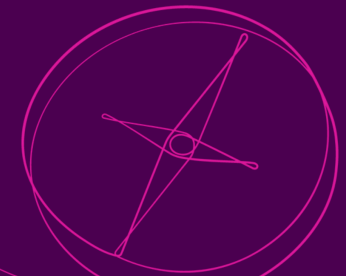


US Contingency

Flexible coverage for some of the world's largest conferences, exhibitions, festivals, music tours and sporting events to small scale events in local communities.

US Contingency Risk Environment



Active Shooters & Civil Unrest

The threats from deadly weapons events and strikes, riots, and civil commotion are a huge concern. Mass shootings are a continued threat each year and civil unrest is becoming more relevant than ever.

Nearly half the world will hold elections in 2024, including quite polarized countries like the US and India.

Beazley Difference: Our team offers comprehensive solutions to these risks, including Civil Commotion extensions, automatic cover for Active Shooters (Cancellation Policy), Standalone Active Shooters, Political Violence Terrorism (PVT) cover, and various Terrorism offerings.

Sources

<https://www.gunviolencearchive.org/>
[Global civil unrest on the rise as cost-of-living crisis intensifies | Insurance Business America \(insurancebusinessmag.com\)](https://www.insurancebusinessmag.com)

Extreme Weather Events

2023 was another historic year for the US:

- Total estimated disaster cost was \$92.9B
- Fifth-warmest year on record
- Tornado count was above average
- A wildfire broke out on Maui, becoming the deadliest wildfire in the US in over a century

Increasing instances of extreme weather events impact the Contingency risk environment.

Beazley Difference: Our [Risk & Resilience](#) research reveals that the percentage of US businesses that feel very prepared for climate change has plummeted from 42% in 2022 to just 29% in 2023. Contingency coverage can be a powerful antidote to these concerns.

Challenging Market

Rising inflation impacted the cost of putting on events that are recovering from the pandemic.

Heavy losses have seen a reduction in appetite for natural catastrophe perils.

Reinsurance capacity has largely shrunk and become more expensive due to many reinsurers moving away from this line of business.

Beazley Difference: We remain committed as a market leader despite challenging conditions. We are a leader in Contingency insurance for the sports, leisure, entertainment, conference, exhibition and trade show industries.

US Contingency Proposition

Our expertise ranges from providing cover for some of the largest conferences, tradeshows, festivals, concerts, music tours and sporting events in the world; to local county fairs, weddings, community events and birthday parties.

Experience & Stability

Our team, based in the US, London Market, and Europe, is experienced in the market. We have almost thirty years of knowledge and expertise to advise brokers and insureds on assessing complex risks and designing the right coverage.

The extensive experience of our underwriters and claims team allows us to provide a “one stop shop” for broker and insureds event insurance needs.

We can write larger, consistent lines across various segments of the event markets globally.

Flexibility & Capacity

Our team looks for ways to underwrite difficult and complex risks with significant capacity available.

We partner with both retail and wholesale brokers.

We are eager to partner with new clients and increase our support for existing ones.

We offer multiple trading platforms, including the traditional open market platform and two digital broker quote and bind platforms.

Claims Service

Our experienced and professional claims team, focusing on risk management, strives for rapid claims adjustment and offers our broker partners and insureds an extensive network of advisors.

In house claims managers and third-party loss adjusters are readily available to assist with the needs of our broker partners and insureds.

Our US Contingency Offerings

Event Cancellation

Cover includes:

- Necessary cancellation, abandonment, interruption, curtailment, postponement and relocation
- Cover on “All Risk Basis”
 - Example loss events include fire, flood, power failure, snowstorm, severe adverse weather, earthquake, etc.
- Additional coverage add-ons: Terrorism (act or threat), including riots, strikes and civil commotion
- myBeazley: Broker portal with quote, bind, and service functionality
- Transmission cover for live, virtual and hybrid events
- Cancellation+: Cancellation cover plus a Weather Guard sublimit

Non-Appearance

Cover includes:

- Key speakers
- Individual performers
- Group of performers
- Touring Artists
- Catastrophic non-appearance of teams/large groups
- Death, accident, illness or travel delay of insured individual(s)

Political Violence and Terrorism

Cover includes:

- Terrorism
- Sabotage
- Invasion
- Riots, strikes, and civil commotion
- ...and more

Event Tech Protect

Cover includes:

- Malicious cyber act
- Computer system failure
- Cyber extortion
- Crisis response services
- ...and more

Weather

Cover includes:

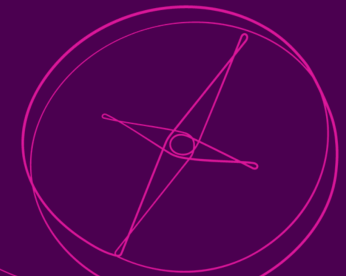
- Rain days
- Sales promotions
- Cost containment
- Income stabilization
- Available in 48 admitted states with the ability to do non-admitted
- Hurricane Contingent Business Interruption cover on a non-admitted basis
- Weather Guard access (online broker portal)

Prize Indemnity and Promotions

Cover includes:

- Probability games
- Games of skill
 - Hole-in-one, half-court basketball attempts, home run hits, football tosses, etc.
- Games of chance
 - Lottery and mathematical games
- Over redemption

Our US Contingency Appetite Details



Products and Limits

- **Event Cancellation:** \$50 million
- **Non-Appearance:** \$20 million
- **Political Violence and Terrorism (PVT):** \$20 million
- **Weather Guard:** \$15 million
- **Prize Indemnity and Promotions:** \$10 million
- **Event Tech Protect:** \$20 million

Availability

- Admitted and non-admitted capabilities
- Cover available for US-domiciled insureds for worldwide events
- New York Trade Zone capabilities

Target Classes

We underwrite any business, supplier, contractor with a financial exposure to an event, regardless of size, including:

- Advertisers
- Attractions
- Brand managers
- Broadcasters
- Charities
- Concert promoters
- Conferences
- Councils
- Event suppliers
- Event organizers
- Fairs/festivals
- Film/tv/producers
- Hotels
- Media companies
- Private individuals/retail consumers
- Promotion agencies
- Restaurants/bars
- Schools/universities/student unions
- Sporting events
- Tradeshow/exhibitions
- Venues

Event Tech Protect

Live events are increasingly reliant on computer systems to handle everything from ticket entry to merchandising to security, sound and lighting. The high profile and time sensitive nature of events, along with the large amounts of personal and financial data event organizers handle, make them attractive targets for cyber criminals.

The Market Gap

- The traditional enterprise Cyber market has limited appetite for insuring their events against cancellation due to Cyber perils.
- Within many Event Cancellation policies, Cyber cover is mostly limited to non-malicious system failure of the insured's own computers.

Our Solution

- Provides coverage for all malicious and/or non-malicious computer system failure, including attacks on third-party infrastructure
- Extends beyond the insured's own computer systems to partner computer systems and any third-party computer systems
- Works alongside traditional [Event Cancellation](#) insurance policies/products
- Includes rapid incident response support and advice

Target Events

- Any event with exposure to malicious or non malicious cyber failure, including:
- Amateur, Collegiate and Professional Sports
 - Music Festivals and Concerts
 - County and State Fairs
 - Tradeshows and Conferences
 - Theatrical and Immersive Experiences

Event Cancellation

Standard Offering

- Adverse Weather
- National Mourning
- Denial of Access to Venue
- Losses resulting from failure to vacate the venue at the termination of tenancy
- Reasonable cost paid to avoid or diminish a loss
- Earthquake and Windstorm included (unless otherwise specifically excluded)
- Complimentary Terrorism sub-limit up to \$1,000,000 or 50% of the limit of indemnity (within 50 miles of the event venue and within 50 days of the scheduled start date of event)

Available Extensions (additional cost)

- Civil Commotion
- Terrorism: Acts of Terrorism, including threat coverage for Full Terrorism, TRIA, Defined Time and Distance Terrorism
- Non-Appearance: Coverage option available to include non-appearance of key speaker(s), performer(s), and catastrophic non-appearance of teams/large groups for any event(s)
- Cancellation+: All the benefits of Beazley's Event Cancellation coverage with the added benefits of agreed-value Weather Guard extension that provides sub-limited weather coverage during key hours
- Transmission cover for live virtual or hybrid events: coverage for event organizers if a transmission failure cancels a virtual event that is managed by an experienced 3rd party
- Computer system failure

myBeazley Event Cancellation Quote and Bind Platform

- Immediate quote and policy documentation (white labelling options) with quick price indications and minimal questions
- Includes all the features of our event cancellation policy, available online with immediate quote and bind functionality for the broker



