

Jewellery, Fine Art & Specie

All assets known as specie share the fact that they are valuable, at Beazley we believe this is where the similarity ends.



**The Beazley Jewellery, Fine Art and Specie
Team is one of the most experienced and
highly respected in the global market**

“If it has value and you can steal it, we will insure it”

Emerging Risks

With global temperatures rising and climate conditions more volatile, natural catastrophe events are increasing in frequency and severity as each year passes. It is essential to have the right modelling tools available to determine the risk and appropriate risk management in place to protect the client's home, personal property, collections and passions.

Anticipating Opportunities

Admitted market carriers' appetites are decreasing across the USA, and tightening aggregates are pushing opportunities into the excess and surplus lines market. Flexible, but disciplined underwriting can provide opportunities for difficult to place risks.

London Team



Simon Aitchison
Focus Group Leader

Fine Art



Mark Bosshard
Underwriter



Dishni Mahendran
Underwriter



Chris Spencer
Underwriter



Steven Harris
Underwriter



Scott Sellick
Underwriter



David Wood
Underwriter



Christopher Jones
Underwriter

Jewellers Block



Emily Robinson
Underwriter

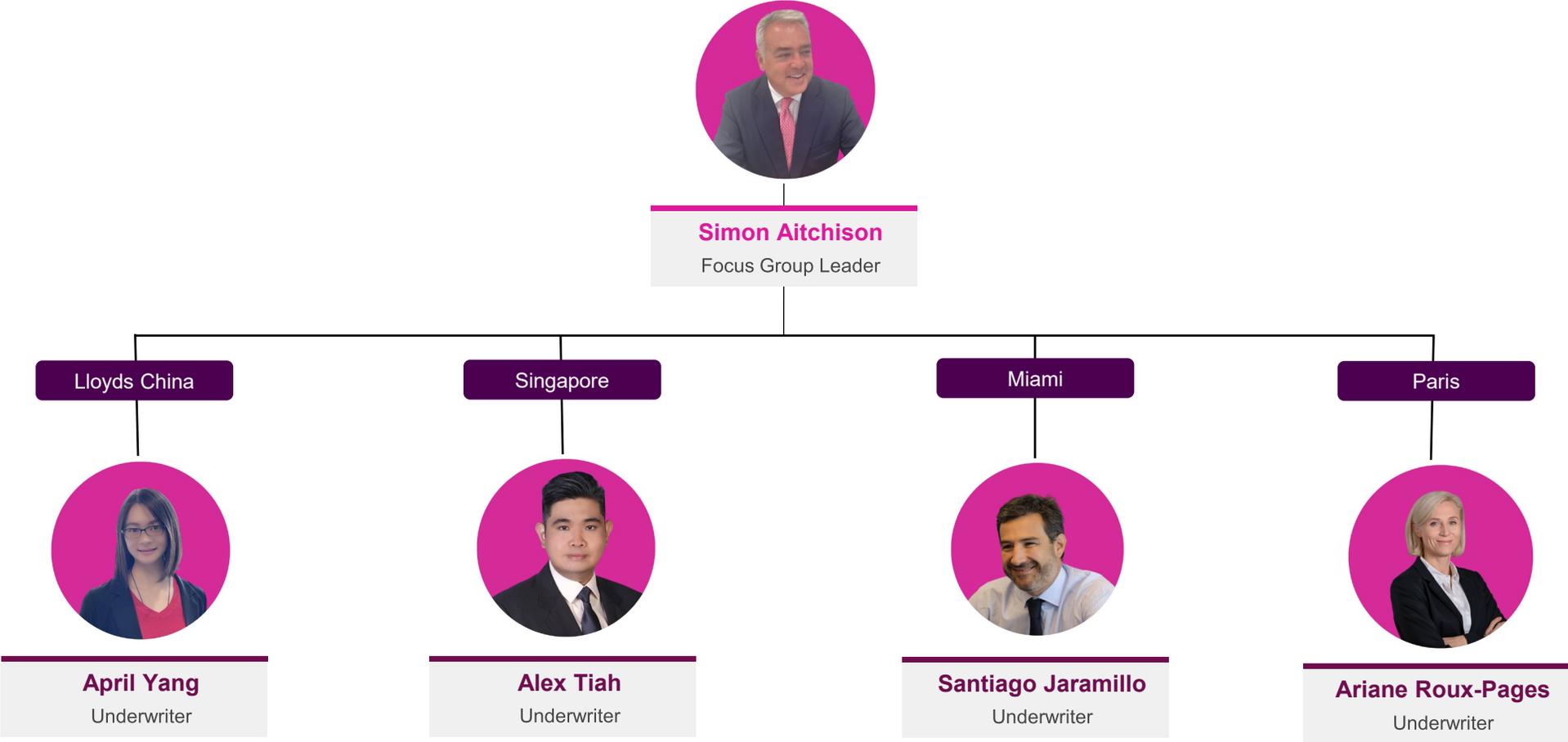


Ellie Akerman
Underwriting Assistant

CIT/Specie

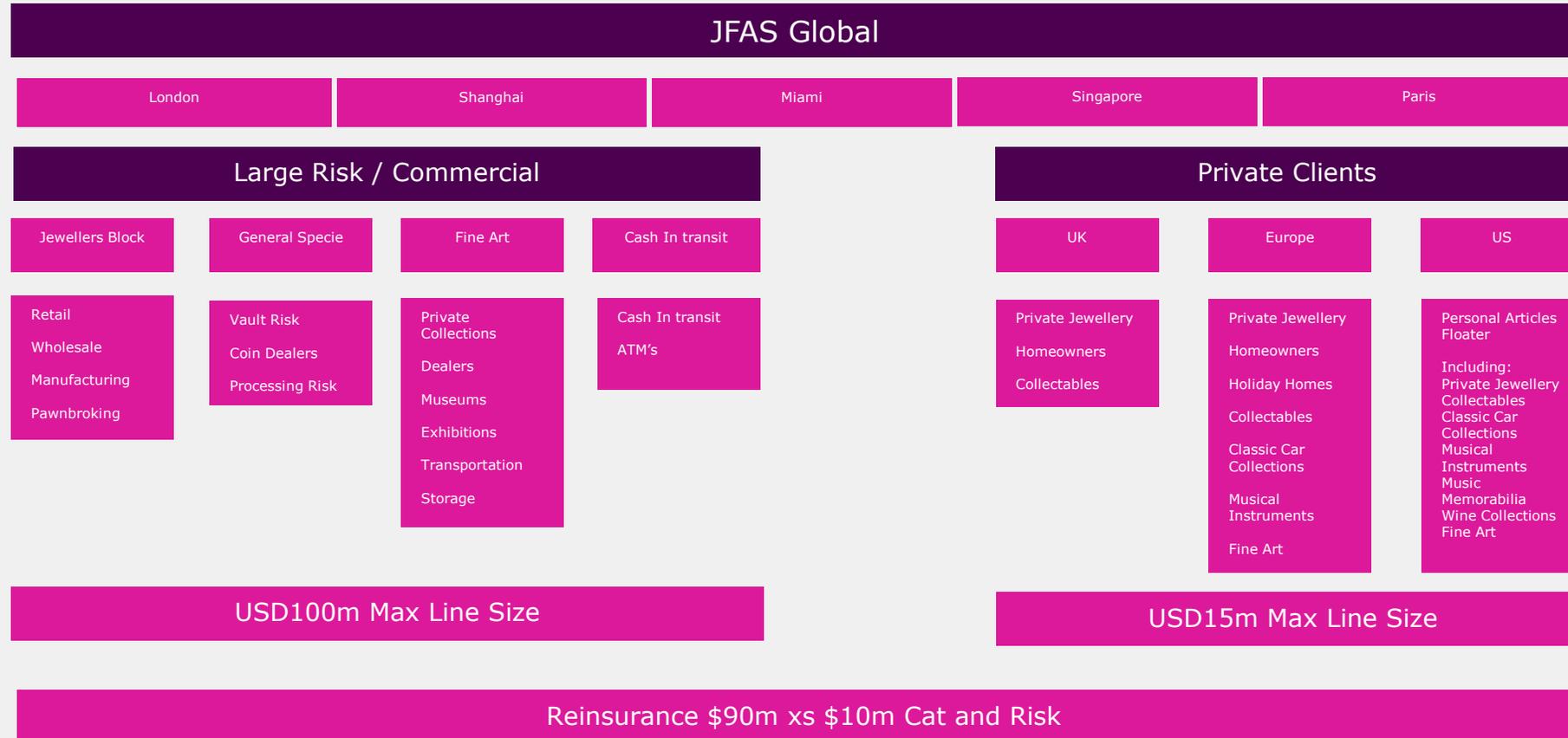
Private Clients

ROW Team



Strategy for the product

Product overview & appetites



Jewellers Block

Physical loss or damage insurance for the jewellery trade.



Jewellers Block Capabilities

Line Size:

\$100m

What we cover:

- All risks of direct physical loss or material damage
- Trade stock – General Basis of Valuation – Replacement Cost – NOT retail price!
- Transit away from the premises if required
- Fully Comprehensive Product Policy

Appetite:

All aspects of the trade considered

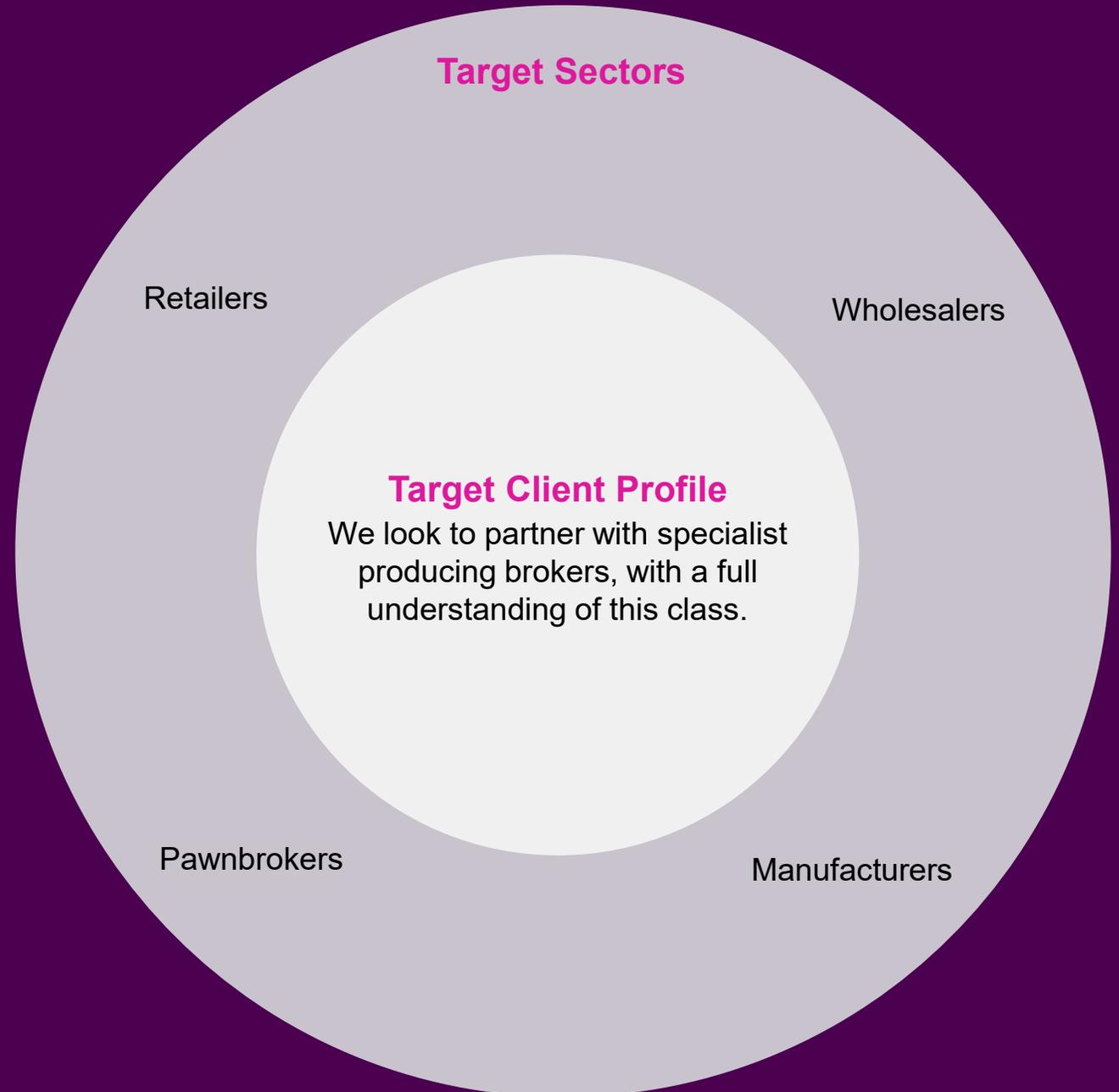
Territories covered:

Worldwide



Jewellers Block Target Market

- Broad commercial appetite
- Beazley's JFAS Team have a global reach with local knowledge and a combined depth and breadth of expertise



Fine Art

Insurance for private and commercial fine art, jewellery and valuable collectibles against physical loss or damage.



Fine Art Capabilities

Line Size:

\$100m

What we cover:

- All risks of physical loss or damage
- Terrorism
- Natural perils and catastrophe
- Losses whilst in transit
- Depreciation in value after physical damage
- Take into account an item that is part of a pair or set if partially damaged or lost

Appetite:

Wide range of private and commercial clients

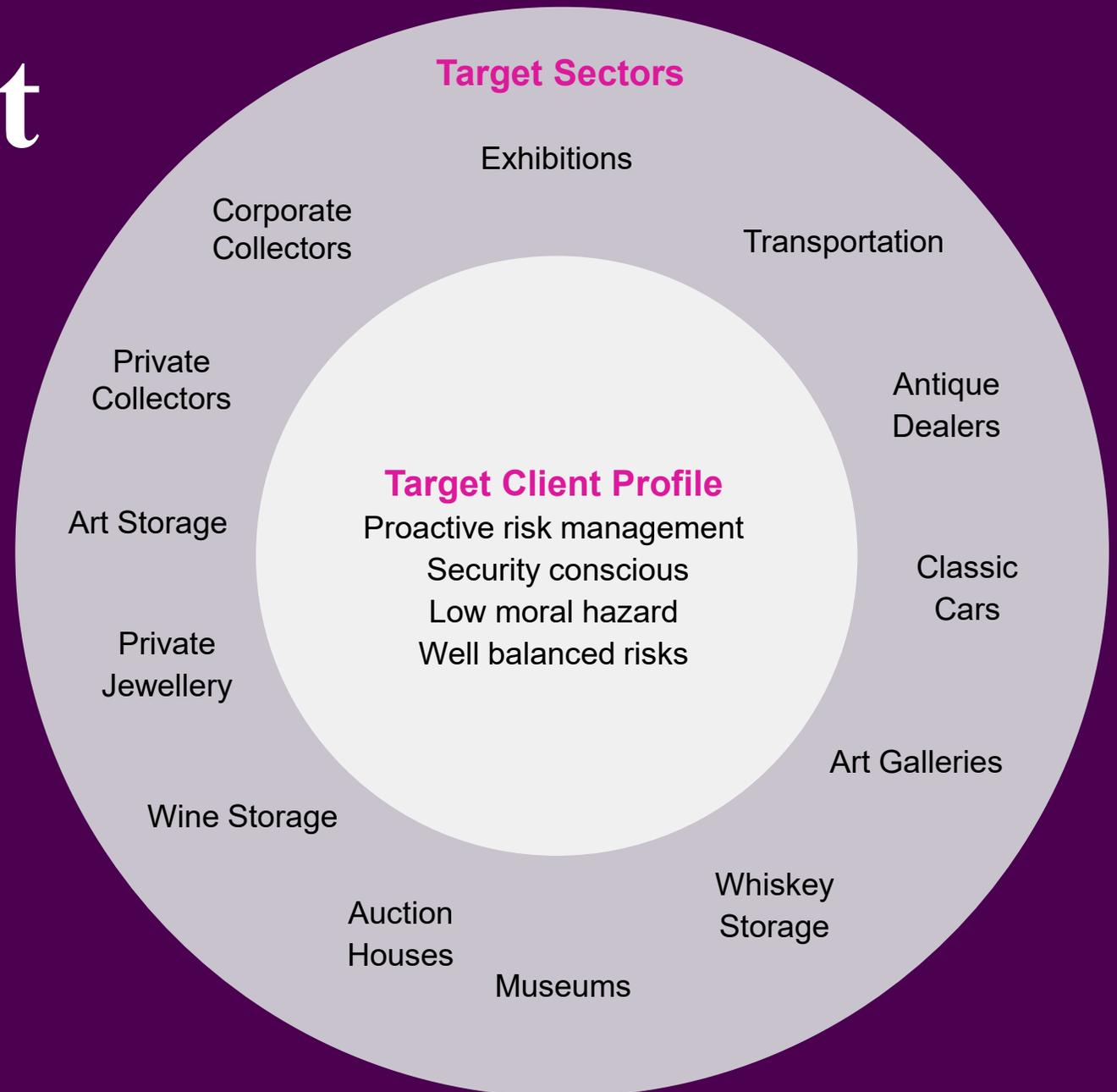
Territories covered:

Worldwide



Fine Art Target Market

- Broad definition of art – anything traded in a fine art auction house can be considered
- Art led package policies available including contents, buildings, business interruption and liabilities



Fine Art Account Examples

01

Art Exhibition

Participation: Up to \$100m

The Beazley Difference

Available capacity, turnaround time

02

Art Dealers

Participation: Up to \$100m

The Beazley Difference

Appetite for this risk and ability to write a package policy including stock, buildings, BI, stock contents, buildings and liability.

03

Museums

Participation: Up to \$100m

The Beazley Difference

Underwriting Expertise

General Specie

Insurance protection for high value items in transit or at secure storage facilities.



General Specie Capabilities

Line Size:

\$100m

What we cover:

- All risks of physical loss or damage. Losses whilst in transit or at secure storage facilities
- Fidelity perils
- Terrorism
- Natural perils and catastrophe

Appetite:

Wide range of commercial clients

Territories covered:

Worldwide



General Specie Target Market

- Broad appetite
- Cat coverage in peak zones worldwide
- Minimum \$10m TIV
- \$10,000 minimum premium on primary or shared basis
- \$10,000 minimum premium on follow or manuscript wordings



General Specie Account Examples

01

Financial Institutions

Participation: Up to \$100m

The Beazley Difference

Market service & available capacity

02

Fidelity Perils

Participation: Up to \$100m

The Beazley Difference

Providing solutions to complex risk

03

Mining Operations

Participation: Up to \$100m

The Beazley Difference

Highly specialised product expertise

Cash In Transit

Insurance for armoured car carriers from all risks of physical loss or damage to cash and other valuable items whilst in transit.



Cash In Transit Capabilities

Line Size:
\$100m

What we cover:

- All risks of physical loss or damage. Losses whilst in transit
- Fidelity
- Terrorism
- Natural perils and catastrophe
- Domestic and International

Appetite:

Wide range of occupancies considered

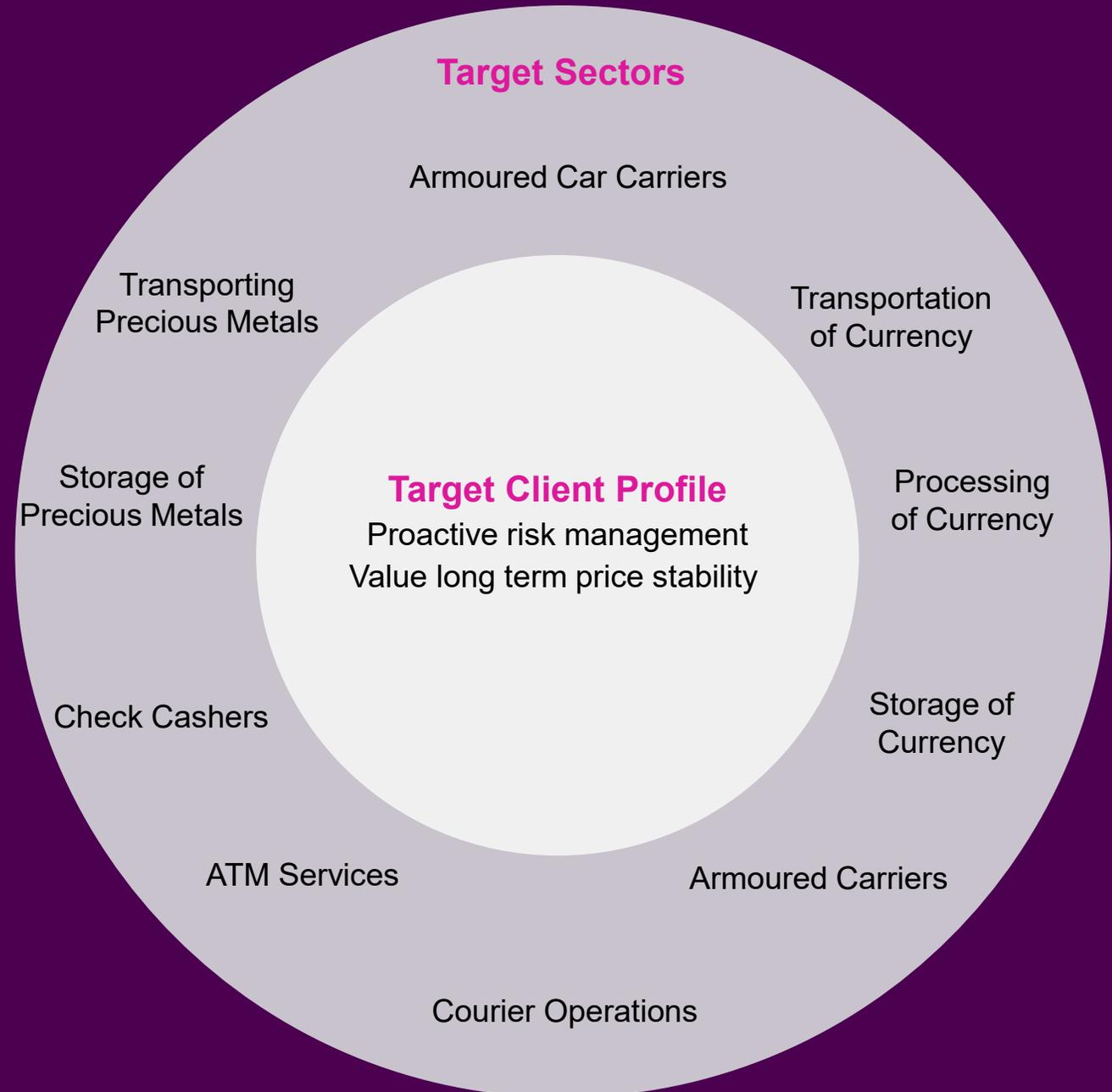
Territories covered:

Worldwide



Cash In Transit Target Market

- Broad appetite
- Cat coverage in peak zones worldwide
- Minimum \$10m TIV
- \$10,000 minimum premium on primary or shared basis
- \$10,000 minimum premium on follow or manuscript wordings



Cash In Transit Account Examples

01

Cash in Transit

Participation: 100% of \$10M Limit

The Beazley Difference

Expertise in Lead capacity

02

ATM operations

Participation: 100% of \$5M Limit

The Beazley Difference

Appetite for this risk on a standalone basis &/or with Cash in transit operations

03

Courier companies

Participation: 100% of \$5M Limit

The Beazley Difference

Creative underwriting solutions with quality service capabilities

Private Clients

Private Collections policy and homeowners package solution



US & Canada PAF Capabilities

Line Size

\$10m for any one collection/any one location

\$25k for blanket items market value

\$1k for wines/spirits

What we cover:

- We provide a fully comprehensive all risks of physical loss or physical damage coverage including accidental damage for personal collections.
- We'll pay the cost to repair or replace clients' property at an agreed value basis i.e. values are authenticated and agreed prior to the inception of the policy.

Appetite:

Wide range of personal collection items considered.

Territories covered:

Policies are offered to insureds with a named location based in the USA, and Canada



ROW Capabilities

Line Size

10m Maximum location limit

5m any one building

50k unspecified article limit for Fine Art and Antiques

25k unspecified article limit for Jewellery & Watches

Appetite:

High Value Homes and Possessions and Collections of Jewellery, Watches and Fine Art.

Territories covered:

UK, Europe, Australia with Worldwide 'all risks' cover.

What we cover:

- 'All Risks' Cover for Private Homes and Possessions, Collections of Jewellery, Watches and Fine Art, Musical Instruments, Wine Collections, Classic Cars and other Collectibles.
- Administered by Coverholders operating under a delegated authority basis.



Private Clients Target Market

PAF Coverage highlights:

- Automatic cover for new acquisitions up to 25%
- Market appreciation up to 150%
- Defective title cover up to USD \$100K
- Fake and Forgeries cover up to USD \$100K

Home & Possessions Coverage Highlights:

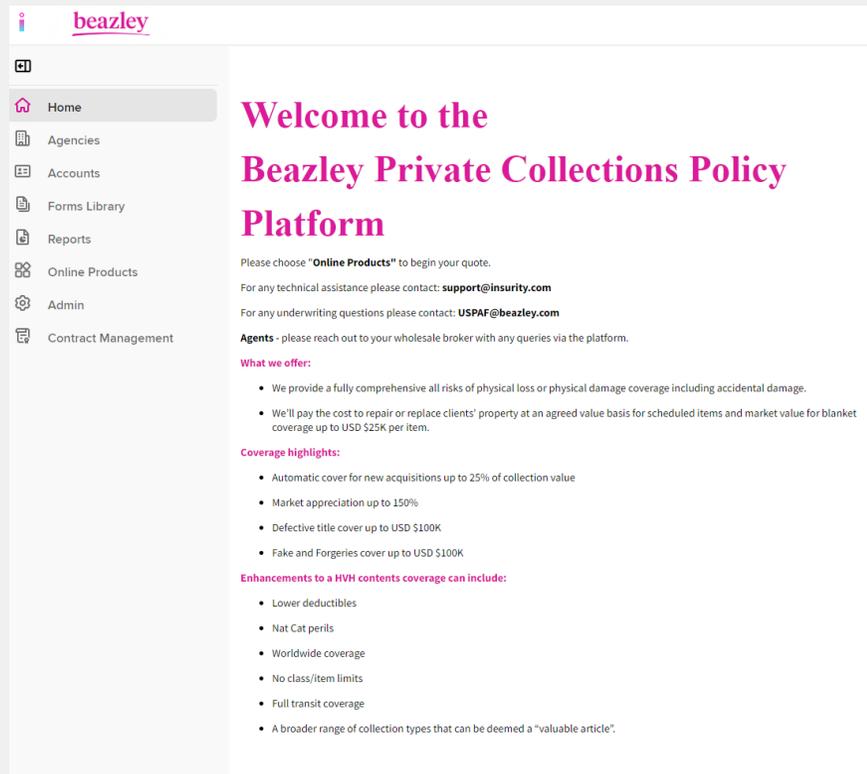
- 'All Risks' of Physical Loss or Damage
- Alternative accommodation if your home cannot be lived in for up to 3 years.
- Worldwide coverage for Possessions
- Loss of Money up to £5,000 any one claim.
- Inclusive cover for temporary removal from bank or safe deposit
- Legal Liability for bodily injury or property damage



How do we transact business?

