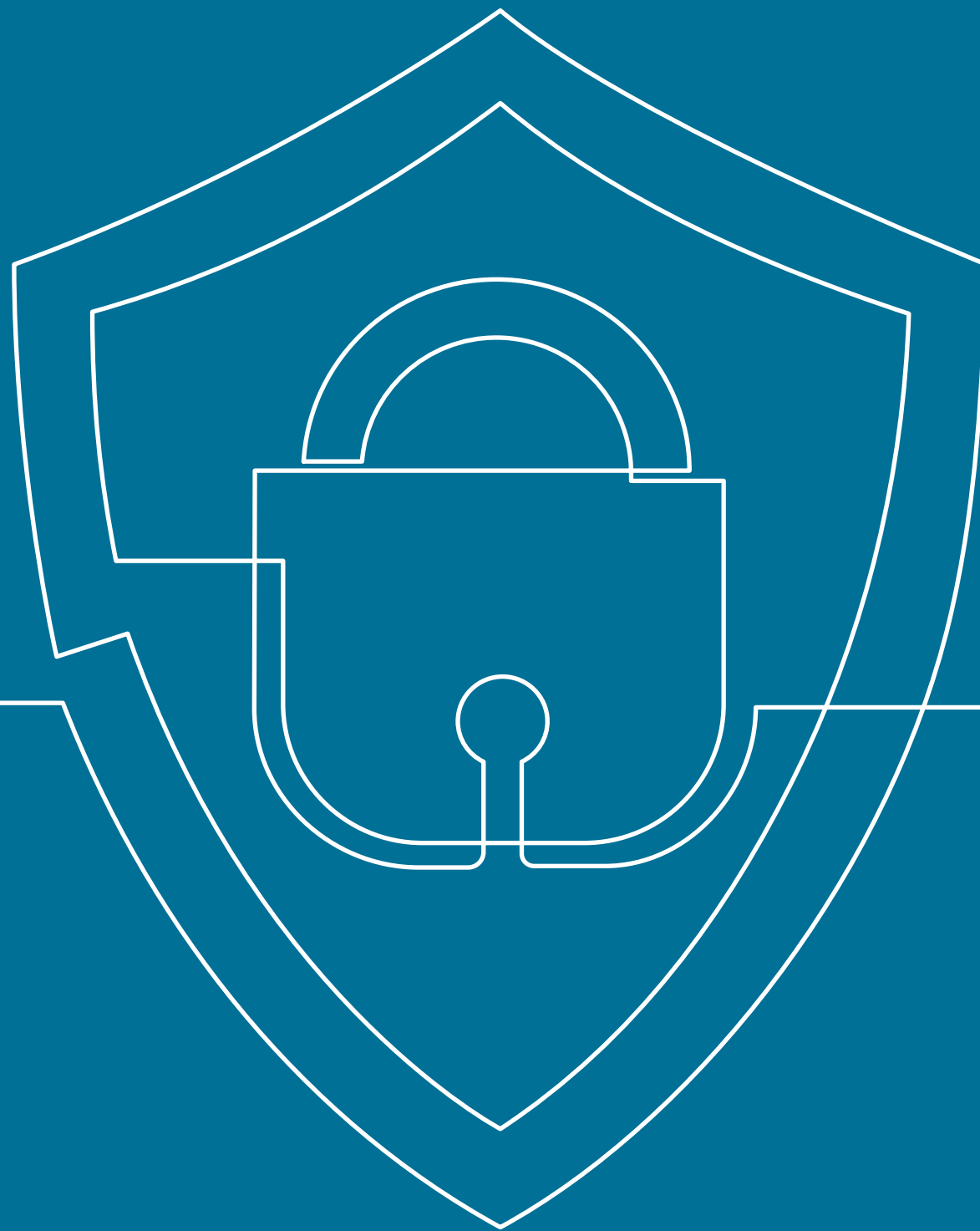


WHY YOU SHOULD CHOOSE PEN UNDERWRITING TO PROTECT YOUR CLIENTS' AGAINST CYBER RISK



penunderwriting.co.uk

Pen
underwriting

COMPREHENSIVE CYBER COVER GIVES YOU THE EDGE

Are you tired of constantly hearing about the risk of cyber attacks without being offered an easy and cost-effective insurance solution? At Pen, we would rather help than scare.

Our cyber insurance solutions make it easier for you to solve your clients' cyber worries:

- we've got a great team of people,
- a simple, fast purchase process,
- one of the market-leading cyber coverages,
- meaningful cyber support, risk resilience tools, and breach response.



THE PEN UNDERWRITING CYBER TEAM

Pen Underwriting's team of experienced and accessible cyber underwriters is led by Ian Summerfield, our Head of Cyber.

Ian is supported by the expertise of Fiona Maclean, head of corporate cyber, and Jonathan Moss, our head of e-trade cyber, as part of our 11-strong cyber underwriting team. Our underwriters support both online trading, via [Pen Central](#) or Acturis, and traditional brokers submissions.