Non-Appearance

Providing non-appearance cover due to the death, accident, illness or unavoidable travel delay of:

- Key speakers
- Individual performers
- Group of performers
- Touring Artists
- Catastrophic non-appearance of teams/large groups
- Can be offered on a standalone policy or by way of endorsement to our Event Cancellation policy

Political Violence and Terrorism (PVT)

Perils included and available:

- Acts of Terrorism: Including threat and/or sabotage
- War: Invasion, Acts of Foreign Enemies, Hostilities (whether war be declared or not)
- Riots, Strikes, and Civil Commotion
- Malicious Damage



Weather Guard

Beazley's Weather Guard provides flexible insurance cover that gives the insured control over the key elements of their insurance – the type of cover, peril(s) (precipitation, wind speed, snowfall, lightning, temperature and general adverse weather), intervention threshold levels and coverage duration.

Powered by a comprehensive weather database that sources information from more than 4,400 weather stations globally.

Covered perils include rainfall, temperature, wind speed, lightning, snowfall, adverse weather.

Coverage Details

- Admitted coverage: offered through the [Weather Guard Portal](#)
 - Digital policy is provided for admitted policies in select states, allowing brokers and insureds to review their policy
- Non-admitted coverage: through a Beazley Underwriter
- Agreed value or ascertained net loss indemnity available
- One invoice for premium and third-party claims source - we notify you of a claim
- Dry Hour Cover: Insuring minimal to no rain to protect against the rescheduling costs for film shoots and highly sensitive events
- Hurricane Business Interruption Cover Due to Non Physical Damage: Reimbursing lost revenues for your business locations that suffer no property damage due to hurricane threats

Weather Coverage Types

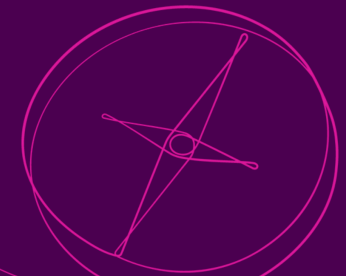
- Event weather: Predetermined weather triggers lead to losses at an event such as a fair, festival or concert
- Sales Promotions: Creates distinct marketing campaigns linked to seasonal weather, support sales targets to help differentiate from retail competitors
- Income stabilization/Cost Containment: Seasonal product which is of particular interest to companies whose business income/expense is directly impacted by seasonal weather conditions

Target Insureds

- | | | |
|---------------------|----------------|---------------------------------------|
| • Concert promoters | • Hotels | • Municipalities |
| • Event organizers | • Golf Courses | • Attractions – zoos, waterparks, etc |
| • Brand managers | • Retail | • Film/tv/advertising producers |
| • Fairs/festivals | • Restaurants | |



Weather Guard Hurricane BI Cover Due to Non Physical Damage



If your business is in the path of a predicted hurricane you could suffer significant financial loss. But without property damage to your business location there can be no business interruption claim. Beazley's Hurricane Business Interruption Cover fills this coverage gap, reimbursing lost revenues for your business locations that suffer no property damage due to hurricane threats.

Target Insureds

- Hotels
- Clinics/doctors' offices
- Restaurants/bars
- Golf courses
- Furniture stores
- Zoos
- Water parks
- Grocery/convenience stores
- Flower shops
- Spas and salons
- Exercise studios/gyms
- Ice cream vendors

Coverage

Insured Peril: The prediction of a named hurricane of category 2 or greater, as determined and reported by the claims verification source during the policy period.

- The claims verification source's prediction must conclude that, within a 48 hour window. Provided, however, that:
 - The named hurricane's center position, as represented by its NHC Track Forecast Cone, will track within 100 miles of the business location; with consideration for an accuracy range of no more than 6.9 miles being the certainty of the distance of one decimal point of latitude and longitude
 - The business location will be within the NHCTrack Forecast Cone for that named hurricane
- Such insured peril results in no direct physical loss of or damage to the business location, causing necessary suspension of business activities at the business location

Claims Example

A category 4 to 5 storm was predicted to hit Myrtle Beach during a September weekend, a prime time for revenue generation for local businesses. With a state of emergency declared, business owners had no choice but to close for the weekend.

Luckily, the storm downgraded as it approached the coast, and Myrtle Beach was not hit. Unfortunately, business owners had a day's and possibly weeks' worth of zero revenues due to being closed. Furthermore, Property insurers were not responsible for any business interruption losses as there was no physical damage.

