

Professional Risks

[Table of contents](#)

Architects & Engineers (A&E)



Overview

- Surplus solutions covering construction professional liability exposures for all parties on a job site
- Tailor-made coverage solutions for design professionals, general contractors, artisan subcontractors and real estate owners/developers
- Enhanced coverage solutions including faulty workmanship, protective and rectification, not widely available through other markets



Coverage benefits

- \$10m capacity on a primary basis
- Broad definition of professional services, including extensions for technology services, use of drones, and pro bono services
- Blanket Additional Insured for clients for acts arising out of the named insured's services
- Defense of licensing proceedings and subpoena assistance plus coverage enhancements offered outside of limits
- Punitive damages specifically included in definition of 'damages,' where insurable by most favorable applicable jurisdiction, up to full limits
- Full coverage for 'personal and advertising injury'
- Media and advertising coverage
- Crisis management coverage
- Pre-claims assistance and additional payments



2022 focus

- Up to \$25m Revenues for Design Professionals
- Up to \$250m Construction Revenues for Contractors
- Up to \$300m Revenues Real Estate Developers

For more information visit our [website](#)

A&E appetite guide



Strong appetite

- Agency construction management (CM)
- Civil engineers – commercial & industrial projects
- Consulting – acoustic, fire, mapping
- Developers – commercial & institutional
- Developers – land only
- Drafting
- Electrical engineers
- Environmental engineers
- Forensic engineers & expert witness
- General contractors – at risk CM
- General contractors – construction only
- General contractors – design build
- Inspection – building code, mechanical, plumbing
- Interior designers
- Land surveyors
- Land use planning
- Landscape architects
- Mechanical engineers
- Mortgage field
- Subcontractors – drywall & carpentry
- Subcontractors – electrician
- Subcontractors – heating, ventilation, and air conditioning (HVAC)
- Subcontractors – landscapers & fencing
- Subcontractors – plumbing
- Subcontractors – telecom
- Subcontractors – fire, flooring, framing, masonry, painting, paving, renovation, tile



Conservative appetite

- Aerospace engineers
- Building materials testing and engineering
- Control systems and automation
- Geotech engineers
- High risk consulting – mining, oil and gas, energy, cost estimating
- High risk inspection – crane, elevator, welding, roof
- Homebuilders – contractors and developers
- Manufacturers
- Marine engineers
- Mining engineers
- Petroleum engineers
- Process engineers
- Seismic engineers
- Structural engineers
- Subcontractors – building envelope
- Subcontractors – glazing windows
- Subcontractors – roofers
- Subcontractors – structural steel



Out of appetite

- Home inspectors
- Environmental remediation contractors
- Underground utility locators
- Vegetation management

For a complete list download our [appetite guide](#)

A&E tailored forms: design professionals and developers



Architects, engineers and construction managers

- Coverage for a wide range of construction design professionals including architects, engineers, land surveyors, construction managers, consultants and more
- Professional Liability coverage and defense for third-party claims arising out of professional services
- Coverage for IP infringement claims
- 70/30 settlement clause with option to amend



Real estate developers and owners (RED)

- **Real Estate and Property Management Services**
Includes sales and leasing and coverage for allegations of tenant discrimination or violations of the Fair Housing Act
- **Construction Management Services**
Includes property management and owners representative services performed on owned and non-owned projects and developments
- **Owners Construction Professional Liability**
Covers the project developer/owner for vicarious third-party liability arising out of acts, errors or omissions of construction subconsultants
- **Owners Protective Professional Indemnity (OPPI)**
Covers the project developer/owner for financial loss (including cost overruns and delays) arising out of subcontracted design errors
- **Contractors Professional Liability**
Includes Contractors Pollution Liability and Rectification coverages, offered by endorsement to cover construction professional and pollution exposures for developers acting as their own general contractors

A&E tailored forms: contractors



General contractors

- **Protective Indemnity**
Covers an insured's financial loss (including cost overruns and delays) arising out of an act or error and omission of a subcontracted design professional. The claim must first be made against the responsible design professional
- **Professional Liability**
Covers claims alleging negligent design, engineering, construction management, and consulting services performed by an insured or on insured's behalf
- **Contractors Pollution**
Covers claims alleging pollution events arising from construction activities or operations. Includes mold, emergency response and restoration costs, pollutants in transport, and non-owned disposal sites
- **Rectification**
Advances funds directly to the Insured to rectify a design error and get the project back on track, avoiding potentially costly lawsuits and professional liability claims



Artisan subcontractors

- **Faulty Workmanship**
Fills exclusionary gaps in the insured's general liability policy, covering faulty or inadequate skill, quality or craftsmanship, or the use of defective materials or products, in covered work, resulting in physical damage or impairment
- **Professional Liability**
Covers claims alleging negligent design, engineering, construction management, and consulting services performed by an insured or on insured's behalf
- **Contractors Pollution**
Covers claims alleging pollution events arising from construction activities or operations. Includes mold, emergency response and restoration costs, pollutants in transport, and non-owned disposal sites
- **Rectification**
Advances funds directly to the Insured to rectify a design error and get the project back on track, avoiding potentially costly lawsuits and professional liability claims

A&E recent successes

HVAC contractor

- Annual construction revenue: \$6.5m
- Coverage: \$1m claims made and reported limit
- Deductible: \$5k
- Additional coverage:
 - Faulty workmanship
 - Contractors pollution
 - Rectification