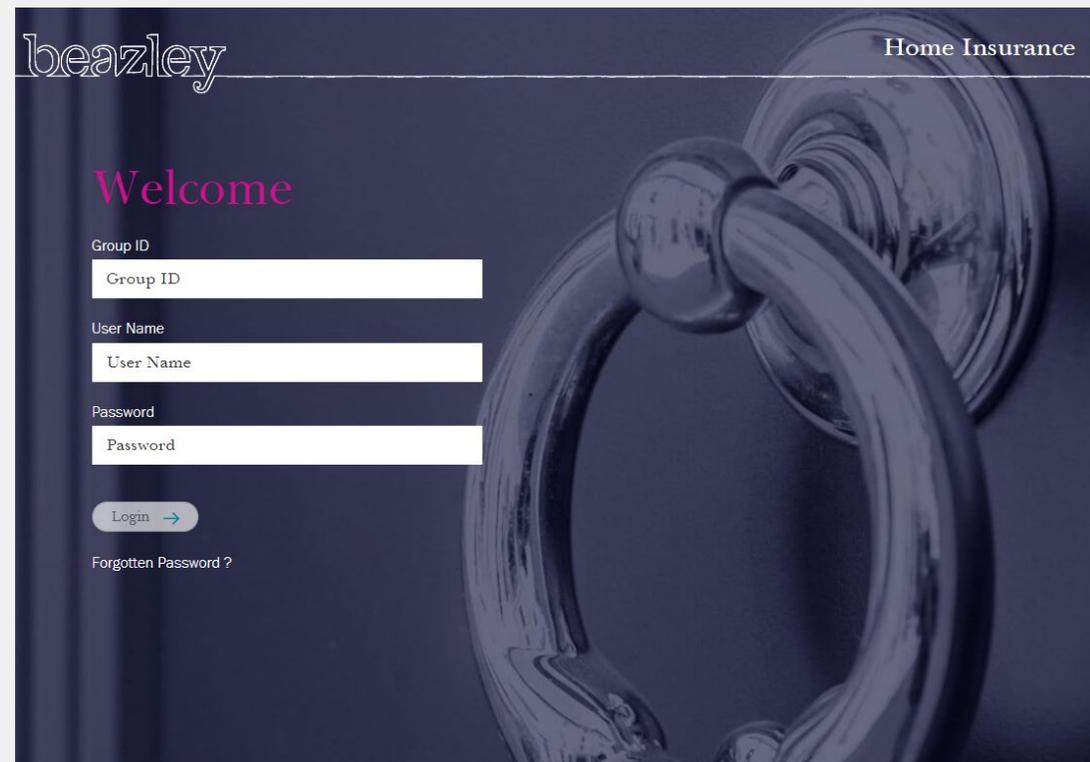
We provide a quote, bind and issue capabilities for onboarded wholesale brokers on full cycle online underwriting platforms:

Insurity (USA/CA)



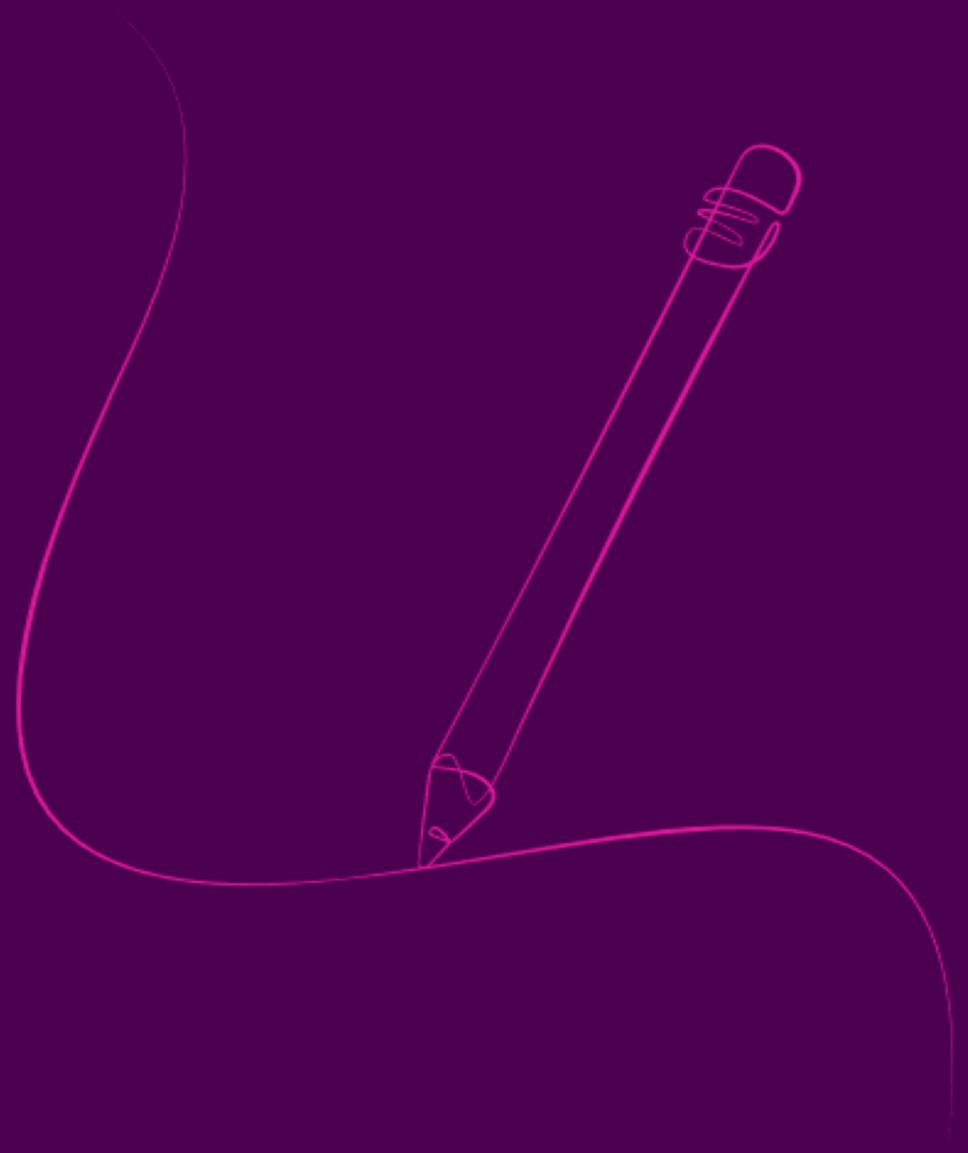
The screenshot shows the Insurity website dashboard. The top left features the 'beazley' logo and a navigation menu with items: Home, Agencies, Accounts, Forms Library, Reports, Online Products, Admin, and Contract Management. The main content area is titled 'Welcome to the Beazley Private Collections Policy Platform'. Below the title, there is a message: 'Please choose "Online Products" to begin your quote.' followed by contact information for technical assistance (support@insurity.com) and underwriting questions (USPAF@beazley.com). A section titled 'Agents' asks users to reach out to their wholesale broker. The 'What we offer:' section lists several benefits, including comprehensive physical loss/damage coverage, repair/replacement costs up to USD \$25K per item, and coverage highlights such as automatic cover for new acquisitions up to 25% of collection value, market appreciation up to 150%, defective title cover up to USD \$100K, and fake and forgeries cover up to USD \$100K. The 'Enhancements to a HVH contents coverage can include:' section lists lower deductibles, Nat Cat perils, worldwide coverage, no class/item limits, full transit coverage, and a broader range of collection types deemed as 'valuable articles'.

