



Specialty Insurance End of Year Wrap-Up

About Advisen:

Advisen Ltd. is a privately-owned, independent and unbiased provider of news, data and risk analytics to the commercial insurance industry.

Advisen's mission is to deliver productivity and insight to insurance professionals. Advisen brings greater success through technology and data, revolutionizing the way the commercial insurance industry functions. Our customers leverage the Advisen platform, adding power to their proprietary ability and bringing value to their clients.

Please locate us on: www.advisen.com

Many Thanks to our Sponsor!

OneBeacon
PROFESSIONAL INSURANCE®

Specialty Insurance End of Year Wrap-Up

<http://corner.advisen.com>

- **White Paper:** Coming Soon!
- Copy of these **slides**
- **Recording** of today's webinar

Today's Moderator



David Bradford- President, Research & Editorial Group, Advisen Ltd.

Today's Panelists



Paul Romano, President, OneBeacon Professional Insurance



Geoffrey Allen, Executive Vice President, National E&O and Information Risk Practice Leader, FINEX North America, Willis



Anne Longmoore, Executive Vice President, D&O, Fiduciary, and EPL Product Leader, Willis

Today's Panelists



Paul Romano, President, OneBeacon Professional Insurance

Paul became Executive Vice President in December 2010 and President of OneBeacon Professional Insurance in March 2008. Paul previously was responsible for underwriting, business development and marketing with Darwin Professional Underwriters. His prior experience includes leading Chubb Specialty's health care underwriting division. Paul spent the early part of his career with Aetna in the group insurance and managed care business.

Today's Panelists



Geoffrey Allen, Executive Vice President, National E&O and Information Risk Practice Leader, FINEX North America, Willis

Geoff Allen is national Cyber Risk and E&O Product Leader for Willis FINEX North America. He provides specialized insurance broking and risk consulting services focused on professional liability, E&O, network security, privacy liability, media, telecommunications, technology and intellectual property.

Geoff was a Visiting Fellow in Finance and Risk Management at the Communications Media Center at New York Law School from November 1997 through December 1998. From 1994 to 1998, Geoff was President of the Global Media Services Division of Minet which was acquired by Aon in mid 1997. He also served as the Global Specialty Coordinator for Minet's lawyers, accountants and management consultants business reporting to the chairman. Geoff has spoken widely on E&O, privacy, telecommunications and media risks.

Geoff has had over 30 years experience advising international professional services firms on risk management and insurance. He serves on the Board of Directors of Midland Adult Services, Inc. and the Midland Corporation which provides services to adults with developmental disabilities.

Geoff received a BA from Franklin & Marshall College.

Today's Panelists



Anne Longmoore, Executive Vice President, D&O, Fiduciary, and EPL Product Leader, Willis

Ann brings a rare combination of educational and business credentials to her work as on issues concerning liability and insurance relating to Directors & Officers, (Pension) Fiduciary and Employment Practices exposures. A frequent speaker and writer on these topics, her deep insight and multidimensional approach stems from holding a J.D. in Law, an M.B.A. in Finance and an M.A. in Economics. Based in New York, Ann is a national resource for Willis offices both in the North America and internationally.

While at Willis, Ann was also an Associate Adjunct Professor at George Washington's School of Pension Studies after acting as a Visiting Professor in the same program at Baylor University.

Prior to joining Willis, she spent 10 years at a large multinational insurance company. In her last position there she was Underwriting Manager of the Pension Trust Liability Unit in the Management Liability Division and oversaw risks relating to corporate, not-for-profit, multiemployer and public plans, while consulting on related international exposures as well as mergers and acquisitions.

Ann's previous legal experience includes positions at the New York Stock Exchange, the Department of Labor's ERISA Enforcement Division and the Bankruptcy Court in New York's Eastern District.

One outcome of the election is that healthcare reform is likely to continue to be rolled out. What are the implications healthcare organizations and for the healthcare property/casualty market?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

Dodd Frank also will likely to continue to be implemented on schedule. What is the significance for the D&O market?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

Will Superstorm Sandy spark a round of rate increases? What are some of the other significant factors affecting specialty insurance pricing?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

What was the impact of the credit crisis and recession on the specialty insurance market, and how has economic recovery affected it?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

The economic downturn was concurrent with a soft market, the combined impact of which had a negative impact on the top lines of many insurers. Did that situation encourage more insurers to pursue growth in specialty lines?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

Cyber insurance is perhaps the fastest growing specialty insurance line. What is driving this growth? Will it continue?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

Advisen Market Insights data shows about 40 insurers chasing after less than \$1 billion in cyber insurance premium in 2012. Is this still-young market already poised for a shake-out?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

What were some of the other key developments in professional liability in 2012?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

What is happening with January 1 renewals? How is 2013 beginning to look?



Dave Bradford- Advisen Ltd.



Paul Romano, President,
OneBeacon Professional
Insurance



Geoffrey Allen, Executive
Vice President, National
E&O and Information Risk
Practice Leader, FINEX
North America, Willis



Anne Longmoore,
Executive Vice President,
D&O, Fiduciary, and EPL
Product Leader, Willis

Many Thanks to our Sponsor!

OneBeacon
PROFESSIONAL INSURANCE®

Thank You to our Panelists!



Paul Romano, President, OneBeacon Professional Insurance



Geoffrey Allen, Executive Vice President, National E&O and Information Risk Practice Leader, FINEX North America, Willis



Anne Longmoore, Executive Vice President, D&O, Fiduciary, and EPL Product Leader, Willis

Upcoming Advisen Webinars

Visit http://corner.advisen.com/advisen_webinars.html for the 2012 Webinar Schedule

- **Insurance Regulation and the Property/Casualty Market**

Monday, December 17, 2012 at 11am EST

- **State of the Insurance Market: Focus on Professional Liability**

Wednesday, December 19, 2012 at 11am EST



The screenshot shows the Advisen website interface. At the top, there is a navigation bar with links for 'ADVISEN's Digital Insurance Platform', 'About Advisen', 'Corner Store', 'Front Page News', 'Alerts', 'Community', 'Login', and 'Contact'. Below this is a search bar. The main header features the 'ADVISEN's CORNER STORE' logo and a banner for 'Productivity & Insights for Insurance Professionals' with the text 'See Advisen's new information multiple access approach'. A secondary navigation bar includes 'ADVISEN LTD.', 'TOPICAL REPORTS', 'ANALYTICS REPORTS', 'SALES REPORT', 'SOLUTIONS', 'INSURANCE NEWS', 'ADVISEN EVENTS', 'JOB & CAREERS', and 'ADVISEN RE-SOURCES'. The main content area is titled 'Industry Profile Report | More' and features a 'Home' link. The 'Advisen Webinars' section is highlighted, with a 'WEBINAR ARCHIVE' button. The text describes the webinars as weekly events produced by The Advisen Conference Programming Board, mentioning past topics like 'State of The Industry Reports' and 'The Role of The Risk Manager'. It also announces 30 webinars for 2011 and provides a link for sponsorship information.

Upcoming Advisen Conferences

Visit http://corner.advisen.com/advisen_conference.html for the 2012 Webinar Schedule



Date: Thursday, January 31, 2:00 PM EST

<https://advisen.omnivia.com/register/41841336591883>

How to reach us:

Advisen Ltd.

1430 Broadway

8th Floor

New York, NY 10018

www.advisen.com

Voice: +1.212.897.4800

Fax: +1.212.972.3999

support@advisen.com