Premium: \$8k

Architect

- Annual revenue: \$4.5m
- Coverage: \$2m/\$4m claims made and reported limit
- Deductible: \$15k
- Additional coverage: \$2m media liability sublimit

Premium: \$45k

General contractor

- Annual construction revenue: \$6m
- Coverage: \$1m claims made and reported limit
- Deductible: \$5k
- Additional coverage:
 - Pollution
 - Rectification
 - Protective indemnity

Premium: \$8k

Design/build firm

- Annual revenue: \$5.6m in construction values, \$2m in design fees
- Coverage: \$3m claims made and reported PL
- Deductible: \$50k
- Additional coverage: \$3m media liability sublimit, protective indemnity, rectification expenses, contractors pollution

Premium: \$35k

Real estate developer

- Annual revenues: \$130m construction revenues + rent rolls
- Coverage: \$3m claims made and reported limit
- Deductible: \$50k
- Additional coverage: Owners protective coverage (OPPI)
- Able to combine multiple operations of property management, real estate sales, and construction development services into one form

Premium: \$89k

Fire sprinkler contractor

- Annual construction revenue: \$1m
- Coverage: \$1m claims made and reported limit
- Deductible: \$10k
- Included faulty workmanship and rectification coverage not present in the current policy.

Premium: \$5.5k

Allied Healthcare (AHC)



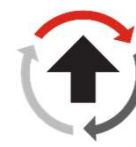
Overview

- We are innovative Allied Healthcare risk specialists, offering coverage across all allied healthcare classes of business
- We offer tailored coverage for risks in industries like home healthcare, counselors, spas, medical imaging, pharmacies, and physical and speech therapy
- Can be packaged with General Liability, Cyber, Crime, and Technology E&O coverage
- Complimentary access to Hiscox CyberClear Academy for Healthcare which includes cyber and privacy training for insureds on certain classes



Coverage benefits

- \$5M capacity on a primary basis
- Claims-made and reported professional liability, and occurrence option available for select classes expiring on an occurrence form
- Sexual abuse and misconduct defense and indemnity coverage available to full limit
- HIPAA liability sublimit
- Ability to include physicians for direct patient care on certain classes
- Punitive damages specifically included in definition of 'damages,' where insurable by most favorable applicable jurisdiction, up to full limits
- Additional available coverage enhancements:
 - first dollar defense
 - crisis management sublimit
 - aggregate retention



2022 focus

- Up to \$100m in revenue
- Virtual / Telemedicine / Remote Therapy Services
- Outpatient Services
- Medical Consulting
- Physical / Speech / Occupational Therapy
- Mental / Behavioral Counseling
- Retail Pharmacies (no wholesale, bulk, or manufacturing)
- Spas
- Diagnostic Services: Medical Imaging and Testing, Optometry, Audiology, Phlebotomy
- Social Services
- PL monoline and PL/GL

For more information visit our [website](#)

AHC tailored forms



Pharmacy

- Affirmative coverage for failure to warn
- Affirmative coverage for physicians related to administration and procurement of vaccinations
- Broad definition of pharmacy services



Medical imaging and testing

- Sublimit included in base form for billing and regulatory actions
- Medicare laboratory test reporting penalties sublimit in base form
- Broad definition of medical imaging and testing services including genetic and fertility testing



Home healthcare

- Property damage including as a covered cause of action
- Blanket additional insured coverage for management and parent companies included in base form
- Sexual abuse, HIPAA violation and defense of license coverage sublimits included in the base form



Physical, occupational, speech therapy

- Sublimit included in base form for billing and regulatory actions
- Express carve back for product liability arising from products used or recommended by the insured in the course of professional services
- Sexual abuse, HIPAA violation and defense of license coverage sublimits included in the base form

AHC appetite guide



Strong Appetite

- Acupuncture
- Adult daycares
- Audiologists
- Behavioral counseling
- Biofeedback
- CPR and first aid training
- Day spas (no laser or injections)
- Doula
- Hospice care
- Low level laser therapy
- Medical arts training schools
- Medical/healthcare consultants
- Medical imaging
- Medical laboratories diagnostic testing
- Mental health counseling
- Nutritionists and dietitians
- Occupational therapy
- Optometrists and opticians
- Personal training and yoga
- Phlebotomists
- Physical therapy
- Retail pharmacies
- Sleep clinics *
- Speech therapy
- Veterinary
- Wellness counselling and health screening



Conservative appetite

- Assisted living facility*
- Blood or tissue banks
- Clinical research/trials
- Clinics (general, urgent care, dialysis)
- Compounding pharmacies
- Dentists
- Drug and alcohol testing
- Durable medical equipment instruction and therapy
- Egg donor and surrogate matching
- Group homes
- Healthcare staffing *
- Holistic healthcare (ND, chiropractic)
- Home healthcare (no CA or FL new business)
- Hyperbaric therapy
- Infusion therapy
- Medical spas and anti-aging
- Nurses (NP, RN, LPN, CNA)
- Organ and tissue procurement
- Orthotic and prosthetic fitting
- Physician assistants
- Physician consulting (IME, expert witness, medical director)
- Psychiatric hospitals
- Social services
- Substance abuse treatment
- Surgery centers
- Tattoo and body piercing
- Utilization review case management



Out of appetite

- Ambulances (emergency and non-emergency)
- Child daycares (non-medical)
- Fertility clinics and birthing services
- Hospital liability and standalone emergency rooms
- Managed care organizations
- Medical doctors and physician's medical malpractice
- Nursing homes
- Post-mortem services