Beazley Difference

Our coverage helped fill the coverage gap. With a business location inside a 100-mile radius of the forecasted cone, while the storm was a category 2 or above, our coverage triggered and provided lost business income coverage for up for 30 days directly following the storm's arrival.

Prize Indemnity and Promotions

Beazley has developed a range of prize indemnity policies, designed to help event organizers offer promotions and prizes that add excitement to their events. From hole-in-one and roll-a-dice, to cross bar challenges and envelope picks. We are happy to work with your clients to create a promotion which fits their budget.

Types of Prize/Promotion and Over Redemption Covers

- Games of Skill
- Hole-in-one, half-court basketball attempts, etc.

Games of Chance

- Lottery and other mathematical games such as game shows

Over Redemption

- Insurance protection for promotions that end up with higher success rates of activation than reasonably anticipated and budgeted for

Target Insureds:

- Advertisers/advertising agencies
- Sponsors
- Sporting events
- Charity events
- Game shows
- Retail promotions
- Brand manufacturers



US Contingency Underwriting and Claims Team



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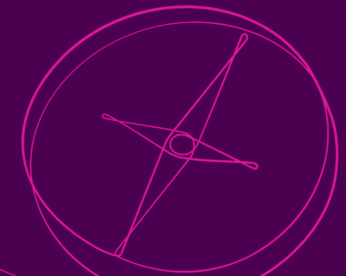
Broker Relations

Mike.Wikoff@beazley.com

myBeazley

Our quote and bind portal.

Event Cancellation on myBeazley



Event Cancellation insurance is available on myBeazley, our easy-to-use quote, bind, and service platform. We understand the time sensitive needs of the events industry, so we combined our market leading expertise with our award-winning trading platform to provide quick and comprehensive quotes and bind coverage fast. Additionally, brokers can submit automatic and underwriter referral business in myBeazley and troubleshooting support is available. Registration is required for Event Cancellation even if you have a myBeazley login for other products.

myBeazley Benefits

- Quick pricing indications with a minimal question set
- Immediate quote and policy documentation with white label capabilities
- Event cancellation, property damage and money cover under one policy
- Automatic coverage extensions provided for terrorism, windstorm and earthquake
- General Cancellation, Conference/Tradeshows, and Sports forms available
- Cancellation+ is available via the referral function on events being insured on a gross revenue basis
- Easy to add non-appearance for key speakers, performers, and groups

Quote and Bind Process

Automatic

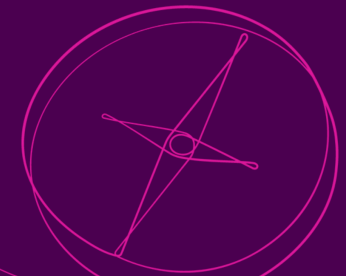
- Indoor Events: limits up to of \$2m
- Outdoor Events: limits up \$500k

Underwriter Referral

- Custom forms
- Events with \$5m or greater in revenue/expenses
- Cancellation+

To register visit the [registration](#) page. To access visit the [login](#) page. For support, email askbeazleyINT@beazley.com.

Claims Management – Event Cancellation on myBeazley Premier Insurance Services



Beazley has contracted an expert third party claims handler with a specialty in Event Cancellation insurance to assist with claims adjustment and pre-risk management services. Premier Insurance Services' staff of experienced adjusters have assisted clients by promptly responding to event cancellation situations, assessing alternatives and where possible, relocating or postponing the event to another time.

Notable Event Cancellation Experience

- Successful rescheduling of the NFL Season and Super Bowl post September 11, 2001 terrorist attacks
- Coordinating the successful production and completion of the MTV Video Music Awards post Hurricane Katrina 2005
- Assisting the organizers of a major international convention in Europe with responding to a potential event cancellation due to flight cancellations throughout Europe after the volcanic ash eruptions from the Eyjafjallajokull Volcano
- Assisting insurers and insured's with Event Cancellation Claims after various strikes and transportation delays in Europe during 2010