We're hungry for business. We'll show you that we're keen to develop partnerships, respond quickly, and work together to grow.

Don't just take our word for it; we have a 4.8 Feefo score from almost 800 reviews.¹

[Click here for list of Pen cyber underwriters.](#)



Ian Summerfield
Head of Cyber



Fiona Maclean
Head of Corporate Cyber



Jonathan Moss
Head of E-Trade Cyber



BUYING CYBER INSURANCE FROM PEN IS SIMPLE

Unlike most insurers, you can get an instant quote from Pen's e-trading service [Pen Central](#) or Acturis, by answering a few simple questions in [under three minutes](#).

A fast, simple process doesn't mean we only write small risks. We've got a very broad cyber appetite and can write primary limits from £100,000 to £5 million for companies with revenues up to £600 million.

And the simplicity of the process doesn't mean our cover is limited. On the contrary, we offer one of the broadest wordings on the market, backed by A-rated capacity² and supported by specialist breach response and award-winning³ cyber risk resilience tools — keep reading for more details.

Please note that Pen Underwriting can write risks with revenues over £600 million. To discuss Pen's appetite for cyber risks over £600 million revenue, please contact Fiona Maclean, fiona_maclean@penunderwriting.com or 07938 738 528.

Where we are winning with cyber	We can consider	Risks that are outside our appetite
<ul style="list-style-type: none"> ▪ Architects/engineers ▪ Construction ▪ Charities ▪ Hotels/hospitality ▪ Logistics/freight ▪ Professional services ▪ Property owners/estate agents ▪ Retail ▪ Wholesalers 	<ul style="list-style-type: none"> ▪ Education ▪ Public sector/government ▪ Financial institutions ▪ Healthcare ▪ Manufacturing ▪ Technology companies 	<ul style="list-style-type: none"> ▪ Adult content ▪ Social media ▪ Payment processors ▪ Business process outsourcing ▪ Direct marketing/mail operators ▪ Debt collecting ▪ Interactive healthcare websites ▪ Telecoms ▪ Airlines ▪ Franchisees/franchisors

If you have risks that are not on these lists, give our team a call. These are not exhaustive, and we may be able to help you and your clients. Contact the team at uk.cyber@penunderwriting.com.

COMPREHENSIVE CYBER COVERAGE

We've been underwriting cyber insurance for nearly 10 years, both in the UK and the US. We've used our experience to create a broad cover that delivers appropriate cyber protection, supported by cyber breach response and risk resilience tools.

Limit of indemnity

- Any one claim

Cyber liability cover

- Breach response costs
- Privacy regulatory defence and penalties
- Security and privacy liability
- Cyber extortion
- Multimedia liability
- Systems integrity restoration

Cyber business interruption cover

- Cyber business interruption
- Cyber asset restoration
- Cyber reputation business income loss

Cybercrime cover (optional extension)

- Cybercrime
- Phishing loss
- Services fraud loss
- Reward fund loss
- Corporate identity theft loss
- Personal financial loss

Additional covers

- Court attendance costs
- Bodily injury/property damage liability
- Post-breach response
- Independent consultant
- Outsource provider

For a copy of the Pen Underwriting cyber policy wording or to discuss our cover in more detail, please reach out to the cyber team at uk.cyber@penunderwriting.com or [here](#).



CYBER RISK RESILIENCE TOOLS

Included in Pen's cyber insurance, cyber risk resilience tools help policyholders better understand and manage their ever-evolving cyber risks.

Provided by Upfort, Shield is an award-winning² security suite that delivers business-critical cyber security solutions into one online service, protecting against phishing, ransomware, and other emerging digital threats. Pen's policyholders can seamlessly implement all aspects of the Upfort service in minutes, with no IT expertise required.

And we know it works.

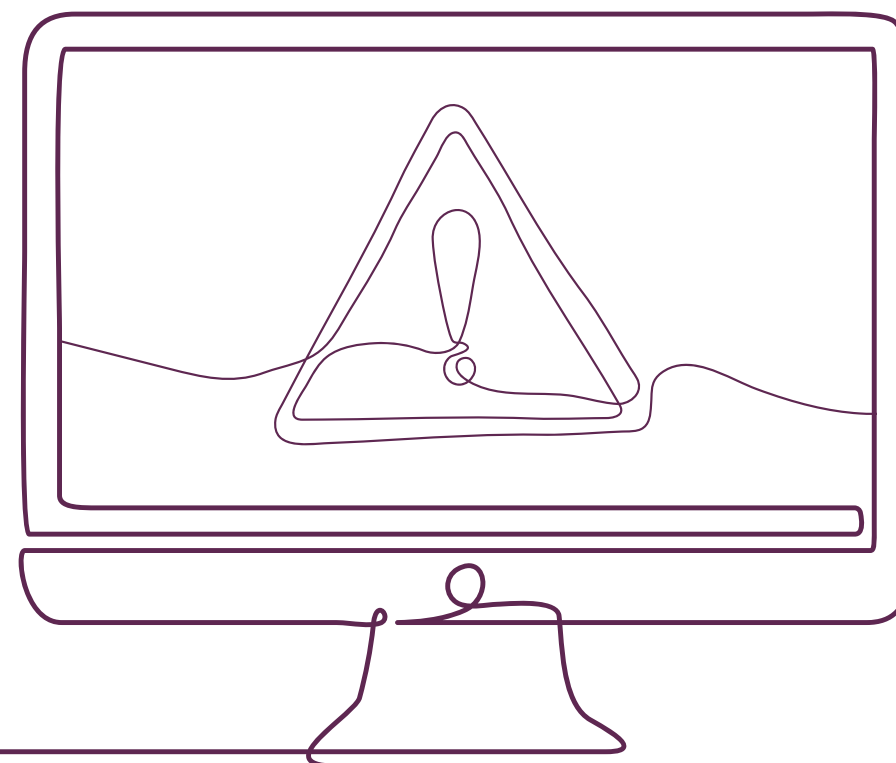
An independent third-party analysis showed that Upfort's Shield detected 34% more malicious URLs than Office 365 and 160% more malicious URLs than Google Web Risk.⁴