• Covid-19 restrictions in place

AHC recent successes

Medical imaging center

- Annual revenue: \$17m
- Coverage: \$1m/\$3m claims made and reported professional liability limits
- Deductible: \$5k

Premium: \$28.5k

Outpatient mental health

- Annual revenue: \$2.9m
- Coverage:
 - PL - \$2m/\$4m claims made and reported limit
 - GL - \$2m/\$4m occurrence limit
 - Cyber - \$250k
 - Crime - \$100k
- Deductible: \$2.5k
- Additional coverage:
 - First dollar defense
 - Aggregate retention endorsement

Premium: \$18k

Medical spa

- Annual revenue: \$13m
- Coverage:
 - PL - \$5m claims made and reported limit
 - GL - \$5m occurrence limit
- Additional coverage:
 - \$1m sexual abuse/misconduct sublimit
 - \$50k billing and regulatory actions sublimit
 - \$250k HIPAA violations sublimit
 - \$1m HNOA sublimit

Premium: \$50k

Health and behavioral coaching

- Annual revenue: \$5m
- Coverage: \$5m Allied Healthcare, Tech/Cyber

Premium: \$38k

Retail Pharmacy

- Annual revenue: \$6.5m
- Coverage:
 - PL - \$1m/\$3m claims made and reported limit
 - GL - \$1m/\$3m occurrence limit
- Deductible: \$2.5k
 - \$300k abuse sublimit
 - \$250k HIPPA violation sublimit

Premium: \$9k

Physical Therapist

- Annual revenue: \$10m
- Coverage:
 - PL - \$1m/\$3m claims made and reported limit
 - GL - \$1m/\$3m occurrence limit
- Deductible: \$2.5k
 - \$300k abuse sublimit
 - \$250k HIPPA violation sublimit
 - \$50k billing error coverage sublimit

Premium: \$15k

Miscellaneous Professional Liability (MPL)



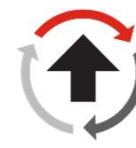
Overview

- MPL was the first product we launched when Hiscox USA opened its doors in 2006, and it remains a cornerstone product for us today
- We offer tailor-made coverage solutions for Accountants, Associations, Security Guards, Staffing and PEO Firms, Analytical Testing Labs, Trustees, Consultants, and Real Estate Professionals
- Can be packaged with General Liability, Cyber, Crime, and Technology E&O coverage



Coverage benefits

- \$10M capacity on a primary basis
- We have a duty to defend our clients and will defend them for the entirety of their claim provided at least one allegation triggers our policy
- Punitive damages specifically included in definition of 'damages,' where insurable by most favorable applicable jurisdiction, up to full limits
- Automatic coverage for independent contractors
- 50/50 hammer clause automatically included
- Additional available coverage enhancements:
 - first dollar defense
 - crisis management sublimit
 - aggregate retention
 - breach of client contract



2022 focus

- Up to \$100m in revenue
- Up to \$25m commissions/fees for Real Estate Agents/Brokers & Property Managers
- Up to \$250m gross revenues for Custom House Brokers / Freight Forwarders
- Up to \$250m assets under management for Trustees
- Up to \$250m gross revenues for Temporary Staffing Agencies / PEOs (inclusive of pass through costs)
- Most consultants under \$5m in revenues available for quoting on our P3 portal

For more information visit our [website](#)

MPL tailored forms (1/2)



Associations

- Comprehensive definition of member support services, with flexibility to cover services provided to non-members
- Key coverage includes affirmative coverage for anti-trust matters, crisis management costs, and media activities
- Additional sublimit for contingent bodily injury and property damage



Accountants

- Coverage for a wide range of activities, including but not limited to work as a public accountant, bookkeeper, enrolled agent, or tax preparer
- Appetite up to \$25m in revenue
- Coverage available for services as a personal investment advisor and/or personal trustee by endorsement



Staffing services

- Tailor-made coverage for permanent and temporary staffing services, as well as PEO firms
- Enhancements include coverage for placed personnel as standard, blanket additional insured coverage, and sublimits for contingent bodily injury and property damage, sexual abuse and misconduct, and contingent pollution
- Bespoke endorsements for staffing of IT, healthcare, accountants, lawyers, and design professionals
- Can be packaged with GL, Technology E&O and Cyber



Security services

- Blended PL/GL solution on occurrence or claims-made and reported basis
- Key coverage includes contingent bodily injury and property damage; affirmative coverage for assault and battery; lost key coverage; blanket additional insured coverage with waiver of subrogation when required by contract
- Automatic coverage for independent contractors
- No appetite restriction on armed guards, armored transport, or use of canines

MPL tailored forms (2/2)



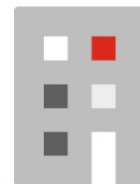
Analytical testing labs

- Coverage for scientific analysis, testing, and examination of materials or substances in a laboratory or other testing facility
- Full limit available for contingent bodily injury and property damage claims, with a sublimit for contingent pollution
- Broad appetite includes but is not limited to testing labs for food, soil, construction materials, non-destructive materials, asphalt, and forensic/medical specimens



Trustees

- Protection for trustees handling a variety of trusts, including living trusts, beneficiary trusts, family trusts, liquidating trusts, special needs trusts and pooled trusts, as well as coverage for guardianship and conservatorship agreements
- No restriction for trustees who are also beneficiaries of the trust – insured versus insured exclusion has been carved back to facilitate coverage for this arrangement
- Affirmative coverage for petitions of removal of the trustee
- Credit of 50% of the retention if a claim is settled during mediation