Source: <https://premierinservices.com/areas-of-expertise/event-cancellation/>



Claims Process

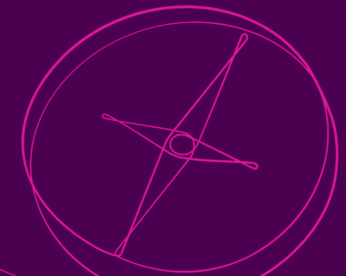
- Immediate response to the claim situation
- Regular communication with insurers, brokers, policyholders, witnesses and third parties
- Securing the property or location to preserve information, evidence and to avoid future losses
- Obtaining data and documents to substantiate the claim
- Verifying coverage amounts and policy exclusions or limitations
- Regular reporting to insurers with findings and recommendations
- Completing settlement and securing proper documentation and settlement releases
- Initiating subrogation activities where appropriate
- Selling or restoring salvage

Claims Service



Our Claims Advantage

US Contingency Claims Examples



Event Cancellation

Our insured advised us of their concern about an adverse weather forecast for their three-day music festival.

We immediately appointed a loss adjuster who met with the insured on-site to work through alterations and suggestions to mitigate the impact of heavy rain during the event.

On the event's third day, the heavy rain turned into a lightning storm, and the officials subsequently closed the event for public safety.

With a plan and communication already in place, the insured was able to reduce their loss, and we quickly made a significant payment for artists' fees. Our claims service assured the insured that their claim was covered, protected their relationship with artists, and provided time to assess the remainder of their expenses.

Non-Appearance

Our insured advised us that their headline performer got involved in a bus accident and has postponed all their future tour dates. We immediately appointed a loss adjuster who discussed with the insured and indemnified them for artist's fees. The insured was covered and indemnified, which protected their relationship with the performer.

Weather Guard

Beazley Weather Guard can be tailored so that if pre-determined triggers are triggered, then the insured is covered.

Examples

An automobile race organizer could have lost revenue if rainfall on the morning of the race reduces the number of walkup spectators.

An HVAC retail store runs a weather-related promotion in July and December, offering its consumers their money back if they purchase equipment in the store during the promotion sales period and if a pre-determined weather event occurs on Independence Day and Christmas Day. The trigger for the policy to pay out is the pre-determined event occurring at a given location on the insured date.

beazley



Beazley Overview

We are a leading sustainable, specialist insurer

We are defined by our people and a culture that values being bold, striving for better, and doing the right thing.

Our business model

Bringing different to life

Our people, values and culture underpin our success. They shape the way we show up, how we approach our business and – how we treat each other. It's by working with us that you'll experience the Beazley difference, bringing to life what sets us apart.

Being bold across all our activities

We enjoy the freedom and encouragement to confidently question the status quo and push the edges. We dare to be different and explore bold possibilities to create more innovative, fair and satisfying outcomes for our people, our clients, partners and investors.

Striving for better by always going above and beyond

Good is a start, but we go all out for better. We actively champion and support each other to be the best we can – a community of driven individuals relentlessly pushing the needle and creating value.

Doing the right thing for our people, partners and planet

Acting with integrity in a straightforward, decent way is instinctive. Open and honest with each other, we show respect and empathy however challenging the situation. Doing the right thing makes for a fair-minded, rewarding environment and makes work and life better for all.



Who we are

**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.

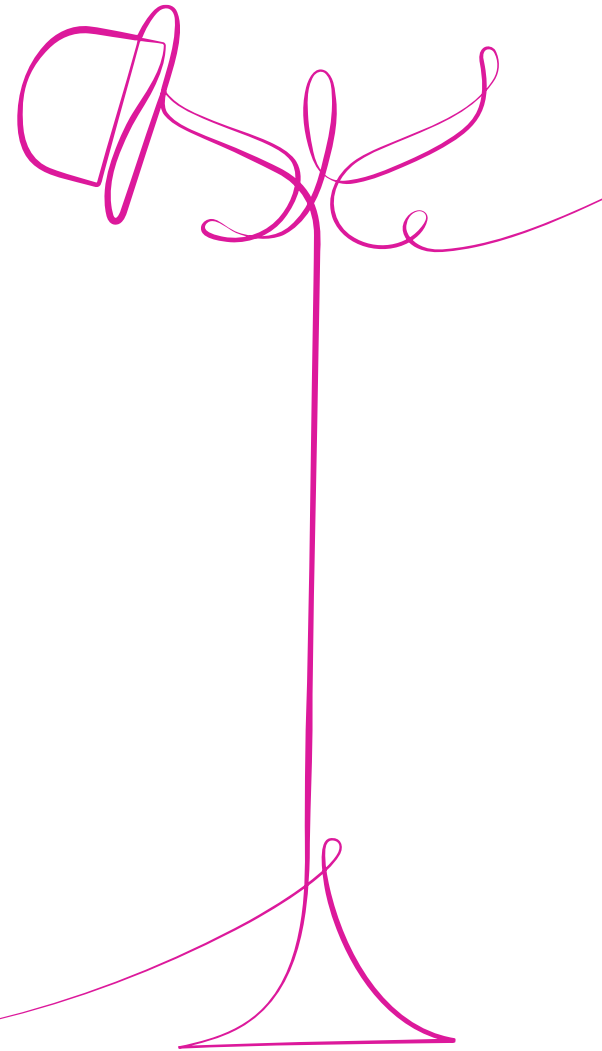
We began putting our heads together to tackle our clients' biggest challenges. And in a world fast becoming head-scratchingly complex, we set ourselves the goal to become the Industry's go to problem solvers.

