Event Announcement - your message promoted to all delegates driving traffic to meeting area, speaker or content	✓	✓				✓		
Banner on virtual event platform homepage	✓							
Logo on holding slide of non-sponsored sessions	✓	✓	✓	✓	✓	✓	✓	✓
Full access virtual registrations	10	8	6	4	3	7	5	9
Virtual Guest passes for clients	5	4	3			3	2	1
Virtual booth/landing page on the event platform	✓	✓	✓	✓	✓	✓	✓	✓

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On the day								
Full branded background for your virtual booth/landing page	✓							
Video to be hosted within your virtual	✓	✓						
Advert on your virtual booth/landing page	✓	✓	✓			✓	✓	✓
Downloadable content within your virtual booth/landing page	✓	✓	✓	✓	✓	✓	✓	✓
Ability to message and host meetings with other virtual attendees	✓	✓	✓	✓	✓	✓	✓	✓
Video Interview to be hosted within the On-demand area of the agenda	✓							
Speaker OR moderator position for a C-suite representative on a relevant keynote	✓	✓						
Option to provide collateral for the event resource centre	2	1	1	1	1	1	1	1
Post event								
Full report detailing the contact information of the attendees that interacted with your booth, downloaded content or watched your session	✓	✓	✓	✓	✓	✓	✓	✓

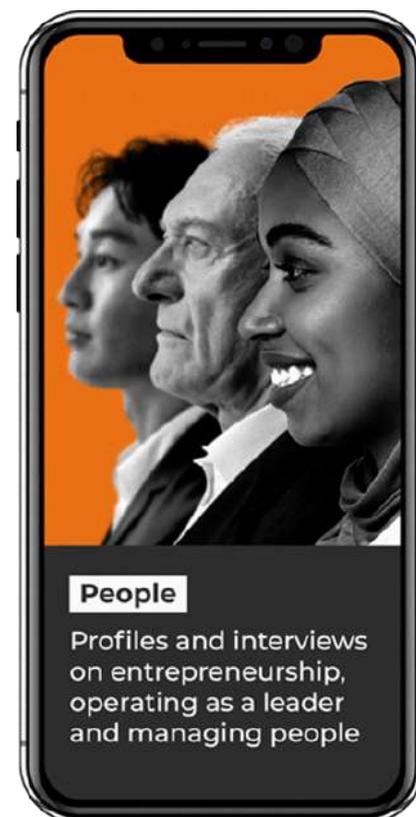
Content marketing opportunities

To coincide with (re)connect Insider Engage are launching a new digital hub for any of your clients to maximise thought leadership exposure. Branded interviews, content promotion and much more, the hub will incorporate all of our editorial journalism, traditionally fed into the Dailies, in front of an audience gaining over 140,000 page views per month.

We have designed the pricing model to be as cost-effective for our clients as possible, and it is designed to be low stress, maximum impact for our marketers and of course we can flexibly tailor a package to suit your requirements.

The below are just some deliverables you can expect to receive, all packages are in between £8-12K

- ✓ Video Interviews – A 10-15 minute pre-recorded interview, focusing on an editorially/research-driven topic hosted on Engage for content syndication
- ✓ On-demand interviews to be marketed through editorial news stories which promotes your brand's leadership vision on chosen area
- ✓ An opportunity to engage the audiences through interactive media, polls, questionnaires etc.
- ✓ Continuous joint branded online marketing campaign to ensure the right clients register for the event – branded distribution, professionally created by Insider client solutions team and promoted to our audience of over 59,000 global subscribers, across web, newsletter and content marketing advertising methods
- ✓ Consultations with Editorial Director and MS team on content strategy
- ✓ Content/thought leadership distributed to 22,000 Insider global newsletter subscribers
- ✓ Content - Unlimited uploads over 12 months; whitepapers, blog posts, thought leadership articles, announcements, product info
- ✓ Exclusively own branded section where applicable
- ✓ Reporting when requested, page views, content engagement, author stats – lead capture where applicable



Contact us

Speaking Opportunities

Laura Brooke

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Sponsorship Opportunities

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Head of Event Sales

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Claudia Franks

Head of Events Marketing, NextGen

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Operations Support

Rebecca Bewley

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Testimonials

“Outstanding interview and event coordination. Exceptional line-up of speakers. Online facility by far the best. Time very well spent. Many thanks”

“Insider (Re)Connect plays a vital and unique role in keeping us up to date with the key developments in our industry”

“Insurance Insider (Re) Connect was a fantastic event. I really enjoyed listening to the great line up of fireside chats, panel discussion and networking”

“Exposure to world class individuals in the wonderful world of insurance”