Real estate and property managers

- Coverage for real estate sales, leasing, and property management services
- \$1m third-party discrimination/Fair Housing Act claim sublimit as standard
- No owned-property restriction.
- Sales and management of property developed by the insured/affiliate covered by endorsement
- Automatic AI status for franchisors
- Targeting real estate under \$1m in fees and \$10m in rent rolls



Consultants

- Contingent bodily injury/property damage sublimit
- Blanket additional insured language
- Other available enhancements include coverage for breach of contract, technology services, media activities sublimit, aggregate retention

MPL appetite guide (1/2)



Strong appetite

- Administrative services
- Advertising and marketing services
- Analytical testing labs
- Appraisal of goods
- Associations
- Auctioneers of goods and services
- Background checks and screening services
- Business support services
- Cell tower acquisition services
- Claims adjusters
- Concierge and personal services
- Court reporters
- Custom house brokers and freight forwarders
- Document management services
- Environmental consulting
- Event planners
- Food services
- Grant administration and monitoring services
- Graphic design services
- Janitorial services
- Landman
- Management consulting
- Market research firms
- Media buying agencies
- Media/branding consulting
- Medical billing services
- Other professional, scientific, technical services



Strong appetite

- Payroll services
- Photography services
- Pilot car services
- Printing services
- Property preservation services
- Public relations
- Referral services
- Regulatory consulting
- Risk management consulting
- Scientific and technical consulting
- Staffing and PEO services
- Tax preparation services
- Training and vocational schools
- Transcription services
- Translation services
- Transportation coordination services
- Travel services
- Tutoring
- Vocational counseling
- Yacht, ship, boat, and jet brokers

MPL appetite guide (2/2)



Conservative appetite

- 1031 exchange agents
- Accountants
- Accreditation services
- Actuaries
- Alarm monitoring services
- Bail agents
- Business brokers
- Business management
- Collection agents
- Debt/credit management
- Financial consulting
- Healthcare consulting
- Hotel management
- Inspection and maintenance services
- Interim management services
- Oil and gas consulting
- Private investigators
- Property managers
- Real estate agents and brokers
- Real estate appraisers and auctioneers
- Real estate consulting
- Repossession and skip tracing services
- Safety consulting
- Security guards
- Security/defense/military contractors
- Structured and life settlement services
- Talent agents and managers
- Third-party administrators
- Trustees



Out of appetite

- Attorneys
- Escrow agents
- Financial institutions
- Franchisor services
- Insurance agents and brokers
- Mortgage brokers and bankers
- Security brokers and dealers
- Title services
- Probation monitoring
- Vegetation management

MPL recent successes

Association

- Fitness certification, education, and training services
- Annual revenue: \$28m
- Coverage: \$5m/\$5m claims made and reported PL limit
- Retention: \$25k
- Tailor-made Associations Professional Liability Coverage Part
- Additional coverage: \$5m contingent bodily injury/property damage sublimit, \$5m sublimit for media activities, \$250k anti-trust sublimit

Premium: \$58k

Freight forwarder

- Specialized in refrigerated transportation
- Annual revenue: \$86m with \$67m in freight costs
- Coverage: \$1m/\$1m claims made and reported PL limit
- Retention: \$10k
- Additional coverage: 3x aggregate retention

Premium: \$12.5k

Accountant

- Annual revenue: \$1.5m
- Coverage: \$1m/\$1m claims made and reported PL limit
- Retention: \$5k
- Tailor-made Accountants Professional Liability Coverage Part
- Additional coverage: Trustee liability coverage
- Coverage for accountant E&O and trustee E&O exposure provided on one form

Premium: \$6k

Medical billing

- Medical billing, practice management, and revenue cycle management consulting
- Annual revenue: \$8m
- Coverage: \$1m/\$1m claims made and reported PL limit
- Retention: \$25k
- Additional coverage: \$100k HIPAA sublimit, coverage for technology services, \$250k defense only sublimit for FCRA and TCPA

Premium: \$17k

Event planning

- Annual revenue: \$20m
- Coverage: \$2m/\$2m claims made and reported PL limit. \$2m/\$2m occurrence GL limit.
- Retention: \$10k
- Additional coverage: \$5m contract specific PL limit, \$1m hired and non-owned auto, \$1m employee benefits liability

Premium: \$43k

Trustee

- Total plan assets: \$16m
- Coverage: \$1m/\$1m claims made and reported PL limit
- Retention: \$5k
- Additional coverage: Revocable Living Trust, covers the beneficiary also acting as trustee, plan assets were made up from a combination of cash, real estate, stocks and equity in a company

Premium: \$2k

Cyber and Technology

[Table of contents](#)

Cyber and Technology



Overview

- Hiscox CyberClear® is designed to cover privacy, data and network exposures and provide peace of mind. Whether it's sensitive client or employee information, there are increasing expectations that this information is secure



Coverage Benefits

- \$5m capacity on a primary basis
- Primary elements of cyber insurance included at full limits as standard: first-party breach response costs, third-party liability including regulatory fines and penalties, cyber extortion costs, cyber business interruption costs and data recovery costs
- Optional coverage for Cyber Crime: Funds Transfer Fraud, Social engineering, Reverse Social Engineering
- Optional coverage for broader business interruption loss, including dependent business interruption, system failure, and dependent system failure
- Breach response resources: A Hiscox CyberClear policy includes a comprehensive panel of breach response resources including extortion management, PR, legal services, credit monitoring, and more. Learn more about our exceptional vendors and risk management services [here](#)



