Cyber Insurance

What is the status quo and what are the main challenges?
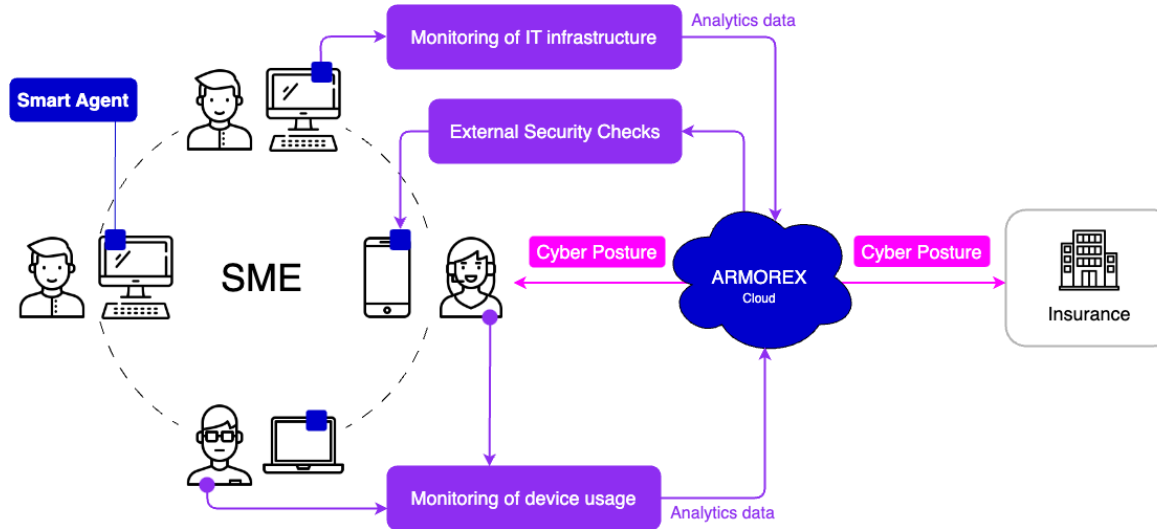
Cyber Insurance

- **5.51 million SMEs in the UK**

- **94% of businesses are missing out on Cyber Essentials (CE)**
  https://www.nwcrc.co.uk/post/94-of-businesses-are-missing-out-on-cyber-essentials

- **6% of businesses completed the CE certification, while only 1% completed CE Plus**
  https://www.nwcrc.co.uk/post/94-of-businesses-are-missing-out-on-cyber-essentials

- **30k CE and 9k CE Plus certified businesses in the past 12 months**
  https://www.gov.uk/government/publications/cyber-essentials-scheme-process-evaluation

- **16% of businesses are aware of Cyber Essentials**
  https://www.gov.uk/government/publications/cyber-essentials-scheme-process-evaluation

- **Businesses with CE certification are 80% less likely to make a claim**
  https://www.ncsc.gov.uk/blog-post/pathways-achieve-cyber-essentials-certification

Value Proposition

For   **SMEs**

Who needs   **to get Cyber Insurance**

Our product is a   **continuous monitoring system of IT infrastructure and device usage that can help in meeting cyber insurance requirements**

That provides   **insurance companies with a security posture of an organization in order to provide dynamic insurance policies to SMEs**

Unlike   **existing solutions in the market that only provide monitoring solutions and vulnerability scanning tools**
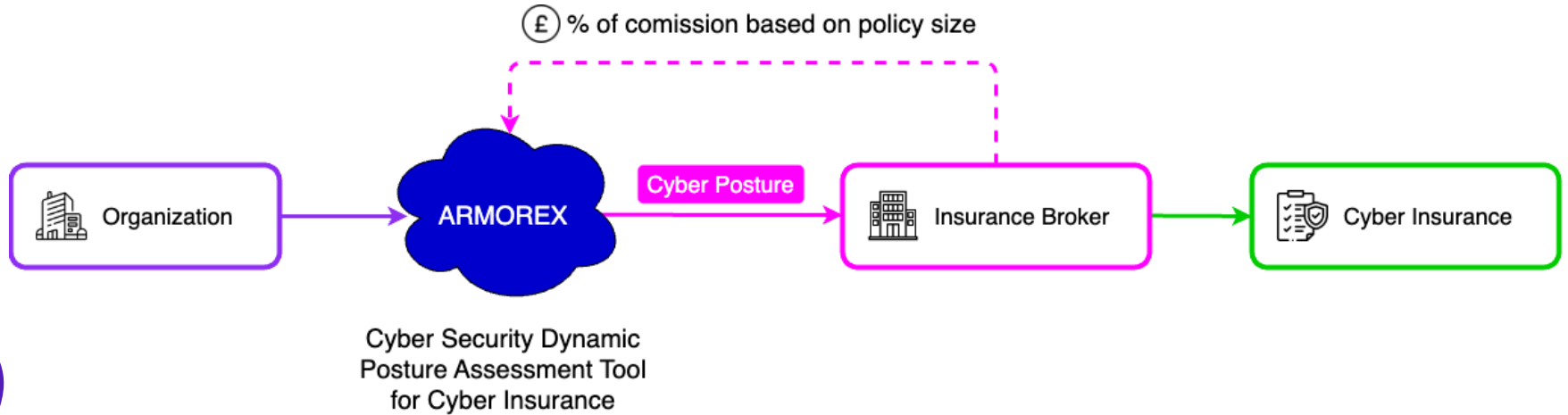
Proposed Solution

Benefits for SME

- ➕ Better cyber posture/hygiene
- ➕ Better business opportunities
- ➕ Reduced insurance premiums

Benefits for Insurance companies

- ➕ Reduced claims frequency
- ➕ Enhanced insurance pricing models

Route to Market

£ % of comission based on policy size

Organization → **ARMOREX** → Cyber Posture → Insurance Broker → Cyber Insurance

Cyber Security Dynamic
Posture Assessment Tool
for Cyber Insurance

THANK YOU!

Do you have any questions?

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