I-Engineering (UK)



The screenshot shows the I-Engineering website login page. The top left features the 'beazley' logo and the text 'Home Insurance' on the right. The main content area is titled 'Welcome'. Below the title, there are three input fields: 'Group ID', 'User Name', and 'Password'. Each field has a corresponding label above it. Below the input fields, there is a 'Login' button with a right-pointing arrow. At the bottom, there is a link for 'Forgotten Password?'. The background of the page is a dark blue image of a door handle.

Wordings



Wordings Team

Dedicated wordings expert embedded within the team

This allows us to create and adapt bespoke wordings to tailor and meet client needs

Every open market policy is reviewed by our dedicated wordings team

JFAS hold weekly meetings with wordings team



Amanda Janes
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Keith Bookless
Wordings Analyst
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Claims

Our Claims Advantage

Expertise

Matching the Right Level of Expertise/ Experience With a Claim. Ensuring That Our Service Providers are Expert.

Responsiveness

Providing Our Contact Information. Responding to Phone Calls with 1 business day. Prioritizing Claims Payments.

Partnerships

Collaborative at Each Stage of a Claim. Keeping Our Brokers in the Loop.

Fairness

Underwriting and Claims Integration. Open to Dialogue. Availability

Accountability

Post-Claims Discussions

Our Reputation:

“ Client Endorsement:

Tonya Fletcher – Compliance Manager, FrankCrum

Beazley is an excellent partner, active in providing broad support for each potential claim in the form of consultation, legal advice, and ideas to mitigate risk and cost. The team we work with is knowledgeable, responsive, friendly and very professional. “

Winners:

Claims Awards 7 successive years



Verbatim comments from the Gracechurch 2021 London Market claims research

The team has won a number of awards, including:

- British Insurance Awards Claims Initiative of the Year – Insurer
- Insurance Insider Claims Service Award in 2022
- Winner of the 2021 & 2020 Cuthbert Heath Award (Claims and Losses)
- Advisen 2021 & 2020 Cyber Risk Pre-Breach Team Award
- 2021 Cyber Risk Insurer Award



Jonathan Brett

Claims Manager - Focus Group Leader
London, UK
jonathan.brett@beazley.com



What makes us different?

About us

We are a leading sustainable, specialist insurer.

Our purpose is to inspire our clients with the confidence and freedom to

Explore, Create and Build – enabling people and businesses to thrive.

We are defined by our people and our culture and this is how our values bring

‘Insurance. Just Different’ to life

Being bold

Freedom lies in being bold. We dare to be different and seek bold possibilities to create more innovative, fair and satisfying outcomes for all. From launching the market’s first cyber catastrophe bond, to raising \$350m of capital to support our growth ambition, seeing things from a different perspective is in our DNA

Striving for better

Good is a start, but we go all-out for better. A driven community of individuals relentlessly push the needle and creating value. We recognize a ‘one size fits all’ approach doesn’t work and are willing to adapt to changing program structures and market conditions. We pride ourselves on always going above and beyond. Simply put, at Beazley we go to 11.

Doing the right thing

Acting with integrity in a straightforward, decent way is instinctive. Open and honest with others, we show respect and empathy however challenging the situation. And our claims team bring this to life through the awards they win. Most recently having won *Claims Team of the Year* for the 6th consecutive year.

Our Story

**All the good things
in life come with
a little risk.
We should know.**

Back in 1986 when we began, the US liability insurance market was in crisis. Things weren't looking good. Not the best time to start a business, you might think. But at Beazley we see every risk as an opportunity to do things differently.

So, we took the plunge and started our business, with just a couple of second-hand desks and a handsome old hat stand.

Insurance is about risk, but it's also about people. We searched for the Industry's brightest sparks to join us. A diverse bunch, all looking for that rare thing in insurance: an adventure. We certainly found one.