2022 Focus

- Sub \$10M green business for quick turnaround times
- A continued proactive partnership with insureds to improve their risk profile
- Strong appetite for the arts, professional (excluding lawyers) and personal services

For more information visit our [website](#)

Cyber Appetite Guide



Strong Appetite

- Agriculture, forestry, fishing, and hunting
- Architectural engineering and related services
- Arts, entertainment, and recreation
- Automotive machinery, and equipment repair and maintenance
- Banks
- Consulting
- Death care services
- Design (graphic, industrial, and interior)
- Dry cleaning and laundry services
- Information
- Market research and polling



Conservative Appetite

- Accounting, payroll services and tax preparation
- Administrative and support
- Advertising
- Computer systems design
- Data processing and hosting
- Education
- Electronic precision equipment repair and maintenance
- Finance and insurance (except banks, broker)
- Healthcare
- Holding companies



Out of Appetite

- Construction/engineering
- Gambling
- Insurance companies
- Legal services
- Manufacturing
- Mortgage and loan broker
- Public administration (Municipalities, government agencies)
- Transportation
- Wholesale distribution

Cyber recent successes

Surgery center

- Annual revenue: <\$10m
- Coverage: \$5m Cyber
- Retention: \$10k

Premium: \$6.2k

Fitness club

- Annual revenue: \$25m
- Coverage: \$3m Cyber
- Enhanced Privacy Regulatory Coverage
- Retention: \$10k

Premium: \$8.5k

Not-For-Profit

- Annual revenue: \$10m
- Coverage: \$2m Cyber
- Retention: \$10k

Premium: \$5k

Restaurant

- Annual revenue: \$20m
- Coverage: \$1m Cyber & Digital Media
- Retention: \$15k

Premium: \$9k

Accounting Firm

- Annual revenue: \$9m
- Coverage: \$2m Cyber
- Retention: \$10k

Premium: \$9k

Property Inspection Services

- Annual revenue: \$24m, 14m records
- Coverage: \$3m Cyber
- Retention: \$50k

Premium: \$32k

Technology Errors & Omissions (E&O)



Overview

- From breach of contract to intellectual property infringement and cyber liability, we provide the essential protection that businesses need to stay one step ahead



Coverage Benefits

- \$5m capacity on a primary basis
- Comprehensive policy form with 10 triggers under one insuring agreement
- Affirmative breach of contract coverage including contractual indemnity owed to third parties
- Broad intellectual property infringement coverage including misappropriation of trade secrets, copyright infringement, trademark infringement, trademark dilution, trade dress infringement
- No exclusions for cost overruns, delays in delivery of performance, breach of warranties or guarantees, or consequential damages
- Coverage enhancements for the value of service credits, declaratory relief actions, contractual fees owed to the insured, and complimentary pre-claim assistance
- 70/30 modified consent to settle clause built into base form



2022 Focus

- Continue to focus on green appetite classes of business. Including software as a service with low mission critical exposures, custom software development and selective IT services

For more information visit our [website](#)

Technology E&O appetite guide (1/2)



Strong appetite

SOFTWARE

- Accounting
- Broadcasting
- Business analytics
- Cloud storage
- Communications
- Custom software developers
- Customer rewards
- Emergency notification
- Geographic information systems (GIS)
- Health and wellness
- Human resources
- Internet of things (IoT)
- IT analytics
- Learning management
- Risk management
- Computer-aided design (CAD)
- Sharing economy
- Telematics



Strong appetite

SERVICES

- Consulting – general IT
- Consulting – software testing
- Consulting – training
- Document and data conversion
- Electronic repair
- E-recycling and data destruction
- Hardware installation/integration
- IT staffing
- Telecommunications
- Web developer

Technology E&O appetite guide (2/2)



Conservative appetite

SOFTWARE

- Banking
- Customer relationship management (CRM)
- Cybersecurity
- Digital marketing
- E-commerce
- E-discovery
- Enterprise resource planning (ERP)
- Point of sale (POS)
- Practice management
- Sharing economy
- Social media
- Supply chain management (SCM)

SERVICES

- Cloud computing
- Consulting – security testing
- Consulting – compliance certification
- Content delivery network (CDN)
- Data center/co-location
- Digital marketing services
- Internet service provider (ISP)
- Value added reseller (VAR)
- Virtual private network (VPN)
- Web hosting and domains



Out of appetite

SOFTWARE

- Autonomous AI
- Biometric
- Computer-aided manufacturing (CAM)
- Control systems
- Crowdfunding
- Cryptocurrency
- Data aggregators (consumer)
- Financial trading
- Gambling
- Identity and fraud detection
- Medical diagnostic
- Password management
- Payment processing
- Video game

SERVICES

- Hardware design/manufacturing
- Managed IT services
- Managed security services

Technology E&O recent successes

Software Development Provider

- Annual revenue: \$7m
- Coverage: \$5m Tech E&O, Cyber and Digital Media
- Retention: \$25k

Premium: \$29k

IT Staffing

- Annual revenue: \$34m
- Coverage: \$5m Tech E&O and Cyber
- Retention: \$25k

Premium: \$54k

Application Service Provider

- Annual revenue: \$3m
- Coverage: \$3m Tech E&O and Cyber
- Retention: \$10k

Premium: \$12k

Application Service Provider (Communications)

- Annual revenue: \$8m
- Coverage: \$1m Tech E&O, Cyber, Digital Media and \$1m/\$2m GL
- Retention: \$10k
- Additional coverage: We write the German parent company and provided coverage for the US subsidiary. We added GL coverage for their NYC office location.