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

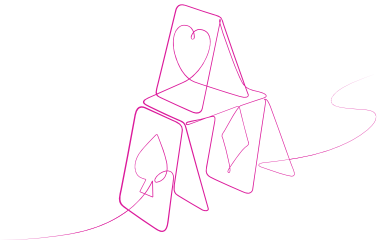
Persevering until we've found the right solution. Our quiet and boundless curiosity have seen us embrace all manner of risks: Boldly going further, from the bottom of the ocean to the surface of the moon.

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.**

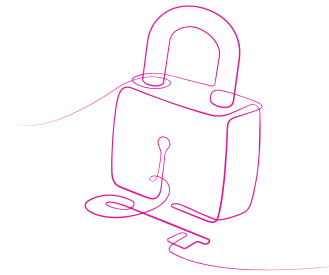


We operate five key divisions



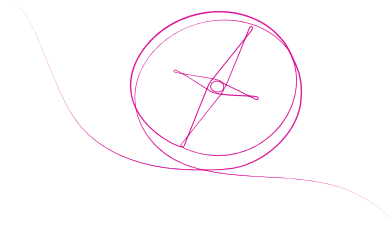
Property

Including
Reinsurance, JFAS



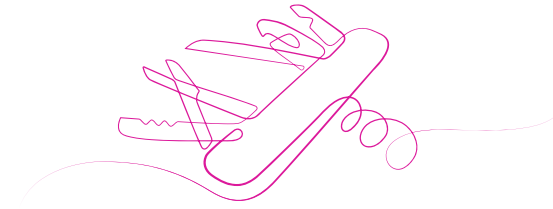
Cyber

Including technology
and risk mitigation
support and services



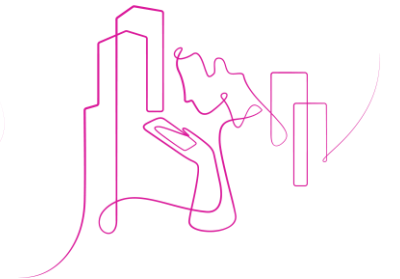
M.A.P

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**

**\$5.6 billion
in premiums**

2300 staff

**25 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

2023

Profit passes \$1billion

\$1,254.4.7m

Insurance type

Insurance

92%

Reinsurance

8%

Platform distribution

USA

40%

Worldwide

53%

Europe

7%

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

Key financials: 2023

5,601.4 \$m

Gross Premiums written

**More than doubled
in 5 years**

1,254.4 \$m

Underwriting profit

Record profit

74%

Combined Ratio

**Our best ever
combined ratio**

\$2 billion

Gross Premiums written

**US business reached
historic milestone in
Oct 2022**

Disclaimer: US

The product descriptions contained in this communication are for preliminary informational purposes only. Depending on the product, products may be available on a surplus lines or admitted basis. Surplus lines products are available through licensed surplus line insurance brokers underwritten by either Beazley Excess and Surplus Insurance, Inc. or Beazley-managed syndicates at Lloyd's. Admitted products are available in some but not all US jurisdictions, through licensed insurance brokers underwritten by Beazley Insurance Company, Inc. The exact coverage afforded by the products described in this communication is subject to and governed by the terms and conditions of each policy issued. The publication and delivery of the information contained in this communication is not intended as a solicitation for the purchase of insurance on any US risk. Beazley USA Services, Inc. is licensed and regulated by insurance regulatory authorities in the respective states of the US and transacts business in the State of California as Beazley Insurance Services (License#: 0G55497). BZPAC211.