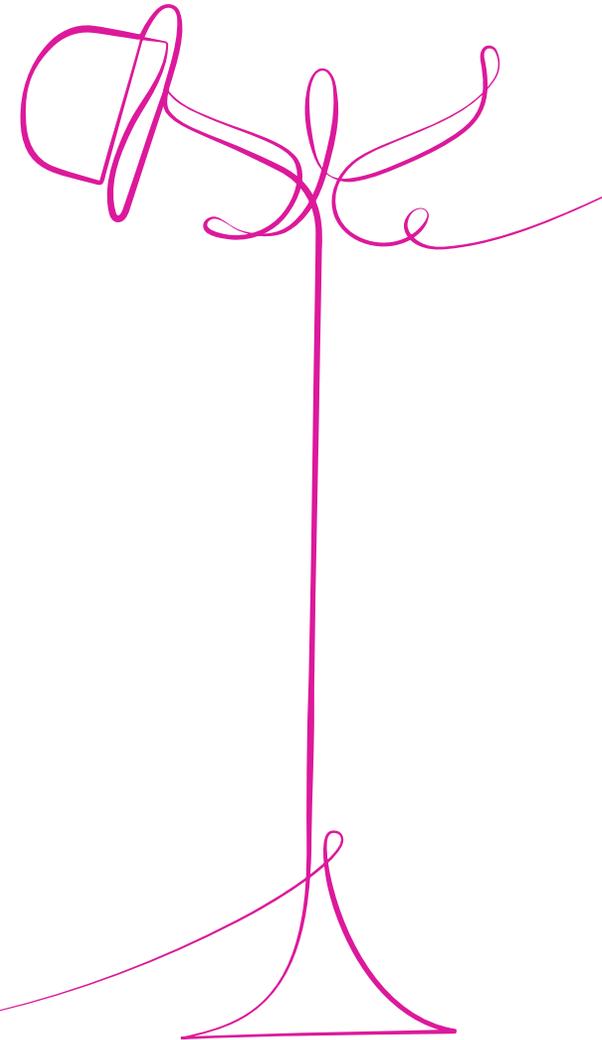
We began putting our heads together to tackle our clients' biggest challenges. And in a world fast becoming head-scratchingly complex, we set ourselves the goal to become the Industry's go to problem solvers.

We've done things differently ever since. In an age of easy assumptions and talking big, we keep an open mind and listen more.

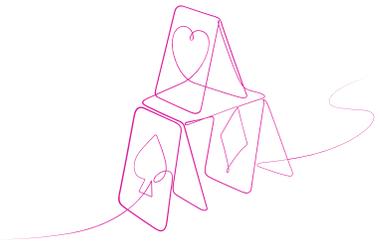
Persevering until we've found the right solution. Our quiet and boundless curiosity have seen us embrace all manner of risks: Boldly going further, from the bottom of the ocean to the surface of the moon.

So that's our story, in a nutshell. The moral of the tale? Life's a risky business. But by enabling our clients to explore, create and build a different world, we're helping to make it a better one. And by striving to do the right thing rather than the easy thing, we're shaping a brighter future for our people, our partners and the planet.

**We definitely
think that's a risk
worth taking.**

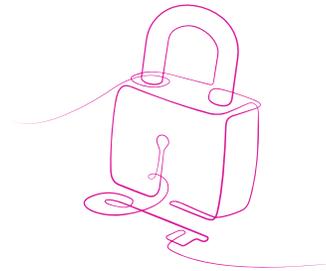


We operate five key divisions



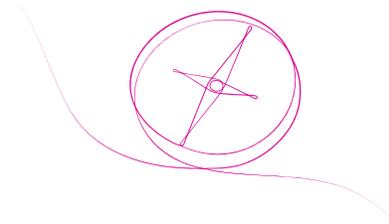
Property

Including
Reinsurance, JFAS



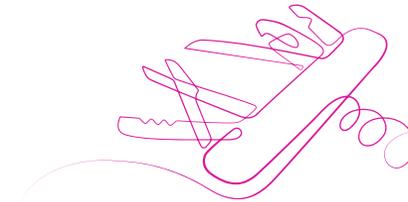
Cyber

Including technology
and risk mitigation
support and services



M.A.P

Includes Marine,
Aviation, Accident,
Political, Contingency



Specialty

Specialty including
Executive Risks,
Management Liability



Digital

Tailored products for
SMEs across the
globe

Beazley at a glance

**Founded
1986**

**Listed
2002**

**\$5 billion in
premiums**

1800 staff

**22 offices across
the globe**

2002

Flotation raised £150m to set up Beazley Group plc

\$675.6m
Managed gross premiums

2005

Beazley MGA started in the US

\$1,485.1m
Managed gross premiums

2017

Beazley Insurance dac acquires licence to write business within the EU

\$2,857.1m
Managed gross premiums

2022

Gross written premiums passes \$5bn

\$5,268.7m

Insurance type

Insurance

93%

Reinsurance

7%

Geographical distribution

USA

55%

Worldwide

24%

Europe

21%

**All Beazley entities
are rated A(excellent)
by AM Best or A+
strong by S&P**

Key financials: 2022

5,268.7 \$m

Gross Premiums written

Six consecutive years of sustainable growth have more than doubled our GWP

402 \$m

Underwriting profit

Nearly double 2021

89%

Combined Ratio

Our best COR for seven years

\$2 billion

Gross Premiums written

US business reached historic milestone in Oct 2022

Annual Report

Insurance. Just different.

Insurance is what we do,
just different is the way
we do it.

beazley

Thank you

Contact us:



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Focus Group Leader

Jewellery, Fine Art & Specie

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Visit our website