Premium: \$16k

Media and Entertainment

[Table of contents](#)

Media Liability



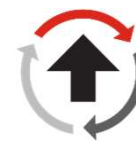
Overview

- At Hiscox, one size does NOT fit all. Flexible and specialized media underwriters (with over 50 years' combined underwriting experience) and cutting-edge customized endorsements accommodate specific insurance exposures
- New, tailored coverage available for creative industries
- Highest level of claims handling available in the industry



Coverage Benefits

- \$5m capacity on a primary basis
- One comprehensive policy with optional coverages: technology activities miscellaneous professional services
- Multimedia form offers enhanced coverage for:
 - Open perils protection (not just specific named torts) including, but not limited to, traditional libel, slander, invasion of privacy, breach of confidentiality, copyright, trademark perils, defamation, injurious falsehood, trespass and publicity rights violations
 - Occurrence form coverage for all media activities which occur during the policy period, regardless of when the claim is made
 - Claims brought anywhere in the world



2022 Focus

- Now writing Radio & TV Broadcasters as well as streaming platforms
- With an influx of cash in the industry, we are open for and seeing more Podcast submissions
- YouTube or TikTok Channels
- DICE Producers
- Creative Industries

For more information visit our [website](#)

Media tailored form: creatives industry



Form overview:

- Creative Industry companies deliver valuable content and perform various services for their clients. The Creative Industries Media and Professional Liability product blends the content-based coverage that is extended in a media form with the service-based coverage afforded on a Miscellaneous Professional form to provide tailored coverage for this industry
- This new form is built specifically for:
 - advertising agencies and creative agencies
 - marketing firms that work in branding, digital marketing, market research, media buying, web marketing, and consulting (image and social media)
 - public relation firms
 - graphic designers
 - photographers and videographers
 - post-production houses, animators, and illustrators



Coverage benefits:

- \$5 million capacity on a primary basis
- Both claims made and occurrence versions are available*
- A modular approach with cyber, general liability, and technology coverage parts available
- Negligence coverage as well as media perils, including intellectual property infringement*
- Open peril policy covers insured's own advertising and performance of creative services*
- \$10,000 sub-limit for subpoena defense assistance*
- Rectification costs up to the policy limit to correct errors in content that could lead to a claim*
- Third-party discrimination*
- Breach of comparative advertising statutes*
- Supplemental payments up to \$10,000 for the insured's costs in connection with the defense of a claim*
- Extends coverage to joint ventures, independent contracts, and additional insureds*
- Worldwide coverage except for countries where the US enforces trade sanctions*

For additional information, review our policy comparison that compares our traditional MPL coverage and our marketing advertising and communications liability policy to our new form.

***Subject to terms and conditions outlined in the Hiscox PRO® General terms and conditions and the Hiscox PRO® Creative Industries Media and Professional Liability Coverage Part.**

Media appetite guide



Strong appetite

- Advertising agencies
- Branding
- Creative agencies
- DICE producers
- Digital marketing
- DVD, direct to video, and films for limited theatrical release
- Film distribution and acquisitions development
- Graphic designers
- Illustrators
- Image consultants
- Internet content providers
- Live theatrical productions
- Magazine/periodical publishers
- Marketing
- Market research
- Media buying
- Multimedia
- Newspaper publishers
- Personal appearances
- Photographers
- Podcasts
- Postproduction
- Public relations
- Radio broadcasters
- Social media consultants
- Television broadcasters
- Television productions
- Videographers
- Webisodes and web marketing



Out of appetite

- Advertisers (brands)
- Book publishers
- Excess
- Music (artists and record labels)
- Reality television
- Theatrical films

Media recent successes

Limited theatrical film

- Coverage: Media Liability with \$1m/\$3m limit
- Deductible: \$25k

Premium: \$3k

Webisodes

- Revenue \$1m-\$5m
- Coverage: Media Liability

Premium: \$33k

TV series

- Coverage: Media Liability with \$3m/\$5m limit
- Deductible: \$25k

Premium: \$9k

Multimedia

- Revenue :\$10m-\$25m
- Coverage: Media Liability

Premium: \$30k

DICE

- Revenue: \$1m-\$5m
- Coverage: Media Liability

Premium: \$17k

Podcast

- Coverage: Media Liability with \$2m limit

Premium: \$11k

Entertainment



Overview

- Hiscox Entertainment provides broad coverage to satisfy the property and casualty needs of the entertainment industry. While film (DICE, TV and features), touring (bands, comedians) and theatrical are what most think of when entertainment business is contemplated, we think much broader. There is a huge diversity of companies that provide support to this specialty and we insure most of them



Coverage Benefits

Film, television, DICE, advertising wrap-up and music videos, our package coverage includes:

- Cast and Media (negative and faulty stock)
- Commercial GL, Business Auto
- Production extra expense, production equipment, props, sets and wardrobe
- third party property damage

Rental houses:

- Provides coverage for conversion losses as well as when a rental customer overloads a boom
- Extensions available for Business Interruption when equipment off-premises is damaged
- Coverage for equipment while rented to others should their insurance be inadequate

Loan-out corporations:

- Comprehensive Personal Liability as well as a Personal Umbrella Policy with separate limits to avoid encumbering the Commercial GL