Another 2023 study⁵ of 20,000+ insureds from a leading SME cyber programme showed that Shield-activated policyholders filed 81% fewer claims and had an 84% lower loss ratio than policyholders that were not using Upfort Shield.

Proven risk mitigation and comprehensive cyber protection

- **Proactive cyber monitoring**
Upfort completes weekly scans of policyholders' internet infrastructure, ensuring it's secure and providing alerts to vulnerabilities before they're found by cybercriminals.
- **Inbox defender**
The service warns users about email threats and fraud using proprietary AI.
- **Browser firewall**
The firewall blocks malicious sites and is regularly updated with the latest threat intelligence.
- **Cyber university**
Your clients can use the online training across their teams, so they're alert to today's cybercriminal tactics.
- **Phishing simulations**
The service mimics recent cyber attacks to assess and fortify readiness.
- **Specialist security support**
Access to Upfort's cybersecurity team for security assistance.

Learn more at
upfort.com/shield-platform



SPECIALIST CYBER INCIDENT RESPONSE TO SUPPORT AND GUIDE IF THE WORST HAPPENS

If the worst should happen, a cyber breach response needs to be delivered by a dedicated team that has the experience to handle matters confidently. Which is why we work with Kennedy's.

Vital legal and regulatory advice from a dedicated team

We work with Kennedys, whose global team of cyber and data lawyers helps clients manage and recover from cyber threats, protecting their customers, their businesses, and their reputation.

The dedicated cyber incident response team will work collaboratively with Pen Underwriting to provide specialist legal advice on all aspects of a data incident. This includes legal, regulatory, reputational, privacy, litigation, and commercial advice.

Always on support

Cyber incident support is available 24/7/365. Wherever in the world, whatever time of day or night, your clients will be provided with one number and email to contact for fast legal help. Our cyber response includes a triage of the situation and the coordination of an immediate response team. No waiting around.

A global, coordinated response

Kennedy's response team is truly global, with a cyber network covering over 160 countries. They can help your clients respond to an incident across borders, wherever they do business, and wherever the effects are felt. Our response team has a network of lawyers ready to act.

Preparation. Privacy. No problem.

Kennedy's can help your clients prepare for a cyber incident, as well as minimise the impact of the fallout. This can include training, tabletop exercises, and guidance on data policies and procedures — perhaps one of the biggest exposures faced from a financial and regulatory perspective. And, as a specialist in data, insurance, and litigation, Kennedy's global legal teams can help manage any litigation or privacy-related advice.

If your client is a Pen Underwriting cyber policyholder, they can access the 24/7 breach response hotline by calling +44 20 3137 8749 or emailing pencyber@kennedyslaw.com.

CONTACT US

If you want to find out more about Pen Underwriting's cyber insurance solution offering and how we can help you win and retain clients, please [click here](#), or contact the Pen Underwriting cyber team.



Sources:

¹Correct as at April 2024.

²Insurer ratings are provided by third party rating companies, correct as at April 2024.

³"20th Annual 2024 Globee® Awards for Cybersecurity Winners." *Globee® Business Awards, 2024.*

⁴"Study Finds Upfort Shield "Substantially More Effective" Than Microsoft 365 or Google Web Risk." *Upfort.*

⁵"Study: Upfort Shield Lowered Claims by More Than 80% for a Leading Cyber Insurer." *Upfort.*



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The sole purpose of this article is to provide guidance on the issues covered. This article is not intended to give legal advice, and, accordingly, it should not be relied upon. It should not be regarded as a comprehensive statement of the law and/or market practice in this area. We make no claims as to the completeness or accuracy of the information contained herein or in the links which were live at the date of publication. You should not act upon (or should refrain from acting upon) information in this publication without first seeking specific legal and/or specialist advice. Pen Underwriting accepts no liability for any inaccuracy, omission or mistake in this publication, nor will we be responsible for any loss which may be suffered as a result of any person relying on the information contained herein.

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