2022 Focus

Entertainment continues to focus on:

- DICE
- Rental houses
- Loan-out corporations
- Touring entertainers
- Small film (<\$5M GPC)

For more information visit our [website](#)

Entertainment appetite guide



Strong appetite

- Animation
- Baby bands
- DICE
- Experiential retailers (virtual reality, escape rooms, and gaming venues)
- Loan-out corporations
- Postproduction or recording facilities
- Rental houses (non-rigging)
- Set design and construction
- Sound and light designers
- Talent agents
- Talent managers
- Touring entertainers (bands, comedians and motivational speakers)



Conservative appetite

- Event organizers
- Feature films
- Rental houses (with limited rigging)
- Special events
- Theatrical productions
- Television
- Venues



Out of appetite

- Adult entertainment or pornography
- Amusement and water parks
- Builders' risks
- Cancellation of event coverage
- Casinos
- Hotels and hospitality
- Hunting clubs
- Large feature films
- Non-appearance risks
- Party rentals
- Risks involving tobacco or cannabis

Entertainment recent successes

TV series

- Coverages: Production Package, GL, Property, WC
- 8 x 60 minute episodes
- Written in NYFTZ
- Including Civil Authority and Imminent Peril
- Excluding COVID-19 and Pandemic/Epidemic

Premium: \$10.5k

Experimental events company

- Coverage: Liability and property
- \$10 million excess of Primary \$5 million
- Because of COVID-19, a large product launch was done virtually requiring filming all the interviews and technical segments beforehand

Premium: \$1.5M

Rental house

- Coverages: Property, GL, Auto
- Specialty Rental House involved in renting trailers used for parades

Premium \$13k

Postproduction and DICE

- Coverage: Property, GL, Production Package, WC, Umbrella
- An insured that does post-production for others but also does their own production
- Property coverage for editing bays, DICE Production package for their own work

Premium: \$14k

Special event

- Coverages: GL, Inland Marine, WC
- An annual, renewable policy for an LGBTQ organization that hosts an annual film festival

Premium: \$5k

Association

- Coverages: Property, GL, WC
- An organization that unites the best in their specific entertainment trades for social interaction

Premium \$7k

Executive Risks

[Table of contents](#)

Crime and Fidelity



Overview

- Track record of delivering solutions for crime and fidelity risks
- Wide range of target industries with few excluded classes
- 75% of quotes are provided within 12 hours of submission



Coverage Benefits

- Automatic coverage for new subsidiaries, including coverage for losses that occurred prior to the acquisition but discovered afterward
- Coverage for employees, even when the insured is aware of prior theft or dishonesty
- Executives' Property – coverage for employee theft of executives' property, i.e. Personal Trust Accounts
- Third Parties' Property – for theft from a customer, client, vendor or other (even without a written contract). Even includes a client of a client
- Independent contractors are included in the definition of employee
- Customers' accounts for fraud committed as a result of the insured's access to client, vendor or customer accounts
- Erroneous transfer coverage for errors in making a transfer of funds
- Cyber deception up to \$150K limit (with proper controls in place)



2022 focus

- Businesses with up to 1,000 employees
- Primary preferred, up to \$5m limits

For more information visit our [website](#)

Crime and Fidelity appetite guide



Strong appetite

Up to \$5m limits

- Check cashing/pay day loans
- Collection agencies
- Construction
- Family offices
- Healthcare (mid-size)
- Hospitality
- Professional services (consultants/IT companies)
- Real estate
- Staffing companies

Form 14

- Investment advisors
- Family offices (can also be written on commercial paper)
- Wealth management
- Investment funds
- Hedge funds
- Private equity and venture capital

Form 15

- Mortgage brokers and bankers
- Finance companies
- Small loan companies

Form 24

- Small commercial banks
- Small savings and loans

Form 25

- Insurance companies
- Health insurance companies



Out of appetite

- Armored transit
- ATMs
- Business managers for high net-worth individuals
- Car dealers
- Closing attorneys (real estate)
- Escrow/title companies
- Fintech
- Jewelry
- Native American/Tribal Government
- Representative/designated payees
- Scrap Metal
- Companies whose business activities involve thermal coal-fired power plants, thermal coal mines, arctic energy exploration, oil sands, or controversial weapons

Crime and Fidelity recent successes

Administrative services

- Annual revenue: \$52m
- Employee count: 600+
- Coverage: \$1m crime limit, \$4m third-party property
- Retention: \$10k for crime, \$25k for third-party property

Premium: \$19k

Real estate property manager

- Annual revenue: \$9m
- Employee count: 110
- Coverage: \$5m crime limit
- Retention: \$25k

Premium: \$17k

Transportation/logistics

- Annual revenue: \$500m
- Employee count: 500+
- Coverage: \$2m crime limit
- Retention: \$50k

Premium: \$23k

Retail

- Annual revenue: \$15m
- Employee count: 500
- Coverage: \$1m crime limit
- Retention: \$10k
- Broad Tech Fraud offering which includes computer fraud, funds transfer fraud, cyber deception, customers' accounts, and erroneous transfer

Premium: \$6k

Manufacturing

- Annual revenue: \$70m
- Employee count: 300+
- Coverage: \$1m crime limit
- Retention: \$10k
- Automatic coverage for new subsidiaries, including coverage for losses that occurred prior to the acquisition but were discovered after

Premium: \$12k

Healthcare

- Annual revenue: \$5m
- Employee count: 50+
- Coverage: \$500k crime limit
- Retention: \$3k

Premium: \$3k

Management Liability (ML)



Overview

- Hiscox policy form offers broad Directors & Officers Liability coverage, Fiduciary Liability coverage, Employment Practices Liability coverage, and Employed Lawyers Liability coverage for private companies and their directors and officers
- Dedicated in-house claims staff with the expertise to help guide our insureds



Coverage Benefits

- Coverage for the insured entity, as well as any past, present or future directors, officers, trustees, general counsel, risk manager, management committee members, and members of the board of managers or advisory boards
- Coverage for sexual harassment, discrimination, retaliation, hostile work environment, wrongful deprivation of a career opportunity and wrongful termination
- Pre-claim inquiry sublimit for individual insureds who are required to appear at an informal meeting or interview requested by a regulatory entity
- Additional limit of liability of up to \$1m for a loss resulting from a claim against a non-indemnified executive
- Reputation loss, anti-trust, and derivative demand sublimits available



2022 Focus

- Businesses with less than 100 employees (EPL) and less than \$50M Assets (D&O/FID)
- Accommodation & Food Services (e.g., hotels, restaurants, caterers), Administrative Services, Agriculture, Forestry & Fishing, Construction, Manufacturing (non-medical and non-technology), Professional Services (e.g., advertising and PR agencies), Retail

For more information visit our [website](#)

Management Liability appetite guide



Strong appetite

Accommodation and food services

- Hotels
- Restaurants
- Caterers
- Administrative services
- Business service centers
- Call centers

Agriculture, forestry, fishing

- Farms
- Cattle ranches
- Logging

Construction

- Residential and commercial construction contractors

Manufacturing

- Food
- Textile
- Industrial (excluding medical and technology)

Professional services

- Consultants
- Advertising and PR agencies (not including lawyers, accountants, architects, engineers or any class related to medical and technology)

Retail

- Merchandise stores
- Grocery stores
- Convenience stores
- Auto dealerships



Out of appetite

- All business in metro California (San Francisco, Los Angeles, and San Diego) is excluded. Any class of business that is not included in the Strong Appetite list is considered out of appetite. Please contact your underwriter for further clarification.

Management Liability recent successes

Food Services / Drinking Places

- Assets: \$112M
- Employee Count: 1,730
- Coverage: \$3M EPL
- Retention: \$50k

Premium: \$63k

Professional, Scientific, and Technical Services

- Employee count: 71
- Coverage: \$1m D&O, EPL, Fiduciary, Crime
- Retentions:
 - D&O - \$25k
 - EPL - \$35k
 - Fiduciary - \$0
 - Crime- \$5k

Premium: \$21k

Reason for Success: The expiring policy with us only had D&O/Fiduciary and the insured wanted to bundle all their coverage under one policy to include the expiring D&O/Fiduciary plus Crime and EPL. We were able to accommodate this request with more competitive terms and pricing than the expiring terms with another carrier.

Manufacturing

- Assets: \$60M
- Employee count: 394
- Coverage: \$3m FID, EPL, \$1m Crime
- Retentions:
 - Fiduciary - \$0k
 - EPL - \$50k
 - Crime - \$10k

Premium: \$47k

Reason for Success: Turnaround time. Insured had a short-term extension on the account that was due to expire. The documents needed were submitted on the expiration date and we were able to turn around a quotation the same day.

Grocery Store / Retail

- Assets: \$14m
- Employee count: 467
- Coverage: \$1m limit EPL
- Retention: \$35k

Premium: \$14k

Auto dealership

- Employee count: 53
- Coverage: \$1m limit EPL
- Retention: \$25k

Premium: \$5k

Reason for Success: Terms and pricing were comparable to the expiring carrier's policy.

Auto dealership

- Employee count: 94
- Coverage: \$1m limit EPL
- Retention: \$25k

Premium: \$9k

Reason for Success: Our auto dealership policies do not typically include Wage & Hour (W&H) which was making us uncompetitive with one of our brokers. We were able to endorse W&H onto the dealership submissions with that broker to stay competitive on coverage.

Terrorism

[Table of contents](#)

Terrorism



Overview

- Our Terrorism Insurance products go beyond traditional insurance coverage. Along with traditional Terrorism coverage, we provide solutions for active shooter events, nuclear, chemical, biological and radiological attacks (NCBR), and malicious threats. An insured can customize the exact coverage that fits their business needs
- Our policies provide market leading coverage through simple language, along with best in class supplemental services and some of the highest available limits in the industry



Coverage Benefits

Terrorism and Sabotage Insurance

- Trigger of coverage is an act of terrorism
- Policy responds to an event regardless of TRIPRA certification
- Inclusive of business income and extra expense

Active Shooter and Malicious Attack

- Property damage
- Third-party liability and employers' liability
- BI up to 180 days plus an additional 90 days for extended period of indemnity

NCBR: Nuclear, Chemical, Biological, Radiological Terrorism Insurance

- No policy zone restrictions on the origin of the attacks

Threat of a Malicious Act Insurance

- Indemnity against lost revenue for length of time the business is interrupted (max 10 days)



2022 Focus

- Terrorism and Sabotage limits up to \$250m
- Builders Risks
 - Terrorism Liability limits up to \$50m
- Continued awareness to the relevance of our Active Shooter and Malicious Attack coverage
 - Schools
 - Municipalities
 - Business income-driven occupancies such as retail, restaurants, and hotels

For more information visit our [website](#)